THE MOST TRUSTED NAME IN RADIO SINCE THE BIRTH OF ROCK & ROLL
ISSUE 2243
FEBRUARY 19 1999

Chicks Rule!

THANKS, RADIO Dilie Chicks

ADDITION OF THE STATE OF THE ST

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COLUMEIA



And Rising

FEATURES THE PLATINUM HIT "BECAUSE OF YOU" & THE NEW SMASH SINGLE "THE HARDEST THING"

AIRPLAY NOW!

ENHLY MIS 999/Chierdo Costaners neckou KHRE/Honagon KKHZ/Portland WNKS/Gierlote UXXL/Urlando KSE/Builalo WKSL/Memphils WDCG/Raleigh VLUIAVes: Pall Beach KI/Honolulu KKPW/Fresho WWHT/SYLEUSE WAZZ/Johnson Bity WADA/Melbourne WKCI/New Haven WOWZ/Utica WVSR/Charleston WGLU/Johnstown WWXM/Mrytle Beach WKM K/Dothan

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"...a straight agead pop sound that makes 98 Degrees destined for multiplatioum status, " — Hon Ross, JPD, WWZZ/Washington UC

"We lave the second! This record is a home run!" — JR Ammons, APU, Siar 94/Atlanta

"Look out another Top 5 SMASHI" — Albie Dee, PD, WXTV/Balticore

"Top 5 phones after 3 spins...SMASH...AUU! - Kelly Mash. PD, MKGMer Haven

"The Hardest Thing" received 109% kiss on our music test. It is Only the second time that this has happened....AUL*** - Miles Hiker, PD, WKSZ/Green Bay

A GREAT follow up from 98 Degrees.... Their hotstreak continues....ADD! Erik Bradley, APD, 995/Chicago

16

17

314530956-2/4

heat it up MARCH 17 Ottawa, ON Montreal, PQ 18 9 Toronto, ON

> Toronto, ON Hamilton, ON

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MP 40

- Thunder Bay, ON
- Winnepeg, MB
- Saskatoon, SK Calgary, AB

Edmonton, AB Vancouver, BC APRIL

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- Sacramento, CA
- Las Vegas, NV
- Les Angeles, CA
- Houston, TX Salt Lake City, UT
- Chigago, IL
- Berkeley, CA
- Phoenix, AZ
- San Jose, CA
- Los Angeles, CA

- Cleveland, OH troit. MI 18
 - East Lansing, MI

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- Vestbury, NY
- Hartford, CT 24 Pittsburgh, PA 25
- Wilkes Barre, PA 27
- Washington, DC 28 29
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Kansas City, MO

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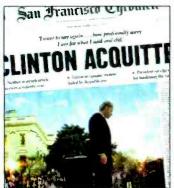
Atlanta, GA

UNIVER

ericanradiohistory

NEWSBRIEFS

A Disconnected Constituency



No matter the result, the recent Impeachment hearings will have a negative effect on how people view government for years to come. People are becoming hostile to institutions that take them for granted and disregard their individualism. Radio is no exception.

We Have Seen the Future...

Internet connectivity, streaming audio, and the rapid rise of MP3 audio have all taken a prominent position in the radio and music industry's development. Tony Sanders looks at what's ahead for the radio and music business.

PAGE 54

End of the World As We Knew It

106.7 The End (KKND)-New Orleans PD Dave Stewart on the day-to-day realities of programming in the New Corporate World Order: "You have to learn that everybody is not the enemy anymore. You get a lot of good ideas from guys who, in the old days, might have been your competitors."

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Stephen Pollan

On Living Rich

A practicing attorney and financial advisor, Stephen Pollan is Saturday's keynote speaker at the GAVIN Seminar in New Orleans.

For years American businesses had built up very hierarchical structures with all sorts of middle managers, department heads, and division directors. From a societal view this was necessary: it created jobs for all those highly-educated baby boomers who were entering the job market. However, as competition became global, such hierarchical structures became handicaps.

Small companies were quick to take advantage of information technology and could soon do things that previously required large (and costly) organizations. Since they didn't have multi-layered bureaucracies to support, they could charge less for comparable goods and services. Information technology also enabled foreign businesses to compete with American firms. Their lower pay standards offered them competitive advantages.

In an effort to compete with smaller and foreign businesses, America's largest corporations started cutting staff. Every time they laid off a few thousand souls, Wall Street applauded. Since most corporate executives have their personal compensation tied to stock prices, in one way or another, they were helping themselves as they helped the company and its stockholders. The losers in all this were the employees.

Brought up to believe in an unwritten contract that said they'd keep their jobs if they were loyal foot soldiers, employees were faced with a new world. Suddenly neither performance nor longevity nor seniority meant anything. There was no security, not even for the most loyal of soldiers. The rug had been pulled out from under employees' feet. They were rudderless. They had no foundation.

FIRSTPERSON

Workplace pundits are offering hundreds of suggestions—some savvy, some silly—about how employees can deal with



the changing economy and come out on top. Many, including myself, have urged employees to think of themselves like free agent athletes-the employees who have probably done the best in this new, laissez-faire type of environment. But I've seen in my own practice that not everyone is a 25year old left-handed pitcher who won 20 games last year. Some people are the 35-year old utility infielders who batted .240. These folks are still valuable-no team can win without them-but they're not going to command the kind of attention that merits behaving like free agents.



Look for Shania on:

- 2/19 Rosie O'Donnell
- 2/23 Tonight Show with Jay Leno
 - **3/3** Shania Twain's Winter Break, 9pm est on CBS *featuring Elton John and the Backstreet Boys also*



3/23 Performing on Grammy's 6 GRAMMY NOMINATIONS INCLUDING: ALBUM OF THE YEAR RECORD OF THE YEAR

SONG OF THE YEAR

As seen on

"That Don't Impress Me Much"



Jon Landau Management • Produced by Robert John "Mutt" Lange • Mixed by Mike Shipley

from the 8x PLATINUM album, COME ON OVER

CAA

GAVINNEWS

"Y-100 Legends" to Close Out Seminar

To the jocks who worked there, it was the "Amazing FM." To the listeners of Miami, it was "predictable unpredictability" that spoke

the language of the street. And to the competition it was a pesky little gnat let loose

along Miami Beach, giving market-leading WQAM (and the rest of the radio market) a real run for the numbers.

Dave Sh

For the record, *it* was WHYI (100.1) in Miami, Heftel's powerhouse FM that, in the early 1970s, invaded south



Florida with a rock-oriented,

urban-flavored, street-hip pre-

sentation that (like L.A.'s Boss

"the fastest moving station in

America." One of the first FMs to achieve double-digit ratings, the station rocketed to success because it listened to the sounds of the city. "We put the language of the streets on the air," recalls consultant Buzz Bennett, credited with coming up with the Y-100 name. "Most stations that are cutting edge are stations that listen to the street, and you can't get that from research. It takes a lot of work, but if you have a force out there...well, that's how you win."

The legends behind the ¥100 legend will be re-living their experiences (well, at least some of them) at the "Amazing FM Class Reunion" tomorrow (Saturday) at the GAVIN Seminar in New Orleans. Slated for the '70s "flashback" are Bill Tanner, Buzz Bennett, Tony Novia, Kid Curry, Dr. Dave Dunaway, current PD Rob Roberts, and GAVIN'S Quincy McCoy. The one and only Dave "Your Duke" Sholin moderates the session.

"Music really is under siege because of the ease with which anyone can use a computer and the Internet to send and receive songs." Ray Kurzweil —see page 18

Warner Bros. Ups Ante on DVD

Citing strong sales of their previously released DVD titles and growing consumer demand, Warner Bros. Records, Inc. will further its commitment to the DVD platform by releasing between 15 and 20 titles in 1999.

"Based on the strength of our recent DVD releases, we know that music fans want to view artists in as high-tech a format as possible," said Vic Faraci, Senior VP of Sales and Marketing for Warner Bros. Records, Inc. "DVD offers music fans an experience not far removed from having the artist perform in their living room."

The first seven titles slated for March DVD release include Madonna's *Ciao Italia: Live From Italy*, three from Frank Sinatra: *A Man and His Music, The* Main Event, and A Man and His Music + Ella + Jobim, Eric Clapton's 24 Nights, Rod Stewart's Storyteller 1984-1991, and Graceland: The African Concert from Paul Simon.

Savage VP/Urban Promo at WB

A.J. Savage has been named Vice President of Urban Music Promotion for Warner Bros. Records, Inc., Dwight Bibbs, Senior Vice President of Urban Music Promotion for Warner Bros., announced.

Savage joins Warner Bros. from Virgin Records, where he served as National Director of Promotion for more than

Hare Named President, ABC Radio

John Hare, most recently Group President, ABC Owned Stations, has been named President of ABC Radio, effective immediately. In this position Hare will be responsible for the ABC Radio Division, which consists of 38 stations—24 FM and 14 AM—and the ABC Radio Networks.

Commenting on Hare's promotion, ABC Broadcasting President Robert Callahan said, "John is a terrific manager and radio executive. His experience in station management, as well as his broad knowledge of the radio industry, make him well-suited to the challenge of expanding ABC's many radio interests."

Hare has served as Group President, ABC Owned Stations since July 1997. He began his broadcasting career as an account executive at ABC-owned KXYZ-AM/FM in Houston; he subsequently held sales and management positions at stations in Washington, Detroit, and Dallas.

two years. He has a background in radio, and began his promotion career at A&M/Perspective Records,



where he worked for four years, holding various titles, including Head of Promotion.

"A.J. is one of the most involved, energetic, and hands-on promotion executives it has ever been my pleasure to work with," Bibbs commented. "Having him on our new team provides an enormous advantage as we work to create a new and aggressive urban music profile for Warner Bros. I join with the rest of the company in welcoming him aboard."

FIRSTWORDS

"Got Enough?"

Reading through a another trade magazine the other day, I came across yet another tired ad playing off the now-infamous "Got Milk" campaign.

Now, I don't mean to do my Andy Rooney impression here, but haven't we had enough of this already?

No question, the "got milk" concept was a great one, but the copycat mentality that's so pervasive in the media today has brought this idea well beyond the point of overkill. Glance through almost any magazine or newspaper today and you'll find a variation on this theme...and a lost opportunity to do something creative, innovative, and new.

Where are the truly clever minds that understand the basic concept of "creative director"? Look around your station: are you and your people trying as hard as you can, every day, to do come up with fresh ideas and to take your listeners and advertisers to the edge? Or are your programming and promotion efforts yesterday's retreads?

One reason WHYI (Y-100) in Miami was so successful was its "predictable unpredictability." Listeners always knew to expect the unexpected, because the station didn't run a set, copycat pattern every day.

Come to the Y-100 "Amazing FM" legends session, Saturday at the GAVIN Seminar. You owe it to yourself to learn how the great ones did it.

Reed Bunzel, Editor-in-Chief

The largest Internet radio network

h

onradio.com

radio

Clear Channel to Spin 20

Clear Channel has signed letters of intent with six prospective groups to divest or swap 20 stations in five radio markets, for a total consideration of \$340 million. The transactions are critical in Clear Channel's purchase of Jacor Communications, which was announced last October. Stations included in the divestiture/swap include:

MARKET	STATION	OWNER	BUYER
LOUISVILLE	WDJX/FM	Jacor	Blue Chip
	WFIA/AM	Jacor	Blue Chip
	WLRS/FM	Jacor	Blue Chip
	WSFR/FM	Jacor	Cox Radio
	WVEZ/FM	Jacor	Cox Radio
CLEVELAND	WENZ/FM	Clear Channel	Radio One
	WERE/AM	Clear Channel	Radio One
	WNCX/FM	Clear Channel	CBS Radio
DAYTON	WGTZ/FM	Clear Channel	Blue Chip
	WING/AM	Clear Channel	Blue Chip
	WING/FM	Clear Channel	Blue Chip
JACKSONVILLE	WBGB/FM	Clear Channel	FCC Trust
	WZNZ/AM	Clear Channel	FCC Trust
ТАМРА	WHPT/FM	Clear Channel	Cox Radio
	WFJO/FM	Clear Channel	Cox Radio
	WDUV/FM	Jacor	Cox Radio
	WRBQ/FM	Clear Channel	CBS Radio
	WSJT/FM	Clear Channel	CBS Radio
	WRBQ/AM	Clear Channel	ABC Radio
	WZTM/AM	Clear Channel	Mega

Are You Going to Scarborough's Fair?

OK, so it's a bit of a stretch. But Scarborough Research is planning its First Annual Scarborough Radio Marketing Conference for radio clients.

The two-day event will take place at the Marina Beach Marriott in Marina del Ray, California May 18-19, 1999, with an opening dinner reception scheduled for May 17. The conference is designed to provide stations with strategies for increasing revenue by using qualitative data.

Attendees will gain insight into new ways of prospecting, effectively building proposals, talking to retailers, and learning from ad agencies what they look for to get on the buy. In addition to sessions, the conference will feature roundtable discussions with industry experts.

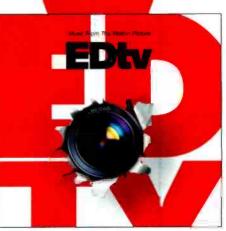
Osgood to Receive "Lifetime" Award

CBS Radio and Television news correspondent and anchor Charles Osgood will receive the 1999 Radio-Mercury Awards Lifetime Achievement Award, Gary Fries, co-Chairman of the Radio-Mercury Awards and President & CEO of the Radio Advertising Bureau, announced at the RAB Convention in Atlanta.

"Charles Osgood is a master of words," Fries remarked. "His distinctive delivery of live radio commercials is renowned. It is befitting that we honor him as a troubadour of the spoken word."

The Radio-Mercury Awards encourage the development of creative radio commercials by recognizing and rewarding the top 10 best ads of the previous year. Stations nationwide are invited to enter client-produced commercials as well as station-produced ones. Entries must be received by March 5, 1999. (Early deadline is February 26.)

The first single from the EDtv soundtrack!



Music From The Motion Picture EDtv

Going for adds MARCH 1-2, 1999

Compass Records

TFULY ARTIST OWNED - TRULY INDEPENDENT - IN TUNE WITH GAVIN

"I have been playing folk music for most of my life and I never cease to be inspired by the musical depth and artistic integrity of the



non-mainstream music scene. It has been my dream to build a record company that could help people discover the great artists and musical genres that are consistently overlooked by the so called "Entertainment Tonight" culture. On Compass Records, you will find a hand picked collection of recordings by artists I belleve are the finest in their fields - from folk to jazz to bluegrass to world music. I am excited about sharing these Compass

ASTIN PROJECT VQ.01200, B OP

ASTRAL PROJECT

Voodoo Bop

The premier jazz group from the city

where Jazz was born!

"One of the most distinctive and cohesive quintets in jazz of the '90s."

-Down Beat

JUDITH EDELMAN

Only Sun

"The arrival of a major new talent."

The Wall Street Journal

What Did He Sa

VICTOR WOOTEN

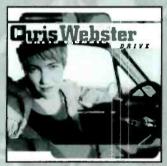
What Did He Say?

"Victor Wooten is proof that all

men are not created equal." -Chip Stern, Musician Magazine

releases with you and I am confident you'll find music here that is surprising, wonderful and edifying."

- Allson Brown

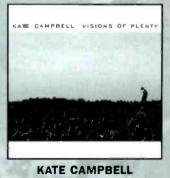


CHRIS WEBSTER Drive

"Vebster's magic derives from those Inef able qualities,...possessed by the truly great and moving singers of any style." -The San Francisco Bay Examiner



EDDI READER Angels & Electricity "Eddi Reader is up there with Bonnie Raitt and k.d. Lang." *Mojo*



Visions Of Pienty If Steve Earle has a female analogue, Ka e Campbell certainly fills the bill." *Chicago Dally Herald*

COMPASS RECORDS 117 30TH AVENUE SOUTH NASHVILLE, TN 37212 1-800-757-2277 E-MAIL: Info@compassrecords.com www.compassrecords.com DISTRIBUTED BY KDCH INTERNATIONAL

GRABBAG

BY LAURA SWEZEY

■ WMMS-CLEVELAND honored Valentine's Day by staging a White Trash Wedding for one pair of lucky listeners. The station asked listeners to call in with their "WT" quotient, with the ultimate winner being one Marcus Espinosa—who is unemployed and lives in a double-wide trailer with his girlfriend Crystal (a topless dancer) and their five kids. Since the loving couple couldn't afford to get married, they apparently were delighted that they had won.

Vows were exchanged before a minister from the Universal Life Church, known only as "Reverend T," who downed a few scotches before slurring his way through the ceremony, which was broadcast live from

Crystal's workplace. Although the bride and groom were bedecked in traditional attire, the tables were adomed with flowers stuck in **Budweiser** bottles. The couple stood beneath an archway provided by a balloon clown as they were pronounced husband and wife. At the reception immediately following the nuptials, chicken winos. chips and salsa, and



WSBG-Stroudsburg, Pa.'s "Fire and Ice" Valentine's Day ice sculpture containing his and her diamond and ruby rings. A listener won the jewelry and a trip to Jamaica by correctly guessing the exact time of day the sculpture melted to refeal the rings.

saltines with American cheese were served, and a cake with "Happy Birthday" crossed out and "Congratulations" hastily written in was presented to the happy couple. After the bride's parents left, Crystal and coworkers took to the stage and danced, sans clothing, for the crowd. As part of the station's expenses "mostly paid" trip to Niagara Falls, WMMS gave the newlyweds money for a tank of gas, a room, and tickets to the Wax Museum of Criminals.

KEDJ-PHOENIX (THE EDGE) staffers helped a pair of lovebirds "tie the knot on the spot" for V-Day. Thanks to a heartfelt letter that listener Carri Fields sent the station about her longtime love Adam Mattox, the two were treated to an impromptu wedding...and it all came as a surprise to the groom.

When Carri asked Adam pick her up at work, little did he know that waiting for him were a minister and folks from The Edge bearing balloons, flowers, and wedding attire. Adam showed up and Carri choked up as she asked Adam to marry her. "There's nothing I'd rather do," he replied, followed by a nervous "right now?" once he realized what was happening. The two were hitched on the air moments later at Portraits by Reg, Carri's place of business; from there a limo took them to a romantic dinner and finally to a wedding suite at a local hotel. Good thing Carri planned ahead and packed their bags. The couple will honeymoon in San Francisco in April, where they will see the band Placebo.

■ WKRQ "Q102"-CINCINNATI set up two listeners on a date in order to prove that love, indeed, is blind. The winners of a contest were blindfolded and had no idea what each other looked like until after the evening ended. Moming show hosts selected female listener Aleah, who interviewed several men on the telephone and chose Scott as her date. The two showed up at the station for their big evening at different times and had their eyes covered. The moming crew guided the sightless couple as they dined at a restaurant with a spectacular view of downtown that they were unable to enjoy. Then, though they couldn't see the sights, they took a carriage ride downtown, followed by dancing at a local club. The couple got along well, and even made plans for another date before being unveiled to each other the following morning.

Most Added at POP & ADULT

<u>New On:</u> WZPL KALC KKRZ KAMX WSHE WRVW **KISS 108** Y100 WFLZ Star 94 KBKS **B**94 WNCI WNKS WPLJ KYSR WTMX KLLC WWMX WSSR KPLZ WTIC KSLZ

Anything But Down

From the platinum plus album "The Globe Sessions" nominated for 6 Grammy_{*} awards including <u>Album of the Year</u> Just performed on Leno and Roseanne David Letterman performance 2/22 US Tour starts in March

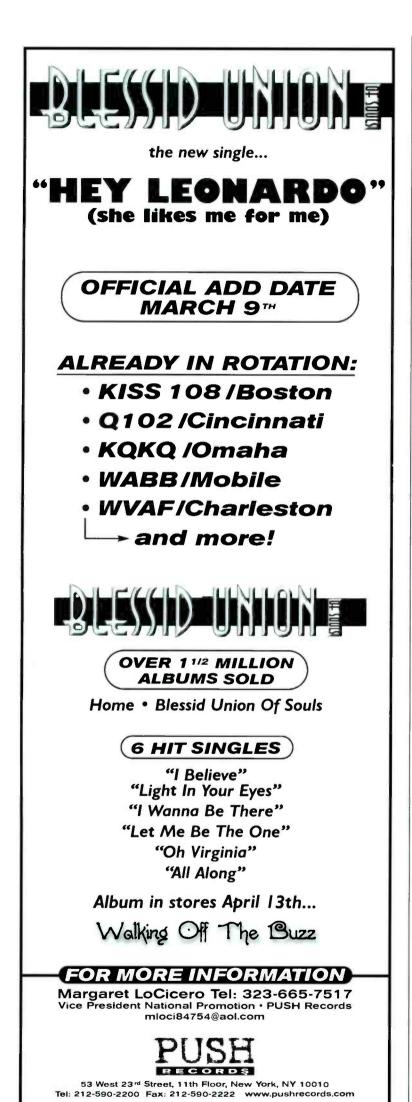
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BACKSTAGE

BY JAAN UHELSZKI

Despite what the producers would like you to believe, **Marilyn Manson** is not considering a role in the remake of the 1958 horror classic, *House on Haunted Hill.* "I turned that down ages ago," said the rocker. "Me, a villain in a horror movie? It was just too predictable." Manson did, however, say that "Coma," his next single from *Mechanical Animals*, will appear in *Matrix*, the latest disturbing flick from the folks who brought you the equally disquieting *Bound*. As for the aforementioned *Animals*, Manson is attempting to bring his album to the silver screen. A script for the project is reportedly finished, and the musician hopes to begin filming in May—envisioning the project like the great rock operas of the '70s.

Alanis Morissette constantly is throwing us curves. She played God in



a movie, filmed her last video in the nude, and recently she joined a multicultural, multilingual cast for *The Prayer Cycle*, a ninemovement chorale by composer **Jonathan Elias** that will be released by **Sony Classic** next month.

Morissette, who sings in both French and Hungarian, joins a stellar cast including Linda Ronstadt, who croons in Spanish, James Taylor (French), the late Nusrat Fateh Ali Khan (in his native Urdu), and Perry Farrell (Hebrew).

C. Delores Tucker's lawsuit against the estate of slain rapper **Tupac Shakur** has finally been put to rest. U.S. District Judge **Ronald L. Buckwalter** threw out the lawsuit last week, explaining that, as former **Pennsylvania Secretary of State**, Tucker was a public figure in the eyes of the law and therefore not personally attacked by the lyrics of a **2Pac** song that rhymed her last name with an obscenity. Judge Buckwalter

also threw out her suit against *Time* and *Newsweek*, which she accused of sensationalizing the story and writing with actual malice toward her.

37-year old Garth Brooks is either building castles in the air, or his own personal field of dreams. The platinum-plus Country artist revealed he's going to try out for the San Diego Padres. We kid you not—and Padres owner John Moores backs him up, telling reporters that Brooks has been invited to spring training and "there have been discus-



sions underway." He also added that the hatted singer, "has got an athletic build and a big pair of wheels." Wheels? Funny, we don't call them *that* where we come from.

We're not sure whether your kids told you or not, but **Julio Iglesias** visited a Los Angeles school to lecture pupils on the merits of a career in music—and most of the kids wanted to know who he was.

Everybody knows who the Incredible Hulk is, but did you know that famed muscle man Lou Ferrigno, who played the green giant on TV is now a personal trainer? Michael Jackson just hired the '70s icon to get him into shape. Ferrigno told reporters that the Gloved One wants to be "a little lighter in the midsection"—no doubt to get in shape for the statue the singer is having made of him and his two children, Prince and Paris. He's interviewing artists to render the three of them, romping in the all-together, in brass. But what about mommy Debbie Rowe?

BORN TO SHINE.

Shawn Mullins <u>Shimmer</u>

GAVIN A³ COMMERCIAL: 7*-5*

BDS A³ Monitor 15*-12* (GREATEST GAINER)

AIRPLAY ACTION

KTBZ	WMRQ	WEQX	WEND	KZON
KFOG	WXRV	WNCS	WCLZ	WBOS
WRNX	WMVY	WXPN	WHPT	WXRT
WMMM	WTTS	CIDR	WRLT	WDOD
KTCZ	KBXR	KGSR	KBAC	KKZN
КТНХ	KFXJ	KXST	KMTT	KINK

KBZD and many more!

Produced by Peter Collins for Jill Music, Ltd. Mixed by Tom Lord-Alge Management: Russell Carter Artist Management, Ltd.

www.shawnmullins.com

COLUMBIA

olombia" Reg. U.S. Pat. & Lin. Off. Marca Registrada /@ 1999 Shawn J

The follow-up track to the (\mathbf{A}) Grammy[®]-nominated smash Lullaby. From the Gold album "Soul's Core."

On Tour Now

G-FILES

JERKINS' DARKCHILD PACTS WITH SONY

Musician-songwriter-producer Rodney Jerkins has signed a worldwide production and label agreement with Sony Music Entertainment. Though only 21 years-old, Jerkins has already amassed a long list of hits via work with artists including Mary J. Blige, Joe, Brandy and Monica, Blackstreet, Deborah Cox, Whitney Houston, Tatyana Ali, and Will Smith, among others. Jerkins is also CEO of production company Darkchild Inc., and has founded Darkchild Records as part of the Sony pact.



Pictured (I-r) at the announcement: Paul Schindler of Grubman, Indursky & Schindler P.C.; Michele Anthony, Exec. VP, Sony Music Entertainment; Reverend Fred Jerkins, father and personal manager; Mrs. Sylvia Lucas Jerkins, mother; Rodney Jerkins; Thomas D. Mottola



Imus Reveals Book Award Winners

Legendary New York jock Don Imus has announced the winners of his Imus American Book Awards. Listeners of *Imus in the Morning* voted throughout the month of January for their favorite book from 12 nominated titles, picking one winner from each category. Voting took place online at barnesandnoble. com and at Barnes & Noble Booksellers nationwide. Don Imus picked one winner in each category. Three winners received \$50,000, and the fourth, which Imus selected, received \$100,000.

The grand prize winner,



also Imus' fiction choice, was Richard Price for *Freedomland*. Listeners' choices included David Remnick's *King of the World*, *Muhammad Ali and the Rise* of an American Hero, Ruth L. Ozeki's My Year of Meats, and Imus' choice for nonfiction, Taylor Branch's *Pillar of Fire: America in the King Years 1963-1965*.

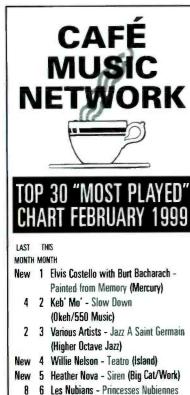
Rock Concerts Not As Deadly in '98

The good news: there were fewer deaths at rock concerts around the world last year (8) than there were in 1997 (19); the bad news is that more people were injured (5,691 in '98 vs. 1,100 recorded in '97). Poor safety and security are to blame, according to the Rock Concert Safety Survey.

He Radio Guys!

Be sure to call BRUCE REINER to wish him a HAPPY 40TH BIRTHDAY!

12 • GAVIN February 19, 1999



(OM Town/Higher Octave) 15 7 Alien Fashion Show - Alien Fashion

- Show (Surfdog/Hollywood Records) 13 B Shawn Mullins - Soul's Core (Columbia)
- 19 9 Maxwell Embrya (Columbia)
- 10 10 Tom Waits Beautiful Maladies The Island Years (Island)
- New 11 Galactic Mongoose (Capricom) 16 12 Bob Dylan - Time Out of Mind
- (Columbia) New 13 Café Music Network Selects - Volume
- IX (CMN) 18 14 Los Angeles Guitar Quartet - L.A.G.Q. (Sony Classical)
- 5 15 Preservation Hall Jazz Band Because of You (Sony Classical)
- 3 16 Bio Ritmo Rumba, Baby, Rumba! (Triloka/Mercury)
- 20 17 Taro Hakase Taro (Sony Classical)
- 9 18 Morcheeba Big Calm (Sire)
- 17 19 Sonia Dada My Secret Life (Capricom)
- 7 20 Bruce Homsby Spirit Trail (RCA)
- 25 21 David Sanchez Obsession (Columbia)
- New 22 Susan Werner Time Between Trains (Bottom Line) 21 23 John Williams - The Guitarist John
- Williams (Sony Classical) 12 24 Natalie Imbruglia - Left of Middle (RCA)
- New 25 Little Voice Music From The Miramax Motion Picture (Capitol)
- New 26 Lighthouse Family Postcards from Heaven (Island)
- 1 27 Hooverphonic Blue Wonder Power Milk (Epic)
- 14 28 Marianne Faithfull A Perfect Stranger, The Island Anthology (Island)
- 22 29 Cry Cry Cry with Dar Williams, Lucy Kaplansky & Richard Shindell (Razor & Tie)
- 6 30 Krisha Das One Track Heart (Worldly Triloka)

A Division of Real Life Marketing Tel: 201.217.9400 Fax: 201.217.9495 e-mail: lifereal@aol.com One Newark St. Suite 9, Hoboken, NJ 07030 GAVINNEWS

Teller Forms Atomic Pop

Music industry vet Al Teller has announced the formation of Atomic Pop, a music-driven Web platform designed to "bridge the gap between artists and consumers."

Atomic Pop has formed a partnership with various artists to promote, market, sell, and distribute their music. L7 is the first established band to sign with the label; their new single "Freeway" will be available via digital download and as a limited edition 7" vinyl single exclusively from www.atomicpop.com. Blondie's latest, *Blondie Live*, featuring performances of new music and classic Blondie hits, will be previewed on Atomic Pop on Monday (February 22), a day before it reaches retail stores.

"We fully intend to leverage both online and offline promotional venues," Teller said. "This includes college outreach, national advertising, Web banner buys, street marketing, and co-distribution deals with commerce sites that match Atomic Pop's music buyer demographic."

Puerto Rico Numbers Finally In

Arbitron began measuring radio in Puerto Rico last summer, treating the island as one market, which thus ranks it 13th largest. The ratings for this sweep were delayed by a week...no *mañana* influence, just Arbitron double-checking slogan credits to make sure all was correct.

Spanish Tropical station WPRM stayed on top in this survey, rising almost 50 percent to notch a 10 share, finishing as the clear leader. Top 40-formatted WKAQ/FM increased to a 6.2, good enough for runner-up and just ahead of WKAQ/AM—which saw its News/Talk format grab third with a 5.9. Plus, there was a close race for fourth place, as Spanish Tropical WZNT (4.7) eased out Top 40 WMEG (4.6).

FRIENDSOFRADIO

Michael Tierney

show:

VH1

Vice President, Music Programming

Hometown:

#261

I was born in South Bend, Ind., but raised in Syracuse, N.Y.

Stations I listened to growing up: WAER, WJPZ, WAQX,

WOLF, and WSYR (Syracuse).

Stations I listen to now:

Hot 97, Z100, K-Rock, 'KTU, and WFAN.

Your favorite VH1 video right now: Hole's "Celebrity Skin." Never get sick of watching it. There is so much going on.

Your <u>favorite VH1</u>

by Annette M. Lai



What do you miss the least: The 4th of July fireworks shows.

Future ambitions: To be a part of discovering the first big radio format and musical style of the 21st Century. (If it's not too late.)

Editor's note: Mike Tierney will appear as part of the Group PD session at the GAVIN Seminar on Friday afternoon at 4:45 p.m.



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Motley Crue: Behind the Music. You couldn't get more sex, drugs, and rock 'n roll

into 44 minutes-and

I'm a big fan of all

three. Even if I didn't

work at VH1, I'd call

we profile bands I

Behind the Music,

Behind the Music.

the most about

when they leave

sonalities.

working in radio:

What everybody says

radio-the energy, the

immediacy, the per-

What do you miss

Metallica Rehind the

Music, Ozzy Ozbourne

BTM the best show on

cable. And I love when

actually grew up with

Runners-up are: R.E.M.

Help Your Spring Ratings By Dialing for Diaries



he good news? The Fall Book is over, and (for better or worse) everyone has received his or her Arbitron report card.

The bad news? Before you know it, that pesky, critical Spring survey is on top of you. In less than a month, diary placement will start (week of March 15th) and, on April 1st (no foolin'), diarykeepers will begin to fill in their precious booklets.

With the Spring sweep imminent, perhaps you've decided your station needs an extra marketing push to bolster your numbers. There are scads of marketing vendors out there hawking their systems as the Holy Grail of diary impact; this week we interview an exec from a leading firm and see what key points you may want to keep in mind as you attempt to "dial for diaries."

FAIRWEST'S ROB SISCO

In 20 years of consulting, I've seen lots of marketing vendors and "unique" ideas come and go. One firm that has had consistent success is Fairwest Direct, based in San Diego. The Vice President/Marketing of Fairwest is Rob Sisco, who recently chatted with GAVIN about telemarketing and direct mail campaigns aimed at Arbitron payoff.

GAVIN: What is Fairwest Direct's niche? How does it help stations?

RS: We are a database-driven direct marketing company aimed at growing the size of audiences, while at the same time generating revenues for the station's clients/advertisers. **Do you have one particular market-ing idea, or have your tactics evolved over the years?**

evolved over the years?

We're continually coming up with the cutting-edge programs, tactics, and elements to not only grab more listening loyalty but also revenues for the station.

RATINGS&RESEARCH

But in the belt-tightening age of consolidation do you find that stations are spending less on marketing?

Yes, we do see that. In fact, our beginning premise is a "we have no money" comment from the station. Many of our plans actually generate money for the station enough to cover marketing expenses and then some.

BOOST CUME OR TSL? How do you begin to work with a station?

It begins by agreeing on the station's needs or priorities. What is their strategic plan? What are the past Arbitrons indicating? Then there are specific options, depending on whether the mission is to bring a load of new cume bodies to a station versus a campaign to enhance listener loyalty/TSL.

What do you generally see as the biggest challenge?

Most stations in America are terribly inefficient in managing the cume they do have. The key is just basic old recycling, and doing a much better job of getting your cume to give you more occasions of listening. I don't know a radio station in America that is as good at managing their customers—their listeners—as they ought to be.

Is it easier to build cume or TSL?

Contrary to some opinions, we believe it's easier to do a better job boosting TSL, and you can do it very quickly.

In your firm's thinking, is winning the top-of-mind awareness battle vital to Arbitron success?

Certainly having your listeners become habitual and thinking of your station when they turn on the radio will help you win the P1 contest. However, stations must do a better job of customer service if they are going to achieve that level of habitual use/recall.

How should stations think about "customer service"?

We advocate almost a "Nordstrom" approach to managing and pleasing your listeners. The programming must be extremely consistent so folks know what to expect, and you must strive to always super-serve and exceed listeners' expectations. What are some impediments to cementing listener loyalty?

Right now there is so much "churm" in the industry with stations chang-

ing formats all the time. It makes it very difficult for folks to become brand loyal when the products (stations) are frequently flipping formats. Radio exects have an unrealistic idea that if you launch a "new" station, people will automatically come to it, and become loyal to it. Doesn't work that way.

KEYS TO SUCCESSFUL MARKETING When you walk in, what is the

process used to boost ratings?

The first thing we count on is that the programming is as close to perfect as can be. The basic product must be right, since we believe there's nothing worse than causing folks to tune into a flawed product. You'll drive them away and have wasted the marketing effort. So, step one: make sure your sound is consistently good before you call us.

What if it's the launch of a new station?

Then they'd better have some good research into creating a powerful new sound for which there is a demand. There's nothing worse than spending \$750,000 on TV to launch a station that's either poorly executed or flawed conceptually. Assuming the product is on target, do you recommend direct mail, telemarketing, or a combination thereof?

It all depends on the station's challenges. You can implement listener loyalty clubs (using station lists of loyal listeners or frequent cumers); there can be an interactive phone system set up to offer benefits and information for card-carrying "loyal" members; and you can organize telemarketing to homes and workplaces.

What's the best way to build a listener database?

Use your own signal! There is no purer way to reach out to listeners than to make an announcement over your air, inviting them to become members of your loyal listener club. The airlines are a good example. They market their frequent flyer clubs not in mass media, but in the planes once you're in the air. They know where to reach their customers. Thus, stations need to use their air, then target the telemarketing to locate as many as possible to produce more QH.

What's the one real key to successful marketing?

Consistency is critical. You can't jump around with inconsistent campaigns from book to book and expect your ratings to grow or remain strong. ●

Workplace Zip Data: How Useful?

How do Rob Sisco and Fairwest feel about the use of the new at-work zip data in terms of targeting potential cume/QHs?

"We think the jury's still out on this," he says. "Like anything from Arbitron, it will need to be trended to be useful, and we're not sure it will be trendable. We'd suggest stations look at including this information in the marketing mix, but it shouldn't be the sole factor used to try and grow your station."

Sisco reports that Fairwest very effectively uses data from the Department of Commerce, called S.I.C. (Standard Industrial Classifications) to help zero in on workplaces that could be fruitful targets. If your station is A/C, for example, you could probably forget about S.I.C.s that are industrial sites, while a rocker might want to focus on those.

far above the rest

TAL BACHMAN She's So High

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The Shape Of Things To Come

A "Future Eye's" View of Music and Radio in the New Millennium

By Tony Sanders

onsolidation in the radio and music industries, the wildfire spread of Internet connectivity, and the dramatically-lower costs for high-speed computing have all contributed to what some business forecasters and consultants are calling a new eco-

nomic paradigm—not just for the computer industry but for much of the global economy. And the effects of all this change are being felt most directly by the radio and music industries.

To read some press accounts, the cast of characters in this modern-day revolution are the major radio groups and record labels, huddled inside the castle walls and braced against a growing population that's newly armed with digital MP3 players, Internet-webcasting software and (possibly), in the not-too-distant future, licenses for low-power, microradio FMs. In fact, Internet connectivity, streaming audio, and the rapid rise of MP3 audio have all taken a prominent position in the radio and music industry's development...so much so that other technological developments have been pushed off center stage, at least for the near term.

"Music really is under

siege because of the ease with which anyone can use a computer and the Internet to send and receive songs," says Ray Kurzweil, author, futurist, and creator of the popular Kurzweil synthesizer. Kurzweil spoke with GAVIN recently about what he called a "new economic paradigm" brought on by developments in the computer industry. The new paradigm he describes is one that, in just the next 10 years, could lead to a world where "human musicians [will] routinely jam with cybernetic musicians" and computers will be small enough to be worn like jewelry.



mulberry lane

Harmless

Impacting this Week at Top 40 Radio



S. J.V. M. C.A

From the upcoming album <u>Rur Your Own Race</u>. utive producer Don Getman • Produced by Don Genman & Doug Trantow • Mikes by Tim Polmer that the demand for copies of songs in the MP3 format shows that there is "a clear appetite for downloading music." One reason that the MP3 format has become so popular, he says, is that "the major labels have not made much content available in an authorized format, and that has forced people to look for pirate versions." Wingate says his firm is "trying to push the major labels as best we can to embrace and create an authorized alternative to MP3."

Right now, a2b and Liquid Audio essentially are competing to develop their own SDMIapproved, digital audio players. One of the byproducts of the RIAA's SDMI initiative will be the creation of a standard that will allow for a certain level of interoperability among the various players that are out there. "That's going to be good for the consumers," says a2b's Miller. "It's going to be good for the music companies and it will be good for service providers like us."

Is a Little Piracy A Good Thing?

Kurzweil is a firm believer in protecting intellectual property, but also believes that "some piracy is good for intellectual property," because it acts as a promotion. Pointing to one of the computer industry's own monoliths, he said: "Microsoft wouldn't exist today if it wasn't for the piracy of early copies of Microsoft Basic, which created the programming language as a standard."

There's still plenty of room in

the near and distant future for major record labels and other corporations to exist, although, in 2009, "Most purchases of books, musical 'albums,' videos, games and other forms of software do not involve any physical object, so new business models for distributing these forms of information have emerged," Kurzweil says. There's room for the outright purchase of a book or musical album in the future, although he also suggests that consumers will be able to "rent access" to listen to music once, a few times, or by the minute

Intellectual property will continue to exist thirty years from now, in Kurzweil's vision of 2029. It also will be a time when "there are many more lawyers than doctors because "human and nonhuman intelligences" will be focused primarily on the creation of "knowledge in its myriad forms" and there will be "significant struggle over intellectual property rights," he comments.

The Rest Of the Story

Early in 1998, a petition for rule making was filed at the FCC for the creation of a microradio broadcasting service. The petitioners hoped to provide "a very localized and/or specialized broadcast service to the public" with these stations covering only a few square miles. Power would be limited to less than 1 watt and antenna heights would have a maximum of 50 feet. Critics said this could lead to the FCC licensing as many as 15-20,000 microradio stations and that this would do nothing but create new over-theair interference on the FM band.

Since then, the FCC's revamped view of the new FM service is to license somewhat larger microradio stations-thereby cutting back on the final number of them. In fact, FCC Mass Media Bureau Chief Roy Stewart said the final tally would be "hundreds" rather than "thousands." The NAB and Some members of Congress have voiced strong opposition to the new service; most recently, House Telecommunications Subcommittee Chairman Rep. Billy Tauzin (R-LA) has called for a hearing on the issue and asked the FCC to halt any further work on developing the service.

Most of the other technological innovations that are developing for radio at the dawn of the millennium have been in process for decades, or at the very least since the start of the 1990s. In-Band, On-Channel (IBOC) radio holds the prospect of airing CD-quality sound over both AM and FM, while satellite-based Digital Audio Radio Systems (DARS) would offer the same CD-quality sound but through a new audio system.

Some of the earliest discussions about digital broadcasting took place at the start of the 1990s when the projected debut for the new technology was put at 1995. The most recent action on the IBOC front was the financial contribution and commitment by nearly a dozen of radio's largest groups to the continued development of a workable IBOC system.

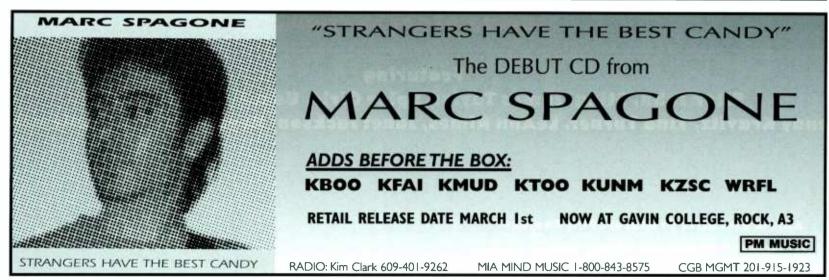
Even with this commitment, not

everyone is counting on consumer demand for such a system. During an interview on CNBC at the start of Wall Street trading for his newly-public stock, Entercom CEO Joe Field said, "Radio will expand into digital as an enhancement of the existing medium, but I don't think that there's a great public demand for that particular application."

Meanwhile, Satellite DARS is still on track for a debut in either 2000 or 2001, despite a recent announcement from CD Radio that its company's satellite launches would be pushed back by three months. If an IBOC system can be made ready for commercial rollout by around the same time, then there would still be an opportunity for that system to compete with the scheduled rollout of Satellite DAB.

And finally, there's Radio Broadcast Data System (RBDS), which offers tune-by-format radios that can also deliver short text-messages over the air (such as artist and song title information for the music that's currently playing). Auto manufacturers and several consumer-equipment manufacturers have been offering a wide variety of RBDS radios for a while now.

In the end, it all boils down to the product. During a recent CNBC interview, Arista Records founder Clive Davis said, "There will always be new forms of distribution...but it doesn't affect me because you just learn that you've got to have the right music. So I leave the technology to others because I know if I have the right artist and the right music, it will be in demand." ●



22 • GAVIN February 19, 1999



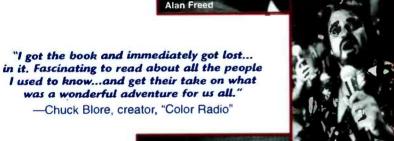
It's the best radio book, ever! Pure literary magic

-Paul Drew, former VP of programming, RKO Radio

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"It's a family gathering and a school reunion all amazingly bound together in one cool package." -Bobby Ocean, former DJ, KFRC and KHJ





"Definitive." -Ron Jacobs, former PD, "Boss Radio" KHJ



"Magnificent...not really a book to read, per se, but one to savor." -Claude Hall, former radio editor, Billboard

was a wonderful adventure for us all." -Chuck Blore, creator, "Color Radio"



"How in the world do you chronicle the miracle of a format that literally saved radio when TV arrived? I can't imagine anyone other than Ben who could have taken on this task and come out with a classic." -Don Barrett, editor, Los Angeles Radio People

The Hits Just Keep on Coming: The History of Top 40 Radio

tells the whole crazy tale of the most powerful radio format of all time. Blast from the past or insider's history lesson, you get the stories behind it all: the DJs, the fans, the singles, the jingles, commercials, dedications, contests, requests, news, sports and weather reports-and "the platter chatter that matters." This book by former Gavin managing editor Ben Fong-Torres reads like Top 40 radio itself: fast, fun, and not a second of dead air.

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An Invitation to

LIFEbeat's Breakfast with Special Guest

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LIFEbeat, The Music Industry Fights AIDS and our Guest Host, Radio Consultant Steve Smith, Invite You to Help Launch LIFEbeat's Zero Transmissions by 2001 Campaign

Please Join Us for Breakfast on February 24, 1999

Asia de Cuba at the Mondrian Hotel 8440 West Sunset Boulevard Los Angeles, CA 10:00 AM - 11:30 AM

\$250 Per Person Includes: 1 Ticket for Breakfast and Listing in Event Program

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Please R.S.Y.P. to Barri Cillié by February 17 at 212-965-8900 or Fax your R.S.Y.P to 212-965-3910 to Reserve a Space (Visa, Mastercard or American Express)

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In 1999, LIFEbeat, the Music Industry Fights ALBS is launching a fundraising and awareness campaign that will direct millions of dollars to local HIV/ALDS and youth-focused organizations that are engaged in helping America's youth from getting infected with HIV.

> LIFEbeat is a 501(c)3 organization. Donations are tax deductible to the extent allowable by law.

This Event is Generously Underwritten By Denise Rich.



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TOP 40 • RHY JHM

Off The Record

The Offbeat, the Strange, the True...As seen exclusively in Gavin's gmail.

"Well, for a few years there, I had a lot of holidays off while other people had jobs...Pm just making up for lost time." —*KISV-Bakersfield PD Bob Lewis on working President's Day.*

....

"Usually at industry events 1 bowl like crap, but for once, 1 bowled like 1 should." — Virgin's Carey "Kingpin" Vance (218 average), fresh off his win at WFLY-Albany's bowling party, where two add slots were at stake. Vance was teamed with Columbia's Brad Davidson, who hadn't picked up a ball since the mid-'80s. "Brad ended up bowling a 180—people wanted to shoot us."

....

"Roses are red; violets are blue; we're mixing all weekend; your spins just went from 47 to 2." —*KYLD-San Francisco PD Michael Martin's fax to labels explaining wby their spins would drop dramatically on a Wild 94.9 "All-Mixing, All the Time" President's Day weekend.*

....

"The contestants had to be single

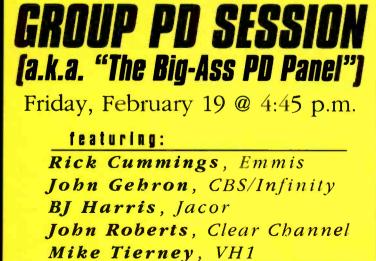
and somewhat sane." — WNCI-Columbus APD/MD Neal Sharpe, explaining the stringent requirements necessary to enter the station's "Married at First Sight" promotion.

"It's about time—I've been PD for a year and I never replaced myself." —Hot 97-New York PD Tracy Cloherty on her mental preparation to welcome the station's new MD, Sean Taylor from WHTA-Atlanta.

"Josh sounded like he didn't know what the hell he was doing, but at least he's no longer a virgin...I think." —Jamie Hyatt, PD of Xtreme Radio (KXME)-Honolulu on assisting "Josh the Butt-Kissing Intern" finally get "lei'd," live on the air, after a record-setting 8,232-day dry spell.

....

"I'll be hiding out at the GAVIN." —KIIS-Los Angeles PD Dan Kieley, on the predicted sea of humanity which will now descend upon his person in response to APD/MD Tracy Austin accepting the PD post at WKSS (Kiss 95.7)-Hartford.



Don't miss Gavin's

moderated by: Kevin Carter, Dave "the Duke" Sholin and Sandy Skeie

Darrin Stone

PD, WABB-Mobile

How long with the company: A little over two years.

Format: Mainstream Top 40 with a decidedly Rock/Alternative lean.

Ratings: #1 12-plus (9.4); #1 18-34 (15.0); tied for second 25-54. Also, even though we're below the line there, our signal booms into Pensacola, Florida, where we pulled a 7.8 12-plus (third overall), but our breakouts were incredible—We scored a 25 share with Women 18-34, while the morning show had a 27.0!

Line-up: Mornings, Darrin Stone and Jay Hasting; middays are open (send those T's & R's); Afternoons, Jeff Jordan; Nights, Chris Ott; Overnights, Kane.

Consultant: Harve Blain

Owner: Bernie Dittman, Dittman Broadcasting Spot Load:

10 minutes per hour Stop Sets: :32 and :48

Early Influences: I grew up near Minneapolis listening to Heins & Berglund

on WLOL, Knapp & Donutz on KS95, Tom Bernard on KQRS, and Buck & O'Connor on KDWB. When I was 18, I got a job as a grunt, and used my time to learn from the jocks there like Craig Hunt, Humble Billy Hayes, Alan Kabel and Greg Thunder.

Mentor: Early on, Craig Hunt (now at Star 94-Atlanta) would listen

and critique the airchecks I assembled in the production room. They were horrible, but he never degraded the work and always gave me great advice. Alan Kabel (now at KDMX-Dallas), on the other hand, taught me more about the business aspects of radio. I'm fortunate to consider those guys my friends; we still keep in touch. It isn't often you have that kind of opportunity with the people you idolized in your youth. First Gig: WEVR in my

hometown of River Falls, Wisconsin (spring training camp for the Kansas City Chiefs is our claim to fame). I was dating a girl in high school, and her best friend's mom owned the radio station. After one weekend shift, I was promoted to fulltime nights. Not because I was that good, but because the night guy quit. My first real lesson in radio: Be at the right place at the right time!

Favorite Movies:

Sergeant York, To Hell and Back, Lawrence of Arabia, and Star Wars. Stories of regular people put in tough situations who overcome the odds and succeed.

Favorite Book: The Sword of Shannara by Terry Brooks

Hobbies: I write science fiction stories, and I'm finishing up my first novel. Golfing, playing baseball or softball, camping, long

PDPROFILE



walks on the beach, slow passionate kisses...uh...sorry.

Family: Married almost seven years to Stephanie, the most patient woman I have ever met. We have a 3 1/2-year old daughter, Madison, and two cats, Tobie and Stormy.

Wacky Anecdote:

While doing nights at KDON-Salinas, 1 got locked out of the building and had to climb one of the support columns to reach the balcony to get back into the studio. Halfway up the column, the cops came screeching into the parking lot, weapons drawn, and told me to come down. Needless to say, I complied. The only way I could prove I actually worked there was to have them tune in the station and hear the dead air. Minutes later, they were helping me climb the column, and when I got inside, I played them a song-"Gangsta's Paradise."

Career Goal: I have always wanted to go back home to work at KDWB, but this time, as a more important member of the programming team and airstaff. Anyone who knows me, knows that this is my dream. I *will* work there again one day.

Tommy Henriksen

"This is the kind of around-the-clock 'pure Pop' sound we look for here at Z100." —Tommy Austin, Z100/Portland

"Sounds like a smash Pop record for 1999!" ---Rob Morris, KDWB/Minneapolis

"Bright light! Bright light! Definitely a hit!" —Albie Dee, WXYV/Baltimore

"Sounded great when I heard it in my office: sounded even greater when we got it on the air." —Sonia Jackson, KZZO/Sacramento

"A brand new talent...with a blockbuster hit." —Travis Dylan, WRVQ/Richmond

"Not only do we see the sun...we hear it!! It's a smash!" —Duncan & Kozman, Decisionmakers, KMXB/Las Vegas

Added this week: KZZO KMXB KLLY WKCI WJBQ WSPK WRFY WKPK WMBX KWTX

Also spiriting	al.
WHYI	KKRZ
КНМХ	WNKS
WSSR	WNOK
WKSZ	WABB
WRHT	WWCK
WDJX	and more

"I See The Sun"

The first single from his self-titled debut album Also available on the **Blast From The Past** soundtrack Featured in the New Live Civera Motion Picture Blast From The Past starring Alicia Silverstone & Brendan Fraser

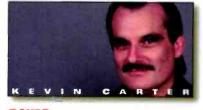
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Hollywood and Vinc

GAVIN

			-		-	
MOST ADDED		A				
					U	
Savage Constant Southers S	LW TW				00000	
	1 1 GOO GOO DOLLS - Slide (Warner Bros.)	Weeks R 22	154	Adds 0	SPINS 7478	TREND +197
- Maria	3 2 BRITNEY SPEARSBaby One More Time (Jive)	19	143	1	6788	+197
	Selling and testing everywhere, Britney is knocking					
The Other Sister	2 3 SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	19	149	0	6782	-24
in Children	4 4 CHER - Believe (Warner Bros.)	14	158	1	6677	+724
**SAVAGE GARDEN (40)	5 5 'N SYNC - (God Must Have Spent) A Little More Time (RCA) 15	142	1	6001	+72
**TLC (40)	6 6 BRANDY - Have You Ever? (Atlantic)	18	134	0	5793	-73
SHERYL CROW (28)	9 7 SUGAR RAY - Every Morning (Lava/Atlantic)	8	154	1	5583	+615
MADONNA (21)	8 8 BACKSTREET BOYS - All I Have To Give (Jive)	12	141	1	5257	+227
*FUEL (18)	7 9 EAGLE EYE CHERRY - Save Tonight (WORK)	30	118	0	5076	-414
*SIXPENCE NTR (18)	10 10 WILL SMITH - Miami (Columbia/CRG)	18	109	0	4733	+124
	12 11 MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	20	131	3	4731	+240
	13 12 BARENAKED LADIES - It's All Been Done (Reprise)	12	126	0	4087	-364
TOP TIP	17 13 ALANIS MDRISSETTE - Unsent (Maverick/Reprise)	7	134	0	3814	+158
	19 14 MDNICA - Angel Of Mine (Arista)	12	121	3	3724	+501
	18 15 DIVINE - Lately (Red Ant)	18	104	1	3708	+115
	11 16 SHAWN MULLINS - Lullaby (Columbia/CRG)	22	105	0	3662	-921
	14 17 JEWEL - Hands (Atlantic)	17	107	0	3490	-760
183 0 - L	15 18 NEW RADICALS - You Get What You Give (MCA)	18	106	0	3396	-447
	16 19 THIRD EYE BLIND - Jumper (Elektra/EEG)	26	91	0	3327	-376
	22 20 LENNY KRAVITZ - Fly Away (Virgin)	17	124	7	3187	+288
	20 21 BLACKSTREET featuring MYA - Take Me There (Interscope)	15	97	0	2955	-239
	25 22 BETTER THAN EZRA - At The Stars (Elektra/EEG)	8	118	3	2923	+417
MADONNA "Nothing Really Matters"	21 23 EVE 6 - Inside Out (RCA)	28	82	0	2807	-256
(Maverick/Warner Bros.)	23 24 EVERCLEAR - Father Of Mine (Capitol)	18	94	0	2679	-171
It's Madonna—and it	24 25 OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	14	104	0	2444	-219
WILL matter.	29 26 MARIAH CAREY - I Still Believe (Columbia/CRG)	7	107	10	2443	+622
with match	27 27 COLLECTIVE SOUL - Run (Atlantic/Hollywood)	7	103	4	2343	+275
	30 28 JOEY McINTYRE - Stay The Same (C2/CRG)	6	104	7	2212	+400
	36 29 SIXPENCE NONE THE RICHER - Kiss Me (Squint)	23	94	18	1943	+593
ADIO SAYS	Already a hit at Hot A/C, and Top 40 is feeling the lo	ve.				
	39 30 GARBAGE - Special (Almo/Interscope)	14	86	9	1646	+367
-	34 31 HOLE - Malibu (DGC)	8	77	2	1640	+162
	31 32 JENNIFER PAIGE - Sober (Edel America/Hollywood)	7	78	2	1636	-6
	40 33 <u>B*WITCHED</u> - C'est La Vie (Epic)	7	82	9	1581	+338
	26 34 KHALEEL - No Mercy (Hullywood)	10	67	0	1563	-756
the second	28 35 R. KELLY & CELINE DION - I'm Your Angel (Jive)	17	51	0	1500	-536
	- 36 SAVAGE GARDEN - The Animal Song (Columbia/CRG)	2	115	40	1467	N
	32 37 MONIFAH - Touch It (Universal)	29	47	0	1403	-155
SHERYL CROW	- 38 EVERLAST - What's It Like (Tommy Boy)	7	62	9	1358	N
"Anything But Down"	38 39 DAVE MATTHEWS BAND - Crush (RCA)	20	55	1	1273	-51
(A&M/Interscope)	- 40 <u>SEMISONIC</u> - Secret Smile (MCA)	6	66	5	1197	N
"One of her strongest songs	Total Reports Th	nis We	ek 1f	3 L	ast We	ek 159
ever. Hooks you right from	CHARTBOUND		Reports	Adds	SPINS	TREND
the get-go."	MADONNA - "Nothing Really Matters" (Maverick/Warner Bros.)		72	21	1114	+662
—Jimmy Steele, PD,	TLC - "No Scrubs" (LaFace/Arista)					
WRVW-Nashville			72	40	766	+570
	SHERYL CROW - "Anything But Down" (A&M/Interscope)		66	28	853	+396
	FLEMING & JOHN - "The Pearl" (Universal)		57	2	943	+120
	DEBORAH COX - "Nobody's Supposed To Be Here" (Arista)		50	5	1137	+270



RAVES

By Annette M. Lai

98° "The Hardest Thing" (Universal)

Z95.7-San Francisco MD Lara Scott has already predicted in gmail that 98°'s latest effort will be "bigger than

'Because of You." From their gold-certified album 98° and Rising, the guvs' latest sultry and harmonious effort will



certainly help solidify their status as one of 1999's hot guy groups. Impacting mainstream Top 40 and Rhythm-Crossover.

MULBERRY LANE "Harmless" (Refuge/MCA)

By the time you read this, you hopefully will have seen Mulberry Lane (named for the street they grew up

on in Omaha) showcase their talent-and this song-at the GAVIN Seminar...and won't need

any more con-



vincing. If by chance you didn't get to see them, one listen of the CD will tell you that this harmonious quartet of sisters sparkles on this mid-tempo debut effort. Don't be

Continued on page 36

TOP 40 REPORTS ACCEPTED MONDAYS AND TUESDAYS 8:30 A.M.-4 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580

ARTISTPROFILE

3RD **STOREE 3RD STOREE IS** Lil' Man (Kenneth Pratt) Jay-R (Barry Reed, Jr.) Kevonté (Kevonté Jackson) D-Smoove (Dante Clark) FAVORITE HOBBIES: "Singing" -Lil' Man; "Singing, drawing,

playing instruments" ---Jay-R; "Drawing" -Kevonté; "Writing, playing with my sister" -D-Smoove FAVORITE FOODS: "Roscoe's Chicken & Waffles" -Lil' Man; "Lasagna, enchiladas" —Jay-R; "Seafood" -Kevonté; "Mexican" -D-Smoove FAVORITE MOVIE: "Rush Hour" -Lil' Man; "Rush Hour; Friday,

Austin Powers" -Jay-R; "Five Heartbeats, Soul Food, Friday, Austin Powers" -- Kevonté; "Love lones, Rush Hour" -D-Smoove **EWORITE CARTOONS: "Looney** Toons" -Lil' Man; "South Park" -Jay-R; "South Park, Adventures of Spiderman" - Kevonté; "X-Men. South Park" -D-Smoove FAVORITE SCHOOL SUBJECT: "Physical education" -Lil' Man: "History" -Jay-R; "English" -Kevonté; "Math,

history" -D-Smoove WHAT DO YOU LOOK FOR IN GIRLS: "Intelligence" -Lil' Man; "Nice attitude, good sense of humor, pretty" -Jay-R; "Intelligence" - Kevonté; "Sense of humor, good heart, nice personality" -D-Smoove WHERE DO YOU GET YOUR INSPIRATION FROM: "My Mom." -Lil' Man; "Older role models in the music industry." -Jay-R: "Boyz II Men, New Edition,

Jackson 5." -Kevonté; "Jesus Christ, my Mom, my brother." -D-Smoove





the new song from the album Supernatural

Representation: Dah Pitts añd Laurie Anderson for True Artist Managerfent www.virginrecords.com P1999 Vage Records America. Inc. Forwhout Records P1999 Vage

KYKY, WERZ, WAOA, KQKY, WJMX, KTOZ, KDAO, WWAX

Already on:

WPLT-Detroit, KLLC-San Francisco, KCHZ-Kar sas City, KBBT-Portland, WPNT-Milwaukee, KAMX-Austin, G105-Raleigh, WBNQ, WRXS, KLAZ, KMHX, KRUZ, WFKS, KCLD, KGLI, WTCB, WCIR, WXIS, WBWB, WBEC

TOUR	DATES:	3/30	Fa-go
2/18	Seattle	4/1	Springfield
2/19	Pullman, Wash.	4/2	Kansas City
2/20	Portland	4/3	hcianapolis
2/21	Boise	4/8	Tupelo
2/23	Sacramento	4/9	Greenville
2/25	San Diego	4/10	Lyr chburg
2/26	San Jose	4/11	Chattanooga
2/27	Los Angeles	4/13	Birningham
3/4	Lakeland, Fla.	4/15	Latayette
3/5	Tallahassee	4/16	Houston
3/6	W. Palm Beach	4/17	Saa Antonio
3/9	Memphis	4/18	College Station, TX
3/11	Greensboro	4/20	Tulsa
3/12	Cleveland	4/22	Mashville
3/13	Toledo	4/23	Bristol, Tenn.
3/15	Sioux Falls	4/24	Fairfax
3/16	Wichita	4/25	Hershey Park
3/18	Grand Rapids	4/27	Dayton
3/19	Louisville	4/29	Pittsburgh
3/20	Chicago	4/30	Philadelphia
3/21	Columbus	5/1	Portland, Me.
3/25	Champaign	5/2	New York
3/26	Omaha	5/4	Fort Wayne
3/27	Minneapolis	5/7	Deroit
3/29	Ames, Icwa		

TOP 40 UP&COMING

9 4 1 8 3 1 4 2 2 10 18	856 1044 811 570 694 570 597 488 369 221 101	+394 +96 +29 +169 -15 +85 +38 +38 +13 +185	EVERYTHING - Good Thing (Blackbird/Sire) WHITNEY HOUSTON - Heartbreak Hotel (Arista) 2 PAC - Changes (Interscope) VENGABOYS - We Like To Party (Strictly Rhythm) BLONDIE - Maria (Beyond Music) MUDHENS - Try To Explain (MH) SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This) THE CORRS - What Can I Do (143/Lava/Atlantic)
1 8 3 1 4 2 2 10 18	811 570 694 570 597 488 369 221	+29 +169 -15 +85 +38 +38 +13	2 PAC - Changes (Interscope) VENGABOYS - We Like To Party (Strictly Rhythm) BLONDIE - Maria (Beyond Music) MUDHENS - Try To Explain (MH) SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
8 3 1 4 2 2 10 18	570 694 570 597 488 369 221	+169 -15 +85 +78 +38 +13	VENGABOYS - We Like To Party (Strictly Rhythm) BLONDIE - Maria (Beyond Music) MUDHENS - Try To Explain (MH) SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
3 1 4 2 2 10 18	694 570 597 488 369 221	-15 +85 +78 +38 +13	BLONDIE - Maria (Beyond Music) MUDHENS - Try To Explain (MH) SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
1 2 2 10	570 597 488 369 221	+85 +78 +38 +13	MUDHENS - Try To Explain (MH) SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
4 2 2 10	597 488 369 221	+78 +38 +13	SWEETBOX - U Make My Love Feat. Evelyn King (RCA) DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
2 2 10	488 369 221	+38 +13	DRU HILL - These Are The Times (Island) SISTER MOON - Why (This Is This)
2 10 18	369 221	+13	SISTER MOON - Why (This Is This)
10 18	221		,
18		+185	THE CORRS - What Can I Do (143/Lava/Atlantic)
	101		The verifier while cell the (real cere) Audited
-		+85	FUEL Shimmer (550 Music)
	423	-76	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Minut Contents
1	346	+44	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island
1	412	-78	ROD STEWART - Faith Of The Heart (Universal)
8	290	+69	JAY-Z - Can I Get A (Roc-A-Felia/Def Jam)
4	257	+76	TOMMY HENRIKSEN - I See The Sun (Capitol)
5	254	+43	TATYANA ALI - Boy You Knock Me Out (MJJ/Epic)
1	253	+12	MEJA - All 'Bout The Money (C2/CRG)
1	229	-38	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)
-	226	-11	THE MERRYMAKERS - Trouble Time (Big Deal)
8	134	+83	dc TALK - Consume Me (Virgin)
-	232	-48	DAWSON - To Fly (Thinktank)
4	194	-67	MR. BLUE - Shadow On The Wall (Tida/Wave)
8	116	+89	* ALICE - What's In It For Love (Desert Sky)
1	176	-24	JAY-Z - Hard Knock Life (Roc-A-Fella/Def Jam)
1	153	+29	CRAIG JACKSON - Blinded By Love (Green)
7	86	+44	EMINEM - My Name Is (Interscope)
1	209	+24	FAR TOO JONES - Best Of Me (Mammoth)
2	115	+28	* SIMON DANIELS - Hand In Hand
1	f12 📄	+32	3rd STOREE - If Ever (Yab Yum/Elektra/EEG)
	1 1 8 4 5 1 1 	1 346 1 412 8 290 4 257 5 254 1 253 1 229 - 226 8 134 - 232 - 194 8 116 1 153 7 86 1 209 2 115 8 112	1 346 +44 1 412 -78 8 290 +69 4 257 +76 5 254 +43 1 253 +12 1 229 -38 - 226 -11 8 134 +83 - 232 +89 - 194 -67 8 116 +89 1 176 -24 1 176 -24 1 176 +24 1 209 +24 1 209 +24 2 115 +28

Drops: #33-Sheryl Crow, #35-Jennifer Love Hewitt, #37-Shania Twain.

Devil in a Blue Suit



Star 98.7 FM (KYSR)-Los Angeles welcomed Chris Isaak to its Star Ski Lodge in Big Bear, Calif. Fifty lucky listeners enjoyed a private concert by Isaak during a weekend getaway.



GO STATION PANEL: The GO Chart is based on reports by 79 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. <u>UNDERLINES</u> indicate upward movement, while <u>RED</u> entries highlight a stronger performance than on the main Top 40 Chart,

MOST ADDED



SAVAGE GARDEN (26) MADONNA (18) EVERYTHING (15) **FLEMING & JOHN (11) **GARBAGE (11) **JOEY MCINTYRE (11)

	main rop to chart		
TV	GOO GOO DOLLS - Slide (Warner Bros.)	SPINS	TREND
	CHER - Believe (Warner Bros.)	3066	+54
		2995	+364
	SARAH MCLACHLAN - Angel (Warner Sunset/Reprise)	2940	+104
	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	2633	+67
	BRITNEY SPEARSBaby One More Time (Jive)	2619	+155
	SUGAR RAY - Every Morning (Lava/Atlantic)	2505	+169
	BARENAKED LADIES - It's All Been Done (Reprise)	2374	+9
	BACKSTREET BOYS - All I Have To Give (Jive)	2225	+80
	BRANDY - Have You Ever? (Atlantic)	2208	+52
	NEW RADICALS - You Get What You Give (MCA)	1990	+12
	ALANIS MORISSETTE · Unsent (Maverick/Reprise)	1971	+183
	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	1940	+40
	SHAWN MULLINS - Lullaby (Columbia/CRG)	1827	-91
	EAGLE EYE CHERRY - Save Tonight (WORK)	1811	+4
	JEWEL - Hands (Atlantic)	1777	-101
	LENNY KRAVITZ - Fly Away (Virgin)	1680	+226
17	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	1572	+148
	BETTER THAN EZRA - At The Stars (Elektra/EEG)	1536	+155
	WILL SMITH - Miami (Columbia/CRG)	1435	+72
	MONICA - Angel Of Mine (Arista)	1419	+249
	EVERCLEAR - Father Of Mine (Capitol)	1358	+13
	THIRD EYE BLIND - Jumper (Elektra/EEG)	1293	+59
23	KHALEEL - No Mercy (Hollywood)	1268	+16
	JENNIFER PAIGE - Sober (Edel America/Hollywood)	1257	+54
25	DIVINE - Lately (Red Ant)	1223	+59
26	MARIAH CAREY - 1 Still Believe (Columbia/CRG)	1114	+295
27	EVE 6 - Inside Out (RCA)	1086	-26
	BLACKSTREET featuring MYA - Take Me There (Interscope)	1057	+26
	GARBAGE - Special (Almo/Interscope)	982	+235
	HOLE - Malibu (OGC)	982	+77
	SIXPENCE NONE THE RICHER - Kiss Me (Squint)	977	+226
32	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	929	-18
33	JOEY MCINTYRE - Stay The Same (C2/CRG)	907	+198
	FLEMING & JOHN - The Pearl (Universal)	885	+103
	R. KELLY & CELINE DION - I'm Your Angel (Jive)	802	-65
	DAVE MATTHEWS BAND - Crush (RCA)	798	+16
37	JENNIFER LOVE HEWITT - How Do I Oeal (Warner Bros.)	745	-25
38	SAVAGE GARDEN - The Animal Song (Columbia/CRG)	707 🖪	EW
39	B*WITCHED - C'est La Vie (Epic)	681 I N	IEW
40	SEMISONIC - Secret Smile (MCA)	655 N	EW

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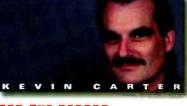
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GAVIN

					_
MOST ADDED					1
		V			/ E
	LW TW			SPINS	TREND
MY NAME IS	1 1 MONICA - Angel Of Mine (Arista)			2588	+108
VILLEN	2 2 BRANDY - Have You Ever? (Atlantic)			2143	-202
SLIM SHADY	3 3 DRU HILL - These Are The Times (Island)			1965	-77
OL OT M	6 4 WHITNEY HOUSTON - Heartbreak Hotel (Arista)			1897	+223
	4 5 JAY-Z - Can I Get A (Roc-A-Fella/Def Jam)			1888	-117
EMINEM (12)	7 6 DEBORAH COX - Nobody's Supposed To Be Here (Arista)			1762	+92
SILKK THA SHOCKER (8)	8 7 2 PAC - Changes (Interscope)			1648	-4
TRINA & TAMARA (7)	9 8 WILL SMITH - Miami (Columbia/CRG)	Alexander Sale		1628	0
**OUTKAST (5)	32 9 <u>TLC</u> - No Scrubs (LaFace/Arista)			1553	+908
	TLC gives radio a severe case of whiplash with a monst	er 32 to	o 9 jun		
**TLC (5)	10 10 MARIAH CAREY - I Still Believe (Columbia/CRG)			1515	+36
	13 11 LAURYN HILL Ex-Factor (Columbia/CRG) 12 12 N SYNC - (God Must Have Spent) A Little More Time On You (RCA)			1506	+161
				1421 1402	+9
TOP TIP	5 13 TLC - Silly Ho' (LaFace/Arista) 18 14 <u>TYRESE</u> - Sweet Lady (RCA)			1359	-326 +186
	14 15 BRITNEY SPEARSBaby One More Time (Jive)			1359	+186
A NORM	16 16 R. KELLY - When A Woman's Fed Up (Jive)			1310	+30
	11 17 OUTKAST - Rosa Parks (LaFace/Arista)			1300	-173
	17 18 GINUWINE - What's So Different (550 Music)			1289	+95
🗢 😿 I	19 19 DRU HILL - How Deep Is Your Love (Island)			1154	+4
	30 20 EMINEM - My Name Is (Interscope)	-	12	1119	+397
· · · · · · · · · · · · · · · · · · ·	Broke out of gmailten-point chart jump cements his	anthe	m sta		1051
	20 21 BACKSTREET BOYS - All I Have To Give (Jive)	Contraction of the local division of the loc	and the street	1025	+49
BUSTA RHYMES FEAT.	15 22 BLACKSTREET featuring MYA - Take Me There (Interscope)			902	-353
JANET JACKSON	26 23 CHER - Believe (Warner Bros.)			895	+107
'What's It Gonna Be" (Elektra/EEG)	24 24 BRANDY - Angel In Disguise (Atlantic)			852	+21
We think last week's Top Tip	21 25 LAURYN HILL - Doo Wop (That Thing) (Columbia/CRG)			825	-67
is strong enough for a repeat performanceso there.	23 26 TQ - Bye Bye Baby (Epic)			807	-27
performanceso mere.	29 27 FAITH EVANS - All Night Long (Bad Boy/Arista)			804	+74
	25 28 DMX - Ruff Ryders Anthem (Def Jam/Mercury)			803	-3
RADIO SAYS	33 29 DIVINE - Lately (Red Ant)			729	+97
	28 30 SHANICE - When I Close My Eyes (LaFace/Arista)			720	-40
	27 31 FAITH EVANS - Love Like This (Bad Boy/Arista)			716	-60
	37 32 <u>VENGABOYS</u> - We Like To Party (Strictly Rhythm)			617	+109
	22 33 HARLEM WORLD - I Really Like It (So So Def/Columbia/CRG)			587	-257
DUNC	34 34 MONIFAH - Touch It (Universal)			580	-30
george Con	35 35 SWEETBOX - U Make My Love Feat. Evelyn King (RCA)			578	+12
Aptrody's Supposed	31 36 JUVENILE - Ha (Universal/MCA)			575	-89
	36 37 THE ROOTS - You Got Me (MCA)			515	-4
DEBORAH COX	38 38 FAT JOE & BIG PUN - Bet Ya Man Can't (Atlantic) — 39 JERMAINE DUPRI & KEITH SWEAT - Going Home With Me (So So Del	Columbi	-/CDC1	507 452	+6
"Nobody's Supposed	- 40 METHOD MAN - Break Ups 2 Make Ups (Def Jam/Mercury)	/Columbi	a/unu)	452	+41
to Be Here"		0 1A/ 1	60		
(Arista)	Total Reports This				
Deborah Cox is huge in both	CHARTBOUND	Reports	_	SPINS	
requests and research."	FOXY BROWN - "Hot Spot" (Def Jam)	21	0	377	+7
—Bob West, OM, KSFM-Sacramento	3RD STOREE - "If Ever" (YabYum/Elektra/EEG)	20	3	317	+112
Korivi-oacrailletito	BUSTA RHYMES feat. JANET - "What's It Gonna Be" (Elektra/EEG)	19	4	395	+18
	SILKK THA SHOCKER feat. MYSTIKAL - "It Ain't My Fault Remix" (No Limit/Priority)	18	8	261	+76
	DIVINE - "One More Try" (Red Ant)	17	2	296	-+15



FOR THE RECORD

"I'm blown away with Maxwell's

'Fortunate'. should finally get him the recognition he deserves from this tired radio industry.



-Joey Arbagey, PD, KMEL-San Francisco

"Watch out for Crazy Bone's 'Thug Mentality' (Relativity) ... when that hits, it's gonna be H-O-T, I mean H-H-O-T-T!!" -Pretty Boy Dontay, MD, **KWIN-Stockton**

....

"Music Sounds Better With You' by Stardust (Virgin) ... the biggest club record of 1998 in Chicago...has crossed over to radio accessibility and is testing very well with our audience." -Erik Bradley, MD,

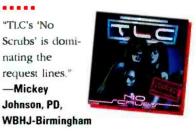
B96-Chicago

....

"Fat Joe's 'Betcha Man Can't' is generating quite positive reponse, telephonically speaking." -Bob Lewis, PD, KISV-Bakersfield

....

-30 "TLC's 'No +12 Scrubs' is domi--89 nating the -4 request lines." +6 -Mickey +41 Johnson, PD, N



RHYTHM CROSSOVER REPORTS ACCEPTED MONDAYS & TUESDAYS 8:30 A.M.-4 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990

FAX: (415) 495-2580





"you got me" featuring Erykah Badu

Spins over 2,000 • Audience over 35 million Billboard R&B Monitor 10*-6* • Billboard Crossover Monitor 17*-14* Added this week: KGGI, KBOS and KISV!

ut

On:	
WJMH 70x	#1 callout
WPGC 40x	Top 10 callou
Hot97 35x	#4 requests
WERQ 47x	#1 request
KMEL 35x	#2 request







THE ALBUM THINGS FALL APART FEBRUARY 23 www.mcarecords.com

Impacting Rhythm/Crossover Radio February 22nd and 23rd

Spins over 2,500 Audience over 31 million *Top 10 Single selling record in America!*

M C·A

Billboard R&B Monitor 8*-5* Billboard Crossover Monitor 26*-21*

Early Airplay and reaction at: WERQ 52x #4 request, *#3 single sales* WPGC 40x #4 request, *#7 single sales* WBHJ 65x #7 request, *#5 single sales*



The Latest Hit From **'bout it** In Stores Now

itten by Jesse Powell and Carl Roland — Single produced by Carl Roland for Mo'Kutz Productions/Mecca Don Entertainment, Inc. nent: Icon Entertainment - Executive Producer: Louil Silas, In: - Associate Executive Producer: Felipe Darrell

and music network #298

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www.americanradiohistorv.com

GAVIN

A/C P&CO

Rpts.	Adds	SPINS	TREND	
40	5	415	+57	FREE CLINIC - Searching For Something (Free Clinic)
38	1	439	+33	NANAPEG - Trees (Total Envision)
38	2	486	+94	SYRVA - Fade (Trazom)
34	3	422	+10	NEVILLE BROTHERS A Little Piece Of Heaven (Columbia/CRG)
33	1	473	+53	JIM WALSH - Only You (Photon)
33	15	448	+291	* SAVAGE GARDEN - The Animal Song (Columbia/CRG)
32	2	620	+41	BOJEST - Kissing It On (Rosier)
28	5	287	+60	* STROUD PROJECT - [f You Believe (DSVS)
27	4	323	+49	* CHICAGO - Show Me.A.SignTReprise)
26	4	349	+20	* KEITH METHVEN - Love Life (Kittyhawk)
25	1	628	+32	* BARENAKED LADIES - It's All Been Done (Reprise)
25	6	285	_+88	* THE CORRS - What Can I Do (143/Lava/Atlantic)

A/C Drops: Drops: #17-David Cassidy, #26-Mr. Blue, #31-Wirewood Hot A/C Drops: #34-Barenaked Ladies ("One"), #35-Fastball.

LAVES continued

surprised if your listeners compare them to (or mistake them for) some girl groups of the past. Impacting mainstream Top 40 and Hot A/C.

ALL SAINTS "If You Want to Party (I Found Lovin')" (London/Island/Mercury)

It's time to get down, it's time to party...All Saints style! One of

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(Silas/MCA)

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Continued on page 37

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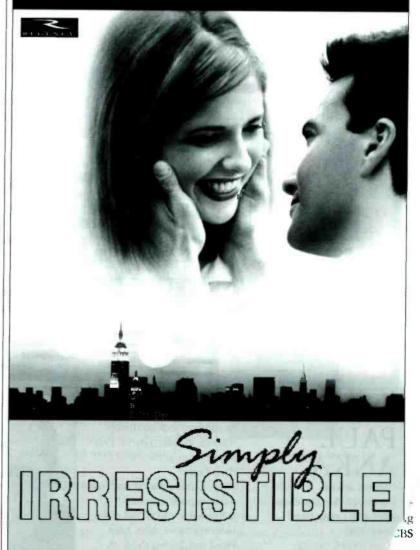
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RJ Promotions (212) 582-7531 Donna Brake (615) 599-0777

Your AC Contacts: Restless Promotion Staff (323) 957-4357

Res'S

36 • GAVIN February 19, 1999

BMG

A D U L T Q O N T E	M	_	P	0	R	A	_	3
517 177		-	Adds	SPINS	TREND	28+	21+	
1 1 ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	7	163	0	3863	+30	59	46	41
3 2 JEWEL - Hands (Atlantic)	17	149	3	3675	+2	65	37	27
2 3 SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	18	149	0	3588	-196	53	47	38
DED 4 4 R. KELLY & CELINE DION - I'm Your Angel (Jive)	17	126	1	2885	-278	33	45	34 31
5 5 ROD STEWART - Faith Of The Heart (Universal)	8	127	3	2783	+47	37	39	
6 6 JIM BRICKMAN featuring MICHAEL W. SMITH - Love Of My Life (Windham Hill)	8	135	2	2673	+113	33	28	44 40
7 7 MARIAH CAREY - I Still Believe (Columbia/CRG)	6	137	3	2572	+139	27	31 30	39
9 8 JOHN TESH & JAMES INGRAM - Forever More (I'll Be The One) (GTSP/Mercury)	6	141	4	2561	+175	28		39 26
8 9 MARILYN SCOTT - The Last Day (Warner Bros.)	18	119	6	2366	-30	31	26	
12 10 'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	10	123	8	2308	+131	23	30 22	36 39
10 11 W. HOUSTON & M. CAREY - When You Believe (from The Prince of Egypt) (DreamWorks/Geffen		100	0	2019	-252	20 20	33	
11 12 SHANIA TWAIN - From This Moment On (Mercury)	24	93	0	2009	-249	16	29	27 31
R (23)	21	94 96	0	1941 1872	-211 -180	21	20	34
RDEN (15) 14 14 HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	12		3		+85	25	17	18
15 15 SIXPENCE NONE THE RICHER - KISS ME (Squint)	1	72 85	23	1578 1515	+00	18	14	19
La la aller bellete (righter breet	1	00	25	1010	+304	10	14	13
	44	OE		1468	+6	13	19	22
	14	85 93	4	1400	+142	8	16	
19 18 MONICA - Angel Of Mine (Arista)	12 5	92	13	1414	+192	7	18	29 29
21 19 BACKSTREET BOYS - All I Have To Give (Jive)			2	1352	+155	18	15	21
18 20 BIC RUNGA - Sway (Columbia/CRG)	19	67		1295	+50	13	17	23
20 21 <u>GREGG SWANN</u> - Spinning (Dalin)	10	65	3 13		+33	4	12	29
NLP) 30 22 BONNIE RAITT - Lovers Will (Capitol)	5	92	0	1214 1159	+235	15	13	14
ZZ ZS EDWIN MICANY - TI DE (Lava/Atlantic)	65	56 49	0	1136	-53	21	8	16
hoebe 24 24 MARY GRIFFIN - Knock On Wood (Curb)	14	49	0	1114	-63	7	16	22
triking 25 25 BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	32 18	66	3	1110	+28	11	11	18
C 28 26 BRANDY - Have You Ever? (Atlantic)		43	0	1081	-25	18	10	18 11
led at 27 27 SHAWN MULLINS - Lullaby (Columbia/CRG)	17 8	43	2	916	+11	6	15	14
10. 32 28 LARRY KING & JOHN BLASUCCI - Worlds Apart (MFO)		50 41	2	905	+11	11	12	12
33 29 THE REGULATORS - Sweet Sustain (Southbound)	18	65	10	867	+3	3	5	28
— 30 PAUL ANKA & CELINE DION - It's Hard To Say Goodbye (Epic) This duo nabs highest debut of the week honors. Added at WPCH-Atlan		05	10	007				20
	14	37	1	800	+5	8	14	11
35 31 JOHN PURDELL - Better Way To Die (Jackal) 36 32 MARVIN GAYE & TAMMI TERRELL - Ain't No Mountain High Enough (Sony Classical)	5	44	0	764	+3	5	12	14
40 33 IAM - Under The Impression (Marvelous Show)	11	53	3	756	+60	1	9	20
40 33 <u>LAM</u> - Onder The Impression (Marvelous Show) 34 34 FAITH HILL - This Kiss (Warner Bros.)	30	41	2	744	-112	6	10	20 14
34 34 FATTH HILL - THIS KISS (Waller Drus.) 38 35 <u>SUNPOWER ORCHESTRA</u> - A Princess Blessing (Sunpower/Rhombus)	17	36	1	736	+28	8	10	11
39 36 ROCKAPELLA - I'll Hear Your Voice (J-Bird)	5	47	3	729	+22	4	8	17
37 37 TONY MASCOLO - Night Wind (Modern Voices)	12	36	0	729	0	4	15	13
	2	44	10	710	N	4	9	15
29 39 MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)	21	42	0	702	-356	2	11	17
T 40 JOEY McINTYRE - Stay The Same (C2/CRG)	5	49	4	674	N	3	4	19
Heart"	-		al Rep		is Week	173	Last	_
	TOFNE		-	-	CRE	_	-	
	TREND	_			UNL	.40		2
of hearing TAYLOR DAYNE - "Naked Without You" (Neptune/River North) 46 2 652	+52	- 1	CHE		• • • •			+3
esponse." NA LEO - "Poetry Man" (NLP) 46 10 523	+108	-			GAR			+2
DAWSON - "To Fly" (Thinktank) 41 8 467	+92				RAIT			+2
					A & CEI			+2
			JOI	HN M	ELLEN	NCAI	MP	+2

PAUL ANKA CURRENT SINGLE: "ft's Hard to Say Goodbye" (duet with Celine Dion) LABEL: Epic PROMOTION CONTACT: Tom Mazzetta (303) 545-9990

"Ottawa, Canada; July 30, 1941 MAJOR MUSICAL INFLUENCE: "Don Costa." WHAT RADIO STATIONS DID YOU GROW UP LISTENING TO? "I listened to CKOY and CFRA radio in Ottawa. Also, Allen Freed and 'Murray the K' in New York City." WHAT'S IN YOUR CD PLAYER?

HOMETOWN AND BIRTHDAY:



"Andrea Bocelli," Favorite Movie OF ALL-TIME: "*Citizen Kane* and *The Godjather* I and IL." WHEN YOU WERE YOUNGER, YOU WANTED TO GROW UP TO BE: "Ghandi or Winston Churchill." FAVORITE COMFORT FOOD: "Steamed vegetables." ODDEST JOB YOU'VE EVER HAD: "I peeled potatoes in a circus." SOMETHING WE WOULD BE SURPRISED TO KNOW ABOUT YOU: "I am taller than you think." WHERE WOULD YOU RATHER BE? "Paris. It's the most beautiful city in the world and has the greatest food, too." WHAT DO YOU HOPE LISTENERS WILL HEAR IN YOUR MUSIC? "Quality, substance, lyric, melody, and great integrity." CHARACTERIZE YOUR MUSIC: "It's honest." Compiled by Melissa Piazza

GAVIN

A/C IIP&CO

Rpts.	Adds	SPINS	TREND	
40	5	415	+57	FREE CLINIC - Searching For Something (Eree Clinic)
38	1	439	+33	NANAPEG - Trees (Total Envision)
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36 • GAVIN February 19, 1999

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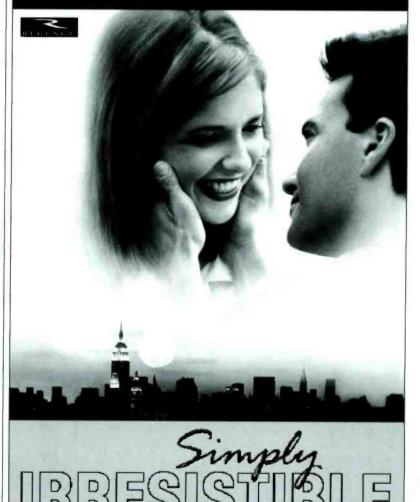
R&R AC Debut 26*

Including:

K101 SF Top 10, 23x KLSY Seattle WLTQ Milwaukee WMGF Orlando WMJY Biloxi plus many more...

WLTE Minnesota WALI Ft. Wayne WWLI Providence

featured on





BMG



DIRECTIONS IN MUSIC

The Diamond Rio MP3 Player

BY RON CADET

By now, you've certainly heard all of the hype about online music and MP3, currently being touted as possibly the most significant change to the music industry since the advent of the compact disc.

As a forward-thinking music industry professional, you may consider investing in an MP3 player. The most popular one by far is the Rio PMP 300 manufactured by Diamond Multimedia. There is nothing like experiencing something for yourself. Plus, you will have a leg up on understanding how your music or music programs will be experienced by your customers in the near future. If you've ever subjected your music to the "car radio" test, this

concept will not be new to you.

Although the Rio is smaller than a Walkman, it is not so small that it is hard to use. The unit plugs into your computer's printer port through an easy to use adapter. The adapter allows you to continue using your printer and has a cable sticking out that connects to your Rio player. The software comes

on a CD-ROM disk that is easy to install. After installation, there were two new icons on my computer's desktop: "Rio Manager" and "Music Match." I used Music Match to convert music from a few of my audio CDs to the MP3 format. You can also download ready to play MP3s directly from the Internet. (For help doing this, see www.directionsinmusic.com).

The next step was to use the Rio Manager to place the MP3s on the Rio Player. I built a playlist including "A Little Bumpin" by Lee Ritenour, "E.S.P." from Miles Davis, "Soliloquy of Chaos" by Gangstarr, "Black Cow" by Steely Dan, and "Montara" by Bobby Hutcherson (remixed by The Roots). While the files were being transferred to the player, a graphic displayed the progress. After that, I disconnected the Rio Player from the special adapter, plugged in the headphones and...was blown away.

Music sounded even better on the Rio player than it does on the computer. And I've got a custom music experience to take away with me

> on the plane to the GAVIN convention. The Rio PMP 300 player certainly deserves all of the attention it has been getting!

There is room for improvement, however. The volume was a little too low for my taste—I like it loud. Perhaps Diamond Multimedia could make the player accept two batteries to give it a little more juice. Second,

the Rio comes with headphones that nestle in your ears; you might not like that. But, these are minor points; check it out for yourself.

Now, you'll excuse me, I'm off to buy some stock...online, of course!

NEXT WEEK: WHAT CAN YOU DO LEGALLY—MUSIC WISE—ON THE NET?

CREATIVERADIO.NET



And Th<mark>e Winn</mark>er Is...

BY QUINCY MCCOY

This year at the GAVIN Seminar in New Orleans, I will present the third annual Sunny Joe White Award for innovation. Each year I select a recipient who has made a positive impact on the Urban Landzcape. During his professional career, Sunny developed and reinvented many radio personalitiesmost of them still working-who proudly point to him as their catalyst, inspiration, or brother. Sunny gave them a chance. Maybe it was because he understood, better than most, how rare it is to get a chance. to prove how good you can be This mentoring is the essence of his legacy;

Sunny was a good jock, a great PD, and a brilliant marketing executive who created two legends in the city of Boston, KISS/FM and

himself. Long before it was widely-accepted politically, Sunny was given the opportunity of a lifetime: to program a Top 40 station. He proved that it didn't matter that he was black; it just mattered that he had the right stuff for the job. He put together a multi-cultural, multitalented, cosmopolitan station in a city

not then known for its brotherly love—but that's the kind of power a guy like Sunny possessed. He loved Boston and made Boston love him back.

Stephen Hill

To keep the memory of this great leader alive, I designed this award with no limitations. To qualify, you can come from any part of the Urban Landzcape, be any gender or color; you just have to be creative and outstanding in your field. I'm proud to announce that Stephen Hill, Director of Music Programming for MTV, is this year's recipient of the Sunny Joe White Award Just like previous winners ABC Radio Networks' Doug Banks and WGCI/FM-Chicago Operations Manager Elroy Smith, Hill was a close associate of Sunny's.

In fact, Hill of lowed Sunny's footsteps to be the Program Director of WILD/AM in Boston—where Sunny determinany others have started lines carcers A selfdescribed music juplic. Hill got his start at Brown University's WBRU, where he gathered a great deal of experience and knowledge by working inteach of the station's many formats. He worked as a jock at WILD-Boston, and then was promoted to Program Director in 1988. After five years, Hill moved on to ABC Radio Networks, where he

> helped implement Urban Gold format "The Touch." Later he became Executive Producer of *The Tom Joyner Morning Show.* Today, Hill is part of a select group of music programmers at MTV.

> "This is truly an honor—being chosen for the Sunny Joe White Award," said Hill. "I still can't believe it, but I'm happier

about it than you can imagine. Sunny was a legend when I got to WILD, and he still is. He had an ability to break down barriers and be such a large example of you can do anything if you want it bad enough."

THE SUNNY JOE WHITE FOUNDATION EXISTS FOR THE FUNDING OF SCHOLAR-SHIPS FOR STUDENTS IN COMMUNICA-TIONS, BROADCASTING, AND ENTERTAIN-MENT FIELDS.

As a forwardthinking music industry professional, you may consider investing in an MP3 player. GAVIN

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	1.	1	SARAH McLAC	HLAN - Angel (War	mer Sunset/R	eprise)		12	2 0	4
	2	2	GOO GOO DOL	LS - Slide (Warner E	Bros.)				12		
	3	3	SHAWN MULLIN	IS - Lullaby (Columb	ia/CRG)				114		
The Other Sister	4		JEWEL - Hands						11		
	5			RY - Save Tonight					10		
SAVAGE GARDEN (19)	6			- Back 2 Good (Lava							
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LAVES continued

4922

4754 +132

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0 3404

1 3119

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2 1581

2 1369

7 1361

ELVIS COSTELLO & BURT BACHARACH "Toledo" (Island/Mercury)

Don't take this wrong (remember: Kitsch is cool): This latest from the

Grammy-nominated Painted From Memory spotlights Costello's slick, everyman-in-love



vocal tendencies and Bacharach's easy, jazzy arrangements. The pairing may still be causing evebrows to raise, but the end effect is smooth and kindaretro. Take a chance. Impacting mainstream A/C.

KELLY PRICE

"Secret Love" (Island/Mercury)

-107 Price played to a +59 sold-out house -327 last week at KMEL's House of -149 Soul...little won-+11 der. With this +25 mid-tempo take -74 on hidden +135

....



love-a sultry, sexy follow-up to "Friend of Mine"-Price's talent won't stay secret for long. Impacting Rhythm Crossover.

HOT A/C REPORTS ACCEPTED MONDAYS B A.M.-5 P.M. GAVIN STATION REPORTING

- 40 BACKSTREET BUYS · All I Have to Give (Jive)					33 4 704 M PHONE: (415) 49	15-19	990		
Total Reports This Week 130 Last Week 129 FAX: (415) 495-									
CHARTBOUND	Reports	Adds	SPINS	TREND		Reports	s Adds	SPINS	TREND
MARTIN'S DAM - "Fear Of Flying" (Hybrid/Sire)	40	3	646	+41	HOLE - "Malibu" (Geffen/Interscope)	28	1	443	+24
JENNIFER PAIGE - "Sober" (Edel America/Hollywood)	40	1	705	+16	EVERLAST - "What's It Like" (Tommy Boy)	23	3	459	+71
SAVAGE GARDEN - "The Animal Song" (Columbia/CRG)	40	19	561	+301	*THE CORRS - "What Can I Do" (143/Lava/Atlantic)	22	11	211	+120
JOHN MELLENCAMP - "I'm Not Running" (Columbia/CRG)	36	5	684	+89	MONICA - "Angel of Mine" (Arista)	20	1	417	+32
GARBAGE - "Special" (Almo/Interscope)	32	8	447	+102	*EVERYTHING - "Good Thing" (Blackbird/Sire)	18	1	313	+28

ARTISTPROFILE ALANIS MORISSETTE

CURRENT SINGLE: "Unsent" LABEL: Maverick/Reprise HEAD OF PROMOTION. MAVERICK: Ted Volk ALANIS ON THE INSPIRATION FOR SUPPOSED FORMER INFATUATION JUNKIE: "After having gotten off the road, I took a year-and-a-half

off and processed a lot of what I

had been forced to put on the back-burner during the tour. I traveled a lot. I nurtured relationships that I hadn't been able to purture. I took the time for painting, writing, and photography. J snowboarded, played sports, and did three triathlons. I wanted to



understand the truths and illusions in my life in general, including those that lay within the music industry and

everything that I had been through.

Stopping was both exciting and terrifying due to the fact that I had never truly done it before. I had been taught to keep running at all costs for some

elusive, ultimately unfulfilling reward. Stopping resulted in my realizing that this reward was not something I had to

search for. I already was it. And what I was left with was an overwhelming sense of wanting to create again and a large amount of gratitude and compassion. I really didn't want to write this record from a place of fear or pressure. Even if I'm writing about difficulties or pain or confusion, I want it to come from a place of love." Compiled by Melissa Piazza

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MOST ADDED



USHER (39)

"Bedtime" (LaFace/Arista) WKP0, WRNB, WFLM, KBCE, KVSP, KJMM, WJKS, WQHH, WGCI, WKGN, WBLS, WPHI, WZHT, WTLZ, WDZZ, WUSL, WROU, WQOK, WJTT, KYEA, WTMP, WJZO, WGZB, WILO, WWWZ, WJMI, WAMO, KVJM, KKDA, WWOM, WZAK, KPS, WHK, WEDR, WDTJ, WPAL, WPE6, WFXE, WBLK

CASE (37)

"Happily Ever After" (Def Jam/Mercury) WKP0, WJM6, WFLM, KBCE, KVSP, KJMM, WJKS, KBMS, WQHH, WGCI, WKGN, WPHI, WJJN, WTLZ, WDZZ, WQDK, WJTT, WTMP, WJZD, WILD, WWWZ, WJMI, WMNX, KVJM, KKDA, WWDM, WZAK, KPRS, WCDX, WEOR, KKBT, WDTJ, WJLB, WPAL, WPEG, WFXE, WBLK

TRINA & TAMARA (30) "What'd You Come Here For?" (Columbia/CRG) W2ND, WFLM, KVSP, KJMM, WOHH, WKGN, WBLS, WRVS W2HKMLK WILSI, WZFK, WBNU, WJT

KYEA, WJZD, WILD, WWWZ, WJMI, WMNX, KVJM, KKDA, WWDM, KPRS, WCDX, WHRK, WPAL, WPEG, WFXE, WBLK

COOL BREEZE (28) "Watch For the Hook"

(Interscope) WJMG, KBCE, KVSP, KJMM, WJKS, WQHH, WKGN, WPHI, WZHT, WTLZ, WDZZ, WUSL, WZFX, WJTT, KYEA, WTMP, WJZD, WJMI, WMNX, WAMO, KVJM, KKDA, WZAK, KPRS, WCDX, WHRK, WPEG, WFXE

SNOOP DOGGY DOGG (27)

"Woof" (No Limit/Priority) wkP0, wJMG, k8CE, kvSP, kJMM, wQHH, wkGN, wZHT, wOWI, WTLZ, wDZZ, WZFX, wJTT, kYEA, WTMP, wJZD, wGZB, WWWZ, WJMI, WRX2, kVJM, KKDA, WZAK KPRS, WHRK, WPAL WFXE

BLACK A/C



GERALD LEVERT "Taking Everything" (EastWest/EEG)

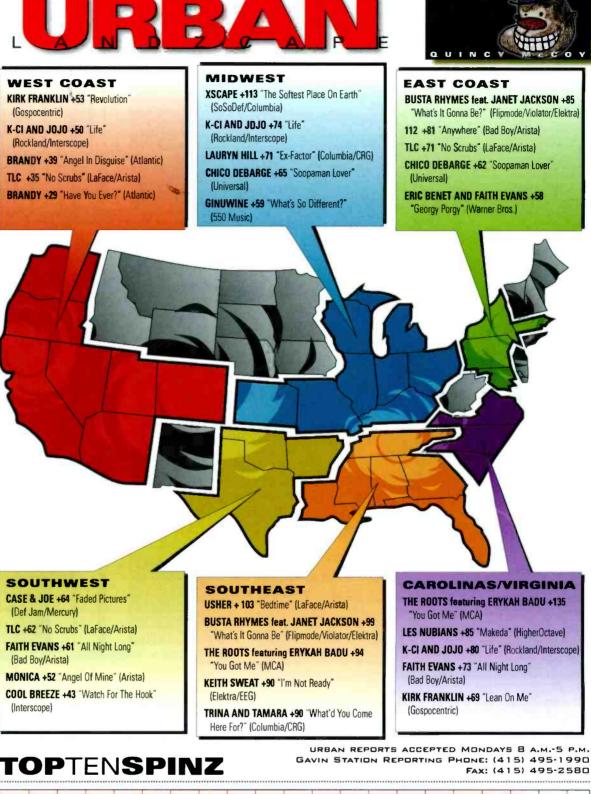
JESSE POWELL "You" (MCA)

WHITNEY HOUSTON F/ FAITH EVANS AND KELLY PRICE

"Heartbreak Hotel" (Arista) DEBORAH COX

'Nobody's Supposed..." (Arista)

LAURYN HILL "Ex-Factor" (Columbia/CRG)



MONICA 3268 3309 LAURYN HILL 3292 3106 TYRESE "Sweet Lady 3198 3453 3 WHITNEY HOUSTON f/ FAITH EVANS and KELLY PRICE 3093 3147 R. KELLY "When A Wor 2957 3232 5 **JESSE POWELL** 2780 2943 2710 2760 GERALD LEVERT "Taking NUMBERONE FAITH EVANS "All Niel 2349 2107 2014 2041 MONICA TEVIN CAMPBELL "Another Day 'Angel of Mine' Red=Sninz last week XSCAPE "The Softest Place On Earth" 1814 2039 (Arista) Black=Spinz this week



Making Hip-Hop History: Summit Concerns

BY JANINE COVENEY

The development of hip-hop is an essential part of recent African-American cultural history. A musical form that was birthed through both necessity and genius, hip-hop has undergone several growing pains, leaped over hurdles that the larger society tried to place in its way, and has spread in popularity to every corner of the globe. So it seems fitting that during February, a.k.a. Black History Month, we should examine how far the music has come, where it is going, and what the issues and concerns are as the music continues to grow and make cultural history. Here are some thoughts and comments, many of them relevant to The Hip-Hop Summit session that convenes at 4:30 on Friday, Feb. 19, at the GAVIN Convention in New Orleans:



HIP-HOP IS THE BIGGEST SELLING FORM OF MUSIC IN THE U.S.

As if we didn't know, the fact was immortalized with a recent cover story in *Time* magazine. In many cases, hip-hop music has helped keep major labels—currently going through serious structural and staffing changes—afloat in the short-term, and has launched dozens of other independent ventures. But hip-hop is still seen as

disposable music, not just by the labels that put it out, but often by the audience as well. While fans love their favorite artists, they often clamor for what's new and what's next.

Unlike many rock acts that continue to record and tour for decades (and who continue to sell massive numbers of catalog titles), many rap artists don't have the same long-term opportunities and further, once their projects have been delivered to the market, they have only a short window of time when fans flock to retail before attention is diverted by the next artist. Look at the Master P concept: His No Limit Records label

puts out approximately two albums a month and turns a profit. Will the albums released today still be selling five and ten years from now?

THE CONTROVERSY ABOUT LYRIC CONTENT HAS DIED, AND NOT BECAUSE RECORDS ARE ANY CLEANER.

Only five years ago rap was at the center of a growing firestorm over lyric content, initiated by C. Delores Tucker in her bid to stop Time Warner Inc. from continuing to distribute records by 2Pac and Ice-T. Perhaps, much like the American public in relation to President Clinton's sexual

transgressions, the listening audience has simply become inured to scatology and references to sex and violence on records. In a way, they have come to expect it. Even as radio stations and record labels work to edit records for airplay, there is often no real question about what rap artists are saying. In Eminem's hugely popular and innovative "My Name Is ...," which is played over the air in a number



of markets, he makes a number of questionable references, including to his mom's "tits." This represents the further breaking down of cultural and broadcast standards. Should the industry and the public continue to be concerned about lyric content and artist responsibility?

UNLIKE ROCK. POP. COUNTRY, OR R&B, RAP MUSIC IS STILL OVER-WHELMINGLY MALE-DOMI-NATED AND MALE-MINDED. It would be easy to point to Foxy Brown's recent No. 1 chart reign with her new album Chyna Doll, but Foxy is the exception to the rule. And one look at her skimpy fan-dancer attire on the album's cover, and it's clear that her concept as an artist is directed squarely at men.

Hip-hop heads can make the argument that there really hasn't been a new female artist with the blazing lyricism and arresting flow to compete with any male artists within the last year. While Missy Elliott and Lauryn Hill, both

strong women with decidedly anti-sex kitten approaches, have made indelible impacts on the business, they are also singers, composers, and producers whose careers don't rest entirely on their rap skills.

In the early '90s it seemed that women were poised to become a major presence in rap via artists like Queen Latifah, Monie Love, Finesse & Synguis, Sister Souljah, Isis, Yo-Yo, Shazzy, Salt-N-Pepa, Oueen Mother Rage, the Cookie Crew, Roxanne, and others. Now, sadly, we are more likely to see a woman dancing behind a male rapper in a video-or worse, hear him refer to her as a "hoe" or "chickenhead" who better open wide and "start juggling." Do women lack the bravado, lyric skills, and swagger that rap was founded on? Or can they compete on an equal level with men?

These are just three of a world of issues we hope to discuss at the Hip-Hop Summit. A run-down of the discussion will appear in next week's issue. Peace.



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MOST ADDED						
	LW TW		Spins	Diff.		
1/	3 1	NAUGHTY BY NATURE - Dirt All By My Lonely (Arista)		+199		
Котро		SAUCE MONEY - Middle Finger U/Pre-Game (MCA)	1336		JANINECOV	ENE
	8 3	BUCKSHOT, 5FT, EVIL DEE - Showdown/Onslaught (Duck Down/Priori		+175	REVIEWS By Janine Cov	(Art Cat
	74	PETE ROCK - Tha Game/One Life To Live (Loud)	Adverture and a second	+131		eney
	11 5	NAS - Nas Is Like (Columbia/CRG)	1198	+324	KING SUN	• •
KOMBO (39)	10 6	RAS KASS - Rasassination (PatchWerk Recordings)	1182	+272	"Come At Me" (Pride Mu	
	6 7	DEFARI - Likwit Connection (Black Label/Tommy Boy)	1154	-95	King Sun is a hip-hop vete	
BLAK FOREST (32)	12 8	KRS ONE - 5 Boroughs (Jive)	1009	+137	whose rough-edged vocals	
US (28)	23 9	RZA - NYC Everything feat. Method Man (Gee Street)	952	+344	unique experience when h out of New York with "He	
G FELLAS (18)	4 10	AFU RA - Whirlwind Thru Cities (Gee Street)	932	-369	in 1987 and "Undercover I	
NITRO & BIG BUCCETT (14)	1 11	BAD MEETS EVIL - Nuttin' To Do (Game Recordings)	925		1990. Since then, King Sun	
	13 12	INSPECTAH DECK - Rec Room (Loud)	919	+100	none of his Boogie Down	
	24 13		840	+251	flavor, and he challenges a	
MOST REQUESTED	18 14	TIMBALAND - Lobster & Scrimp (Atlantic)		+115	who would try to take the	
	15 15	ICE CUBE - Pushin' Weight Remix (Priority)	807	+28	on this classic-sounding tra	
	9 16	THE ROOTS - Adrenaline (MCA)	775		which he rips clever putde	
MY NAME IS	26 17	HALF-A-MIL - Fires In Hell (Penalty Recordings)		+187	vivid imagery. The produc	
MY NAME IS	5 18	BLACK STAR - Respiration Feat. Common (Rawkus)	723	-529	makes the most of Sun's si	
SLIM SHADY	34 19	PSYCHO & IRISCIENCE - On Deadly Ground (Blackberry) Highest chart jumpers this week. Could make Top 10 in the		+213	tones as he purrs, "Cats when nize the name/Come at me	
SENI SINY	22 20	SPORTY THIEVZ - Cheapskate Remix (Roc-A-Blok)	642	+15	exercise their game/Come	at me
	- 21	CHOCLAIR - Flagrant (Figure IV)	602	N	Call Pride Music at (908) 6	20-370
	28 22	TASH - Bermuda Triangle (Loud)	597	+104		
EMINEM	20 23	COOL BREEZE - Watch For The Hook (Organaized Noize/Interscope)	586	-54	PETE ROCK	
THE ROOTS	- 24	EMINEM - My Name Is (Interscope)	576	N	"Take Your Time" (Loud R	
DEFARI		With a show this week in New Orleans, Slim Shady is my p	ick for #1.		In the late '80s, British bane	
NAS		RASCO - Take It Back Home (Stones Throw Records)	571	-213	Ends made a splash with si	
NAUGHTY BY NATURE	27 26	PRINCE PAUL - More Than You Know feat. De La Soul (Tommy Boy)	550	+18	grooved soul moves, way l	
	19 27	BUSTA RHYMES - Gimme Some More/Tear The Roof Off (Elektra/EEG)	541	-103	people started using the ter	
	16 28	BAD SEED - Grits (Makin' Records)	529	-248	Soul" or "progressive R&B."	
ADIO SAYS		UNSPOKEN HEARD - Better (7 Headz Recordings)	527	-194	hip-hop producer extraordi	
	- 30	KARDINAL OFFISHALL - And What (Figure IV)	524	N	Rock invites Loose Ends' ar	
		THE DWELLAS - Stand Up (Loud)	499	+34	Carl McIntosh and singer Ja	
		OUTKAST - Da Art Of Storytelling (LaFace/Arista)	493	+68	Eugene to reprise their hit ' Your Time," while he adds	
		ZION I - Innerlight (Goodvibe)	457	-27	hip-hop bombast and lyric	
B D Suler S DECEMBER		HELTAH SKELTAH - Brownsville 2 Long Beach (Duck Down/Priority)	434	-131	over the type. Chewy and o	
		LYRICIST LOUNGE ALL-STARS - Talking To You/C.I.A. (Rawkus)	411	-223	over the type. Glewy and t	
	30 36	GHOSTFACE KILLAH - Mighty Healthy (Razor Sharp/Epic Street)	388	-90	RAP REPORTS ACCEPTED	
		JT MONEY - Who Dat? (Priority)	372	N	THURSDAYS 9 A.M4 P.M.	
BLACK MOON		CHARLI BALTIMORE & GHOSTFACE - Stand Up (Untertainment/Epic)	367	-106	STATION REPORTING PHON	NE:
"Two Turntables & A Mic"	39 39	EDDIE MEEKS & THAREEKO - Larger Than Life (Serious Records)	340	-8	(415) 495-1990	
(Duck Down/Priority)	36 40	REDMAN - I'll Be Dat (Def Jam/Mercury)	294	-115	FAX: (415) 495-2580	
"Perfect radio single with		PTROLINID				
enough Brooklyn in it to		ARTBOUND	UP&A			
make it feel underground."	REDMAN	feat. BUSTA RHYMES - "Da Goodness" (Def Jam)	RUFF RYDERS	- "Ryde O	r Die" (Ruff Ryder/Interscope)	2/2
—DJ Mecca,	The second division of the local division of	CK/XPERADO - "Back Up/Watch" (Official Jointz)			ay" (All Natural Recordings)	2/2
WHCR/NYRC, New York.		YMES feat. JANET - "What's It Gonna Be" (Elektra/EEG)	MASTERMIND	S - "Bring	Jult Back" (Exodus)	2/2
	SIR MENE	LIK - "Space Cadillac Remix" (Rawkus)	JANE BLAZE fe	at. SAU	CE MONEY - "Slow Down" (Jive)	2/2
	SKEME TE	AM - "Con Artists" (321 Records)	.IAV-7 - "Money	Cash He	oes Remix" (Roc-A-Fella)	2/2

RETAILPROFILE

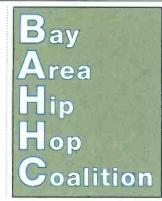
BAHHC ADDRESS:

436 14th Street, Suite 1121 Oakland, Ca. 94612 CONTACT: Malachi Padron/Beni B PHONE: 510-419-0396 Fax: 510-419-0398 E-MAIL/WEBSITE: info@bahhc.com / www.bahhc.com

PICK SINGLE: DILATED PEOPLES - "Rework The Angles" (ABB Records) PICK ALBUM: DEFARI -"Focused Daily" (Tommy Boy) PROPS: "BAHHC currently services records to 60 club, radio and mobile DJs here in the Bay Area. We are one of the most active and visible record pools in the East Bay.

We also provide a schedule of all the hip-hop radio/video shows in the Bay Area, along with pool/DJ roster." ---Malachi Padron/Beni B TOP TEN SINGLES: EMINEM - "My Name Is" (Aftermath/Interscope) FOXY BROWN - "Hot Spot" (Def Jam) ROOTS feat. ERYKAH BADU -"You Got Me" (MCA) FOREIGN LEGION - "Overnight

Success" (ABB Records) DEFARI - "Likwit Connection" (Tommy Boy) TIMBALAND feat. JAY-Z -"Lobster and Scrimp" (Blackground/Atlantic) DJ QUIK - "Hand In Hand" (Profile) BAD MEETS EVIL - "Nuttin To Do" (Game) SOUND PROVIDERS - "Dope Transmission" (Quaternote) REDMAN - "I'll Be That" (Def Jam)



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Ani DiFranco on the Up ...and Up and Up and Up and Up and Up

BY KENT ZIMMERMAN

(EDITOR'S NOTE: DUE TO AN ERROR IN OUR LAYOUT PROCESS, A PORTION OF LAST WEEK'S ANI DIFRANCO ARTICLE WAS OBSCURED BY A GRAPHIC. HERE IS THE ENTIRE PIECE AS IT SHOULD HAVE ORIGINALLY APPEARED.)

They number 14 and they're on a mission from hell. Jamie Canfield, who heads up Righteous Babe Records' radio promotion, puts it best: "We're here to bring Ani's music to the people. That's our main goal, to make sure Ani's voice is heard. We're her representatives."

The 14 folks at Righteous Babe as well as support troops in the field—are currently enjoying Ani DiFranco's greatest success at radio to-date, with airplay at major markets (KMTT, WXRT, KFOG) as well as near unanimous non-commercial play (#1 GAVIN Non Comm). It's only taken ten years of continuous

recording and touring, but at least it's success on their own terms. "I don't think a

major label would be able to take this music and give it its due with-

out Ani having to play the game," says Canfield. "It's not that we're not playing the game, it's just that we're playing the game the way we want to, using the music as the only tool to get it on the radio. Other labels have different ways of dealing with that several avenues and large staffs."

Over the past five years, Ani DiFranco has been slowly adding instrumentation to her regimen of songs. After making her greatest inroads on the radio with *Little Plastic Castles*, her latest album *Up*, *Up*, *Up*, *Up*, *Up*, *Up* has hit the DiFranco Nation in a big way, forcing radio to sit up higher and take notice.

"The grassroots support is more than half of the story, resulting in 51,000 albums sold the first week," Canfield boasts. "The touring is also one of Ani's biggest strengths. She's constantly on the road, playing bigger venues this year in places she hasn't been to in a while. After the spring tour comes the summer and the fall tour, then it's off to Australia.

"Ani's a trooper in the strictest sense of the world."

The view from retail land has gotten better as well. According to label manager Mary Begley, the Ani equation is broadening from concerts, retail, and press, and now includes the latest radio base—and the timing couldn't be better, building their retail distribution just as major market radio seems to be getting on the bus.

"Our sales are steady and spread out," says Begley. "This is no one-hit wonder. Ani as an artist, Righteous Babe as a business, and radio's acceptance; it's all growing together." Since signing a major distrib-

ution deal while still maintaining independent status, Begley attributes the retail success to Righteous Babe's atypical relationship with its distributor KOCH International. While Righteous Babe certainly doesn't lack quirkiness, they do lack the traditional intensity usually present in a day-to-day relationship with the record distributor.

"Every album has increased gradually," says Begley. "But when

we signed up for distribution with KOCH in 1995, everything really took off. We really like KOCH International. We're one of their big customers. They're independent, plus we're not their normal customer. We don't pick up the phone every day and yell and scream. We work together. Problems are approached with solutions as opposed to threats and butcher knives." "It's nothing like I've ever worked with before," says Canfield, who has past experience working with independent firms like Ryko and Rounder. "It's so compact. Everyone here communicates."

Building an awareness on the retail level wasn't a cheap venture. But Righteous Babe has found that there's wisdom in getting the music out, and the label has always liberally serviced their discs to anyone willing to listen.

"We did a huge press mailing, like we always do," says Begley. "Now we're getting more calls for review copies from people we've never heard from before."

As for the radio side, the Righteous Babe folks hung in there to a degree where a lot of bigger labels might have given up.

"Other labels might give up on radio and just service College," says Begley. "But we want everyone to have the choice to play Ani or not, so we service everybody—except for maybe Top 40. Right now, anyway. If radio wants to play us, fine. We do the same thing for retail as well. We service everyone with the album whether they'll play it in the store or just put it in the used bin. At least they get it. We might send over 4,000 promos just to retail."

As a result, Ani's music is moving out the door regularly, and even the very first album has yet to reach its saturation point.

"The live album [*Living in Clip*] is still doing great," Begley says. "It wasn't a big hit at radio, but it's about to go gold. We've done 233,000 units. We'll go gold in a month. The live album and *Little Plastic Castles* are strong. The whole catalog has steady sales. We still sell 400 copies a week of her first album."

Kevin Sutter is working his third Ani record at radio, watching each release carve out a higher plateau of airplay awareness. "Each one has its



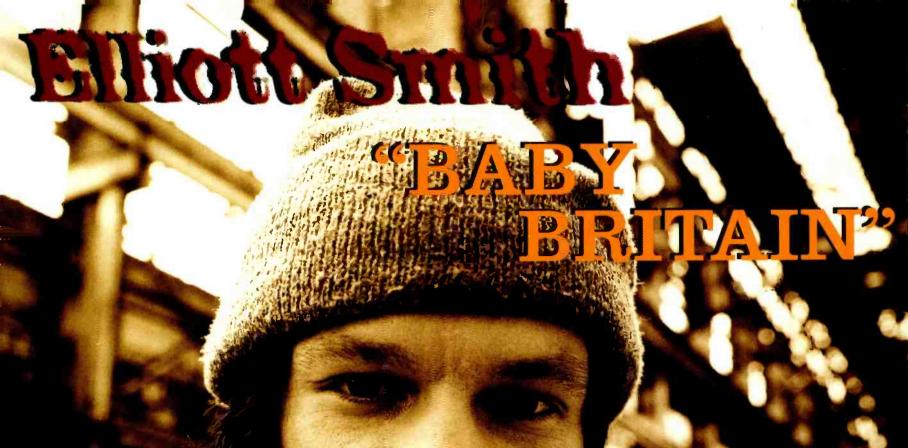
own benchmark," he says. "The last record, *Little Plastic Castles*, marked the first time a large block of programmers really started taking her seriously. Also, Alana Davis covering '32 Flavors' helped."

Getting radio on the DiFranco bandwagon can only happen if an artist's grassroots following is congruent to the station's audience. But in Ani's case, she brings the matter of street credibility into play, something that could conceivably rub off on the stations that feature her music.

"You approach people from the standpoint that here's an artist who can draw five to ten thousand people in New York, Boston, Detroit, San Francisco, maybe Seattle and Chicago," says promoter Paul Brown.

"Here's an artist who is 30 years old with ten records under her belt. Also, you've got artists like Sarah McLachlan, Metallica, Phish, and Ani DiFranco—four white artists with more street cred than most everybody out there, and they all did it by touring."

"It's exciting to defy and do the unthinkable," Brown added. "To be involved with artists who are perpetrating the impossible, that is, beating the pants off the system."



<u>Already on:</u> WXPN WRLT WFUV KRSH WMVY KTXX WCLZ KOTR KFXJ KBAC WNCS KGSR an

and more...

Rolling Stone - One of the "Albums That Mattered in 1998" Spin - #2 Album of the year. 7th "biggest thing" in 1998 LA Times - Bob Hilburn - Top 10 of 1998 New York Times - Stephen Holder, - Best of 1998 New York Times - Jon Pareles #9 album of the year New York Magazine - #1 Album of 1998 Rocket - #1 album of 98 Magnet - Best of 1998





GAVIN

	٦		rk ii	2		LE			Red entries highlight a stronger performance than on the combined A3
	LW		COMBINED		TW	COMMERCIAL	LW	TW	
СТН 5 КЕ МТ		1	R.E.M. (Warner Bros.)	1		SHERYL CROW (A&M)	1		ANI DIFRANCO (Righteous Babe)
	2	2	SHERYL CROW (A&M)	3	2	R.E.M. (Warner Bros.)	2		
	3	3	CHRIS ISAAK (Reprise)	2	3	NEW RADICALS (MCA)	3		PETER HIMMELMAN (6 Degrees/KOCH)
ST ADDED	5	4	JOHN MELLENCAMP (Columbia/CRG)	4	4	CHRIS ISAAK (Reprise)	5		LYNN MILES (Philo/Rounder)
	4	5	NEW RADICALS (MCA)	5	5	JOHN MELLENCAMP (Columbia/CRG)	6		JULIAN LENNON (Fuel 2000)
CO (28)	6	6	ANI DIFRANCO (Righteous Babe)	6	6	SHAWN MULLINS (SMG/Columbia)	4	6	BECK (DGC)
n't Stand It" (Reprise)	1	7	SHAWN MULLINS (SMG/Columbia)	8	1	COLLECTIVE SOUL (Atlantic/Hollywood)	8		BRUCE HORNSBY (RCA)
WXPN, WRNR, KPFT, WFPK, WNKU,	9	8	SUGAR RAY (Lava/Atlantic)	15	8	SUGAR RAY (Lava/Atlantic)	1	8	MARTIN SEXTON (Atlantic)
KROK, KFAN, KGSR, WAPS, WTTS,		9	COLLECTIVE SOUL (Atlantic/Hollywood)	9	9	LUCINDA WILLIAMS (Mercury)	12		CHERYL WHEELER (Philo/Rounder)
WXRT, KBXR, KSPN, KUWR, KBAC, KPCC, K-OTTER, KRSH, KFXJ, and KNBA		10	SUSAN TEDESCHI (Tone Cool/Rounder)	10	10	SUSAN TEDESCHI (Tone Cool/Rounder)	9		CHRIS ISAAK (Reprise)
; (17)		11	BRUCE HORNSBY (RCA)	1	11	JONNY LANG (A&M)	18		JIMMY ROGERS ALL-STARS (Atlantic)
Like That" (TVT)		12	LUCINDA WILLIAMS (Mercury)	14	12	WES CUNNINGHAM (Warner Bros.)	11		GOLDEN SMOG (Rykodisc)
ing: WXRV, WMVY, WNCS, WEBK,		13	WES CUNNINGHAM (Warner Bros.)	16	13	BRUCE HORNSBY (RCA)	15		INDIGENOUS (Pachyderm)
WYEP, WXPN, WNKU, WRLT, KACV,		14	JONNY LANG (A&M)	12	- 14	GOO GOO DOLLS (Wamer Bros.)	N		STEVE EARLE AND THE DEL MCCOURY BAND (E-Squa
, WMMM, KSPN, KBAC, KTHX, KCRW, XJ		15	ALANIS MORISSETTE (Maverick)	17	15	ANI DIFRANCO (Righteous Babe)	16		PHISH (Elektra/EEG)
ATHA BROOKE (16)		16	PETER HIMMELMAN (6 Degrees/KOCH)	11	16	JEWEL (Atlantic)	14		LYLE LOVETT (Curb/MCA)
ause I Told You So"		17	GOO GOO DOLLS (Warner Bros.)	23	17	ALANIS MORISSETTE (Maverick)	17		ROBERT EARL KEEN (Arista)
Dog)		18	JEWEL (Atlantic)	28	18	SEMISONIC (MCA)	13	18	RUSTED ROOT (Mercury)
ng: WRNX, WXRV, WEBK, WKZE, WFUV,		19	SINEAD LOHAN (Interscope)	20	19	SINEAO LOHAN (Interscope)	N		CESAR ROSAS (Rykodisc)
KPFT, WMNF, WNKU, WAPS, KSUT, KBAC, K-OTTER, KBSU, and KINK		20	LYLE LOVETT (Curb/MCA)	18	20	LYLE LOVETT (Curb/MCA)	19	20	SHERYL CROW (A&M)
AR ROSAS (14)		21	INDIGENOUS (Pachyderm)	19	21	B.B.KING (MCA)	10	21	B.B.KING (MCA)
e Heaven" (Rykodisc)		22	KEB' MO' (550 Music)	13	22	BRIAN SETZER ORCHESTRA (Interscope)	42		COLLECTIVE SOUL (Atlantic/Hollywood)
ng: WEBK, WKZE, WFUV, WMNF,		23	DAVE MATTHEWS BAND (RCA)	30	23	INDIGENOUS (Pachyderm)	28	23	SUGAR RAY (Lava/Atlantic)
KROK, KERA, WCBE, KBCO, and KSUT		24	B.B.KING (MCA)	31	24	BLONDIE (Beyond Music)	38	24	ELLIOTT SMITH (Dreamworks)
NA DAVIS (13)	33	25	SEMISONIC (MCA)	26	25	GOLDEN SMOG (Rykodisc)	20	25	DAVID WILCOX (Vanguard)
't Find My Way Home"	28	26	GOLDEN SMOG (Rykodisc)	21	26	BARENAKED LADIES (Reprise)	22	26	KEB' MO' (550 Music)
tra/EEG)		27	BARENAKED LADIES (Reprise)	24	27	DAVE MATTHEWS BAND (RCA)	25	27	SINEAD LOHAN (Interscope)
ing: WXRV, WMVY, WBZC, WYEP, , KACV, KVNF, KSPN, KBAC, and KTHX		28	SEAL (Warner Bros.)	27	28	PETER HIMMELMAN (6 Degrees/KOCH)	26	28	JOHN MELLENCAMP (Columbia/CRG)
, KAUV, KVINF, KOFIN, KDAU, dilu KIHA		29	CAKE (Capricorn)	N	29	PAUL WESTERBERG (Capitol)	23	29	ALANIS MORISSETTE (Maverick)
	34 :	30	JULIAN LENNON (Fuel 2000)	29	30	KEB' MO' (550 Music)	37	30	SUSAN TEDESCHI (Tone Cool/Rounder)
	31 3	31	DUKE DANIELS (E Pluribus Unum)	33	31	DUKE DANIELS (E Pluribus Unum)	27	31	JEWEL (Atlantic)
ORD TO WATCH	32	32	NATALIE MERCHANT (Elektra/EEG)	22	32	SEAL (Warner Bros.)	31	32	RICHARD JULIAN (Blackbird/Sire)
	38 3	33	EVERLAST (Tommy Boy)	34	33	R.L. BURNSIDE (Fat Possum/Epitaph)	-	33	CAKE (Capricorn)
A Disk (M	30 3	34	PHISH (Elektra/EEG)	32	34	PHISH (Elektra/EEG)	33	34	DUKE DANIELS (E Pluribus Unum)
	40 3	35	BLONDIE (Beyond Music)	46	35	JIMMY ROGERS ALL-STARS (Atlantic)	32	35	BOTTLE ROCKETS (Doolittle)
	27 3	36	BECK (DGC)	45	36	CAKE (Capricorn)	40	36	SON VOLT (Warner Bros.)
	44 3	37	JIMMY ROGERS ALL-STARS (Atlantic)	37	37	CRACKER (Virgin)	N	37	SEMISONIC (MCA)
	25 3	38	BRIAN SETZER ORCHESTRA (Interscope)	47	38	BLACK CROWES (American)	N	38	NATALIE MERCHANT (Elektra/EEG)
	47 3	39	LYNN MILES (Philo/Rounder)	48	39	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	24	39	LUCINDA WILLIAMS (Mercury)
	42 4	40	ELLIOTT SMITH (Dreamworks)	40	40	DAVID WILCOX (Vanguard)	41	40	NEW RADICALS (MCA)
XTC	N	41	PAUL WESTERBERG (Capitol)	36	41	ROLLING STONES (Virgin)	-	41	SHAWN MULLINS (SMG/Columbia)
"I'd Like That" (TVT)	43 4	42	BRUCE SPRINGSTEEN (Columbia/CRG)	41	42	SON VOLT (Warner Bros.)	45	42	MIKE HENDERSON & THE BLUEBLOODS (Dead Reckonin
glamorous record being	35 4	43	ROLLING STONES (Virgin)	43	43	NATALIE MERCHANT (Elektra/EEG)	29	43	BRUCE SPRINGSTEEN (Columbia/CRG)
ously put the test by sta-	36 4	44	RUSTED ROOT (Mercury)	-	44	LIZ PHAIR (Matador/Capitol)	36	44	UNBELIEVABLE TRUTH (Virgin)
of all philosphies includ-	NA	15	BLACK CROWES (American)	50	45	FASTBALL (Hollywood)	35	45	ELLIS PAUL (Philo/Rounder)
g WXRT, KGSR, KMTT,	N 4	16	FASTBALL (Hollywood)	N	46	GARBAGE (Almo Sounds)	N	46	BLACK CROWES (American)
IX, KCRW, KFXJ, WXPN,	46 4	17	SON VOLT (Warner Bros.)	49	47	GUS (Almo Sounds)	N	47	GOMEZ (Virgin)
YEP, and more! Top 5	41 4	18	DAVID WILCOX (Vanguard)	38	48	U2 (Island)	47	48	EVERLAST (Tommy Boy)
SPINcrease with +75.	N 4		DAVE MATTHEWS AND TIM REYNOLDS (RCA)	44	49	ELLIOTT SMITH (Dreamworks)	49	49	BARENAKED LADIES (Reprise)
	45 5		MARTIN SEXTON (Atlantic)	25	50	RUGRATS SOUNDTRACK (Interscope)	34	50	THE NIELDS (Rounder)

ARTISTPROFILE

GUS ALBUM: Word of Mouth

Parade

LABEL: Almo Sounds HOME BASE: Los Angeles BEFORE THIS: "I did a thing called the 'Boat Tape' while I was living on a 65-foot sailboat in Marina Del Ray. I had my 4-track and made

about a hundred copies of it. There is a huge amount of music out there, and its tough to get heard. At the same time, I feel I've made a record that puts my stamp on the classic west coast sound. It's a return to L.A. in the early '70's. Pop, classic songwriting. I'm very fortunate to be where I am. I

just want to write songs that touch people. Me, I'm just trying to live my life, have a good time, refine and progress... blah blah blah.

To be honest with you, it's not some mystical thing. [Songwriting] is definitely a skilled craft. Inside that craft, you thrive to be spontaneous. Then again, sometimes its just a guy trying to meet chicks. 1 leave it up to interpretation.

mystique." EARLY INFLUENCES: "I loved the Partridge Family! My mom was a housewife when I was growing up, and she would crank the a.m. It goes back to Carole King and Cat Stevens." WHATS IN A NAME? "Gus is the name given to me. My last name? Heh ... that is second or third date material my friend."





MUSIC FROM THE MGM MOTION PICTURE

BUSTA RHYMES EVERLAST ALANA DAVIS CURTIS MAYFIELD **CRASH TEST DUMMIES** SX10 BJÖRK GERALD LEVERT Featuring Lil' Mo **WAN MATIAS THE BREEDERS** CHOCOLATE MILK MORPHINE **SKERIK & THE KEEFUS TRIO**

The first single from the MGM Motion Picture The Mod Squac

Alana Davis CAN'T FIND MY WAY HOME A new take on the Blind Faith classic.

Can't Find My Way Home" produced and engineerer; by Kewin Eacon & Jonathan Quarmby xed by Chris Lord-Alge Executive Producers for Elektra Entertainment: Sylvia

Most Added at A3 and Adult Top 40!

Out-of-the-box!

KBCO	KTCZ	KGSR
KACD	WXPN	WXRV
KXL	WPTE	KFXJ
WMVY	КТНХ	WRNX
KBAC	WYEP	KVSR
KURB	KLLY	KOSO

"We couldn't wait for the add date! We love the way her beautiful voice breathes new life into this song." - Scott Strong, APD-KBCO

Soundtrack album also features:

SX10 "GOIN' CRAZY"

BUSTA RHYMES "PARTY IS GOIN' ON OVER HERE" CURTIS MAYFIELD "HERE BUT I'M GONE"

BJORK "ALARM CALL"

Plus the new hit singles **EVERLAST** "ENDS" **CRASH TEST DUMMIES** "KEEP A LID ON THINGS"

Soundtrack in stores March 23 Film opens nationwide on April 1

ETRO SOLDHYN HAYER PICTUPES waar. CARE DANS ONAAG EP?, GOMAINN ROET "THI MOO SOLAD" DENNISHARINA JOSH BROLIN STEVE HAÏRS Michael Lener "war Randy Gersina, "Boc Smith, war Adlanne Philuis" "Modran Habrs "Bod Picturis Shemaa and Heleh Dars "& Michael Benkett Richard Stedia, "Bro Smith, war Adlanne Stelling Onto Lado" Be and the Benkett Richard Stedia, "Bro Smith, Schit Sider an Nate Minib "The Solid Sider Manda Alah Rice Toky Lidmic Be and the Benkett Richard Stedia, "Bro Smith, Schit Sider an Nate Minib "The Solid Sider Manda Alah Rice Toky Lidmic Be and Stedia Stedia, "Bro Stedia Stedia" Stellard Alah Sider Andre Minib "The Solid Sider Alah Stedia Sted

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TW	Title (Label)	Spins	s Trend	CIDA	KACD	KACV	KBAC	KBCO	KBXB	KCRW	KEPC	KFAN	KELK	KFOG	KBX	KGSA	KINK	NCM	KLRO	SWWW	KIMIT	KNBA	HIDY	XPCC	SILAY	KROK	KRSH	KRUN	KRKS	KSPW	KSUT	KT40	ALC .	KHHX
1	R.E.M. (Warner Bros.)	960	+38	9	8	23	13	6	17		12	15	8	30	24	23	7	11	15	16	23	10	16	1		16	18	15	21	11	4	16	17	14
2	SHERYL CROW (A&M)	890	-11	28	13	18	14	25	22			15	22	22	24	23	9	25	-4	16	26		12	1		33	21	15	19	15		26	32	14
3	CHRIS ISAAK (Reprise)	822	-20	28	27	23	18		25		10	15	17	21	24		18	12	4	17	11	10	9	7	12	32	21	20	19	6	4	24	10	14
4	JOHN MELLENCAMP (Columbia/CRG)	730	+32	17	14	19	9	16	16			15	21	14	14	22	19	29	9	7	8	10		10	10	33	17	15	26	11		22	31	14
5	NEW RADICALS (MCA)	713	-57	28	26		20	27	22		10		-	23		14	7	11			24	9	8	7		32	5	-	21		8	21	29	14
6	ANI DIFRANCO (Righteous Babe)	670	+26	-		13	3				13			12	5		7		8		11	11	12	7	8	25	9	15	14	7	12	7		10
7	SHAWN MULLINS (SMG/Columbia)	648	+51	7	13		3		10			10	6	10	14	25	25	12			24	8		7	6	27	16	15	26	14			15	12
8	SUGAR RAY (Lava/Atlantic)	619	+62		13	23	20	-4-	25		13				12	24		12	8	13	24			7		32	21		21	9		6	12	8
9	COLLECTIVE SOUL (Atlantic/Hollywood)	589	+61	6	14	23	13	15	11		8				24	23	9		13	7	12	10	4	7	-		15	10	14	8		8	12	12
10	SUSAN TEDESCHI (Tone Cool/Rounder)	539	+33	9	13		13	19			6		10	19	13	23	19	27	8	15	10	10			6	25	12	15	19	8			10	9
11	BRUCE HORNSBY (RCA)	525	+37				21		9		8	30	4		12	14	17					11	8	5	3	21	11	15	17	11	12	22	6	14
12	LUCINDA WILLIAMS (Mercury)	519	-15	30	26		13	27	14		7	10	5	10	25	25							4	5	15	33	3	15	5	14	7	9	15	10
13	WES CUNNINGHAM (Warner Bros.)	518	+9	17	15		11	14	11					11	23	14	10	11	8	5	12	9		7		11		10	21			6	9	14
14	JONNY LANG (A&M)	502	-57		13		5	5				10	21	9	24	8		26	4		24	10	8	5	10	33	4		5	23		22	20	9
15	ALANIS MORISSETTE (Maverick)	488	+34	17	14	23	6		9		10	10			5		-	6	8			7		10		29	20	15	19	13		26		
16	PETER HIMMELMAN (6 Degrees/KOCH)	481	-3								13				7	8	8		4		9	10	14	5				15	14	5	5	7	7	8
17	GOO GOO DOLLS (Warner Bros.)	476	+13	29	14	7			24				9	21				27			19			5		33	6	10				6	31	9
18	JEWEL (Atlantic)	471	-62	30	25		5	12	3		10			11				7			11			7		25	5	15	9	8	8	17	7	10
19	SINEAD LOHAN (Interscope)	445	+5				19		11			5			7		12				9	10		5					14			20		12
20	LYLE LOVETT (Curb/MCA)	437	-40	10			8	11			7	10	9		13	13		14	1		6	1		5	15	23	3	20	5	11	12	12	3	9
21	INDIGENOUS (Pachyderm)	431	+9	-			11	-		100	12	15	6		9				13	6		7	9	7	5	-	15	20	21	8	9			14
22	KEB' MO' (550 Music)	391	-34		-14	1		20			9	25	19		1				8			_	8		9			15	5	10	10	9		9
23	DAVE MATTHEWS BAND (RCA)	390	-9	10	36	23	100	33		-				5			8	8						5		25	3	15			-	14	-14	
24	B.B.KING (MCA)	385	-66	10	27		3	27	9		10	10	5	21							8	10	4		8			15	5	11	12	7	32	10
25	SEMISONIC (MCA)	384	+56			17	14		11						10				9	8	8	11		5		22	12		14	7			15	9
26	GOLDEN SMOG (Rykodisc)	384	-10				13		9		11	5			8		8						9	7			6		14		4	4	8	12
27	BARENAKED LADIES (Reprise)	380	+4	28					15			15	10	10			8	28				10	14	8		33	6	15	5	12		10	8	
28	SEAL (Warner Bros.)	365	-94						11			15		21			9	8	15		8	9	8	5		27		10	5	5		11		9
29	CAKE (Capricom)	354	+40		11	18	-	5	11		7	10		11		-	-	1	-	-	11		12	-		17		10	-					10
30	JULIAN LENNON (Fuel 2000)	350	+25								11		5			13	1		9			11		5		12	3	15	21	5	6	7		12
31	DUKE DANIELS (E Pluribus Unum)	348	+8		-							25	7		16		9		-	6	-	9		5		16	9	10		8	4	10		5
32	NATALIE MERCHANT (Elektra/EEG)	340	+9	8	24		7								6		11									12	16	20	5	5			3	10
33	EVERLAST (Tommy Boy)	337	+33		25			25			9						-		9					5		32		15			1			8
34	PHISH (Elektra/EEG)	334	-29								8		6	12	8	6			1		1	8	16	7		22		15	5	13	5	14		9
35	BLONDIE (Beyond Music)	328	+34			18	5		7						7	-	8		13	7	-	7		-			11	7	12	11	1	6		8
36	BECK (DGC)	318	-79		12						11									9		11	12	5				15				9		
37	JIMMY ROGERS ALL-STARS (Atlantic)	306	+44				8		24		6		-		8	11						-	9	5	10		10			5	12	20	7	12
38	BRIAN SETZER ORCHESTRA (Interscope)	300	-100	9	14		6	13	12									5			9				6		3		5	4			9	12
39	LYNN MILES (Philo/Rounder)	289	+55								13				1							9		3	6	11					9	6		
40	ELLIOTT SMITH (Dreamworks)	285	+20			9	9				9	10			4	5						10	14	5			9	10	17	7		15	T	5
41	PAUL WESTERBERG (Capitol)	275	NEW			11	4		8	6		-		-	10	1000							7	3						4			7	10
42	BRUCE SPRINGSTEEN (Columbia/CRG)	271	+6		22							10	10				4				11	11			5					8	9	18		
43	ROLLING STONES (Virgin)	271	-48		14		2	1			7	5	18			12				16			4		12	26				18	7			12
44	RUSTED ROOT (Mercury)	261	-56	6							12	15										9	4	5		22		10		13	7	10		
45	BLACK CROWES (American)	256	NEW					2	8		9		12	11					4	16			6	3				15	9	11				8
46	FASTBALL (Hollywood)	248	NEW		15	18	4	15							7		8	11		6	12	9				14	16		5	6		6	2	7
47	SON VOLT (Warner Bros.)	248	+9						10		9	15	4							9			14		4			7		7	8			7
48	DAVID WILCOX (Vanguard)	246	-39				4								6		9			7			8	3	8		8	10		1	8	7	14	8
49	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	244	NEW		11		17	5	24			- 1	17		4		-	-			14	-	12		8		9	-		8	4		- 6	2
50	MARTIN SEXTON (Atlantic)	242	-19								12					26				5	8				8			10			12			8
																											1							

The Putumayo World Music Hour



The Ultimate Feel Good Summer Series!

- A 15 part nationally syndicated series of 1 hour shows launching Memorial Day
 Based on the successful KFOG Putumayo World Music Hour in San Francisco, it will be
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VAN MORRISON

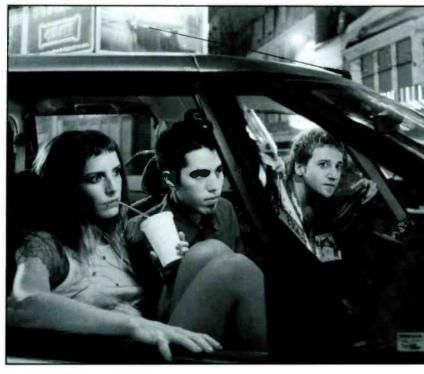
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Artist - Title (Label)	KUMIR	101	WAPS	WBOS	WBZC	WCBE	MOLZ	NDET	WEBK	WEBX	WERU	WFHB	WFPK	WFUN	WHOLE	WUM	WINK	WHIN	MMM	MINN	MANCS	WNCM	MINN	MUNN	WRLT	WRNR	WRNX	OOM	WRW	MMCO	Naky	MXRT	WXRV	WYEP
R.E.M. (Warner Bros.)	- 1	4	10	10		6	13	9	9		10		12	10	16		5	12	14	14	11	16		28	18	14	18	23		21	14	9	22	9
SHERYL CROW (A&M)		8		22			14							5	12			25	12	29	13	16			10	21	23		51		7	6	24	10
CHRIS ISAAK (Reprise)		16	6	16		9	17				8		1	5	16			14	14	14	16			20	22	-	23	23		3	7	5	10	5
JOHN MELLENCAMP (Columbia/CRG)	1			4			13						12		16	1		15	12	5	11		6		10	21	21					18	10	4
NEW RADICALS (MCA)			2	17	1	1100	29		8	20	1.11		12	1		17	-	25	16	10	17				13		16	12	33		6	8	15	20
ANI DIFRANCO (Righteous Babe)	2		8		11	9	8	14	11	36	6		12	5	12	1	7	7	6	14	16	16	15	28	23	18		11		14	7	7	15	10
SHAWN MULLINS (SMG/Columbia)	2		8	15	1		14		10						16			16	11	15	14				27		6	23	34		10	8	14	9
SUGAR RAY (Lava/Atlantic)	1			9	12											11		23							16		26	15	18	22	3	19	22	12
COLLECTIVE SOUL (Atlantic/Hollywood)	1	4	4		9	-	14	1	19	-						16		24	9		11				21		24	24		19	-	9	21	
SUSAN TEDESCHI (Tone Cool/Rounder)				17		9	18	1						10				15	9	12	11					19	6	14			25	10	7	4
BRUCE HORNSBY (RCA)	2	15	5	5	8	9		-	10		7		12		16			9	11	22	10	16		5	11	7	22		-	-	3	2	8	5
LUCINDA WILLIAMS (Mercury)				16	-	1	17		8		6	12		10		1		13	9	20	14				23		-					10		5
WES CUNNINGHAM (Warner Bros.)		100	5	17	1	6	17	-	-					4		-	-	17	9		15			18	23	8	23			-	3	11	8	T
JONNY LANG (A&M)		1		15	-		17			10	4		4		6	18		23	13		10	8		10	20		7	15				3	0	LITT.
ALANIS MORISSETTE (Maverick)	-	4	6	12		-	28	-	9	10	-		4	-		10		23	18	5	15	0	-			-	-	11	47	5		3	4	
PETER HIMMELMAN (6 Degrees/KOCH)	2	-	7	14	8	6	13	16	15	20	6	11	12	5	12		7	13	10	11	9			20					41	9				
GOO GOO DOLLS (Warner Bros.)	-	1	6	7	12	0	16	10	13	20	0		12	3	12		1	13	-		3	4	6	20		7		16	-	40	4	7	9	11
JEWEL (Atlantic)	1	23	1	1			a second second							12.00	-	6			40		45				27		8		50	12		14	15	
	1	1		8	8		10	-	7		-			-	16		6	7	13		16		_		10				33		3	16	16	12
SINEAD LOHAN (Interscope)		3	13	9	13		14			36	5		-	4				8		14	15			24	10	14	12	16	-	-	7	8	13	7
LYLE LOVETT (Curb/MCA)		11		4	1.40	9	16	-	8		9			10	16			15	12	24	11			10	8									5
INDIGENOUS (Pachyderm)			6	15	13		13	-	8	20						16				7	6			1.1		9	10	15			10		8	
KEB' MO' (550 Music)		14	-	5	14		18					_		5	16				9	26	15			8		7					10		8	
DAVE MATTHEWS BAND (RCA)		-	4	17	13												-		11				-	24	24				35	20		11		-
B.B.KING (MCA)	2						19						8	5			5		15	10	7	16					14							
SEMISONIC (MCA)	1		8	4	9	-	15									1	_	12	9	8	15	-			27			23	5	25	11	4	8	13
GOLDEN SMOG (Rykodisc)	2			4	9					10	9	4	12	10	6			6	6	14	16	16	15	20		14	22	24		_	7	9	4	3
BARENAKED LADIES (Reprise)				7	10	1	-	1	9										7	6							14		19	19		12		7
SEAL (Warner Bros.)	1	20	7		12		13						4		12				12	5	11			12	10		8					9		
CAKE (Capricorn)			-		-		1		8		6			4	-	7							-	26	29					31		13	15	
JULIAN LENNON (Fuel 2000)	2	3	8	3	7			5	18		4	12	4	5	6		7		6	9		8	15		12		6	10	-		4		5	
DUKE DANIELS (E Pluribus Unum)			10	4	1	6	14		7		5			2	12		7	14	6	14						9	9	14			8		4	
NATALIE MERCHANT (Elektra/EEG)	1	20	8	ſ			8							5		1			10	8	11	1			11			12	3		8	1	13	6
EVERLAST (Tommy Boy)		-	1		8		-	-		-			-		-	28		27				-		28	-	-			20	23			1	
PHISH (Elektra/EEG)		1	8	1			18		12		5			5					8	11	11	16	15		6		7				3	2	16	5
BLONDIE (Beyond Music)	1	1	9	5	1.00		13		14				4							7					10	18	6	24		21	3	14	15	5
BECK (DGC)			5			9	17	14		20	10	3	12	10					8		8	16	15	28	5					9			5	9
JIMMY ROGERS ALL-STARS (Atlantic)	2	1			-	3		15	-				4	4	12	-	7	9	4			16	15		-	14	-	-	-			4		-
BRIAN SETZER ORCHESTRA (Interscope)		1	4	4		-	14	-							16					20	17				13	9		17				8	12	3
LYNN MILES (Philo/Rounder)	2	11	6	-	14		13	10	14	-	3	-	4	5	12	-	7	-	-	6		4	15		10				-	-	4		14	16
ELLIOTT SMITH (Dreamworks)	1	1000	7	-		6					8	5		10	12				-		10			-	11		-			-	7	10		5
PAUL WESTERBERG (Capitol)	1	-	8				-		21	36	Lawrent		4	10	1.		-	8	2		11	-	-		12	13		13	-	23	3	7	-	5
BRUCE SPRINGSTEEN (Columbia/CRG)	1	14	-			6	30				5		-		12				15			16	15	-	16	13		10	-	23	3			5
ROLLING STONES (Virgin)		14	-	17	10		13	13	-						12				11	-	1	8	13	-	-	-	-	-	-	_			10	3
RUSTED ROOT (Mercury)	2		10	9	10	6	18	13			6			-	12		5		6		11	0 16	-	-	3	18					7	5	10	
BLACK CROWES (American)	4		10		-		10		15	36	0		12		_				0					-		10	-	_		_				
			-						15	30	-	-	12				7					8			28			4.0	_		4	11		
FASTBALL (Hollywood)	1	-	-	-						-		_		-					-		40				9		_	10		20	1	14	-	
SON VOLT (Warner Bros.)					-	9			9		9				16			9	5		18				10			12		5	7		5	6
DAVID WILCOX (Vanguard)	2	3		-			8		14						6		7		_	7	_	16	15	-		13	-14				3		8	
DAVE MATTHEWS AND TIM REYNOLDS (RCA)	1			5										5	6		7	8	5		7	4	6			21				_	4		4	5
MARTIN SEXTON (Atlantic)	2			1		9		14		20	5		12	10	16				6				6	8							6			6





Mager meanwhile ...

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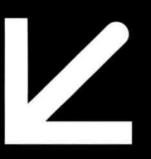
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ALTERNATIVE

'The End' of The Big Easy

BY RICHARD SANDS

My first exposure to 106.7 The End (KKND)-New Orleans was like that of most radio stations: I listened to them while I was "on-hold." But unlike the days of yore when the station itself was played while you waited for your call to go through, now what you hear is a sales pitch for the market cluster. "Thank you for calling Clear Channel of New Orleans, seven community-involved radio stations with separate staffs that combine to give listeners in the Crescent City all they need in radio."

"It's an entirely new world order," sighs Dave Stewart, PD for *botb* the male-leaning KKND and its female-leaning counterpart KUMX. As the entire radio and record community gathers in the Crescent City this week for the 1999 GAVIN Seminar, its time to shine our Alternative magnifying glass on The Big Easy's "106.7-The End".

"We are an 18-to-34 male-targeted radio station," says Stewart, who came to The End from WPLL-Miami almost two years ago. "As such we tend to lean a little more rock than many other Alternative stations," and "we build everything we do at The End—promotions, research, etc. around the male 18-to-34 demos."

But, Stewart continues, his workload doesn't end there. "I spend half my time at The New Mix 104, which is targeted 18 to 34 *female*," he explains. "My market manager Ernest Jones gives us very clear marching orders, so my job is pretty well-defined." little tough to balance? "Well, half the day I get to get in touch with my feminine side," Stewart gushes, "and then I can let it rip the rest of the day."

While the Lillith Fair tour was going on "we had a great built-in promotion for the Mix," Stewart says. "But we had a field day with it over on The End, too. We came up with "The Testicle Festival." Huh? "We had a 'Celebration of Men.' One weekend it was a gambling run to the casinos, followed by a golf tourney complete with the Hooters girls, and another weekend we had a 'cigar-smoking, red-meat eatin', wet T-shirt contesting blow-out.'"

The Testicle Festival was so successful that Stewart proclaims it will now become an annual event...but was it a problem for the station's female demos? "Not at all," he says. "We had the best single month in terms of women's demos since I got here!"

OK, so the synergy worked, but what are the day-to-day realities of programming in the New Corporate World Order. "You have to learn that everybody is not the enemy anymore," says Stewart. "You have to think of things in a different light and there are a lot of opportunities to share things within the company."

Finally, how does New Orleans compare with other markets Stewart has programmed? "Nothing seems strange after Miami," he laughs. Besides, he adds, "no matter what, at the end of the day, this still beats the heck out of digging ditches, and getting a real job!"

But isn't the yin and yang of it all a

Dave Stewart's New Orleans Must-Do List

For those visiting the Crescent City this week, Dave has these suggestions: "First, taste the jalepeño corn bread at the House of Blues. Second, order the Oriental Shrimp Dumplings at Mike's on the Avenue. Third, make sure you have the White Chocolate Bread Pudding at the Palace Cafe. And finally, try *anything* at Emeril's."

What about the sights of New Orleans? Stewart recommends the Garden District Tour. "You'll see the houses where Trent Reznor and Anne Rice live. Plus, the French Quarter and Bourbon Street are obvious, but you gotta do it," he says.

And a final note: if you run into Dave while in town, ask him to reminisce about his experience at "Big Daddy's Gentlemen's Club." Wild story. Wild town.

GAVIN

MOST ADDED			
INTERES OF AUGUST AND		_	
	Iw	TW	
	1	1	SUGAR RAY - Every Morning (Lava/Atlantic)
	2	2	EVERLAST - What's It Like (Tommy Boy)
	3	3	HOLE - Malibu (DGC)
	4	4	CREED - One (Wind-up)
	5	5	ORGY - Blue Monday (Reprise)
	6	6	EVE 6 - Leech (RCA)
EAGLE EYE CHERRY (14)	10	7	COLLECTIVE SOUL - Heavy (Atlantic)
Falling In Love Again	7	8	MARVELOUS 3 - Freak Of the Week (Elektra/EEG)
(WORK)	9	9	EVERCLEAR - One Hit Wonder (Capitol)
Including: KACV, WDST, WXEG, WKRL, WLIR, KJEE,	11	10	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)
WWDX, WE QX, WRXQ, WIXO, KHLR, KTBZ, WXDG, KLYY	16	11	FATBOY SLIM - Praise You (Astralwerks)
GOO GOO DOLLS (12)			Fatboy Slim jumps from 16 to 11 with "Praise You"
Dizzy	12	12	DAVE MATTHEWS BAND - Crush (RCA)
(Warner Bros.) Including: WGBD, KACV, WXEG, WKRL, WHTG, WLIR,	13	13	TIN STAR - Head (V2)
WRXQ, KHLR, WPGU, WXDG, WMRQ, KNSX	18	14	LIT - My Own Worst Enemy (RCA)
SEBADOH (11)	15	15	CARDIGANS - My Favourite Game (Mercury)
Flame	8	16	CAKE - Never There (Capricorn)
(Sub Pop)	14	17	LENNY KRAVITZ - Fly Away (Virgin)
Including: WEND, WGBD, WKOX, WBTZ, WLIR, KRZQ,	17	18	GARBAGE - Special (Almo/Interscope)
WRXQ, WGRD, WIXO, KTEG, KHLR	20	19	SEMISONIC - Secret Smile (MCA)
BEASTIE BOYS (10)	19	20	GOO GOO OOLLS - Slide (Warner Bros.)
Remote Control	24	21	DOVETAIL JOINT - Level On The Inside (Columbia/CRG)
(Grand Royal/Capitol) Including: WEJE, KXRK, WEQX, WBER, WRXQ, WIXO,	21	22	NEW RADICALS - You Get What You Give (MCA)
WPGU, WBTZ, WMRQ, WKQX	22	23	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl
CITIZEN KING (9)	28	24	THE LIVING END - Prisoner of Society (Reprise)
Better Days	26	25	R.E.M Lotus (Warner Bros.)
(A3)	25	26	VAST - Touched (Elektra/EEG)
Including: WBTZ, KLYY, KPKX, KACV, KROX, WEQX.	34	27	CAKE - Sheep Go To Heaven (Capricorn)
WRXQ, WPBZ, KPNT	41	28	STABBING WESTWARD - Haunting Me (Columbia/CRG)
	100		Stabbing Westward is definitely stabbing upward wi
	40	29	KORN - Freak On A Leash (Immortal/Epic)
	23	30	PLACEBO - Pure Morning (Virgin)
RADIO SAYS	32	31	LIMP BIZKIT - Faith (Flip/Interscope)
	27	32	ALANIS MORISSETTE - Joining You (Maverick/Reprise)
	33	33	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscop
HI	36	34	BARE JR You Blew Me Off (Immortal/Epic)
MY NAME IS	29	35	BETTER THAN EZRA - At The Stars (Elektra/EEG)
A MARKEN AND A MARKEN A	-	36	CITIZEN KING - Better Days (A3)
SLIM SHADY	42	37	BARENAKED LADIES - Alcohol (Reprise)
OLINI OILAI	31	38	U2 - Sweetest Thing (Island)
	30	39	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)
Englished	-	40	NEVE - It's Over Now (Columbia/CRG)
	48	41	JUDE - Rick James (Maverick)
"My Name Is" (Interscope)	43	42	BLONDIE - Maria (Beyond Music)
"I can't believe the buzz. The	37	43	KORN - Got The Life (Epic)
requests are amazing. Now it	45	44	COLLECTIVE SOUL - Run (Atlantic/Hollywood)
looks like the same thing that	-	45	ROB ZOMBIE - Living Dead Girl (Geffen)
happened for MTV is hap-	-	46	GOO GOO DOLLS - Dizzy (Warner Bros.)
pening for radio."	35	47	REMY ZERO - Prophecy (Profile)
Tom Calderone, MTV Sr.VP	38	48	SOUL COUGHING - Circles (Warner Bros.)
Music and Talent Programming	-	49	THE FLYS - She's So Huge (Trauma/Delicious Vinyl)
	49	50	OIG - Live in Sound (Radiouniverse)

ARTISTPROFILE

Got Your Attention? The spotlight is on 106.7 The End (KKND), New Orleans this week. Here's **Third Eve Blind with** APD/MD Rod Ryan. And ves, that is the notorious cardboard standup of Shania Twain. I'm sorry I had to resort to cheap, tawdry sex this week.





ON THE RECORD

Diff Spins

> +19 -72

-224

+39

+14

+32

+91

+3

+37

+204

+70

+44

2743

2571

2067

1816

1733

1699

1629

1616

1581

1414

1348

1339 +224

1286

1568 +130

1410 +118

Hopefully you're reading this in New Orleans. If so, get your butt over to the jukebox jury. Laugh and heckle the panel of judges. That one with the stylishly long hair would be Dave Rossi, PD of WRAX, Birmingham. I talked to Dave earlier and got these three picks:

TRAIN

"Meet Virginia" (Aware)

Rossi notes "we've sold 5.000 cd's based on our airplay already. This is gonna be huge!"

.... **BELL BOOK & CANDLE**

"Rescue Me" (Blackbird) "It's the best Cranberries record in three years. And I laughed.



mean that in a good way," Rossi

.... DANGERMAN "Let's Make a Deal'

(550 Music) Rossi states "I think this one will be freakishly large."



ALTERNATIVE REPORTS ACCEPTED THROUGH TUESDAYS В А.М.-З Р.М. GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580

> **Attention Seminar** attendees: Here is the exact place you are likely to be puking your guts out. It's the world famous **Bourbon Street**, Rod Ryan is wearing the Dr. Seuss hat. Next to him is The End's midday goddess Laura Jones.



Luaka Bop Celebrates 10 Years of True Alternative

BY VINNIE ESPARZA

This year, the highly-regarded Luaka Bop label celebrates 10 years of releasing truly alternative music. The label, whose roster includes such critically acclaimed acts as Cornershop, Tom Zé, Geggy Tah, and Jim White, is the brain child of David Byrne, former frontman for the Talking Heads and a grand solo artist in his own right.

"When I started Luaka Bop, I didn't have anything in particular in mind for it," says Byrne. "I had no plans other than to release compilations of Brazilian stuff that I loved. I knew at the time that would encompass three, maybe four records. I also knew that would take me a couple of years to complete.

"I come from a generation that you might not expect to like that kind of music, but I just fell in love with it," he continues. "I thought, 'There's got to be a way for me to present this to like-minded people."

One would think Byrne's first exposure to such exotic music would be the result of touring the world, but the real story is nowhere near as exciting. "Everybody thinks I initially got exposed to this music while touring and playing countries like Brazil," he says. "In reality, I was sitting in an apartment in San Francisco and I decided to go to Tower Records to buy some music."

Likewise, Byrne does not travel the globe in search of artists for Luaka Bop. "Record labels send us stuff that they don't know what to do with," he laughs. "They say, 'I got this. I don't know what to do with it. Give it to those guys at Luaka Bop, they'll probably be interested in it.""

"Some of the things we've signed—like Cornershop, Geggy Tah, and Jim White—no one would have been interested in when we first signed them," adds Yale Evelev, who serves as the label's President. "But we have a real different point of view. We don't find anything in any different way than any other label does. What we end up with is different because our point of view is different. All the individual artists we work with are developing acts. Most times, they have not it become something that a major corporation has an interest in responds to—and realizes its power and importance and how they can have success with it," Evelev Observes. "We've learned that if you stay true to what you believe in, that people will come around and respond to it. For us, that has been a really great thing.

"We've been doing this for a long time and we've earned people's respect. People are

excited when we put out a record. They want to know what we're doing, and look forward to hearing our music. What we've learned is that you can take music that you wouldn't traditionally think of as something that would fit within a bottom-line situation and still make it something that works."

Evelev further explains that, while Luaka Bop offers many worldly pleasures, "We're not a 'world'

music label. We are a pop music label—it's just that some of our records are not in English. We're trying to get to the point where it's about the music and not which part of the store it goes into. We're hoping that people who buy a Susana Baca disc will learn to enjoy Cornershop, and people who buy Cornershop will enjoy Jim White, even though it's not the same type of thing. It's just about exposure, really; that's what we're working for."

The majority of radio support for LB acts comes from public and College radio, although the label has also enjoyed some commercial Alternative success with both Cornershop and Geggy Tah.

Evelev admits that releasing music that is often considered leftof-center is not always easy to market and promote, and that patience—especially with a new artist—is the key. "I think even people putting out Madanna records go through a big struggle," he says. "We work with artists that sometimes create genres of their own."

Upcoming releases for the label include a new Zap Mama album (with some help from Phillie rappers The Roots), and something from Jim White, who enlisted the help of Morcheeba, Q Burns, and Sade's band Sweetback. Also coming is a "Best Of" from '60s Brazilian psychedelic band Os Mutatntes; the double disc release will also include an unreleased album entitled *Technicolor*, which was recorded in France in 1970 and features many of their hits in English.

Underground Fun in New Orleans

Mermaid Lounge (cash only) Autotonic/WTUL/Turducken Recordings Present: Iai-Lai.

Recordings Present: Jai-Lai, Hotchkiss, Dominions, The Satyrs, Macha

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put out records before, and sometimes they've never even played live

before. So, we get involved with artists much earlier, and it takes a little longer sometimes for the things that we work with to get going.

"Take something like Cornershop; the first record we put out by them did modestly. I don't think people expected the second release (their third album) to have the success that it did, but when it did, we were very well set up in terms of the credibility and press profile for the band. That was what we had worked toward. We're really about career development as a label. That is a very important aspect of what this label is about.

"It's a challenge for us to take the music that we work with and have

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GAVIN

MOST ADDED	(COLLEC
	v tw	BUILT TO SPILL - Keep It Like A Secret (Warner Bros.) BTS sets a new record for spin count!
	2	THE PASTELS - Illuminati (Up) 39
SCB AD ON		
		the second s
SEBADOH (39) The Sebadoh (Sub Pop/Sire)		IMPERIAL TEEN - What Is Not to Love (Slash/London)
The Sebadoh (Sub Pop/Sire) 6 Including: CITR, KALX, KB00, KCMU, KCOU, KCPR, 7		
KCSU, KGLI, KUCI, KUGS, KUOM, KVMR, KWBU, WBNY,		3 3 - P (
WCBN, WCDB, WDCR, WEGL, WHRW, WICB, WJCU, 10 WMSE, WNHU, WPRK, WQFS, WRVU, WSMU, WTSR, 12		KITTY CRAFT - Beats and Breaks from the Flower Patch (Kindercore)
WVFS, WVUM, WWVU, WXCI, KLSU, WDBM, KWVA,		
KICU, KIXI, KCRW, WITH.		JASON FALKNER - Can You Still Feel? (Elektra/EEG)
THE CREATURES (32)		THE BETA BAND - The Three EPs (Astralwerks)
Anima Animus (Instinct) Including: CITR, KCOU, KCPR, KCSU, KGLT, KLSU, KUCI,		Belive the hype! This band is all that. Up 19 spots to lucky 13.
KWBU, KWVA, WCOB, WDBM, WDCR, WEGL, WFDU, 13	14	VARIOUS ARTISTS - Pop Romantique (Emperor Norton)
WHRW, WICB, WITR, WJCU, WMSE, WNHU, WRAS, WRUV, WRVU, WSMU, WTSR, WUNH, WVUM, WWVU,	15	LAGWAGON - Let's Talk About Feelings (Fat Wreck Chords)
KTXT, WUSB, WBNY, KBOO. 16	16	MUSLIMGAUZE - Hussein Mahmood Jeeb Tehar Gass (Soleilmoon)
VARIOUS ARTISTS (32)		SMOG - Knock (Drag City)
Stop Racism 17	18	LO-FIDELITY ALLSTARS - How to Operate With A Blown Mind (Columbia/CRG)
(Attitude/Asian Man) 21		HI-FI KILLERS - Jamaica (LooseGroove)
Including: KB00, KC0U, KDVS, KGLT, KLSU, KTCU, KTXT, 19		VARIOUS ARTISTS - Yo Yo A Go-Go (Yoyo Recordings)
KUCI, KUGS, KWBU, KWVA, WBNY, WCOB, WDCR, WHRW, WICB, WITR, WJCU, WMSE, WNHU, WPRK,		ADEN - Black Cow (TeenBeat)
WOFS, WRUV, WRVU, WSMU, WUMS, WUNH, WUSB, 25		SAM PREKOP - Sam Prekop (Thrill Jockey)
WVUM, WWVU, WZBC, WVKR. 20		MXPX - Let It Happen (Tooth and Nail)
ARLING AND CAMERON (27) 28		SATISFACT - The Third Meeting at the Third Counter (K)
All In (Emperor Norton) 26 Including: CITR, KALX, KBOO, KCMU, KCOU, KCPR, KGLT, M		THE GLORIA RECORD - The Gloria Record (Crank!)
KLSU, KTXT, KUCI, KUGS, KVMR, KVRX, KWBU, KWVA,		JIMMY EAT WORLD - Clarity (Capitol) FATBOY SLIM - You've Come A Long Way, Baby (Astralwerks)
WEGL, WFDU, WICB, WITH, WNYU, WQFS, WRUV.		PAN SONIC - A (Mute)
	29	VARIOUS ARTISTS - Bombay the Hard Way (Motel)
		QUINTRON - These hands Of Mine (Skin Graft)
RECORD TO WATCH	31	BUCKMINSTER FUZEBOARD - How to Make C60 BR24 In an Hour (Slabco)
38	32	1000 CLOWNS - Freelance Bubblehead (Elektra/EEG)
Dieselhed 34	33	PORTABLE - Portable (TVT)
	34	SPARKLEHORSE - Good Morning Spider (Capitol)
	35	AERIAL M - Aerial M (Drag City)
36	36	FUN LOVIN' CRIMINALS - 100% Columbian (Virgin)
22	37	ASIAN DUB FOUNDATION - Rafi's Revenge (Phase 4)
	38	POSTER CHILDREN - New World Record (SpinArt)
Slephont Real Arme 31	39	LEE SCRATCH PERRY - Fire In Dub (RAS)
Dieselhed		SEAWEED - Actions and Indications (Merge)
Elephant Rest Home (Bong Load) 35	41	HATE DEPT Release It (Restless)
S F's favorite hillbilly-hesher		THE BOWLING GREEN - One Pound Note (Nothing/Interscope)
rockers return with a superb	43	PEECHEES - Life (Kill Rock Stars)
album of front-porch moon-	44	STEREOLAB - Aluminum Tunes (Orag City)
shine music. With winners	45 46	T-MODEL FORD - You Better Keep Still (Fat Possum/Epitaph) LONG HIND LEGS - Feb. 4th-14th, 1998 (Kill Rock Stars)
like "Trucker's Alibi," and "Lap	40	SEBADOH - The Sebadoh (Sub Pop/Sire)
Dance," you can't go wrong!	47	PINEHURST KIDS - Minnesota Hotel (4 Alarm)
Play this, Bubba!	49	THE BOREDOMS - Super ar (Birdman)
N	50	SLEATER-KINNEY - Sleater-Kinny EP (Kill Rock Stars)
	_	
P A		RP D



REVIEWS

Adds Rots

n

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> SEBADOH The Sebadoh (Sub Pop/Sire) Having enlisted new drummer Russ Pollard, the



trio delivers one of their best albums to date. Deemed by many as "one of the most important indie bands in the world," their latest effort features tighter production and depth, which, in contrast to their crash & burn approach of earlier albums, may come as a pleasant surprise to long-time Sebadoh fans. We have been graced with a more mature album from a band that truly gets better with age.

XTC

Apple Venus Volume 1 (TVT)

After a long seven year absence, XTC returns with an album that will surely satisfy long-time fans and convert new ones. The album leans heavily on orchestral and

acoustic arrangements. Fear not, however, the beautifully arranged harmonies, eclectic



soundscapes, and biting lyrics that have become the bands trademark are most certainly present. What is not present is long-time guitarist Dave Gregory who left halfway through the session. Overall, a sheer pleasure to listen to and not at all a disappointment. COLLEGE REPORTS ACCEPTED MONDAYS 9 A.M. 4 P.M.

TUESDAYS 9 A.M. 3 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990

MUSIC



ANYWAY

"ROBB ROY has surfaced to be one of the most talented groups around ..." WRIF, THE EDGE, 89X www.robb.roy.com

58 • GAVIN February 19, 1999

MOST ADDED			
LOUDMOUTH	4	_	
Anna Zillen	LW	TW	
	1	1	CREED - One
	2	2	EVERLAST - W
	3	3	COLLECTIVE S
generation de calence	5	4	METALLICA
	6	5	GODSMACK
LOUDMOUTH (26)	4	6	METALLICA -
Fly	9	7	EVE 6 - Leech
(Hollywood)	13	8	ROB ZOMBIE
Including: WMZK, WAAF, WMFS, KIBZ, KXXR, WHMH,	15	9	CANDLEBOX
WRXF, WZBH, WIHN, KZOZ, KLFX, KAZR, KILO, KMBY, KUFO, KTUX, KEYJ, KLSZ, WBYR, WKZQ, KOOT, KIOZ,	14	10	BARE JR Y
KFMW, KRZR, WCPR, WLZR			Blowin' up
GOO GOO DOLLS (20)	7	11	BLACK CROW
Dizzy	17	12	STABBING V
(Warner Bros.)	8	13	LENNY KRAVI
Including: KSQY, KEYJ, KPOI, WHMH, WMFS, WXVO, KPPT, KFMW, KSEZ, WJJO, WPUP, WZBH, KCGQ, KIOZ,	12	14	BLACK SABBA
KZRK, WKZQ, WQKK, WCCC, WLZR, WTOS	11	15	MONSTER MA
PUSHMONKEY (16)	10	16	THE FLYS - Go
Caught My Mind	18	17	ROB ZOMBI
(Arista)	25	18	OFFSPRING
Including: KOOT, KNCN, WHMH, WPUP, KEJY, KRAR,	26	19	OLEANDER -
KZZK. WIHN, KROR, KIBZ, KTUX, WJJO, WMFS, WCPR, Kioz, kcgo	23	20	MARILYN M.
SILVERCHAIR (15)	27	21	ORGY - Blue
Anthem For The Year 2000	16	22	OFFSPRING -
(Murmur/Epic)	28	23	HOLE - Malib
Including: KUPO, KUFO, WMFS, KZRK, WXTB, KRAR,	19	24	REMY ZERO -
KILO, KZRO. WRIF, WLZR, WXVO, WTOS, KFMW, KIOZ	33	25	SECOND CO
			Sinners rep
	22	26	FUEL - Bitters
	29	27	TRAIN - Free
	24	28	GOO GOO DO
RADIO SAYS	32	29	HOLE - Celeb
	35	30	PLACEBO - P
	31	31	INDIGENOUS
A REAL PROPERTY OF THE REAL PR	20	32	CLASS OF 99
	30	33	BLACK SABBA
	21	34	KENNY WAYN
	38	35	KORN - Freak
	37	36	LIMP BIZKIT
and the second sec	34	37	JONNY LANG
	44	38	SCREAMING
KID ROCK	41	39	FEAR FACTO
"Devil Without A Cause"	39	40	KORN - Got T
(Lava/Atlantic)			
"Could be the most underat-			

"[Could be the most under. ed artist of the decade". - KRZR Fresno, California P.D. E. Curtiss Johnson.

1	1	CREED - One (Wind-up)	2371	+93
2	2	EVERLAST - What's It Like (Tommy Boy)	2286	+144
3	3	COLLECTIVE SOUL - Heavy (Atlantic)	2221	+137
5	4	METALLICA - Whiskey In The Jar (Elektra Entertain	ment Grp.) 1756	+235
6	5	GODSMACK - Whatever (Republic/Universal)	1534	+50
4	6	METALLICA - Turn The Page (Elektra Entertainment (Grp.) 1467	-230
9	7	EVE 6 - Leech (RCA)	1239	+93
13	8	ROB ZOMBIE - Living Dead Girl (Geffen)	1156	+217
15	9	CANDLEBOX - Happy Pills (Maverick)	1057	+176
14	10	BARE JR You Blew Me Off (Immortal/Epic)	1029	+106
		Blowin' up the chartscigar anyone?	Haring Strinks	N 18.
7	11	BLACK CROWES - Kicking My Heart Around (Columb		-200
17	12	STABBING WESTWARD - Haunting Me (Columbia	/CRG) 1007	+149
8	13	LENNY KRAVITZ - Fly Away (Virgin)	970	-183
12	14	BLACK SABBATH - Selling My Soul (Epic)	962	-5
11	15	MONSTER MAGNET - Powertrip (A&M)	947	-24
10	16	THE FLYS - Got You (Where I Want You) (Trauma/De		-118
18	17	ROB ZOMBIE - Dragula (Geffen)	828	-29
25	18	OFFSPRING - Why Don't You Get A Job? (Columbia		+165
26	19	OLEANDER - Why I'm Here (Republic/Universal)	763	+130
23	20	MARILYN MANSON - I Don't Like The Drugs (Noth		+76
27	21	ORGY - Blue Monday (Reprise)	722	+99
16	22	OFFSPRING - Pretty Fly (For A White Guy) (Columbia	/CRG) 684	-189
28	23	HOLE - Malibu (DGC)	663	+49
19	24	REMY ZERO - Prophecy (Profile)	655	-125
33	25	SECOND COMING - Vintage Eyes (Capitol)	621	+89
		Sinners repent !! The Second Coming is up		
22	26	FUEL - Bittersweet (550 Music)	601	-101
29	27	TRAIN - Free (Aware/Columbia)	588	-25
24	28	GOO GOO DOLLS - Slide (Warner Bros.)	556	-111
32	29	HOLE - Celebrity Skin (DGC)	554	+17
35	30	PLACEBO - Pure Morning (Virgin)	531	+24
31	31	INDIGENOUS - Now That You're Gone (Pachyderm)	530	-30
20	32	CLASS OF 99 - Another Brick in the Wall (Columbia,		-215
30	33	BLACK SABBATH - Psycho Man (Epic)	S26 Revolution) 497	-68 -212
21	34	KENNY WAYNE SHEPHERD - Everything Is Broken (I	495	
38	35	KORN - Freak On A Leash (Immortal/Epic)	455 486	+66 +48
37	36	LIMP BIZKIT - Faith (Flip/Interscope)	485	-70
34 44	37	JONNY LANG - Still Rainin' (A&M)		+128
44	38	SCREAMING CHEETAH WHEELIES - Right Place FEAR FACTORY - Descent (Roadrunner)	440 435	+50
39	39 40	KORN - Got The Life (Epic)	435	+50
22	40	KUNN - OUT THE LITE (CPIC)	420	τJ
C	HZ	ARTBOUND		
			Y CRUE - "Enslaved" (Motley/Beyond	d)
			RS - "Satisfied" (CMC International)	1.22
			- "Lotus" (Warner Bros.)	
			-"I'm Eighteen" (Wind-Up)	6.
			AIL JOINT - "Level On The Inside" (C	(2)

REVIEWS

MOON DOG MANE "I Believe"

(Eureka) Dishing out another serving of some down home bluesy rock, the

Diff



mane attraction of this band is their catchy meat & potatoes sound. With ex-Tesla guitarist Frank Hannon and his crew at the helm, the band is quickly making believers out of the masses. "I Believe" is already on a number of stations, including WZZQ, KOMP, WBOP, and KHOP.

.... SILVERCHAIR

"Anthem For The Year 2000"

(Murmur/Epic) The young Aussie

trio is back with a follow up to their two previous multi-platinum releases. With a



little help from producer Nick Launay (Semisonic, PIL, Midnight Oil) and mixman by Kevin "Caveman" Shirley (Black Crowes, Aerosmith), the first single from the upcoming Neon Ballroom release should help establish the band through the next millennium. Definite good stuff. How long has it been since you shouted out "We Are the Youth!"

ADDS FOR FEBRUARY 22 & 23

Lit "My Own Worst Enemy" (RCA), Silverchair "Anthem For The Year 2000" (Murmur/Epic), Econoline Crush "All That You Are" (Restless), One Minute Silence "Stuck Between A Rock And A White Face" (Big Cat/V2)

ADDS FOR MARCH 1 & 2

Sammy Hagar "Mas Tequila" (MCA), Buckcherry "Lit Up" (Dreamworks), Staind "Just Go" (Flip/Elektra/EEG), Sponge "Live Here Without You" (Beyond Music)

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NAZARETH - "Light Comes Down" (CMC International) VIRGOS MERLOT -- "Gain" (Atlantic)



John Tesh on Marketing, Super-serving, and One World

Grammy nominee (for 1998's Grand Passion) John Tesh's latest GTSP project, One World, was released February 2. Beginning March 2, a PBS television special will be aired across the country. We decided to check in with John to find out about his latest adventures. Keith Z: It's time for another major music project.

John Tesh: Yes, the record is done and we've been working on this PBS special for a year. When I say it's like giving birth, my wife wants to smack me, but it really is. It's crazy.

Your marketing campaigns with PBS really help tie in with your audience demo.

Avalon and Red Rocks were both PBS shows, but there wasn't any radio for them. Then Grand Passion was a radio record. With *One World*, this is the first time we've actually done the two marketing approaches at the same time. **How has the big Seagram/ Universal/PolyGram merger affect**ed your GTSP label?

It probably affects me more spiritually than anything else. I'm losing contact with a lot of close friends. Here in Los Angeles, it's sad to see the A&M and Geffen offices close down. As far as distribution, we have a joint venture deal with PolyGram, so it really hasn't affected us. They'll just switch the distribution over to Universal. Some people suggested I hold off the record until the merger was over, but we deal with the fans more than anything else. We've been promoting this record with them via postcards and on the Internet for

months and months, so we weren't going to delay it.

In marketing to adult listeners and

CD buyers, the biggest challenge always seems to be letting them know the record is out.

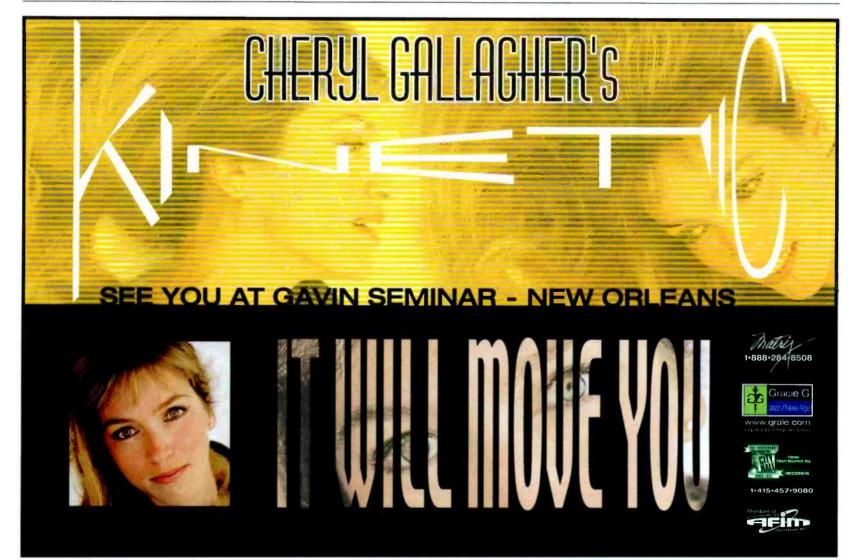
You're absolutely right —and that would guarantee you a job with my company. There's actually research that indicates that 60 percent of your fans don't know when you release a

record. I used to do all this advertising on the Internet, reaching this niche market with this particular magazine and doing the radio thing. But when I write songs, I still use a yellow legal pad, meaning that with all this technology we have in our studio, palm pilots, and

all the advertising strategies to reach the people, we still have to come back to find the the best way to reach our audience is to go to them directly.

If you pick up Entrepreneur Magazine, they will tell you that the best way is to super-serve your audience. When you

do that, and if it's a good product, they will spread the word for you. We reach them through our Web site and a database of 280,000 names of people who have been to our con-



certs and have bought at least one record. That's expensive stuff, because it's 50 grand every time you mail something out to your group. We don't advertise on television anymore. We go right to our fans.

Which also works with live shows...

We encourage people to record at our concerts. It's very funny, because when people come out to see us and the promoters say, "No photography, no live recordings,"

John Tesh

ONE WORLD

then the first message on our show is a tape saying, "Good Evening, ladies and gentlemen, we would like to remind you that photography is permitted, and if you have a recording device out there, fire one up. We have extra tapes available at the concert. Please make sure you get a good angle." For us, it's

not about the legal stuff. The fans create the demand.

Your new CD, One World, is World Music, but less indigenous.

When we talked about it two years ago, it was originally titled *Piano DuMonde*, which is basically me taking my grand piano and going around to different lands. The first picture you'll see in the PBS special is my grand piano being lifted up by helicopter to the top of a Southwestern mesa in Monument Valley to perform with [Native American musician] Robert Mirabal. We went to my favorite musical places, which include Italy, Spain, Ireland, and Vienna.

Did you have a huge insurance deposit on the piano for when the helicopter lowered it?

The big key is to not tell. Don't show them the footage until after you're through. One of the last two things my dad said to me before he

died was, "Don't ever mix your drinks and don't ever ask a question you don't want to hear the answer to." Are you looking to tie in radio with PBS One when World airs during pledge drives in their markets?

We'll definitely crosspollinate. Radio can cross-promote when the PBS program is

on, and when I'm on PBS, I can talk about the James Ingram single that is on a radio station in that market. "Forever More" is the pop song on the CD.

Last May, James suggested we go into the studio and not leave until we come out with a song that we both liked. We wrote five songs in one day and kept coming back to "Forever More." Then we collaborated with other writers and ended up with some good stuff, but we still kept coming back to "Forever More." We knew we had something when our focus group—both of our wives—gave us a good reaction.

The One World record is a little more refined. It's a search for great musicians around the world. There are Celtic dancers, pipe and whistle players, an Italian symphony orchestra, Robert Mirabal, James Ingram, the Christian group Point of Grace, an opera singer from Vienna, and a violinist who sings in Latin. Some of the musicians didn't speak a word of English. You can't look at this special without thinking, "What the heck is this?" But seeing it in its totality, you'll understand what we're trying to do.

Talaya Debuts National Weekend Show

Talaya Trigueros, the highly-rated weekday air talent on The Wave in

Los Angeles, will host a new weekly syndicated program called *Smooth Weekend*. Westwood One will be presenting the two-hour show nationwide. The show debuted Valentine's Day weekend. *Smooth Weekend* will

air live concert performances by artists like Luther Vandross, Peabo Bryson, and Sade. Each week, celebrities and musicians will join the show as guests. The initial guest lineup includes actors Kevin Costner and James Brolin, *Tonight Show* per-



solutely delivers on its title promise," said Chris Brodie, Talaya's Operations Manager at KTWV. "No one is better at presenting the music than Talaya. She adds a couple of extra 'oo's' to Smooth."

Boney Goes Gold

It's official! Nineteen months after its June 1997 release, Boney James' Sweet Thing has been certified as a gold record. The news comes on the eve of the release of Boney's brand new Warner Bros. CD, Body Language. "Whenever a Smooth Jazz release goes gold," commented Warner Jazz Exec VP Matt Pierson, "it's considered a really big thing for the format. We're proud."

"*Please* let me hear my music on the radio!"

...GAVIN iS listening. GAVIN will mail your CD, picture, and bio to <u>any</u> group of radio stations reporting to <u>any</u> trade publication charts in <u>any</u> format for less than it would cost you to do it yourself. **Call Lou Galliani at 808-542-9999** *NOW*.



GAVIN

BURTON/COREA/METHENY/HAYNES/HOLLAND - Like Minds (Concord Jazz)

KERRY STRAYER SEPTET - Jeru Blue: A Tribute to Gerry Mulligan (Palmetto)70

JOE CHAMBERS - Mirrors (Blue Note)

JOHN HICKS - The Billy Strayhorn Songbook (HighNote)

BILLY TAYLOR - Ten Fingers-One Voice (Arkadia Jazz)

PHIL WOODS feat. JOHNNY GRIFFIN - The Rev & I (Blue Note)

NEW YORK HARD BOP QUINTET - A Whisper Away (TCB)

ERNIE ANDREWS - Many Faces of ... (HighNote)

HOUSTON PERSON - My Romance (HighNote)

ERIC GOULD - On The Real (Umoja)

SPHERE - Sphere (Verve Music Group)

BOB MINTZER QUARTET - Quality Time (TVT)

CHARLIE BYRD - My Inspiration (Concord Jazz)

TONY BENNETT - The Playground (Columbia/CRG)

JIMMY SCOTT - Holding Back the Years (Artists Only)

BOBBY HUTCHERSON - Skyline (Verve Music Group)

MARCUS SHELBY TRIO - The Sophisticate (Noir)

J.J. JOHNSON - Heroes (Verve Music Group)

GEORGE FREEMAN - George Burns! (Southport)

ABBEY LINCOLN - Wholly Earth (Verve Music Group)

MARCUS ROBERTS - The Joy of Joplin (Sony Classical)

TONY WILLIAMS - Young At Heart (Columbia/CRG)

SHERRI ROBERTS - Dreamsville (Brownstone)

ANDY BEY - Shades of Bey (Evidence)

KENDRA SHANK - Wish (Jazz Focus)

DOUG LAWRENCE - High Heel Sneakers (Fable)

WESLA WHITFIELD - High Standards (HighNote)

BIRELI LAGRENE - Blue Eyes (Dreyfus Jazz)

MADS VINDING TRIO - The Kingdom (Stunt)

PONCHO SANCHEZ - Afro Cuban Fantasy (Concord Jazz)

IRAKERE - Yemaya (Blue Note)

GREG OSBY - Banned In New York (Blue Note)

BENJIE PORECKI - Servin' It Up (Severn)

DAVE BRAHAM - Blue Gardenia (Bluejay)

JIMMY McGRIFF - Straight Up (Milestone)

VINCENT HERRING - Jobim For Lovers (Music Masters)

JASON MARSALIS - The Year of the Drummer (Basin Street)

HERBIE HANCOCK - Gershwin's World (Verve Music Group)

ETHEL ENNIS - If Women Ruled the World (Savoy/Denon)

GENE HARRIS & PHILIP MORRIS ALL-STARS - Live (Concord Jazz)

Go for the breezy "Basia's Dream" with the fine trum

TRUMPET LEGACY - Feat, Payton, Soloff, Harrell, Henderson (Milestone)

MAYNARD FERGUSON & BIG BOP NOUVEAU - Brass Attitude (Concord Jazz)

Can't go wrong with Kenny Garrett, Geri Allen, and Christian McBride.

STAN GETZ QUARTET with CHET BAKER - Quintessence Volume 1 (Concord Jazz) 58

BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)

HARRY ALLEN - Harry Allen Meets the John Pizzarelli Trio (RCA Victor)

KENNY BURRELL/LAMONT JOHNSON - Collaboration (Masterscores)

RAY BROWN TRIO - Some of My Best Friends Are Singers (Telarc Jazz)

JOE LOCKE QUINTET - Slander (And Other Love Songs) (Milestone)

LOS HOMBRES CALIENTES - Jason Marsalis, Bill Summers, Irvin Mayfield (Basin Street)

PAQUITO D'RIVERA - 100 Years of Latin Love Songs (Heads Up)

MOST ADDED
DONALD Marrison
DONALD HARRISON (65) Free To Be
(Impulse!/Verve Music Group) Including: WFNX, WGBH, WWUH, WAER, WBFO, WITR, WEAA, WESM, WHRV, WSHA, WROM, WFSS, WSSB, WCLK, WKGC, WUWF, WUCF, WFIT, WDNA, WUSF
LARRY CORYELL (37) Monk, Trane, Miles & Me (HighNote) Including: WFPK, WUAL, KABF, KTSU, WCPN, WOUB, WDET, WGLT, K2JZ, KANU, KIOS, KUT, KKUP, KUVO, KJZZ, KUAZ, KUNY, KUNR, KLON, KCSM
JACK MCDUFF (36) Bringin' It Home (Concord) Including: WAER, WBF0, WGMC, WHOV, WSHA, WRGM, WKGC, WUCF, WDNA, WUSF, WFPK, WMOT, WUAL, WWOZ, KABF, WUTC, WXTS, WOUB, WDET, WLNZ
BOB LEATHERBARROW (38) Bumpin' In the Basement (Chartmaker) Including: WSHA, WKGC, WUWF, WDNA, WUSF, WFPK,

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WFPK. Including: WSHA, WKGC, WUWF, WDNA, WUSF, WFI WMOT, WUAL, WTUL, WCPN, WNOP, WDET, WGVU, KTPR, KEWU, KLCC, KCSM, KAZU, KSOS, KJZZ

RUSSELL GUNN (28) Love Requiem (HighNote) Including: WFMT, KCSM, KCBX, KLON, KUNV, KUAZ. KJZZ, KKUP, KIDS, KANU, KZJZ, KTPR, WDET, WOUB

RECORD TO WATCH



DONALD HARRISON Free To Be (Impulse!/Verve Music Group) Harrison's brand of acoustic jazz borrows from many American music forms, including funk, pop, swing, and traditional New Orleans.

ARTISTPROFILE



"For a long time I have been trying to get away from the athletic version of playing too many notes. This record [100 Years of Latin Love Songs on Heads Upl gave me the

opportunity to play that way in the appropriate context. The project is a combination of Bob Belden's orchestrations and my wonderful rhythm section-Oscar Stagnaro (bass), Luis Conte (percussion), Mark Walker (drums), and Dario Eskenazi (piano)-who were very meticulous in terms of researching how to play each

rhythm correctly. "We picked out the post popular tunes from each decade in different countries. The selection process was difficult because in many cases the most popular tunes might not be the best in musical quality. Maybe the most popular song of a decade was from a vocal point of view and wouldn't be so good as an instrumental. Finally, we

picked the best tunes. "We recorded live together. both the band and the orchestra in the studio. Maybe we added some extra percussion, but mainly it was a live recording. While I was able to improvise my solos with my wonderful rhythm section, my favorite Belden arrangement is 'Amor Sin Medida,' which is just strings, saxophone, and guitar.



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IRAKERE FEAT. CHUCHO VALDES Yemaya (Blue Note)

Pianist Chucho Valdes and saxophonist Paquito d'Rivera are the main exporters of Cuban jazz via their groundbreaking ensemble Irakere. Last year, Chucho's solo release, Bele Bele En La Habana was one of 1998's greatest jazz releases. Now Chucho fronts the group with this new Blue Note release, Yemaya. Valdes' latest Irakere project is both electrified and electrifying in that the band is plugged in and the horn section features a punchy, Tower of Power attack. The Latin percussion is equally forceful. We dig the opening title piece and "La Explosion." Every Valdes arrangement and keyboard solo is tour de force.

INCREA **1. B.HUTCHERSON** +316 2. J.J. JOHNSON +265 **3. ABBEY LINCOLN** +236 4. DOUG LAWRENCE +208 **5. HARRY ALLEN** +180 BOUN *DONALD HARRISON (Impulse!/Verve Music Group) JACK McDUFF (Concord) *JOE AUGUSTINE (Revere) *STEVENS, SIEGEL & FERGUSON (Imaginary) *BOB LEATHERBARROW (Chartmakers) *LARRY CORYELL (HighNote) Dropped: #35 Kevin Mahogany, #40 Lou Rawls, #41 Rosemary Clooney/Count Basie Orchestra, #43 Kyle Eastwood, #44 Dmitri Matheny, #46 Dave Ellis #50 Boy Havnes JAZZ & SMOOTH JAZZ REPORTS ACCEPTED THURSDAYS 9 A.M.-3 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580



GAVIN

MOST ADDED						
				1		
						S
	W TW	Re	pts. /	Adds	Spins	Diff.
	1 1	KIRK WHALUM - For You (Warner Bros.)	54	1	970	+37
	2 2	NAJEE - Morning Tenderness (Verve Forecast)	51	0	877	-47
	4 3	WALTER BEASLEY - For Your Pleasure (Shanachie)	47	0	838	+17
	54	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	49	0	784	+12
	35	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	48	0	740	-108
	6 6	LEE RITENOUR - This Is Love (i.e. music)	47	0	734	+5
3RD FORCE (14)	77	MARC ANTOINE - Madrid (NYC/GRP)	47	2	707	+6
"Revelation of the Heart"	8 0	CLOHOL DEHOOIL ORDHUNG REGERANT	45	0		+133
	89	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	48	6	623	+165
Including: WTMD, WJZW, KCJZ, WZJZ, WNWV, WYJZ, KCIY, KHIH, KUNC, KBZN, KMGQ, KEZL, KSSJ, and KWJZ		Both Richard Elliot and Dave Koz gang up for some big Spince	reas	B.		
	8 10	ERIC MARIENTHAL - Walk Tall (i.e. music)	48	8	600	-38
NELSON RANGELL (10) 1 "The Way to You" 1	7 11	BONEY JAMES - Body Language (Warner Bros.)	56	2		+103
(Shanachie)	4 12	KIM WATERS - Love's Melody (Shanachie)	38	0		+36
Including: WUKY, WJAB, WVAE, KCLC, KPRS, KHIH,	5 13	THE POINT OF THE	41	_1	525	+35
	1 14	PATTI AUSTIN - In and Out of Love (Concord/Vista)	43	1	521	-26
	9 15	PETER WHITE - Perfect Moment (Columbia/CRG)	48	0	521	-89
revery eood ming	6 16	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	43	0	500	+35
	2 17	GOTA - "In the City Life" (Instinct)	46	0	467	+71
HUNTER KSSI and KK17	2 18	RICK BRAUN - Full Stride (Atlantic)	45		453	-82
	9 19	GREGG KARUKAS - Blue Touch (i.e. music)	35	0	450	+7
"Morey Morey Merey"	3 20	BRIAN BROMBERG - You Know That Feeling (Zebra)	40		447	+58
(i.e. music)	8 21	JIM BRICKMAN - Destiny (Windham Hill)	44	3	385 385	+70
Including: WJZW, WPSJ, WSJI, WVAE, WJPL, KIPM,	1 22	VANESSA WILLIAMS - "My Flame" (Mercury)	30 34	0	375	-13
NECS, and Nach	0 23	JEFF LORBER - Midnight (Zebra)	30	5	3/5	+85
	9 24	JOHN TESH with JAMES INGRAM - One World (GTSP/Mercury)	30	0		-148
	3 25	JK - What's the Word (Verve Forecast)	33 27	0	334	+8
	27 26	GABRIELA ANDERS - Wanting (Warner Bros.)	26	0	322	+0 -9
	6 27	PHIL COLLINS Hits (Atlantic)	32	0	319	-36
	25 28	FOURPLAY - Four (Warner Bros.)	27	-	294	-64
	24 29 1 30	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome) WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	25		245	+1
	4 31	CRAIG CHAQUICO & RUSS FREEMAN - "Riders of the Ancient Winds" (Windham Hill Jazz/Peak)	_		233	+19
DEFINDITI MATPU	10 32	SHAKATAK - Shinin' On (Instinct)	22		223	-36
	33 33	EVERETTE HARP - Better Days (Blue Note)	22		217	+2
	32 34	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	17		200	-39
	10 35	DOTSERO - Jumpin' Thru Hoops (Ichiban)	22	-	186	+8
	38 36	RACHEL Z - Love Is the Power (NYC/GRP)	19		181	-16
	39 37	LUTHER VANDROSS - "I Know" (Virgin)	18		179	-1
	36 38	CHRIS STANDRING - Velvet (Instinct)	19	0	175	-30
	37 39	PEACE OF MIND - Journey to the Fore (Nu Groove)	19		172	
	12 40	DON DIEGO - This Must Be Heaven (Ichiban)	20	0		
	1 41	BRYAN SAVAGE - Soul Temptation (Higher Octave)	23	2	151	-6
SMOKE N' FUNCTION	4 42	MARILYN SCOTT - Starting to Fall (Warner Bros.)	15	3	144	+16
"Smokee" (Mesa/Atlantic)	- 43	3RD FORCE - Force Field (Higher Octave)	35	14	142	N
Conceived under Arizona		Smooth Jazz gears up for mammoth new releases in time for	the	Ser	nina	r
skies by Cliff Sarde and Nick	- 44	THE BRAXTON BROTHERS - Now and Forever (Windham Hill Jazz)	26		125	
Francis, Smoke N' Function's	13 45	HEADS UP SUPER BAND - Live At the Berks Jazz Fest (Heads Up)	10	D	125	-4
influences are "Worldly." On	46 46	GEORGE DUKE - After Hours (Warner Bros.)	12	0	120	0
@ WNUA, WHRL, WLOQ, Art	19 47	GLENN MCNULTY - Raw Silk (Isona)	10	0	115	+8
	- 48	DANIEL HO - Watercolors (Aire Music)	14	0	100	
KXDC, KNIK, and WTMD.	15 49	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	9	0	100	
	- 50	MARCUS JOHNSON - Chocolate City Groovin' (N2K Encoded Music)	12	3	98	0

THE BRAXTON BROTHERS

"A Night to Love" (Windham Hill Jazz)

Ever since Smooth Jazz twins Wayne and

Nelson Braxton signed a major label deal, they've been working on the



sequel to their indie debut that went all the way to number one. "A Night to Love" is a duet between tenor sax and piccolo bass. There's vast layers of saxophones, keyboards, and bass guitars. Ray Obiedo contributes rhythm guitar and the sound is oh so fat. The full CD, Now and Forever, drops on February 23, and it's certain to be a chart contender for many, many months.

NCREASE

1. MOTOWN TRIBUTE	+165
2. GEORGE BENSON	+133
3. 3RD FORCE	+121
4. BONEY JAMES	+103
5. BRAXTON BROTHERS	+98

RTROUND

SCOTT WILKIE (Narada) NICK COLIONNE (Chicago Lakeside Jazz) JANGO (Samson Music) DANNY LERMAN (Chartmaker) MARCUS JOHNSON (N2K Encoded Music) ED CALLE (Concord/Vista) Dropped: #35 Richard Elliot, #47 Soul Ballet, #48 Chuck Loeb, #50 Basia

JAZZ & SMOOTH JAZZ REPORTS ACCEPTED THURSDAYS 9 A.M.-3 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580

ARTISTPROFILE

BONEY **JAMES** BONEYIZMS

Although my [co-producing] partnership with Paul Brown is still intact, this record has more of me in terms of programming [the rhythms]. I programmed keyboards and drums myself at

home on songs like 'Boneyizm' and 'Bedtime Story' when Paul was working on George Benson's record. I moved into a new house and built a home studio. Maybe the stuff I did was better and we didn't end up trashing it all.

After we recorded strings on 'Into the Blue,' 'All Night Long,' and 'Love Fest,' I intended to

recut my saxophone parts on those songs, but everything was so well integrated and livesounding at that point, we ended up keeping those parts. That's another reason why there's so much energy on the record. It was more reactive on my part.

1 like different moods, and 1 see no conflict in blending the rhythmic jazz songs with the serious R&B-sounding stuff like 'Are You Ready?' At the end last year, I did a tour with Regina Belle and Will Downing called The Rhythm of Love Tour. 1 wrote with a couple of musicians I met on that tour, and one of the tunes was 'Are You Ready?' Originally it was a vocal tune, but I made it into an instrumental.

I have a few live gigs planned, but the serious tour won't start until May, and we're even talking about opening up for George Benson.



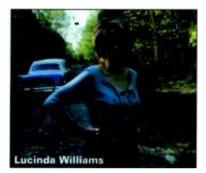


AMERICANA

Nominees Squared

(wherein Programmer of the Year nominees review Album of the Year candidates):

LAURA HOPPER, PD OF KPIG-FREEDOM, CALIF. on **Lucinda Williams'** *Car Wheels on a Gravel Road* (Mercury): "Lucinda is a phenomenon! 'Right in Time' for Americana radio, she



gives us direction as to where to go, and hope for the future. It's interesting how she made us wait, and then she blows it out with so much stuff on this record. I'd be willing to wait for an atrtist to put out an album like this every two years, rather than just one radio song on an album...but I liked her hair blonde better."

ERIC KAUFFMAN, PD OF KLOA RIDGECREST, CALIF.

on **Bruce Robison**'s *Wrapped* (Lucky Dog): Bruce Robison is the

man. Where other artists define Americana, he entrenches us in it. I talked to him a while ago on the phone, and it was a great visit. You know his heart is in Americana 100 percent. Bruce is playing his music, and nobody is telling him how to do it. It's coming from his soul."

MARK KEEFE,PD OF WNCW-SPINDALE, N.C.

on **Chris Knight**'s *Chris Knight* (Decca): "Chris Knight's songs on this album have so much more meaning than you usually see on the charts in a year's time! The music doesn't just hook ya—it blows your mind. Once you start listening to the stories, you just have to hear how they end. The first 30 seconds keeps you listening for the next 3 minutes. I thought 'Framed' was the best single of the year."

BRUCE KIDDER, PD OF KHYI-PLANO/DALLAS, TEXAS,

on **Heather Myles**' *Highways and Honky Tonks* (Rounder): "I'm her biggest fan. This disc represents everything Country should be and is not. In so many ways, it's the per-

Americana Marathon-a

Saturday is ours, my friends. We'll start with a showcase from Lucky Dog's **Bruce Robison**, then partake of the Americana Awards Luncheon with delicious music from Asylum newcomer **Monte Warden** between 1:30-3 p.m. Next, it's the Americana Town Hall Meeting hosted by **Shannon McCombs**

at 3 p.m., with music from Barb Wire/Virgin recording artist **Flaco** Jimenez, who'll be fresh from his Saturday Night Live appearance February 12. Legendary Atlantic recording artist and Old Dog

Bobby Bare gives the gift of story and song at 4:30—thanks to Bill Wence and Rick Blackburn for making it happen. That night, James Intveld will be at Howlin' Wolfs

at 8 p.m. opening for Tiny Town. You are just a party animal (sleep on the plane)! fect disc. It's not overproduced. For Country radio to miss out on Heather is a huge blunder. She's got it all going on! My favorite female artist from this past year."

DOUG NEAL, PD, AND JAMIE DEPOLLO, MD OF WDBM-EAST LANSING, MICH.

on the Horse Whisperer soundtrack (MCA Nashville): "The Horse Whisperer is a great soundtrack because it stands as a great CD even without the movie tie-in. There are so many gems here, it's almost impossible to pick a favorite. The softer, slower version of 'Still I Long For Your Kiss' by Lucinda Williams rivals the album version; the Mavericks' melancholy crooner 'Dream River' is a stunning showcase for Raul Malo's voice; and Oscar-nominated Allison Moorer makes love gone wrong sound beautifully sad on 'A Soft Place to Fall,' which she wrote with Gwil Owen. This one CD demonstrates how good Nashville could be if it would only let itself."

MATTSON RAINER, PD OF KNBT-NEW BRAUNFELS, TEXAS

on **Robert Earl Keen**'s *Walking Distance* (Arista Austin): "They say the great ones make it look easy. Robert Earl spins tales of youth, love, and the Texas way of life in such relatable terms that you often forget you're listening to a master poet. Just listen to the 'Swervin' in My Lane' or 'It's the Little Things'—great Americana writers have such honesty and integrity in their work, that you have to take it personally. Robert Earl Keen has this ability

J.D. ROSE, PD OF KFAN-FREDRICKSBURG, TEXAS

on **Greg Trooper**'s *Popular Demons* (Koch): "Greg Trooper is, without a doubt, a core artist for KFAN/KEEP Texas Rebel Radio. When Greg, Duane Jarvis, and the rhythm section performed live cuts from *Popular Demons* in the studio, I knew the disc was going to be an instant Americana smash. The phones went wild. Our

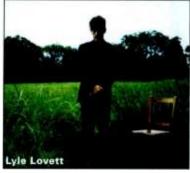
listeners wanted more....Popular Demons is a Godsend!"

DAVE STONE, PD OF WMLB-CUMMING, GA.

on **Dave Alvin**'s *Blackjack David* (Hightone): "I think this is a great record. In fact, *Blackjack David* is one of the most honest records I have ever heard. It's got hints of his guitar-wailing Blasters past but is more focused on melody and song-writing. Gems like 'Abilene' and '1968' are proof that Dave Alvin is in a class occupied by few."

DON YATES, PD OF KCMU-SEATTLE, WASH.

on **Lyle Lovett**'s *Step Inside This House* (Curb/MCA): "The eccentric singer-songwriter avoids the occasional hipster irony of his own



songs and instead pays loving tribute to his Texas troubadour roots on this double-CD set. Excepting a couple of traditionals, the album's entirely comprised of songs written by a variety of Texas folk-country songsters. Lovett plays 'em straight on this warm, intimate-sounding recording, and ends up with the most heartfelt album of his career."

Impact Dates

Coming Soon... February 23 Kelly Willis *What I Deserve* (Ryko) Waco Brothers *WacoWorld* (Bloodshot) Damnations (TX) *Half Mad Moon* (Sire) Jeff White *The Broken Road* (Rounder) Skip Gorman *A Cowboy's Wild Song* (Rounder) Jimmy LaFave *Trail* (Rounder)

Rounder^{*} Records

THREE-TIME GAVIN AMERICANA LABEL OF THE YEAR

CHERYL WHEELER Sylvia Hotel

One of the hottest Americana records of the year! Featuring "His Hometown," "All the Live Long Day," and "Sylvia Hotel."

D LROWE NEW SOUTH

J. D. CROWE & THE NEW SOUTH Come on Down to My World

The original Americana bluegrass man is back – with soaring harmonies and hot picking on classic songs from the likes of Merle Haggard, Charley Pride, and Townes Van Zandt!

+ BILL MORRISSEY Songs of Mississippi John Hurt "I first heard John Hurt in 1966. I'd read about him and heard talk about him, but had no idea just how

"I first heard John Hurt in 1966. I'd read about him and heard talk about him, but had no idea just how much of a lasting effect he'd have on my playing and overall musical outlook. One of the strengths of John Hurt's songs is that they can and have been done in a variety of styles – from solo to jug band, blues band, country band, old-timey, bluegrass, whatever suits your fancy. We've tried to do a little of that here." —Bifl Morrissey

> **JEFF WHITE** The Broken Road

GOING FOR ADDS ON FEBRUARY 23!

Vince Gill's right-hand man is back with the follow₁up to *The White Album*. It's another all-star session, with Jeff's great singing, guitar playing, and songs backed by Gill, Alison Krauss, Jerry Douglas, and members of the Del McCoury Band.

Look for the upcoming release of **ROSIE FLORES'S** Dance Hall Dreams (add date March 2!) With her spirited blend of honky tonk, rockabilly, and Western Swing, Rosie Flores is the living embodiment of Americana music.

NASHVILLE

AVA.

MOST ADDED



CHRIS WEBSTER (22) TRIO (21) ASYLUM STREET SPANKERS (18) STEVE EARLE & DEL McCOURY BAND (16) TOM T. HALL PROJ. (14)

HOT PICKS



STEVE EARLE & DEL McCOURY BAND THE TOM T. HALL PROJ. J.D. CROWE & THE NEW SOUTH JONI HARMS FLACO JIMENEZ

RADIO SAYS

BEAVER NELSON "The Last Hurrah" (Freedom) "He's a fabulous storyteller. It's like you are inside his head and he's making movies for you." —Michael Zamora, Muzak Acoustic Crossroads

	1					1
LW	TW		Repts.	Adds	Spins	Trend
1	1	ALLISON MOORER - Alabama Song (MCA)	62	0	827	-8
2	2	ROBERT EARL KEEN - Walking Distance (Arista)	66	1	782	-43
17	3	STEVE EARLE AND THE DEL MCCOURY BAND - The Mountain (E-Squared	74	16	716	+318
4	4	SARA EVANS - No Place That Far (RCA)	46	3	692	+50
6	5	RICKY SKAGGS - Ancient Tones (Skaggs Family Records)	67	4	678	+48
3	6	CHARLIE ROBISON - Life Of The Party (Lucky Oog)	45	1	654	-13
7	7	CHERYL WHEELER - Sylvia Hotel (Philo)	72	2	624	+30
9	8	FLACO JIMENEZ - Said And Done (Barb Wire/Virgin)	71	5	600	+57
5	9	JOHN JENNINGS - I Belong To You (Vanguard)	48	0	599	-37
10	10	DOUG SAHM - SDQ 98 (Watermelon)	49	0	541	+8
12	11	BOTTLE ROCKETS - Left Overs (Doolittle)	60	0	517	+20
14	12	JONI HARMS - Cowgirl Dreams (Warner Western)	48	6	503	+64
16	13	OLD DOGS - Old Oogs (Atlantic)	49	5	469	+53
11	14	LYLE LOVETT - Step Inside This House (Curb/MCA)	44	2	459	-74
8	15	THE TRACTORS - Farmers In A Changing World (Arista)	45	0	457	-93
13	16	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	29	0	422	-53
37	17	TRIO - Trio II (Asylum)	57	21	406	+170
		Another great week at radio after a high-profile week of	TV.	appe	aranc	es.
35	18	REAL: THE TOM T. HALL PROJECT - Various Artists (Sire)	49	14	400	+161
24	19	J.D. CROWE & THE NEW SOUTH - Come On Down To My World (Rounder)54	6	374	+75
15	20	CHRIS WALL - Tainted Angel (Cold Spring)	39	1	368	-67
18	21	MARK DAVID MANDERS - Tales From The Couch Circut (Blind Nello)	27	0	352	-46
23	22	HILLBILLY IDOL - Town And Country (HBI)	40	1	311	+2
21	23	SON VOLT - Wide Swing Tremoto (Warner Bros.)	30	0	304	-14
19	24	GREG TROOPER - Popular Demons (Koch)	34	2	300	-44
22	25	CRY CRY CRY - Cry Cry Cry with Dar Williams, Lucy Kaplansky, & R. Shindell (Razor & Tie)	32	0	297	-16
26	26	DICKENS, JONES, & HAWKER - Heart Of A Singer (Rounder)	43	2	290	+7
20	27	DEL McCOURY, DOC WATSON & MAC WISEMAN - Mac, Doc & Del (Sugar Hill)	37	0	290	-46
27	28	MIKE HENDERSON & THE BLUEBLOODS - Thicker Than Water (Dead Reckoning)	40	0	285	+2
		One of Nashville's finest blues outfits-hot and sweet!		8 - I I		
36	29	BEAVER NELSON - The Last Hurrah (Freedom)	41	7	282	+45
31	30	DAVID OLNEY - Through A Glass Darkly (Philo)	48	2	276	+20
32	31	CIGAR STORE INDIANS - el Baile de la Cobra (Deep South)	33	1	258	+5
28	32	HAZELDINE - Orphans (All Swoll Music)	34	0	244	-35
30	33	WILLIE NELSON - Teatro (Island)	25	0	242	-26
33	34	HEATHER MYLES - Highways & Honky Tonks (Rounder)	28	1	239	-2
39	35	SUNDOGS - Dancing Room Only (Parhelion)	30	4	228	+9
_	36	TOM T. HALL - The Essential Tom T. Hall:The Story Songs (Mercury)	34	11	213	N
29	37	CONNIE SMITH - Connie Smith (Warner Bros.)	22	0	208	-65
-	38	LYNN MILES - Night In A Stranger Town (Philo/Rounder)	33	1	201	N
34	39	DALE WATSON - The Truckin' Sessions (Koch)	21	0	201	-39
38	40	THE STEAM DDNKEYS - Little Honky Tonks (Landslide)	20	1	195	-25



AMERICANA REVIEWS

OLD DOGS (Atlantic)

A stellar show of brotherhood from living legends Waylon Jennings, Bobby Bare, Jerry Reed, and Mel Tillis, complete with commentary on the Human Condition from the ever-acerbic Shel Silverstein.

"She'd Rather Be Homeless" is a hoot! "Elvis Has Left the Building," and "Rough on the Livin" are the



hot tips. I'm thrilled that Americana is their home—just imagine the star wattage of all of these guys on stage. A girl can dream...

THE FLATIRONS Prayer Bones (Checkered Past)

The howl of the wind; the loneliness of the highway way past city limits on a cloudy night—the textures on *Prayer Bones* are atmospheric and moody. It's a country vibe, but it's also neo. Wendy Pate's vocals have class, style, and pathos without being cloying. Tracks to check are: "Wildfire," with its raw, rootsy instumentation, and a hint of rockabilly swagger; "New Pair of Shoes," a cool, updated Patsy-flavored feel; and "So Lonesome," which has a smoldering sensuality. Plus lots of other goodies here.

AMERICANA REPORTS ACCEPTED MONDAYS AND THESDAYS 8 A.M.-3 P.M. (CT) GAVIN STATION REPORTING PHONE: (615) 255-5010 FAX: (615) 255-5020

GUESTREVIEW



put aside my personal feelings—and the fact that I wrote two of the songs on this CD—and objectively review *What I Deserve* solely on its own merits. This is the greatest record ever made. It's like the Beatles' white

album with a picture of a good-looking chick on the front. This record has so many commercial possibilities, her name should be "Garth Celine Twain

FLATIRONS (Checkered Past)

LEON RUSSELL (Sagestone)

HI-LO COUNTRY Soundtrack (TVT)

RORY BLOCK (Rounder)

ERIC TAYLOR (Koch)

ROB ICKES (Rounder)



GROOVE GRASS BOYZ (Reprise)

ASYLUM STREET SPANKERS (Cold Spring)

CHRIS WEBSTER (Compass)

GOLDEN SMOG (Rykodisc)

THE RIPTONES (Bloodshot)

umm...Cougar Mellencamp." It has the artistic vision of Miles Davis and the street cred of Master P. It's cooler that Beck and kitschier than the Spice Girls. I have seen the future of Country music... (hey, a guy's gotta eat! —BR

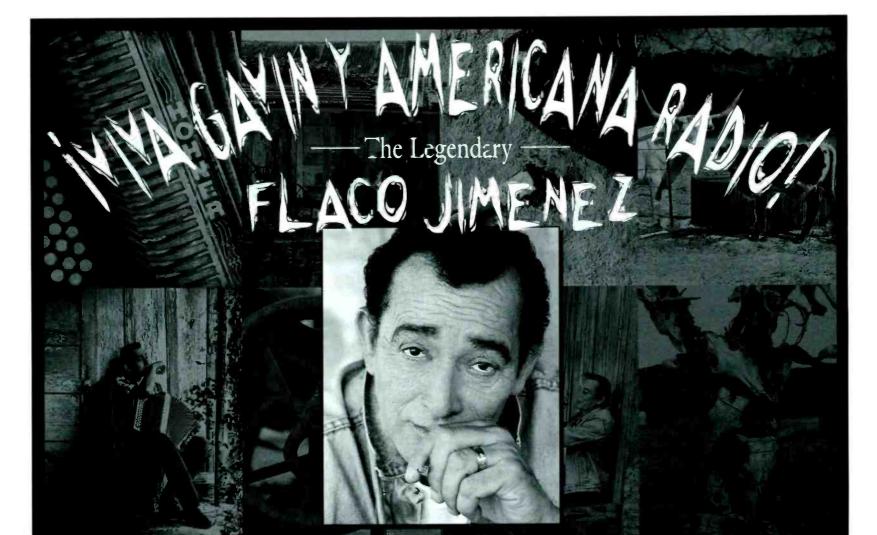
Don't Miss! The RETURN of KELLY WILLIS

and Americana Showcase:

BRUCE ROBISON

Only at the 1999 GAVIN Seminar (check your Program for rooms and times)

• 66



wants to say "GRACIAS" for your support of "SAID AND DONE" So, he'll be tearin' it up Tex-Mex style with a special showcase set at the GAVIN convention.

Flaco's on a hot streak and here's some highlights:
The 3-time Grammy winner is nominated for 2 more Grammys.
Flaco's first Latin single is Top 10 on the Latin charts.
He's fresh off a performance on Saturday Night Live.

Distributed exclusively by Virgin Records America Inc

And now, thanks to you, Flaco's Grammy nominated album "Said and Done" is Top 10 and screaming up the Americana chart! So grab a cold cerveza and come wish Flaco luck as he heads for the Grammys!

Redio contact: Jon Grimson/CounterPoint Mulic Group/615-352-0420



Hard Questions for the The Big Easy

BY JAMIE MATTESON



Seminars are a chance for us to gather for a healthy mixture of learning, music, laughs and, of course, a wee bit of libations! Now, the last three on that list need no further explanation, but as for learning, well, there are some significant issues on the minds of those in Country radio. So beginning this week in New Orleans-but assuredly continuing at next month's CRS in Nashville-let's start to address some of these hot topics. I've asked several Country radio friends to share their thoughts on what should be spotlighted during these gatherings.



Eric Logan, PD WQYK-Tampa

"In order to insure our format's future there are several questions

and concerns that need to be addressed. One of the most urgent is the Country TSL erosion across America. Is Country becoming more of a P2 than a P1 format? It certainly appears that, in some distinct areas, our core is beginning to erode. While some stations may prove exceptions to this theory, a look at the overall format shows Country radio stations slipping in rank. Is this a result of increased competition and new formats that we had not considered competitors in the past-is Jammin' Oldies now a formidable competitor in the female arena? The loss of many of Country's male demos should also concern us. Where have they gone and why? Is this defection symptomatic of a problem with our format or is it more a result of the diva syndrome that we've gone through? A majority of Country's recent breakthrough acts have been female-Shania, Faith, Trisha, Dixie Chicks-certainly we've had male acts come through, but the artists that have gotten the most ink for the format (besides Garth) are the women.

"We also need to redefine the superstar. In the past two years, where are our new faces for the format? What are we doing as a format to graduate the mid-level artists into superstars? This is a concern for both radio and the record labels. As for the crossover issue, with Shania and Faith crossing over to mainstream radio, are they still identifiable artists for Country? When they are played on the A/C stations, do we get the benefit of everyone knowing that they are Country artists? With Garth we got that benefithe wore a hat and when he was on a magazine cover everyone knew he was a 'Country' act. When you look at Shania on the cover of Cosmopolitan do you say, 'Wow, there's Shania the Country artist'?"



Tim Roberts, PD WWWW-Detroit

"One issue I'd like to focus on is what I call 'talent development' and how it affects all formats in radio. There are really not a lot of small market, feeder-type programs going on now, so where do people learn to be good air personalities? There is no place—they must now automatically be great in a medium market by coming out of nowhere.

"For Country radio it's especially difficult, because we are currently lacking the hip factor and regardless of the market size, it's harder to recruit great air talent. Ask any programmer whose had to find a morning show lately how difficult it's been.

"For Country specifically, the music is another big issue. We

Continued on page 74

The Scene



GAVIN Nashville recently welcomed Asylum newcomer Chalee Tennison (seated) for a visit and a chance to sign our "Wall O' Shame" (I-r): GAVIN's Dave Ogden, Paula Erickson, Jamie Matteson and Jeff House. Catch Chalee's performance at the GAVIN Seminar in New Orleans.

In the Spotlight

CLAY WALKER

LABEL: Giant Records CURRENT SINGLE: "She's Always Right" CURRENT ALBUM: new album hits the streets May 25, 1999

ON THE RADIO: When Clay was a teenager, he took a homemade reel-to-reel demo tape to the local Country station in Beaumont, Tex. He left there thinking he had no shot of ever getting it heard, but minutes later, while driving home in his pickup, he heard the song on the radio. Clay says, "I was hollerin' and whoopin' it up so bad I almost ran off the road!" WAY OUT WEST: Clay lives on a 650-acre ranch outside of Houston with his wife Lori, a champion barrel racer, and their 3-year old



daughter MaClay. Clay raises horses, cattle, goats, and Border Collies. GREEN THUMB: Clay is an expert gardener whose landscapes have been featured in several magazine layouts. He grows vegetables and all of his favorite flowers, including roses, delphiniums, snap dragons, sage, and copper canyon daisies. ON THE BIG SCREEN: Clay

loves westerns. Favorites include *Tombstone*, *Lonesome Dote*, and any John Wayne film. **FORE:** Clay is an avid golfer with a 9 handicap. Just this month, he participated in the invitation-only Celebrity Shoot Out at the AT&T Pebble Beach Pro Am tournament. Fellow golfers included Kevin Costner, Samuel L. Jackson, and Bill Murray.

CAREER HIGHLIGHT:

Headlining the biggest event in town! The 1998 and 1999 Houston Livestock Show and Rodeo, where Clay performed before more than 50,000 fans at the Houston Astrodome.

NEAL McCOY



From the new album THE LIFE OF THE PARTY



R&R

41*



BILLBOARD MONITOR 50*



www.americanradiohistory.com

GAVIN

Keeping the pack at bay, Mark scores his 4th week at Number Onel

MARK CHESNUTT - I Don't Want To Miss A Thing (MCA)

JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)

DIXIE CHICKS - You Were Mine (Monument)

TRISHA YEARWOOD - Powerful Thing (MCA)

KENNY CHESNEY - How Forever Feels (BNA)

BROOKS & DUNN - I Can't Get Over You (Arista)

THE WILKINSONS - Fly (The Angel Song) (Giant)

FAITH HILL - Love Ain't Like That (Warner Bros.)

CHAD BROCK - Ordinary Life (Warner Bros.)

ALAN JACKSON - Gone Crazy (Arista)

COLLIN RAYE - Anyone Else (Epic)

SAWYER BROWN - Drive Me Wild (Curb)

PATTY LOVELESS - Can't Get Enough (Epic)

AARON TIPPIN - I'm Leaving (Lyric Street)

TERRI CLARK - Everytime I Cry (Mercury)

VINCE GILL - Don't Come Crying To Me (MCA)

CLINT BLACK - You Don't Need Me Now (RCA)

DEANA CARTER - You Still Shake Me (Capitol)

SHANE MCANALLY - Say Anything (MCG/Curb)

THE WARREN BROTHERS - Better Man (BNA)

SUSAN ASHTON - Faith Of The Heart (Capitol Nashville)

KEITH HARLING - There Goes The Neighborhood (MCA)

MONTGOMERY GENTRY - Hillbilly Shoes (Columbia/CRG)

SONS OF THE DESERT - What About You (Epic)

CHARLIE ROBISON - Barlight (Columbia/CRG)

JAMES PROSSER - Life Goes On (Warner Bros.)

MONTE WARDEN - Someday... (Asylum)

CLAY WALKER - She's Always Right (Giant)

LONESTAR - SAT-UR-DAY (BNA)

1

CLAUDIA CHURCH - What's The Matter With You ... (Reprise) 6

JESSICA ANDREWS - I Will Be There For You (DreamWorks) 4

TOBY KEITH - If A Man Answers (Mercury)

LILA McCANN - With You (Asylum)

NEAL McCOY - I Was (Atlantic)

ANDY GRIGGS - You Won't Ever Be Lonely (RCA)

TRAVIS TRITT - No More Looking Over My ... (Warner Bros.) 8

BLACKHAWK - Your Own Little Corner Of My Heart (Arista) 3

TRACY BYRD - When Mama Ain't Happy (MCA)

MARK WILLS - Wish You Were Here (Mercury)

TY HERNDON - Hands Of A Working Man (Epic)

LEE ANN WOMACK - I'll Think Of A Reason Later (MCA)

THE KINLEYS - Somebody's Out There Watching (Epic)

SHANIA TWAIN - That Don't Impress Me Much (Mercury)

SARA EVANS - No Place That Far (RCA)

BILLY RAY CYRUS - Busy Man (Mercury)

GEORGE STRAIT - Meanwhile (MCA)

DIAMOND RIO - Unbelievable (Arista)

REBA McENTIRE - Wrong Night (MCA)

ALABAMA - Keepin' Up (RCA)

COUNTRY REPORTS ACCEPTED FRIDAYS 8 A.M. 3 P.M. AND MONDAYS 8 A.M.-3 P.M. GAVIN STATION REPORTING PH: (615) 255-5010 GAVIN FAX: (615) 255-5020

Weeks Rots. Adds SPINS TREND

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4930 +398

4799 +203

4733 +310

4455 +491

4439 -866

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4275 +257

3891 +507

3698 +271

3647 +92

3292 +522

3229 +250

2593 +284

2423 +101

2172 +363

2168 +312

1965 +425

1883 +159

1692 +717

1680 +261

1314 +223

1261 +133

1230 +319

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Big gains this week at WUBE, WSM, WRKZ, WFMS, WDEZ, WMFB, KHAK, and KKNU

12 201

190

185

REGION X REGION

West Coast (41)

MOST ADDED:

- 1. TOBY KEITH (9)
- 2. SONS OF THE DESERT (8)
- 3. CLAY WALKER (7)

SPINCREASE:

- 1. GEORGE STRAIT +133
- 2. COLLIN RAYE +118
- 3. KENNY CHESNEY +116

Southwest (34)

MOST ADDED:

- 1. CLAY WALKER (14)
- 2. TOBY KEITH (8)
- 3. THE WARREN BROTHERS (7)

SPINCREASE:

- 1. ALAN JACKSON +113
- 2. TERRI CLARK +103
- 3. KENNY CHESNEY +98

Midwest (60)

MOST ADDED:

- 1. CLAY WALKER (17)
- 2. TOBY KEITH (14)
- 3. S. KERSHAW/L. MORGAN (13)

SPINCREASE:

- 1. KENNY CHESNEY +196
- 2. AARON TIPPIN +168
- 3. TERRI CLARK +159

Northeast (31)

MOST ADDED:

- 1. CLAY WALKER (6)
- 2. MONTGOMERY GENTRY (6)
- 3. JAMES PROSSER (5)

SPINCREASE:

- 1. ALAN JACKSON +100
- 2. AARON TIPPIN +89
- 3. COLLIN RAYE +80

Southeast (36)

MOST ADDED:

- 1. CLAY WALKER (9)
- 2. MONTGOMERY GENTRY (9)
- 3. TOBY KEITH (7)

SPINCREASE:

- 1. COLLIN RAYE +149
- 2. FAITH HILL +145
- 3. TERRI CLARK +123

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MOST ADDED	2
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CLAY WALKER (53) TOBY KEITH (42)	21
MONTGOMERY GENTRY (36)	14
LORRIE MORGAN &	22
SAMMY KERSHAW (31)	20
SONS OF THE DESERT (29)	24
	26
MOST SPINCREASE	25
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Star No. 1	32
KENNY CHESNEY +533	38
ALAN JACKSON +528	36
AARON TIPPIN +522	39

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Reports Adds

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435

AARON TIPPIN +522 **TERRI CLARK +509** COLLIN RAYE +507

HOTPHONE



KYGO-Denver, Colo. Brian Thomas,

7 - Midnight

- 1. TY HERNDON Hands Of A Working ... (Epic) 2. MARK CHESNUTT - I Don't Want To Miss
- A Thing (Decca) 3. KENNY CHESNEY - How Forever Feels (BNA)
- 4. DIAMOND RIO Unbelievable (Arista)
- 5. LONESTAR SAT-UR-DAY (BNA)
- 6. JOHN MICHAEL MONTGOMERY -Hold On To Me (Atlantic)
- 7. MARK WILLS Wish You Were Here (Mercury)
- 8. ALAN JACKSON Gone Crazy (Arista) 9. SHANIA TWAIN - That Don't Impress Me Much (Mercury)

- STEVE WARINER Every Little Whisper (Capitol Nashville) 28 541 -1337 **UP&COMING** SPINS Weeks * GIL GRAND - Let's Start Livin' (Monument) * LISA BROKOP - Ain't Enough Roses (Columbia/CRG) * LORRIE MORGAN & SAMMY KERSHAW - Maybe Not Tonight (Mercury)
 - 1 * SHEDAISY Little Goodbyes (Lyric Street)
- 356 26

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7,000,000 albums sold

1,052,330 BDS detections

Ten #1 singles

Ten top 10 videos

Top 10 biggest touring act three years running

Now, Giant Records

is proud to

present

the debut single

©1999 Giant Records

from Clay's new album

produced by

Doug Johnson and Clay Walker

"She's Always Right" Airplay February 22 I A Y W A L K E R

www.americanradiohistory.com

COUNTRYBREAKOUT

THE GAVIN COUNTRY BREAKOUT CHART REPRESENTS ARTISTS WITH NO MORI THAN THREE GAVIN COUNTRY TOP TEN SINGLES.

LW	TW	Artist/Title/Label	Weeks	Rpts.	Adds	SPINS
1	1	SARA EVANS - No Place That Far (RCA)	18	200	0	7013
2	2	THE WILKINSONS - Fly (The Angel Song) (Giant)	15	187	0	5337
3	3	THE KINLEYS - Somebody's Out There Watching (Epic) Big moves this week include KNFM 13X30, KSKS 26	16	191	2	4799
		KXKZ 25X42, WBBN 13X22, WPAP 15X25 and KIZN 1 phones are ringing at WIL, WYGY and WIL.		lot		
4	4	CHAD BROCK - Ordinary Life (Warner Bros.)	15	196	1	4733
5	5	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	8	165	8	2593
6	6	LILA McCANN - With You (Asylum)	5	151	16	2168
7	7	SHANE MCANALLY - Say Anything (MCG/Curb)	6	125	9	1883
8	8	THE WARREN BROTHERS - Better Man (BNA)	5	121	20	1680
10	9	SUSAN ASHTON - Faith Of The Heart (Capitol)	4	100	14	1314
9	10	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	6	86	4	1261
11	11	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	4	95	18	1230
_	12	KEITH HARLING - There Goes The Neighborhood (MCA)	3	78	11	1107

TOP TIP

THE KINLEYS

"Somebody's Out There Watching" (Epic)

Epic's twin angels continue to gain both increased airplay and hot phone requests. The song is from the platinum certified soundtrack album from CBS' *Touched By An Angel* and has been featured in several of the show's recent episodes.



PROFILE

Jeff Lynn

Station/Market:

WYZM-Madison, WI

Position: Program Director/middays

How long? 7 months

What do you like most about your job? Producing the overall sound of the station. Creating fun, entertaining radio as well as promotions that are both unique and superserve our core audience.

What do you like least like about your job? The ever increasing administrative side of the job.

The Early Years BORN IN: Washington, Iowa GREW UP IN: Washington, Iowa

First radio job: Station/Market: KCII- Washington, Iowa; I was Weekend Announcer

What radio stations did you listen to growing up? WLS-Chicago, KAAY-Little Rock, KIOA-Des Moines

What is your favorite song of all-time? Marc Cohn's "Walking in Memphis"

What is your favorite song out right now? Mark Chesnutt's "I Don't Want to Miss A Thing"

What album in your collection are you most ashamed of? The Partridge Family's Greatest Hits

DIDYAKNOW?

One of my hobbies is flying hot air bal-

by Jeff House

THEHOTLINE

SHARI ROTH, MD, WYNY-NEW YORK, NEW YORK

"We jumped on Chad Brock's 'Ordinary Life' early because it's just an undeniable song. It's working tremendously and we're seeing great research...Deana Carter has a fan base in New York and her last album sold well, so we're trying out her new single, 'You Still Shake Me'...Billy Ray Cyrus' 'Busy Man' is requesting heavily."

CADILLAC JACK, MD, WWWW-DETROIT, MICH.

"Montgomery Gentry's 'Hillbilly Shoes' is something a little different, yet refreshing. Our PD Tim Roberts named it his 'Pick of the Month'...Claudia Church's 'What's the Matter With You Baby' is a bright, fresh new song. We're getting good phones—especially from females...Aaron Tippin's 'I'm Leaving' and Mark Wills' 'Wish You Were Here' are two tug at the heartstrings tearjerkers. Both did well on our *Hit or Miss* feature and Aaron's song seems to be relatable to so many people...The *Touched by an Angel* soundtrack is selling well here, especailly due to the Kinleys 'Somebody's Out There Watching"...'You Were Mine' by the Dixie Chicks is a great song with great lyrics. It's the best song on the album and a guaranteed Number One...I was sitting at a traffic light, listening to W4, and saw some people in the car next to me bopping their heads singing along with Diamond Rio's 'Unbelievable.' They weren't bad looking, either!"

LANCE HOUSTON, PD, WTXT-TUSCALOOSA, ALA.

"The new Steve Wariner single 'Two Teardrops' knocked me out! Radio needed another 'Holes in the Floor of Heaven,' and Steve delivered someting even better...Neal McCoy's 'I Was' tells a great story and I think it's one of the best he's ever done...SHeDAISY's 'Little Goodbyes' is a true Country record with pop production—this sound is the future of Country musIc and this record is awesome...We're still receiving huge phones on Mark Chesnutt's 'I Don't Want to Miss A Thing.' Ever since we first started spinning it, people have been calling asking where they can get the album. Diane Warren keeps penning great songs for both Country and pop."

RANDOMRADIO Tuning up for the Spring Book

BY LES ACREE

Use a calendar to plan for special opportunities — St. Patrick's Day, first day of spring, Good Friday, Easter Weekend, Spring Break, Memorial Day, Mother's Day, Father's Day, ACM Awards, last day of school.

What special musical weekends are planned?

How can you tie-in with the top TV station during their sweep?

Is the on air staff really teasing ahead, or just announcing what songs or artists are coming up?

How many times did the moming

show mention the call letters?

If a tape of the moming show were played back a year from now, would it sound dated?

When is the last time you checked vertical and horizontal rotations on currents and re-currents?

When is the last time you checked actual tumover of your music? Make sure you are getting what you had projected to get.

Plan a fun getaway day with the air staff, that just might coincidentally include a team building, bonding, and Spring Book Tune-Up meeting.

LES ACREE IS CO-PRESIDENT OF HILL-ACREE CONSULTING. HE CAN BE REACHED AT (423) 675-7962 OR VIA E-MAIL: acreefam@usit.net



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Wanted (as an actor,

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Be honest and work to

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not a station is in a

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cultivate long term

on an episode of

America's Most

not a criminal!)

If I worked for a

the first single from the debut album of the same name add date february 19

"WHAT A WONDERFUL RECORD!! IT WAS WORTH THE WAIT AND I'M EXCITED TO BE A PART OF IT. CONGRATULATIONS JULIE, SCOTT, AND VIRGIN NASHVILLE!" ANTHONY SMITH/SONGWRITER/MAVERICK MUSIC COMPANY

"FOUR THUMBS UP WAY UP!!" MAX T. BARNES/SONGWRITER/CURB MUSIC PUBLISHING

"A MAGNIFICANT ALBUM FROM START TO FINISH. THIS WILL BE A BRILLIANT DEBUT BY JULIE REEVES AND VIRGIN RECORDS. WE'RE PROUD TO BE A PART OF THIS PROJECT." MAJOR BOB MUSIC

> PRODUCED BY SCOTT HENDRICKS AND TREY BRUCE REPRESENTED BY CHRISTY DINAPOLI SQUARE WEST ENTERTAINMENT © 1999 VIRGIN RECORDS NASHVILLE, INC.



w americanradiohist com

Seminar Continued from page 68

must develop new artists who will make our format hip and will appeal to the P2's and the fickle 18-34 demo group who loved us in the early '90s with Garth, but have now moved on. To grow a healthy format, we can't go through another five years of developing only one or two breakthrough acts per year. The next few years may show even more consolidation of the record companies, and our industry must pull together to develop more than just one-hit wonders. We need to develop acts that can fill stadiums.

"Another major issue staring us in the face is the advancement of technology within our industry. Programmers should be aware ofand concerned about-the progression of the Internet and the new digital and satellite radio. We must all be well-versed and well-educated so that we can take advantage of this technology before it takes advantage of us."

Lance Tidwell, PD **KTOM-Modesto**, Calif.

"An important concern for me now is the workload being placed upon OMs and PDs. To keep afloat, we have to be better trained and more qualified than ever, and we must be able to multitask. As demands upon programmers increase, our resources seem to decrease. We're being given less to work with as far

as air talent, MDs, and the support staff needed to allow a programmer to fully concentrate on programming. It's tough to be the PD, MD, Marketing Director, morning show producer, etc., but I do feel like I need to oversee these areas closely. It sometimes seems easier just to do it all myself-but as a manager, I know I need to teach, show, and inspire people...and that takes up even more time. I think time-management is going to be a big issue. I also think there will be less PD job-hopping. Is it worth it to leave a station where you've invested so much time and energy getting the staff and the station just how you want it to be just to start over somewhere unfamiliar?"

Dan Holiday, PD **KZSN-Wichita, Ks.**

"One of my biggest concerns is how automated programming and computers will detract from the development of new radio talent. Consolidation and syndication severely limit the breeding ground for new talent. Many of the 18-19 vear-olds trying to get into the business are now just sitting and watching a computer and don't have anywhere to learn to be 'on-air' talent. Just recently I received three calls from different programmers in the state asking if I knew of an available morning show. They were so desperate they were actually considering people who had only been on the air for a month."

Eddie's Picks

When you really want local flavor, you just gotta ask a local. Here, WNOE-New Orleans PD Eddie Edwards reveals some of his "best finds" in the Big Easy!

Best Cup of Coffee: Cafe Du Monde in the French Market and Ultimate Coffee Shoppe, Uptown on St. Charles

Best looking strippers: Candy Club, New **Orleans East; Maiden Voyage, French** Quarter; Rich's Cabaret, Bourbon Street

Only In The Big Easy can you: 1) get drive-thru daiquiris and 2) live below sea level and look up to see boats passing by.

Most decadent club: Oz, Bourbon & St. Ann

Best Po Boy sandwich: Mother's, Poydras & Tchoupitoulas (get the Debris)

Best People-Watching Spot in the Quarter: Jackson Square (St. Louis Cathedral) and The Dungeon (gothic 1-5 a.m.)

Best place to boogie down: The Metropolitan in the Warehouse District on Howard

Best jukebox: F & M Patio Bar on Tchoupitoulas Street

Best local hangout: Samuel's on St. Charles and the Whiskey Bar (Place St. Charles), Nick's (Big Train) Bar on Tulane across from the **Dixie Brewerv**

Best raw oysters: Acme Oyster Bar at Bourbon & Iberville, and Palace Cafe on Canal (mention Eddie's name for the best table!)

Best Martinis: Clancy's. It's Uptown near the park

It ain't fancy, but there's great food at: Rocky and Carlo's in the Parish and Ugelsich's on Baronne

Don't leave New Orleans without (seeing or visiting): Marie LeVeau's Voodoo museum and the Vampire Tour at the St. Louis Cathedral

Catch great music at: House of Blues, Tipitina's, Levon Helm's Great American Cafe, Snug Harbor, and Michauls

You know you're in New Orleans if you see: The sun rising over the west bank of the Mississippi River...or when you have to make a U-turn to go anywhere you drive.





Shame McAnally Say Anything

"A fresh voice that you feel from the inside out. It's this kind of stuff that excites me about the future of country music!" -- Mac Daniels (WMZQ)

"Shane McAnally is the best new artist of the coming new year!" - Meg Stevens (WBBS)



Don't miss Shane McAnally at the Country Meeting Friday, February 20th, 3:45pm (Gentilly Room, Hyatt Regency New Orleans)

ASYLUM RECORDS INTRODUCES

CHALEE TENNISON

"Someone Else's Turn To Cry" (The Mirror, Mirror Song) "A voice you'll remember." - Bill Young, WKKT



PARTINGSHOTS

A PARTY WITH CAKE

A few week's back, we told you about young Mitchell Schops, who wrote his favorite band in an attempt to get them to play at his Bar Mitzvah. His plea was so sincere, Cake rearranged its tour schedule to make his wish come true.





GIRLS NIGHT OUT

After a year-long Battle of the Sexes (won, ultimately, by women callers), Alice 106 (KALC/FM)-Denver's Greg and Bo pay off the bet by hanging with drag queens (including Tara, pictured center) at a local club.

gmailBOXSET

WNKS-Charlotte PD Brian Bridgman has accepted the PD position at Q102 (WIOQ)-Philadelphia. The move re-unites Bridgman with GM Gerry DeFrancesco, with whom he previously worked twice at KIIS-Los Angeles-once as PD, the other as President of Gannett Radio. "I've actually known Brian since he was a 14-year old radio geek in St. Louis," DeFran tells gmail. "He called me at KSD/FM and was very impressive in his knowledge of radio programming. I'm very condident and optimistic we found the right person with the right skills to augment an already powerful programming line-up." That line-up includes longtime OM/morning Glenn Kalina and APD/MD Jay Towers. With Bridgman set to start in two weeks, (and WNKS' numbers the highest in its history), look for GM Bill Schoening to be interviewing furiously at the GAVIN. "I told Brian he has 30 days to repeat the same magic here," jokes DeFrancesco.

....

After weeks of speculation, KIIS-Los Angeles APD/MD **Tracy Austin** has been named PD of Atlantic Star Top 40 WKSS (Kiss 95.7)-Hartford. Austin replaces Jay Beau Jones, now programming Chancellor's Jammin' Oldies outlet in Chicago. "This is a great opportunity for Tracy," KIIS PD Dan Kieley tells gmail. "It's time she used her skills and became a PD." Austin will inherit some healthy Fall Book numbers (#3 12-plus; #1 18-34 persons). Needless to say, the stampede to replace Austin in L.A. will be frightening. "I'll be hiding out at the GAVIN," says Kieley. Send your package to KIIS/FM, 3400 Riverside Dr., Suite 800, Burbank, CA 95105. "For the love of God, no calls please," Kieley pleads. Austin starts March 1.

Effective Friday, February 12, Chancellor Modern A/C WDRV (formerly The River)-Pittsburgh expands its musical universe, morphing into Hot A/C "Mix 96.1" under current PD Michael Hayes. The format adjustment leaves Hayes in need of air talent for mornings, afternoons, and evenings. He's also

looking for a production/imaging director. Packages to 200 Fleet St. Pittsburgh, PA 15220.

WABB-Mobile morning producer/music coordinator Ryan "Pablo" Foster is upped to MD, while night jock Chris Ott is upped to APD/Promotions Director. PD Darrin "Profileboy" Stone (see page 26) still needs middays.

Former Z102 (WZAT)-Savannah PD Ryan Walker has been named PD/morning guy of Concord Media Group's new Rhythmic Top 40 WSSP/FM (94.3 the Beat)-Charleston, S.C. The station flipped from Adult Standards last month, and has been running 10,000 songs in a row. Walker has previous market experience at Top 40 WSSX. McVay Media's Jerry King is consulting. Walker starts February 22.

After several months in the chair, KQIZ-Amarillo PD Joe Dawson has left the building. MD Cisco Kidd has been named interim PD. Packages to Cumulus-Amarillo OM Tim Butler. Dawson can be reached @ (806) 359-0797 or radiopro23@aol.com. Former **Y100** (**WPLY**)-Philadephia morning maniac **Paul Barsky** resurfaces across the street doing mornings for **Chuck Tisa** at Modern A/C **Max 95.7** (**WXXM**).

WLNF (Live 95)-Biloxi/Gulfport night jock Bubba Boudreaux is bailing, effective 2/24, for a Top 50 market gig. VP/Programming Scott Sands needs a replacement. "Use your own personality here; in fact, there's not a liner card in the building (well, sort of)," he says. "Chancellor, Clear Channel, Cumulus and the other suits have nothing to do with our station." Rush your stuff to: Empty Headphones c/o Scott Sands, 1315 25th Ave., Gulfport, MS 39501. EOE

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Congrats to **Atlantic** VP/Alternative Promotion **Gary Spivack** and wife **Jill** on the birth of their daughter **Emma Rose**, February 10, 1999 @ 4:03 p.m. She weighed in at 6 lbs. 9 oz.

Congrats also to GAVIN Executive Director of Convention Services Natalie Duitsman and husband Mike on the birth of daughter Michaela. Born February 9, 1999, she joins big brother Tyler in the growing household.

BENITCHED * Cest la vie Airplay Igniting Phones: WZNY #2 KIIS Top 10 KDND #2 waza Top 10 KZZU WNNK Top 10 Top 5 WOSL Top 5 WZJM Top 10 WLSS Top 10 WLDI Top 5

KLRS	Тор 10	WZEE	Тор 5
KHTO	Тор 10	WWZZ	Top 5
WNNK	Top 10	WAPE	Top 5

New this week: Z100-New York

Over 100 stations including:

WXKS-Boston KKRZ-Portland WRVW-Nashville WFLZ-Tampa KHKS-Dallas WWZZ-Washington, D.C. WXYV-Baltimore

Y100-Miami WZJM-Cleveland WPST-Trenton KZZU-Spokane KHTS-San Diego WNCI-Columbus KRQQ-Tucson

Already Top 20 Singles Sales!

KIIS-Los Anaeles WAPE-Jacksonville **KDWB-Minneapolis** WPRO-Providence KCHZ-Kansas City KDND-Sacramento WKSE-Buffalo KSLZ-St. Louis



UPCOMING TV APPEARANCES:

FOX KIDS NETWORK - FEBRUARY 24TH RICKI LAKE SHOW - LATE FEBRUARY DISNEY IN-CONCERT - MARCH 26TH ROSIE O'DONNELL - MARCH 10TH NICKOLODEON/ALL THAT - LATE MARCH **REGIS & KATHIE LEE - LATE MARCH**

37*-33* Top 40 Mainstream Monitor

ON TOUR WITH N'SYNC



Produced by Ray "Madman" Hedges in his Mothership www.b Management: Kim Glover for Glow Worm Productions www.ep

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Impacting Adult Formats February 22

"let me let go"

The follow up to her multi-format smash hit "This Kiss." From her double-platinum plus-album <u>FAITH.</u> Meminated for 4 Grammy® Awards! Look for her on tour this spring.

> Produced by Dann Hutl and Faith Hill. Mixed by Shris Lord-Alge, Management: Borman Entertainment © 1999 Warter Krok, Records Ibe, www.wdz.com

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