Bill Walsh is a football coach. But, as any fan of the sport knows, he’s something more than a master of X’s and O’s. He’s an astute scout and developer of talent; a supreme strategist and choreographer who mixes precise and surprise moves and plays; an adept organization man with a flair for marketing his team and sport, and a heady communicator who values substance over gloss; language over lingo. We’re proud to announce him as a keynote speaker for the 1994 Gavin Seminar, and to present a few of his thoughts about football, business—and war. Elsewhere, in News, we take pride in announcing another keynote speaker, Gary Gersh (Top), who’s taken his cutting-edge approach to music straight into the executive suites of the fabled Capitol Tower. And in the executive suites at Sony there’s a while set of new chairs as top level promotions take effect. On the streets, the buzz is about the new Arbitrons, and about a new format called ‘Arrow.’ Our straight-shooting Ben Fong-Torres checks out the latest twist on Oldies with CBS Radio’s Rod Calardo (above, right). Beverly Mire’s Campaign of the Week dissects the marketing of Prong’s new album, Cleansing. Also, a handy guide to the Grammy nominations, topped this year by Sting, who can add six to the ten he’s already won, by producer David Foster and composer Alan Menken (five each), and by Whitney Houston, Billy Joel and R.E.M. (above, left) with three each.
Lenny Kravitz
Heaven Help

From the double-platinum album ARE YOU GONNA GO MY WAY Produced by Lenny Kravitz

Representation: Craig Po'in/ HK Management ©1993 Virgin Records America, Inc.
**TOP 40**
- **ETERNAL**
  "Stay" (EMI/ERG)
- **RAP**
  - **CONSCIOUS DAUGHTERS**
    "Something To Ride To (Funky Expedition)" (Scarsface/ Priority)
  - **TEDDY PENDERGRASS**
    "Believe In Love" (Elektra)
- **URBAN**
  - **DARDEN SMITH**
    "Little Victories" (Chaos/Columbia)
- **COUNTRY**
  - **MARTY STUART**
    "Kiss Me, I'm Gone" (MCA)
  - **MORPHINE**
    "Psalm 23" (Rykodisc)
- **JAZZ**
  - **ROSEANNA VITRO**
    "Softly" (Concord Jazz)
- **ADULT CONTEMPORARY**
  - **DARDEN SMITH**
    "Little Victories" (Chaos/Columbia)
  - **RICK ASTLEY**
    "Always And Forever" (Capitol)
- **URBAN**
  - **TANYA TUCKER**
    "(Lay Your Head On My) Pillow" (Wing/Mercury)
  - **ALAN JACKSON**
    "(Who Says) You Can't Have It All" (Arista)
- **COUNTRY**
- **ADULT CONTEMPORARY**
  - **RICK ASTLEY**
    "Everyday" (Atlantic)
  - **PHIL COLLINS**
    "Everyday" (Atlantic)
- **JAZZ**
  - **HENDRICK MEURKENS**
    "A View For Manhattan" (Concord Jazz)
  - **ALTERNATIVE**
    - **BECK**
      "Loser" (Geffen)
- **ADULT ALTERNATIVE**
  - **PHILADELPHIA SOUNDTRACK**
    "(Lay Your Head On My) Pillow" (Wing/Mercury)
  - **SPIRIT TRAVELER**
    "Playing The Hits Of The Motor City" (JVC)
- **JAZZ**
  - **ROSEANNA VITRO**
    "Softly" (Concord Jazz)
  - **ALTERNATIVE**
    - **BECK**
      "Loser" (Geffen)
- **ADULT ALTERNATIVE**
  - **GAVIN ROCKS**
    "Sleep's Holy Mountain" (Enrache/Mosh)
- **ALTERNATIVE**
  - **SHERYL CROW**
    "(Who Says) You Can't Have It All" (Arista)
  - **PRONG**
    "Snap Your Fingers, Snap Your Neck" (Geffen)
- **GAVIN HOT**
  - **RICHARD MARX**
    "Now And Forever" (Capitol)
  - **NAS**
    "It Ain'T Hard To Tell" (Ruffhouse/Columbia)
  - **TONY TONI TONE**
    "(Lay Your Head On My) Pillow" (Wing/Mercury)
- **GAVIN HOT**
  - **ALAN JACKSON**
    "(Who Says) You Can't Have It All" (Arista)
  - **GAVIN ROCKS**
    "Sleep's Holy Mountain" (Enrache/Mosh)
- **ALTERNATIVE**
  - **BECK**
    "Loser" (Geffen)
CBS’ ‘Arrow’ Finding Ratings Targets

By Ben Fong-Torres

CBS Radio shot an arrow into the airwaves last fall.

Now, with the fall Arbitron out, it’s apparent that the network is on target.

ARROW (All Rock ‘n Roll Oldies), is a ’70s-intensive oldies format that the network launched on its Los Angeles Oldies station, KCBS/FM. Playing both soft and hard rock, with a minimum of talk, “ARROW” has placed itself between Oldies and Classic Rock.

“Three weeks in, we knew we were onto something,” says Rod Calarco, vice president of CBS Owned FM Stations. Buoyed by audience and advertising response, and before any firm numbers were in, CBS put the format onto three other of its stations—first in Dallas, and then, after some encouraging AccuRatings for KCBS/FM, in Washington, D.C., and Houston.

So far, things look good. In Los Angeles (see accompanying story), KCBS went from 21st to 13th in the market. Although KRTH, the longtime Oldies leader, kept its numbers, and Classic rocker KLAC gained, Album rockers KLOS may have lost some audience to KCBS.

With its inclusion of Linda Ronstadt and Jackson Browne into the mix of Classic Rock standard-bearers like Foreigner and Starship, as well as dollops of ’60s and ’80s hits (“for flavoring,” says Calarco), the Arrow is also finding more female listeners than Classic Rock stations do and, according to Calarco, picking up listeners from A/C.

It’s also picked up business. “Ever since the book came out, we are riding a boatload of business.” he says with glee.

It all began, Calarco told GAVIN, when CBS decided that, despite a good sales year in 1992, “it became apparent that going head to head with KRTH wasn’t getting us anywhere.” Last spring, he says, he and station managers began searching for “the natural extension for this format.”

The network did a perceptual with listeners 25-45, testing musical adjustments that went further back in time to the ’50s, that plumbed a wide range of ’70s sounds, including disco, and ’70s pop-rock. The latter emerged as a clear favorite, and on September 10, CBS launched ARROW.

ARBS Out, ‘Banda’ Music Still Tops L.A.

The biggest story in the fall Arbitron numbers is that the new all rock ‘n roll oldies format, ARROW, lived up to insiders expectations by making a strong debut, jumping 16-3-8 (see related story this page).

In New York, A/C station WLTW vaulted into second place, jumping 4.3-4.8, while consistent winner WRKS went up a tenth to 5.8, giving... 

— continued next page

Sony/Warner Plan Global TV Empire

Sony Music and Warner Music artists may soon be living in the same house.

The two companies are reportedly working on a deal to start up a global, music-based entertainment and retailing television channel. “Think of it as MTV meets QVC or the Home Shopping Network,” said a company insider.

The network, which will be distributed stateside as a basic cable service, will feature music, merchandise and videos culled from both companies’ rosters. Because it already operates globally, Sony’s direct-mail arm, Columbia House, will be instrumental in coordinating the new service.

Neither company commented, but Warner Music Group chairman Robert Morgado has said he can “confirm that no agreement has been reached.”

It’s expected that both companies will still make their music videos available to MTV, VH-1 and other video channels.

Gavin Grabs Gersh

As Howard Stern’s world turns, he continues to get a mix of good news and bad.

First, the bad: Fox, which had courted him as a possible late-night star, has bowed out of the late-night wars for the time being. The announcement followed talk last week that Fox head Rupert Murdoch was turned off when he turned on Stern’s New Year’s Eve pay-per-view special.

Meantime, Infinity Broadcasting, which carries Stern’s radio show, had a reversal of fortunes. The FCC’s James Quello said last week that the Commission was delaying—and possibly denying—approval of Infinity’s purchase of three stations because of pending indecency charges against Stern. Now, others at the FCC are saying that legal precedents may prevent the Commission from blocking the purchases. Besides, they said, the FCC’s delay was due to its needing time to analyze a recent appeals court decision on its indecency rules.

Quello said the FCC could not keep Infinity from buying stations unless it found Infinity unfit to be a broadcaster. To do so would require revoking Infinity’s 20 licenses, an action that would certainly trigger a massive legal battle. Infinity is already doing battle with the Commission over some $1.2 million in indecency-related fines levied by the FCC.

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Gavin January 14, 1994
STAYing Power!

eternal

• Over BDS spins already
• Billboard Monitor Airpower #23
  • Immediate add at 
  • Heavy requests at 
• Initial orders for the single over 100,000

STAY The Years First Multi-Format Smash From eternal
According to Dave Sholin

**THAT'S SHO-BIZ**

---

**SHO-BITZ**

The rumor is true... Effective January 18, Ken Anthony assumes the program directorship of KLXS-Los Angeles. The veteran rock programmer moves from St. Louis where he was operations manager for River City Broadcasting... Clean sweep. Personalities Rick Roberts, Cadillac Jack and Tim "Music" Meadows are out at KISS (WKSJ). Greenbush, N.C. New 3-7 p.m. personality is Darren Stevens and the 12 midnight -6 a.m. slot will be held down by Joseph Ray Midnight. 7 p.m-Midnight is still open... Dal Hunter joins The Coast 93.7 (WKOC)-Virginia Beach as music director. He was MD/afternoon driver at WWWW-Boston. Jim Spector has been upped to APD at Z102 (KPEZ)-Austin. He was music director... Chris Abate exists WWDJ-Hackensack to become assistant operations director at WNNJ/AM/FM-Newton, N.J. Buying WJMN in Boston obviously whetted Pyramid Broadcasting's appetite. They've also agreed to acquire WJJZ/FM-Philadelphia. Word is they'll stick with the station's "Smooth Jazz" format... The 199th annual Upper Midwest

**WHO AM I?**

When I was seven years old, I saw Elvis Presley on location filming Follow That Dream, and he provided me with a big inspiration for me. My band appeared in the 1978 film FM, about a California radio station, and I once recorded a hit song with Stevie Nicks. Throughout my career I've been embroiled in legal entanglements with record companies, and at one time I obtained a restraining order against B.F. Goodrich concerning using a song similar to one of my own in an ad. Who am I? See page 10 for the answer...

Communications Conclave will be held in Minneapolis from July 7-10. For info call Conclave headquarters at (612) 927-4487. Park Lane Group has added KFMF/FM-Chico, Calif. to their growing stable. That makes 11 stations for the Menlo Park, Calif.-based group. **ROTATIONS: Departmental re-structuring at Motown resulted in promotions for Oscar Fields (left) who's now executive vice president, Steve McKeever (left) who's now executive vice president talent and creative affairs, and Lisa Chamberlain, who's now executive vice president finance and administration. Fields was senior vice president, sales and distribution, McKeever was executive vice president of talent and creative affairs, and Chamberlain was chief financial officer... Paul Ramey (left) has moved to RCA, where he'll be national director, jazz, from GRP Records, where he was national director of sales... Ate Mute Records, Marc Alghini (left) has been promoted to director, national radio promotion and Amanda Smith has been upped to director, national retail. **Patrick Quigley** has been appointed to the newly-created position senior vice president, marketing at EMI Records Group North America. Quigley spent the last two years as director of sales at Labatt USA... Both Beth Halper and Kelley Walker have been named A&R representatives at MCA Records. Halper was a part-time A&R scout for Virgin accounts and recently joined the label from Sony Music where she was in the company's A&R Administration Department. Kelley executive produced the acclaimed Sweet Relief, a 1993 benefit album for muscular dystrophy-stricken songwriters/performers Victoria Williams... The 1994 MusiCares "Person of the Year" Tribute Dinner will this year honor Epic artist Gloria Estefan. For info on the February 27 event to be held at the Waldorf Astoria in New York City, call NARAS at (212) 997-5777... In the publicity department at Capricorn, Marcia Flowers-Simms has been promoted to director... At BMI, George L. Schuh has joined as assistant vice president, operations... Sony steps into the growing Spanish market: Crescent Moon is the new Miami-based label headed up by Emilio Estefan but also indicates Epic's desire to take a leadership role in presenting the music coming out of Miami, said Epic Records Group chairman David G Lew. Crescent Moon/Sony Music not only underscores our long-term commitment, but is an important step in the evolution of the label, says Estefan... Meet composer and performer Walter Schumann. Look in the sky - it's a Pyramid growing larger each week as Richie Balsbaugh and John Madison acquire WJMN (JAMN)'s 94.5-Boston and WJJZ-Philadelphia, formerly WEXX (EAGLE 106). In Philly, where Pyramid also owns WXYR, it becomes the market's first duopoly. Some are speculating that Jazz-formatted WUJZ might return to Top 40, but chances seem slim it'll happen. In Boston, home of Pyramid flagship KISS 108 (WXKX/FM), rumors are flying about what crosstown competitor WJMJ's joining the third wave means. Last Friday's (January 7) edition of the Boston Herald said gossip around Beantown is that "serious housecleaning" will occur once the takeover happens. A source described by the paper as "someone who knows" is quoted as stating, "Anyone who took (Sunny Joe White's) side isn't going over well with Richie. White, of course, was KISS 108's former PD who had a falling out with Balsbaugh and crossed the street to WZOU, which eventually became WJMJ... There might be a ton of snow on the ground and more stormy weather forecast for New York City, but the sun is shining brightly at 550 Madison with this week's announcement of new titles and responsibilities for Don Lenner, David G Lew and Richard Griffiths, among others (see News for details). And for one other high level exec in line for a promotion, let's just say "President Baumgartner" has a nice ring to it, huh?... After a year and a half back at KIS-Los Angeles as MD, Brian Bridgman will be heading southeast at the end of the month to take over the programming reins at G105 (WBCG)-Durham/Raleigh, North Carolina. He replaces former G105 PD Bill Calihi, who exited last month. No word on who will get the coveted KIS gig, but some names being whispered include Z100-New York's MO Andy Shane, WKSS-Hartford's MD Kandy Klutch. KUBE-Seattle's APD Chet Buchanan and Tom Gjerdum, most recently MD at Q106-San Diego... Are the stars in some bizarre alignment for anyone with the initials K.C.? On the East Coast Kevin Carroll, VP, promotion at eastwest america has left the company in what's been described as an "amicable parting." Look for EMIRG Chicago-based VP, promotion, Greg Thompson to relocate and fill the slot soon. Out West, Kevin Carter hands in his resignation as senior editor/general manager at H/akers magazine, effective at the end of the month. Expect both to surface elsewhere very soon. In the meantime, Carroll says the duo is trying to get the Sunshine Band back together... Ap-a-stra is the order of the day at Zapoleon/Richards Media Strategies. Two of radio's brightest have joined the firm as associates. Steve Wyrostok, who has returned from a six-week excursion to Australia, New Zealand and Tahiti, has signed on, along with Jeff Scott, a principal in his own company, Harris & Scott, and formerly director of research for the Rush Corporation. Scott was also instrumental in creating MIX 96.5 (KHMX)-Houston with Zapoleon. Wyro recently resigned as PD at 104 KUBE-Houston, but helped that station get some of its biggest numbers in years before leaving... An ownership change at adult contemporary outlet WGRD-Brand Rapids, Michigan is fueling a buzz that a return to Top 40 might be on the table for consideration... San Francisco's finest burst into the studios of WILD 107 (KSOL) last Friday morning (January 7) with guns drawn. They weren't there asking for a request. It all came down following an appearance by several gang members on Mancow's morning show. Conversations about rape, robbery and other assorted crimes became heated, making for some compelling radio. Some listeners called the cops who showed up in force and blocked off the street. Too late, however, as the guest gangsta had already split. TV news crews were on the scene to capture it all... After 17 years in radio, Leo Davis opts for a new career. Leo, who for years was MD and then PD at WQEN (Q104) in Gadsden, Alabama, was most recently at WRAS-Colombus, Georgia, which flipped from Top 40 to Lite AC late last year. He'll be moving to Atlanta to take a position with CIBA Vision, a pharmaceutical firm that makes contact lenses...
Instead of running for lieutenant governor, Sonny Bono will be going after a Congressional seat. No truth that Beavis and Butt-head will run the campaign.

Apologies to Dennis Snow and the staff at KZBB-Fort Smith, Arkansas. Dennis reports that while the call letters did change, the format remains Top 40 and has not been replaced by jazz. We regret the error.

If you go to see the new Walter Matthau/Jack Lemmon flick, Grumpy Old Men, keep your eyes glued for the meteorologist. It's none other than WPNT (FM100)-Chicago morning dude Steve Cochran.

KACE-Los Angeles rates the first annual Media Awards from the LA chapter of the National Organization For Women. The station was bestowed with that honor for refusing to play rap music with violent and misogynistic lyrics.

A special gathering of friends of Doug Lee will take place this weekend. Doug, who did independent promotion in the Midwest for years, founded the Upper Midwest Communications Conclave. He passed away late last year. If you'd like to attend, plan to be at the Kelly Inn (formerly the Radisson, site of the first Conclave) in Plymouth, Minn., at 4 p.m. on Saturday, January 22. Call (612) 927-4487 for more details.

Sho-Talk

Bruce Springsteen and Neil Young wrote songs for the new AIDS-related film, Philadelphia which was released nationwide on January 14. The Jonathan Demme-directed movie stars Tom Hanks and Denzel Washington.

The tunes were written specifically for the movie and performed by the artists. Springsteen's "Streets Of Philadelphia" opens the film and Young's tune "Philadelphia" closes it. Peter Gabriel, Sade, The Spin Doctors and The Indigo Girls also have cuts on the soundtrack. On January 25 a second album of music from the movie will be released and will feature Howard Shore's orchestral score and three opera performances from the film performed by Maria Callas and Lucia Popp.

Bits & Pieces: Joan Jett's solo album for Warner Bros. Records is scheduled for a spring release. Jett and her band—drummer Thommy Price, guitarist Tony Bruno and bassist Kenny Aaronson—are in the studio now. Those Alabama hard rockers Brother Cain were hand-picked by Aerosmith to open a month-long club tour that kicks off on February 1 in Orlando, Fla. Brother Cain has just released the second single, "That Don't Satisfy Me," from their self-titled album to some outstanding airplay. Arista rocks Stick have had to cancel their tour dates up to and including January 20 due to Mark Smirks bout with chicken pox. The band will open for Raging Slab beginning January 22 in Pittsburgh, where dates booked well into February. Heart had to cancel their appearance on The Tonight Show with Jay Leno on December 17, but it's been rescheduled for January 20. The second leg of their tour is set to begin in Japan in March. The band will then return to the States in the Summer. Hasbro, Inc., in association with the Elvis Presley Estate released a series of commemorative Elvis Presley dolls on the King's birthday, January 8. The first three dolls include the Teen Idol, Jailhouse Rock and a '68 Special doll. Each doll is 12" high and captures each of these periods of his life. The Teen Idol doll comes outfitted with bozo tie, beautifully detailed guitar, a microphone, doll stand with Elvis' signature and a certificate of authenticity.

The Scorpions filmed the American video rendition of the forthcoming ballad "Under The Same Sun" from their current album Face The Heat. Having recently completed a very successful trek through western Europe and the Eastern bloc, the band will hit Japan and southeast Asia prior to their American tour which kicks off in El Paso, Texas on February 19 with dates scheduled through March 24 when they play the Sports Palace in Mexico City.

Pearl Jam recently donated $25,000 to the International Retr Syndrome Association in honor of Annie Leeds, the daughter of Harvey Leeds. Leeds was diagnosed with Rett Syndrome at the age of three, and was the first American girl diagnosed with the disease. Alice Leeds, the first American girl diagnosed with Rett Syndrome, is now 24 years old and lives in California.

In your estimation, what are the three top songs of all time? "Knee Deep" (Parliament-Funkadelic); "Lessons In Love" (Sly and Robbie); "Illusive" (Blackstreet).

What song do you wish you'd written? "End Of The Road" (Boyz II Men); "The Bicycle" (Jack Johnson).
LINDA RONSTADT

Though she had great success singing pop songs in the '70s, Linda Ronstadt prefers the music she makes today. "It was a stage I had to go through," recalls Linda. "I'm glad I did it, and even more glad I never have to do it again."

JODY WATLEY

The late Jackie Wilson was Jody Watley's Godfather.

ROBBIE DUREE

In April of 1980, Robbie Dupee had a top ten hit single with his song "Steal Away" which was soon followed by a top 20 single, "Hot Rod Hearts," and subsequently a Grammy nomination for Best New Artist.

STING

Sting launched his acting career in 1978 with his performance as Ace Face in the Who musical Quadrophenia.

HEART

Later this month Heart will release the first rock and roll IBM-compatible CD-ROM. The disc, titled Heart:20 Years of Rock and Roll, will include clips from 100 of the band's songs.

U2

Bono of once said of the group's religious persuasion, "We are members of the Frisbeehebrew church. We believe that when we die our souls go up onto the roof and you can't get them down."

BRYAN FERRY

Bryan Ferry is in London working on a new album co-produced by Robin Trower.

MARIAH CAREY

Mariah Carey's mother is an accomplished Jazz and Operatic singer. As a teenager, Mariah learned to sing the famous opera Rigoletto in Italian.

PINK FLOYD

Pink Floyd is set to begin a worldwide concert tour in March with a new album due from the band as well.

KENNY G

The closing credits of Wayne's World 2 actually state that Kenny G does not play any music in the film's soundtrack. A reference to Kenny G and his music is made in the film, but the G-man refused to actually play for it.

MEAT LOAF

After the success of his album Bat Out Of Hell Meat Loaf spent a great deal of time embroiled in as many as 22 lawsuits involving managers and publishers. They totaled an estimated $85 million in consequences.

DONALD FAGEN

Before his Steely Dan days, Donald Fagen toured with Jay & The Americans as their piano player.

JODECI

Jodeci's DeVaante Swing's real name is Donald DeGrate Jr.

CANDY DULFER

Besides her current collaboration with David A. Stewart, Candy Dulfer has also worked with Pink Floyd and Van Morrison, and with Prince on the Graffiti Bridge soundtrack.

JACK WAGNER

Thirty-two year-old Jack Wagner has had two careers acting in daytime soap operas. He played Frisco Jones on General Hospital and has also appeared in the series Santa Barbara.

ELTON JOHN/KIKI DEE

Kiki Dee's real name is Pauline Matthews and she recorded her first music on West End Records.

PINK FLOYD

Pink Floyd's "Success" and Led Zeppelin's "Thank You" are among the band's songs, but when you pick up your copy you'll see that it's somewhere in between.

The band is currently touring Japan.

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SHO-PIECES
### Most Added

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song Description</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Janet Jackson</td>
<td>(134)</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Meat Loaf</td>
<td>(115)</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Ace Of Base</td>
<td>(81)</td>
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<tr>
<td>4</td>
<td>Melissa Etheridge</td>
<td>(45)</td>
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<tr>
<td>5</td>
<td>Terence Trent D'Arby</td>
<td>(38)</td>
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<tr>
<td>6</td>
<td>The Cure</td>
<td>(38)</td>
<td></td>
</tr>
</tbody>
</table>

### New Top Entry

**Richard Marx**

"Now And Forever" (Capitol)

### Gavin Top 40

#### Chartbound

- **Janet Jackson** - "Because Of Love" (Virgin)
  - Reports: 141
  - Adds: 134
  - On Chart: 6
  - Hit Factor: 4%

- **Ace Of Base** - "The Sign" (Arista)
  - Reports: 139
  - Adds: 81
  - On Chart: 22
  - Hit Factor: 13%

- **Meat Loaf** - "Rock 'N Roll Dreams Come Through" (MCA)
  - Reports: 127
  - Adds: 115
  - On Chart: 6
  - Hit Factor: 2%

#### Record To Watch

**ETERNAL**

- **Stay** (EMI/ERG)

**Question:** Name the first song to bust wide open in 1994?

- **Eternal** - "Stay" (EMI/ERG)

**Answer:** "Stay."

### Hot

- **Richard Marx**
  - "Now And Forever" (Capitol)

### Top Tip

- **Tony Toni Tone**
  - "(Lay Your Head On My) Pillow" (Wing/Mercury)

### Crossover Action

- **Urban/Dance**
  - **Sagat** - "Why Is It? (Funk Oat)" (Maxi)
  - **Zhane** - "Groove Thang" (Motown)
  - **Toni Braxton** - "Seven Whole Days" (LaFace/Arista)
  - **Tevin Campbell** - "Shhh" (Qwest/Warner Bros.)

- **Alternative**
  - **The Pogues** - "Tuesday Morning" (Chameleon/Elektra)
  - **Nick Heyward** - "Kite" (Epic)

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**Total Reports This Week 239**
**Last Week 211.**

Hit Factor is a percentage of stations playing a record which also have it Top 20. ie:

- 100 stations playing the record - 60 stations have it Top 20 - Hit Factor = 60%

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

Station Reporting Phone: (415) 495-1990  Gavin Fax: (415) 495-2580
Inside Top 40

WELCOME TO NEW STATIONS

Scan our Yellow Pages Of Radio and you’ll find some new call letters among our panel of Top 40 reporters. New correspondents are added four times a year, with the following coming on board in the first quarter of 1994:

- KBOZ, P.O. Box 20, 5445 Johnson Road, Boise, MT 59715, Phone: (406) 586-5466 Fax: (406) 587-8201 A/P/MD: Steve McVie
- KCPX, 305 S. First Avenue, Albert Lea, MN 56007, Phone: (507) 373-2338 Fax: (507) 373-4736 PD: Dave Edwards MD: Steve Helleson
- KFIRQ (Q98), 1806 Capitol Avenue, Cheyenne, WY 82001, Phone: (307) 634-4461 Fax: (307) 634-8856 PD: Allan Fee MD: Barry MacQuire
- KRIK/FM, 1111 West Victory Way, Craig, CO 81625, Phone: (970) 824-6574 Fax: (970) 824-6574
- KKAR, 3500 W. Olive Avenue, Burbank, CA 91505, Phone: (818) 567-1067 Fax: (818) 567-1067 PD: Kevin Weatherly APD: Gene Sandbloom MD: Darcy Sanders
- KRAK/FM, 6341 E. Grand Avenue, Chicago, IL 60638, Phone: (773) 871-9000 Fax: (773) 871-9000
- KZMK, P.O. Box 102, 5445 Johnson Road, Boise, MT 59715, Phone: (406) 586-5466 Fax: (406) 587-8201
- KFBAQ (Q98), 1806 Capitol Avenue, Cheyenne, WY 82001, Phone: (307) 634-8856 PD: Allan Fee MD: Barry MacQuire
- KZTQ, P.O. Box 1234, 5445 Johnson Road, Boise, MT 59715, Phone: (406) 586-5466 Fax: (406) 587-8201
- KWWQ, 305 S. First Avenue, Albert Lea, MN 56007, Phone: (507) 373-2338 Fax: (507) 373-4736 PD: Dave Edwards MD: Steve Helleson

Back on December 3 the Breeders' "Cannonball" pulled a song a lot of promotion, Epic.

BABYFACE

REAL NAME: Kenneth Edmonds
BIRTHPLACE: Indiana
BIRTHDATE: April 10
LABEL: Epic
VICE PRESIDENT, PROMOTION: Barbara Seltzer
LATEST ALBUM: For The Cool In You
CURRENT SINGLE: "Never Keeping Secrets"
LIKES: "Writing music and living life."
DISLIKES: "Hatred and discrimination."
THE FIRST RECORD YOU BOUGHT: "I Want You Back" by the Jackson 5.
FAVORITE FOODS: "Boston Baked Beans (the candy), Snickers, Hot Tamales, Twinkies and Ding Dongs."
BABYFACE ON "NEVER KEEPING SECRETS": "This is the ultimate 'I'm sorry' song, both lyrically and in the way I sing it. It's a song a lot of women would love to hear, with the words many men would like to say."
IT'S SAID: "Already an accomplished and brilliant songwriter/producer, Babyface is a superstar in his own right. 1994 promises to be a great year for him. He's been nominated for an American Music Award and a Grammy, plus this latest album is now platinum. 'Never Keeping Secrets' is only the first of many Top 40 hits to come from this incredible project."

-Suzie Sponder, director, national singles promotion, Epic
correspondents who are not part of Radio & Record's or Billboard's panels.

GO STATION PANEL: The GO Chart is based on reports by 140 GAVIN stations, with calls starting to come in. O'Neil at WKSE-Buffalo reports, "It's in the early stages of development." Radio built the initial buzz, it's spreading to mainstream stations. WDJX, KBQZ, WSNX in Grand Rapids? Ask PD Jim Richards and MD Chris Thompson, who report it in their Top Five most requested every night and chart it 24-22. Is everybody missing out on something here?

WYHT, KBQZ, WYEQ and KROC. The song takes a healthy 31-25 climb on the GO Chart. Put it in the "definitely happening" column. Talking about the hottest new tune to surface so far this year the answer has got to be "Stay" by Michael Newman, PD at KDON-

MONTEREY, Salinas, Calif., has it on four to five times a day and says, "It will kick in like Xscape, but it's still

rotation from two to four plays a day, with Top 15 phone action after only a week and a half on the air. Listed Top 30 at Z90-San Diego, KIYK-Tucson (46 plays), KMER-San Francisco, POWER 105-Los Angeles, 92Q-Baltimore, KLYV-Dubuque and HOT 97.7-San Jose. While Crossover radio built the initial buzz, it's spreading to mainstream stations fast. Just check out the list of new believers which include: WDJX, WSNX in Grand Rapids? Ask PD Jim Richards and MD Chris Thompson, who report it in their Top Five most requested every night and chart it 24-22. Is everybody missing out on something here?

Although WAPE takes the position that Ace Of Base was nearly tripled in airplay. Fifty-four spins qualified it for Number One at WXIX-Grand Forks, N.D. and it also topped the list at 104 KRBE-Houston with 53. It's always impressive when PDs and MDs, no matter what their spinning is getting four to five plays a day, is getting Top Ten requests and we're seeing decent chart results too, "the song is also a Top Five for THE ROSE-Hyannis, Mass. New believers this week include: WKPQ-Hornell, N.Y., KJYK-Tucson, KS104-Denver and FM102-San Antonio. (AML)

And what's the deal with the Village People's "Y.M.C.A." at WSNX in Grand Rapids? Ask PD Jim Richards and MD Chris Thompson, who report it in their Top Five most requested every night and chart it 24-22. Is everybody missing out on something here?

On the Alternative tip, it's worth noting that KROQ-Los Angeles is charting the Smashing Pumpkins' "(above) "Today" at Number One and 99X-Atlanta charts it Top Ten. A few stations have played around with this track, but it might be time to take a closer listen/look. An off-the-wall entry to watch for is Beck with "Losser," on Geffen. It might even get honors for most original chorus of the year: "I'm a loser baby, so why don't you kill me?"

"I'm a loser baby, so why don't you kill me?"

GO CHART Most Added

MEAT LOAF (66)

JANET JACKSON (62)

MELISSA Etheridge (36)

but airplay is spreading very quickly now. Number One again at HOT 97.7-San Jose and Top Ten at KMEL-San Francisco, KUBE-Seattle, Q96-Imperial Valley, Calif., KFV-Fresno and KIYK-Tucson. ADDs include: WRVQ, KFFM, TOWER 98, KTRU, WINK 104, KDEK, 92Q, WAOA, KYYA, THE PEAK, FM102, WJM and more.

Lisa Lisa's (left) "Skip To My Lu" is number two in callout for Steve Wall at Z90-San Diego. Steve says it's in his powers, pulling 63 spins last week.

Momentum is picking up on NKOTB, who are building a base of support as "Dirty Dawg" enters the Top 10 in hometown Boston at KINS 108. Thirteen in the ADD column including: FUN 107-Fairhaven, Mass., WBPM-Kingston, N.Y., WJFM-Willimantic, Conn., WFXJ-Jenkins, Ky., KCCQ-Ames, Iowa, POWER 94.5-Junction City, Kan., KKFR-Phoenix, KMEL-San Francisco and KONG-Lihue, Kauai, Hawaii. KIXY/FM-San Angelo, Texas boasts a Top Five success story with Chantay Savage's "Betcha'll Never Find." API/MD Robert Eftiman tells us, "The song is getting four to five plays a day, is getting Top Ten requests and we're seeing decent chart results too, "the song is also a Top Five for THE ROSE-Hyannis, Mass. New believers this week include: WKPQ-Hornell, N.Y., KJYK-Tucson, KS104-Denver and FM102-San Antonio. (AML)

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GO CHART Most Added

MEAT LOAF (66)

JANET JACKSON (62)

MELISSA Etheridge (36)
GAVIN URBAN

Most Added

JANET JACKSON
"Because Of Love"
(Virgin)

SALT-N-PEP A with EN VOGUE
"Whatta Man"
(Next Plateau/London/PLG)

CE CE PENISTON
"I'm In The Mood"
(A&M)

R. KELLY
"Bump N' Grind"
(Jive)

ZHANE
"Groove Thang"
(Motown)

Top New Entry

ZHANE
"Groove Thang"
(Motown)

Hot

TONY TONI TONE
"Lay Your Head On My Pillow"
(Wing/Mercury)

Top Tip

SALT-N-P EPA with EN VOGUE
"Whatta Man"
(Next Plateau/London/PLG)

RECORD TO WATCH

TEDDY PENDERGRASS
"Believe In Love"
(Elektra)

Inside Urban

Big week in the Most Added column, especially for female artists. The adds are dominated by Janet Jackson, Salt-N-Pepa/En Vogue, Ce Ce Peniston, and Zhane...However, we can't overlook R. Kelly's add appeal and the fact that he's the only male...Jodeci holds on to the top of the chart for a second week...Toni Braxton's "Seven Whole Days" jumps seven whole places to #2 and is looking at

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Chartbound

<table>
<thead>
<tr>
<th>2W</th>
<th>LW</th>
<th>TW</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
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<tbody>
<tr>
<td>5</td>
<td>1</td>
<td>JODECI - Cry For You (Uptown/MCA)</td>
<td>7</td>
<td>53</td>
<td>1</td>
<td>48</td>
<td>4</td>
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<tr>
<td>29</td>
<td>9</td>
<td>TOM BXRTON - Seven Whole Days (LaFace/Arista)</td>
<td>4</td>
<td>50</td>
<td>6</td>
<td>39</td>
<td>7</td>
<td>4</td>
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<td>8</td>
<td>6</td>
<td>MAZ Featuring FRANKIE BEVERLY - The Morning After (Warner Bros.)</td>
<td>11</td>
<td>47</td>
<td>2</td>
<td>36</td>
<td>8</td>
<td>3</td>
<td>94%</td>
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<td>20</td>
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<td>XSCAPE - Understanding (So So De/Coluimba)</td>
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<td>49</td>
<td>9</td>
<td>23</td>
<td>20</td>
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<td>26</td>
<td>14</td>
<td>SWY - You're Always On My Mind (RCA)</td>
<td>5</td>
<td>51</td>
<td>4</td>
<td>10</td>
<td>33</td>
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<td>16</td>
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<td>ROBBY BROWN Duet with WHITNEY HOUSTON - Something In Common (MCA)</td>
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<td>39</td>
<td>2</td>
<td>30</td>
<td>7</td>
<td>2</td>
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<td>12</td>
<td>7</td>
<td>FREDDIE JACkSON - Make Love Easy (RCA)</td>
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<td>41</td>
<td>0</td>
<td>27</td>
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<td>2</td>
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<td>3</td>
<td>4</td>
<td>MARIAH CAREY - Hero (Coluimba)</td>
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<td>QUEEN LATIFAH - U.N.I.T.Y. (Motown)</td>
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<td>39</td>
<td>0</td>
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<td>4</td>
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<td>20</td>
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<td>DOMINO - Got To Jam (Outkast/RAL/Chaos)</td>
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<td>39</td>
<td>2</td>
<td>27</td>
<td>7</td>
<td>5</td>
<td>87%</td>
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<td>-</td>
<td>11</td>
<td>TONY TONI TONE - (Lay Your Head On My) Pillow (Wing/Mercury)</td>
<td>5</td>
<td>48</td>
<td>17</td>
<td>7</td>
<td>24</td>
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<td>19</td>
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<td>RALPH TREVIVANT - Who's The Mack (MCA)</td>
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<td>31</td>
<td>22</td>
<td>MINT CONDITON - 'U Send Me Swingin' (Perspective/A&amp;M)</td>
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<td>44</td>
<td>4</td>
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<td>13</td>
<td>HI-FIVE - Never Should Have Let You Go (Jive)</td>
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<td>0</td>
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<td>94%</td>
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<td>2</td>
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<td>COLOR ME BADD - Time And Chance (Giant/Reprise)</td>
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<td>0</td>
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<td>3</td>
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<td>16</td>
<td>BABYFACE - Never Keeping Secrets (Epix)</td>
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<td>0</td>
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<td>23</td>
<td>23</td>
<td>JOE - The One For Me (Mercy)</td>
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<td>38</td>
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<td>11</td>
<td>22</td>
<td>5</td>
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<td>9</td>
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<td>MARY J. BLIGE - You Don't Have To Worry (Uptown/MCA)</td>
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<td>42</td>
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<td>EARTH, WIND &amp; FIRE - Spend The Night (Reprise)</td>
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<td>ZAPP &amp; FOTOG - Slow And Easy (Reprise)</td>
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<td>SHABBA RANKS w/ TERRI and MONICA - Family Affair (ATLAS)</td>
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<td>CHANTE SAVAGE - Betcha'll Never Find (RCA)</td>
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<td>SALT-N-P EPA Featuring EN VOGUE - Whatta Man (Next Plateau/London/PLG)</td>
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<td>27</td>
<td>0</td>
<td>14</td>
<td>12</td>
<td>1</td>
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<tr>
<td>38</td>
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<td>ROBIN S - What a Girl (Big Beat/Atlantic)</td>
<td>10</td>
<td>33</td>
<td>1</td>
<td>11</td>
<td>12</td>
<td>10</td>
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<tr>
<td>27</td>
<td>24</td>
<td>JADE - Looking For Mr. Do Right (Giant/Reprise)</td>
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<td>35</td>
<td>9</td>
<td>3</td>
<td>17</td>
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<td>32</td>
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<td>CE CE PENISTON - I'm In The Mood (A&amp;M)</td>
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<td>40</td>
<td>24</td>
<td>2</td>
<td>9</td>
<td>29</td>
<td>29%</td>
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<tr>
<td>10</td>
<td>17</td>
<td>R. KELLY - Sex Me (parts 311) (Jive)</td>
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<td>29</td>
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<td>3</td>
<td>17</td>
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<td>KEITH WASHINGTON - Believe That (Quest/Warner Bros.)</td>
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<td>25</td>
<td>1</td>
<td>12</td>
<td>11</td>
<td>2</td>
<td>92%</td>
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<tr>
<td>31</td>
<td>19</td>
<td>AARON HALL - Let's Make Love (Sala/MCA)</td>
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<td>34</td>
<td>14</td>
<td>0</td>
<td>13</td>
<td>21</td>
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<td>32</td>
<td>30</td>
<td>A TRIBE CALLED QUEST - All Around The World (Jive)</td>
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<td>33</td>
<td>5</td>
<td>0</td>
<td>13</td>
<td>20</td>
<td>39%</td>
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<tr>
<td>33</td>
<td>29</td>
<td>SALT-N-P EPA - Bump N' Grind (Next Plateau/London/PLG)</td>
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<td>0</td>
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<td>14</td>
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<td>34</td>
<td>32</td>
<td>JODECI - Feenin'</td>
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<td>31</td>
<td>22</td>
<td>1</td>
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<td>20</td>
<td>35%</td>
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<td>0</td>
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<td>36</td>
<td>30</td>
<td>TEVIN CAMPBELL - Can We Talk (Quest/Warner Bros.)</td>
<td>14</td>
<td>18</td>
<td>0</td>
<td>13</td>
<td>4</td>
<td>1</td>
<td>94%</td>
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<tr>
<td>37</td>
<td>1</td>
<td>JANET JACKSON - Because Of Love (Virgin)</td>
<td>2</td>
<td>24</td>
<td>2</td>
<td>1</td>
<td>10</td>
<td>13</td>
<td>46%</td>
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<tr>
<td>38</td>
<td>3</td>
<td>LISA LISA - Skip To My Lu (Pendulum/ERG)</td>
<td>1</td>
<td>30</td>
<td>30</td>
<td>0</td>
<td>7</td>
<td>23</td>
<td>23%</td>
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<tr>
<td>6</td>
<td>18</td>
<td>D.R.S. - Gangsta Lean (Capitol)</td>
<td>2</td>
<td>23</td>
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<td>20</td>
<td>0</td>
<td>6</td>
<td>12</td>
<td>2</td>
<td>90%</td>
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<tr>
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<td>3</td>
<td>D.R.S. - Gangsta Lean (Capitol)</td>
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<td>20</td>
<td>0</td>
<td>6</td>
<td>12</td>
<td>2</td>
<td>90%</td>
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Album Cuts

EARTH, WIND & FIRE - Two Hearts
COLOR ME BADD - The Bells/Wildflower/Choose
JOHNNY GILL - Tell Me How U Want It
JODECI - Feenin'

---

Total Reports:
This Week 54 Last Week 57
Hit Factor is a percentage of stations which will have it in Heavy or Medium rotation.
Reports accepted:
Monday at 8am through 5pm Tuesday
Station Reporting Phone: 415-495-1990
Gavin Fax: 415-495-2580

---

Gavin January 14, 1994
HOLIDAY IN THE SOCAL

KKBT-The Beat 92.3 held their First Annual Holiday Cooldown. Last month at the Celebrity Theatre in Anaheim. The sold-out event featured superstar host Tevin Campbell and live performances from Brian McKnight, Mint Condition, Intro and Coming Celebrity Theatre in Anaheim. The sold-out event featured superstar host Tevin Campbell and live performances from Brian McKnight, Mint Condition, Intro and Coming Celebrity Theatre in Anaheim. The sold-out event featured superstar host Tevin Campbell and live performances from Brian McKnight, Mint Condition, Intro and Coming Celebrity Theatre in Anaheim. The sold-out event featured superstar host Tevin Campbell and live performances from Brian McKnight, Mint Condition, Intro and Coming Celebrity Theatre in Anaheim. The sold-out event featured superstar host Tevin Campbell and live performances from Brian McKnight, Mint Condition, Intro and Coming

a shot #1. As mentioned earlier the ladies are on the move as evidenced by Xscape's "Understanding" which leaps #20-#4, trailed by SWV's "You're Always On My Mind" at #5. With 17 adds this week, Tony Toni Tone holds tight to their "Pillow" as they rocket up to #11 from their previous #31...Top New Entry goes to Zhane's "Groove Thang" (#23 debut) as this duo collects another 20 adds on their second week out, including WILD, KJMS, WFXX, KJMS and WJMH...Among the others debuts were #27-Salt N-Pepa/En Vogue's "Whatta Man." with some adds from WQOK/FM, WLOU, KGRM, WBLS, OC104/FM and KJLH, #30-Keith Washington's "Believe That," #31-Aaron Hall's "Let's Make Love," #33-De Ce Peniston's "I'm In The Mood," #36-George Clinton's "Marial Law" and #38-Janet's "Because Of You." Among Janet's adds were K98, WWDJ, WUSI/FM, WXYV/FM, WZAX, WKFX and KMJQ...Entering the chart at #38 is Lisa Lisa's "Skip To My Lu." On the radio: Congratulations to WKKV's Tony Fields for a successful holiday event. The V100-Toys R Us toy store scramble gave less fortunate kids a joyous Christmas. Ten lucky kids ages four through twelve participated in the scramble held at the local Toys R Us...When JT Taylor was on The Tom Joyner Morning Show last week he called for a signature campaign to support Michael Jackson, asking for fans and the public to add their names to strengthen the NAACP campaign against the media's treatment of African American celebrities. Additionally, Joyner initiated a special program as a tribute to the Jackson Family (Jan. 7) and commissioned a song "We Believe In You," which was featured on the morning show. Joyner asked Taylor to contribute a vocal to the recording, which was developed in a "We Are The World" mode.

JODY WATLEY

When A Man Loves A Woman

(MCA) 

The latest single from Jody Watley's Intimacy album is a monologue observing key elements of an unconditioned relationship between a man and a woman.

BLACKGIRL

Krazy (Kaper/RC)

Atlanta is definitely becoming the black music mecca. This Atlanta-based trio steps out from behind the scenes as session singers to show their talents. "Krazy" is the funk- phat debut single from their forthcoming album, Treat U Right.

ALL-4-ONE

So Much In Love (Blitzz/Atlantic)

Yes there's still room for another a cappella group—just ask All-4-One. Debuting with a remake of a recognizable ballad, these gentlemen are another narrative from his dog money on his mind' Snoop pulls another another narrative from his dog.

LENNY KRAVITZ

Heaven Help (Virgin)

Accompanied simply by a piano and guitar, Kravitz comes with a soulful love song that's reminiscent early '70s soul ballads recorded with real instruments.

SNOOP DOGGY DOG

Gin And Juice (Death Row/Interscope)

"With his mind on his money and his future plans: "Continue being an entertainer in every aspect."
**Gavin Rap**

**Editor:** Bill Speed  
**Associate Editor:** Thembi G Mshaka

---

**Most Added**

- **NAS**  
  It Ain’t Hard To Tell  
  (Ruffhouse/Columbia)

- **SHYHEIM**  
  Aka The Rugged Child

---

**New Releases**

**PLANET RAP** — A SAMPLE OF THE

**Various Artists**

Tommy Boy  
"O.K. Bishop," I say to myself,  
"You’re gonna sit through this whole
tor of Crossover Radio and Mixshow Promotions. Ricks left Capitol to join Eric Brooks’ growing team..."Rockbarrry" Benson has also made a move, from Hollywood/Basic to Tuff Break A&M, where he will be national director of rap radio. Rodney O of Rodney O and Joe Cooley has taken matters into his own hands and plans to help keep artists on top of the business side of the music industry. He started the Independent Label Coalition (ILC) to support and inform people who own or wish to start independent label ventures. “If you’re a rapper and you’re not platinum, chances are you’re making a lot of money,” Rodney says. He urges established signed artists who “realize that they need more power over their careers” to call the ILC at (213) 851-9488. WRAP Records and Easy Entertainment are reuniting the Treacherous 3 (word) with the release of Old School Hater, set to drop in March. That’s, Kool Moe Dee, L.A. Sunshine, Special K and DJ EasyLee have recorded another ground-breaking project. Grandmaster Flash, Chuck D., Rahiem (of the Furious Five), Rakim, Melle Mel and Doug E. Fresh join the Treacherous 3 in showing the “new rap family their identity and their roots” as EasyLee put it. Hip-Hop artists are living out the “Paid In Full” ethic. Eric B and Rakim laid down awhile back. In the coming year, expect to find even more of your favorite rappers and producers freakin’ the funk on the RB lip. Sir Jinx hooked Toni Braxton up with a smooth remix for her current smash “Seven Whole Days” (LaFace Arista), appropriately titled “Ghetto Vibes.” J-Swift of Pharcyde fame is now producing a female vocal quartet called the Jazzzy Fat Nasties, who are featured on the Wascals debut album due this spring...Black Sheep and Showbiz deliver phat tracks for their upcoming album...I’ll have more.

---

**Chartbound**

**VOL UME 10** - PistoJo-Pump (Innertor/RCA)  
**GREG OSBY** - Raise (Capitol/Blue Note)  
**KWEST THA MADD LADD** - Lubrication (Faultless/Interscope)

---

**Like That!?**

Okay, starting this week the 1994 GAVIN Seminar Countdown begins...the phantest and most exciting forum in the hip-hop industry jumps off just FOUR weeks from now! Registration forms are in this and every issue of GAVIN until the Seminar. Now is the time to contact our marketing rep John Austin at (215) 424-6571 about featuring artists in the GAVIN Rap Video Magazine and about putting promo items in your bags. If you have basic questions about the time and place of the Seminar, call the Convention Hotline at (415) 496-3200...Now for the hops: Jeru the Damaja “Comes Clean” into the #1 spot this week straight from the ground up...After being slept on through "Comes Clean" into the #1 spot this week straight from the ground up...After being slept on through the "Paid In Full" ethic. Eric B and Rakim laid down awhile back. In the coming year, expect to find even more of your favorite rappers and producers freakin’ the funk on the RB lip. Sir Jinx hooked Toni Braxton up with a smooth remix for her current smash "Seven Whole Days" (LaFace Arista), appropriately titled “Ghetto Vibes.” J-Swift of Pharcyde fame is now producing a female vocal quartet called the Jazzzy Fat Nasties, who are featured on the Wascals debut album due this spring...Black Sheep and Showbiz deliver phat tracks for their upcoming album...I’ll have more.

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**RECORD TO WATCH**

**CONSCIOUS SOUTHERNS**

**Somebitch To Ride To**

(Fonky Expedition)

Scarface/Priority

Oakland’s hottest rap duo has the tight blend for success — low-end, listeners and label support.

---

**New Releases**

**PLANET RAP** — A SAMPLE OF THE

**Various Artists**

Tommy Boy  
"O.K. Bishop," I say to myself,  
"You’re gonna sit through this whole
### RAP RETAIL

#### SINGLES

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<td>DOMINO - Getta Jam (Lubust/RA/Cherry)</td>
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<td>SNOOP DOGGY DOGG - What's My Name? (Death Row/Interscope)</td>
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<td>QUEEN LATIFAH - U.N.I.T.Y. (Motown)</td>
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<td>A TRIBE CALLED QUEST - Award Tour (Live)</td>
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<td>2 PAC - Keep Ya Head Up (Interscope/Atlantic)</td>
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<td>ICE CUBE - Really Doe (Priority)</td>
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<td>JERU THE DAMAJA - Come Clean (Playday/FFR)</td>
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<td>DAS EFX - Fresh (testwest)</td>
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<td>SHAQUILLE O'NEAL - I Know I Got Skillz (Live)</td>
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<td>SALT-N-PEPA - Shop (Next Plateau/London/PLG)</td>
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<td>MC REN - Same Old S**t (Ruthless/Relativity)</td>
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<td>12</td>
<td>SCARFACE - Now I Feel Ya (Rap-A-Lot/Priority)</td>
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<td>EASY-E - Real Compton City G's (Ruthless/Relativity)</td>
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<td>TODD SHORT - I Am A Player (Dangerous Music/Live)</td>
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<td>SOULS OF MISHIEF - 93 Ti Infinity (Jive)</td>
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<td>KRIS KROSS - I'm Here (Ruthless/Columbia)</td>
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<td>FATHER - Sex Is Law (Uptown/EMI)</td>
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<td>M.C. LYTE - I Go On (First Priority/Atlantic)</td>
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<td>FATHER - (I Know I Got) Skillz (Live)</td>
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<td>TAR TEAM - Whoomp! (There It Is) (Belinqu)</td>
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<td>JAZZY JEFF &amp; FRESH PRINCE - I'm Looking For The One (To Be With Me) (Jive)</td>
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#### ALBUMS

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<td>TOO SHORT - Get In Where You Fit In (Dangerous Music/Live)</td>
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<td>SALT-N-PEPA - Very Necessary (Next Plateau/London/PLG)</td>
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<td>MC REN - Shock Of The Hour (Ruthless/Relativity)</td>
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<td>EASY-E - It's On Dr. Dre! 187um Killa (Ruthless/Relativity)</td>
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<td>QUEEN LATIFAH - Back Reigh (Motown)</td>
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<td>SHAQUILLE O'NEAL - Shaq Diesel (Live)</td>
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<td>SPIKE LEE J.(O) - Hated (Jive)</td>
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<td>ERICK SERMON - Do It! (Def Jam/Columbia)</td>
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<td>BLACK MONON - Fritz Da Stage (Nervous)</td>
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<td>WU-TANG CLAN - Enter The Wu-Tang 36 Chambers (Wu-Tang/Loud/Reprise)</td>
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<td>DOMINO - Don't Miss Da Party (Ruthless/Clash)</td>
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<td>DEL THE FUNNiKOMOSAPiEN - Need No Fear Album (Elektra)</td>
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<td>SOULS OF MISHIEF - 93 Ti Infinity (Jive)</td>
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<td>2PAC - Thugz Like Us (Death Row/Interscope/Priority)</td>
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### GANGLUST ARRIST PROFILES

**GANGLUST STARR**

**Mass Appeal**

Chrysalis/ERC

GURU and Premier have done it again. Gang Starr is one duo that isn't compromised by the prolific nature of their material. At this point, they could restate the old adage: proficiency makes perfect. This song is a lyrical indictment of the real world. They serve up sobering lyrics about the reality of poverty and the consequences of one's actions. Only the best rappers have done it again. Gang Starr is one duo that isn't compromised by the prolific nature of their material. At this point, they could restate the old adage: proficiency makes perfect. This song is a lyrical indictment of the real world. They serve up sobering lyrics about the reality of poverty and the consequences of one's actions. Only the best rappers have done it again. Gang Starr is one duo that isn't compromised by the prolific nature of their material. At this point, they could restate the old adage: proficiency makes perfect. This song is a lyrical indictment of the real world. They serve up sobering lyrics about the reality of poverty and the consequences of one's actions. Only the best rappers have done it again.
"Speak Low is a song I remembered from my childhood. I first heard it in the film adaptation of the show 'One Touch Of Venus.' I loved the way Ava Gardner performed the song in the movie and filed it in the back of my mind to do it someday...and the day finally arrived."

FROM HER PLATINUM ALBUM
"Back To Broadway."

Barbra Streisand
Speak Low
(FROM "ONE TOUCH OF VENUS")

PRODUCED BY DAVID FOSTER.
CO-PRODUCED BY BARBRA STREISAND.

COLUMBIA
Most Added

RICK ASTLEY (50)
AARON NEVILLE (47)
ROD STEWART (44)
*ROBBIE DUPREE (37)
*BEE GEES (37)

Top Tip

RICK ASTLEY
"The Ones You Love"
(RCA)

Inside A/C

Hottest track in the format is Phil Collins' "Everyday," which has leaped to #5 since the holiday hiatus. HIT FACTOR in that time has climbed from 25% to 79%.

A huge move for Rod Stewart's "Having A Party" as it is now at #12 after only two chart weeks. Only six singles are being played by more than 10% of catalog stations. Two-thirds of all players already report quality rotations.

Richard Marx stakes his own claim as a format leader with "Now And Forever." Its 39% increase in HIT FACTOR is the week's most dynamic move and lands the single at #20 as a debut!!

Dolly Parton and James Ingram's "The Day I Fell In Love" moves from last week's debut at #37 to #10 as a debut!!!

Records To Watch

DARDEN SMITH
"Little Victories"
(Chaos/Columbia)

Chartbound

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Reports</th>
<th>Adds</th>
<th>Heavy</th>
<th>Medium</th>
<th>Light</th>
<th>Hit Factor</th>
<th>Weeks</th>
</tr>
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<tbody>
<tr>
<td>RICK ASTLEY</td>
<td>&quot;The Ones You Love&quot; (RCA)</td>
<td>79</td>
<td>59</td>
<td>—</td>
<td>8</td>
<td>12</td>
<td>10%</td>
<td>1</td>
</tr>
<tr>
<td>ROBBIE DUPREE</td>
<td>&quot;Walking On Water&quot; (Miramar)</td>
<td>64</td>
<td>37</td>
<td>—</td>
<td>5</td>
<td>22</td>
<td>8%</td>
<td>2</td>
</tr>
<tr>
<td>AARON NEVILLE</td>
<td>&quot;I Dee You One&quot; (A&amp;M)</td>
<td>62</td>
<td>47</td>
<td>—</td>
<td>5</td>
<td>8</td>
<td>8%</td>
<td>1</td>
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Gavin A/C #1 Hits From:

1/17/92 GEORGE MICHAEL & ELTON JOHN - "Don't Let The Sun...
1/13/92 FLEETWOOD MAC - "As Long As You Follow" (Reprise)
1/7/92 STEVIE WONDER - "Go Home" (Tamla/Motown)
1/18/85 CHICAGO - "You're The Inspiration" (Warner Bros.)

Total Reports:
This Week 221 Last Week 184
Hit Factor is a percentage of stations which will have it in Heavy or Medium rotation.
Reports accepted:
Monday at 8am through 3pm Tuesday.
Station Reporting Phone: (415) 349-1590
Gavin Fax: (415) 349-2590

Gavin January 14, 1994
Up & Coming

<table>
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<tr>
<th>Chart Position</th>
<th>Artist/Title</th>
<th>Label</th>
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<tr>
<td>48</td>
<td>Darden Smith - Little Victories</td>
<td>Chaos</td>
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<td>39</td>
<td>Gin Blossoms - Found Out About You</td>
<td>A&amp;M</td>
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<td>39</td>
<td>Bee Gees - For Whom The Bell Tolls</td>
<td>Polydor/PLG</td>
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<tr>
<td>32</td>
<td>Dan Hill With Rique Franks - In Your Eyes</td>
<td>Spontaneous</td>
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<tr>
<td>27</td>
<td>Wavelength - Listen</td>
<td>Ajent</td>
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<tr>
<td>22</td>
<td>Whitney Houston - Queen Of The Night</td>
<td>Arista</td>
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</table>

Dropped: Lauren Christy, Clive Griffin, Rick Astley, Hi-Five, Frank Sinatra & Barbra Streisand, Bobby Brown & Whitney Houston.

Plus Factor

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>Richard Marx - Now &amp; Forever</td>
<td>Capitol</td>
</tr>
<tr>
<td>Heart - Will You Be There (In The Morning)</td>
<td>(Capitol)</td>
</tr>
<tr>
<td>Phil Collins - Everyday</td>
<td>Atlantic</td>
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<tr>
<td>Rod Stewart From &quot;MTV's Unplugged&quot; - Having A Party</td>
<td>Warner Bros.</td>
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<tr>
<td>The Cranberries - Linger</td>
<td>Island/PLG</td>
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<tr>
<td>Bruce Hornsby - Rainbow's Cadillac</td>
<td>RCA</td>
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<tr>
<td>Beth Nielsen Chapman - Say It To Me Now</td>
<td>(Reprise)</td>
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<tr>
<td>George Benson - Lovin' On Borrowed Time</td>
<td>Warner Bros.</td>
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<tr>
<td>Ray Charles - If I Could</td>
<td>(Warner Bros.)</td>
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Records which receive the greatest increase in Hit Factor

#38 to #33 on the chart. New Oleta players include KVIL, KXYX, KJYN, WMTR, WSTU, and KBOL.

K.D. Lang's "Just Keep Moving" is doing just that as it debuts at #37 with a 34% HIT FACTOR.

Joshua Kadison's "Jessie" re-debuts at #40. The single first debuted in Gavin's A/C UP & COMING on May 14 of last year, peaking at #16 on July 30. Only 35 stations on it, but 71% report HIT FACTOR rotations.

Last week's RECORD TO WATCH is now strutting at WELI, Q93, WIZQ, KFJK, KJIM, KISS, KYMN, WLOL, WBFQ, KKLY, and KQFD.

Moving into RECORD TO WATCH this week is Darden Smith's "Little Victories," which debuts in UP & COMING with a strong #42 stations. Among the new are WBLG-FM, WXVL, KEZT, KMXV, KSAC, WQX, KSCQ, K99, KRMG, KGLE, KINQ, KSYN, WQX, WBFQ, KKLY, and KQFD.

New Releases

Chris Walker

"How Do You Heal A Broken Heart" (Pendulum/ERG)

Excellent song, flawless soulful adult performance. Can't miss! Sounds like one of those hit love themes from a hit movie.

Rick Astley's (above) new cry for help: "The Ones You Love." Is our TOP TIP to be next issue's highest chart debut. It pulled in a format-leading 59 ADDs including WMNB, KMXV, WJMQ, WQLR, WMIX, KLSY, and WCGQ.

Robbie Dupree's "Walking On Water" has picked up 37 A/C stations bringing the total to 64 and moving right into CHARTBOUND.

Barbara Streisand

"Speak Low" (Columbia)

David Foster and Johnny Mandel arranged an elegant score to support Ms. Streisand's always perfect performance.

K.T. Oslin

"Feeding A Hungry Heart" (RCA)

K.T. picks up the pace with a driving arrangement full of decidedly non-Country instruments. It's a song about those '80s ladies and gents who still live a life that's expected of them.

Dave Koz

"Lucky Man" (Capitol)

The title track of Dave's new album features the vocals of Charles Peergre (of Charles and Eddie fame). Dave's lyrical sax turns the song into a sweet and soulful duet.

Artist Profile

Robbie Dupree

Label: Miramar, 200-2nd Avenue W., Seattle, WA 98119
Promotion Contact: Kathy Monahan
Current Single: "Walking On Water"
Current Album: Walking On Water
Birthdate: December 23, 1946
Birthplace: Brooklyn, New York
Current Residence: Woodstock, New York
Marital Status: Recently single.
Biggest Single to Date: "Steal Away" - 1980
Musical Influences: Marvin Gaye, Steely Dan, Paul Butterfield
Favorite Album by another Musician: Gaucho by Steely Dan
Dislikes: "I hate the question, 'Do you live where the festival happened?""
Favorite Pastime: "I'm a movie fanatic."
Favorite Sports Team: Los Angeles Raiders
Pets: McMurphy, a dog.
If I weren't a Recording Artist, I'd be: A divorce attorney.
Future Plans: "To become closer to Cindy Crawford."
Dear Diary Part II

BY NATALIE DUITSMAN

Last week we printed Part 1 of a true story entitled "Dear Diary...I Lost My Job," in which a medium-market program director had received a bad book and a summons into the general manager's office.

June 2—It's a simple conversation, really. He has read my proposal and has decided not to accept my ideas; he wants to take the station in another direction. He adds, "It's nothing personal, you're not a bad person or bad programmer. I think a change of scene would be good for you, to build a new fire for you to succeed."

He says he thinks I'd be better off returning to a major market as an on-air talent or to a turn-around situation; that is where he feels I could do my best work. (Funny how my current turn-around situation isn't one of them.) He tells me he will be happy to help me in any way he can and wishes me well. He sets a quasi-deadline of mid-to-late July as my departure date and assures me no one on the staff will know the actual reason for my leaving. In effect, he is giving me the opportunity to save face.

I knew the answer to my next question before I asked it, but I asked anyway. "What is it about my proposal that you don't like?"

He had a stock answer ready. "I've decided the station has to go in a new direction."

I thanked him for his honesty, for giving me so much notice, and got up to go home.

On the drive home I thought about how I would break it to my wife, about how we would handle our finances while I looked for a job. It was time to go to work.

July 1—In the past 30 days, I've been through a lot of changes. My wife and I have accepted what is happening and have made adjustments. We sat down and outlined our spending and made some cuts of luxury-type items. Some good has come out of this as we both are becoming more conscious of our spending, and figured out we can almost break even when I stop working and start drawing unemployment.

On the job search scene, I've sent out about 25 packages to all areas of the country. I've read in the trades that some of the jobs have been filled, but for my mental survival, I have to figure that if there hasn't been an announcement or letter of rejection, I've still got a fighting chance.

Another thing that has kept me busy is networking. My phone bill will be higher than normal, but that's just part of the job search expense. I've networked with folks from Connecticut to Montana from Oregon to Georgia, which has opened a few doors. Still no firm bites, but there are several opportunities that I feel could come through.

July 14—Another two weeks have passed, and it seems that my job search is no further along than it was before. I know the 4th of July holiday has slowed down the process. My wife has been very supportive, as have close friends who know of my situation. Each day I have to remind myself that the process takes time and to have patience. What makes it tough is that I feel all bottled up inside. I want a job and I want to work! I've talked with a couple of PDs and don't know how to communicate my eagerness to them, worried that if I blurt it right out, it may scare them off.

At work, things are status quo. I still don't know when my last day will be. There are some people in the station who know and others who don't. Since my ads have run in the trades, the word is out. Folks at other stations in the market know; it's just a matter of time before it becomes reality. I do appreciate what the GM is doing for me, allowing me time to find something before I leave. It also helps him as my continuing to work is making it easier to fill vacation requests, but those are rapidly coming to an end. At the end of vacation season, I figure I'll be finished at work and sent packing.

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SHOW PREP

WYEP/FM seeking a MD/midday talent. Candidates must be A’ ready and familiar with public radio. Send cover letter that demonstrates your understanding of niche marketing to adults to: Mike Ellsasser, Box 66 Woodland Road, Pittsburgh, PA 15232. No calls, please. [1/14]

ADULT HITS MONSTER has opening for air talent with a presentation that is positive, natural, friendly and relatable to the 18-49 demo. Experience and above average production skills. Solid chance for APD, creative services and promotions assoc. duties for the right candidates. T&R ASAP: Dan Olsen. KOKZ FM Radio, PO Box 1540, 3721 Independence Ave., Waterloo, IA 50703. [1/14]

SST RECORDS is seeking to fill a full-time entry level radio promotion position. Strong phone, tracking, computer and organizational skills are required. Experience in retail sales or promotion helpful. Resume w/cover letter: SST Records, Ron Coleman, Box 1, Lavonale, CA 90236, or fax. (310) 450-7296. No calls, please. [1/14]

NORTHERN CALIFORNIA’S NEWEST ADULTROCK
KRSH is looking for an experienced Operations Mgr./PD. Mgmt. skills, passion for good music, computer expertise a must. If you are creative, organized, intelligent and looking for a unique programming opportunity, contact Fred Constant, 2121 Diamond Mountain Road, Calistoga, CA 94515. No calls, please. EOE [1/14]

KMXI-JOPLIN, MISSOURI is on the hunt for a PM drive air talent. Females encouraged. T&R: Mark Anthony, KMXI, PO Box 1302, JoPlin, MO 64802. [1/7]

KMVX IS ACCEPTING APPLICATIONS for AT. Good production a must. Females encouraged. T&R: Lamont Summitt, 47 North 100 West, Jerome, ID 83338. EOE [1/7]

MIDWEST FULL-SERVICE A/C seeks afternoon AT with MD and p-h-p skills. Hard work, with many rewards for young, expanding broadcast company. T&R: Greg Camp, KFMQ Radio, PO Box 36, Park Hills, MO 65601. [1/7]

TODAY'S BEST COUNTRY WYTE-96 in 150 Arbitron market, seeks on-air talent with production and remotes skills. T&R: PD, PO Box 1030, Stevens Point, WI 54481. EOE [1/7]

ROCK AFTERNOONS AND PRODUCTION DIRECTOR Beautiful ski resort town. Need experience in both Album and production. Call Shawn for details.
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**WANTED:** Morning pro for bright A/C in the Napa Valley. Steady company, great place to live. Possible midday opening with production a must. T&R: Gareth Nichols, 1124 Foster Road, Napa, CA 94598. [1/7]

**PART-TIME REPORTER/ANCHOR NEEDED.** Job includes some nights and weekends. T&R: News Director, WAXY/WAYY Radio, PO Box 6000, Eau Claire, WI 54702. EOE [1/7]

**LEADING NORTHEAST IOWA HOT A/C needs an evening announcer. Excellent facility in college town only 2 1/2 hours from the Twin Cities. Rush T&R: Dennis Green, KRJZ/REDZ Radio, Box 27, Decorah, IA 52101. [1/27]

**MORNING PRO NEEDED now for 100KW Rock, A/C. Must be creative with great phone, production and enjoy public appearances. T&R曳: Steve Resnick, Z104, PO Box 1451, Wausau, WI 54402. EOE [1/17]

**ADULT COMMUNICATOR needed for morning show with 2 years experience in News, Talk and/or Country. Salary DOE. T&R曳: KBCQ/KCKN, Box 670 Roswell, NM 82202. EOE [1/27]

**EVENINGS & OVERNIGHTS**

Great shift and station to learn and grow. Beginners encouraged. T&R曳: KBQ/ZQ, Box 670 Roswell, NM 82202. EOE [1/17]

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**KTTH/FRESNO**

seeks on-air personality for Hot A/C overnights. Women and minorities encouraged. T&R曳: Art Farkus, 2775 East Shaw, CA 93710. [1/27]

**KSTN/STOCKTON**


**SMALL MARKET COUNTRY AM/FM, rare afternoon opening. Must have good writing and production skills. Need first of year. T&R曳: Dean Michael, PO Box 587, Lancaster, WI 53813. [1/17]

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**NOTHING'S OUT OF THE QUESTION!** Recent college grad. Energetic, hardworking team player. Any format or shift. BOB: (617) 269-6144. [1/14]

**WHOOPP-HERE HE IS!** Ten-year pro, "Kevin in the morning," is available NOW to give your listeners a daily close of fun. Call me! (609) 863-1991. [1/14]

**RECENT BROADCAST GRAD**

from highly accredited school seeking AT/Sales position. Computer literate. T&R available. DAVE: (612) 729-4699. [1/14]

**THE ONE AND ONLY MAKITO.** 16-year pro seeking advancement anywhere. Have done it all. Write to me: 1064-B Countryside Drive, Liberal, KS 67901. [1/14]

**ELEVEN-YEAR HIGH ENERGY PRO**

with programming, production and promotion experience in Country, Classic Rock and Album. Looking for day gig yesterday in small or medium market. SHAWN: (208) 983-2920. [1/14]

**PD/ASS'NT PD POSITION WANTED.** Experience with music and information formats. All clayparts with managerial and sales experience. Single, ready, willing to relocate. MARK: (515) 423-6355. [1/14]

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**24-YEARS BROADCAST EXPERIENCE, with experience in all facets of radio, including operations, programming and sales. Seeking stable, long-term management and/or on-air position. All markets/positions considered. Prefer Great Lakes, Mid-Central area. MIKE: (419) 243-0043. [1/14]

**BRIGHT, ENERGETIC AND ENTHUSIASTIC new DJ, seeks on-air position. Willing to learn your format and work any shift. LARRY: (612) 457-6294. [1/14]

**EX-RODEO PERSON TURNED DJ, seeks full-time on-air position at any size Country station. Play-by-play exp. Will relocate. PAT REWERTS: (612) 825-9593. [1/14]

**YOUNG, ENERGETIC, ORIGINAL, with management experience. Looking for on-air, production, on sales or combo job. If interested, call BRAD: (612) 738-8941. [1/14]

**PROFESSIONAL, RELIABLE, HARDWORKING news and sports talent. Former history/gov't teacher excited about a new career in radio. Will relocate. JOHN: (612) 698-6861. [1/14]

**LOW MAINTENANCE, HIGH PERFORMANCE DJ**

looking for first opportunity. Brown graduatae willing to relocate. DANK: (612) 739-6674. [1/14]

**HOT A/C, COUNTRY, ROCK, TOP 40 OR OLDIES stations. Veteran air talent for hire. Serious inquiries. Will relocate. STEVENS: (402) 474-6408. [1/14]

**GET RICH QUICK!** I can be the sizzle to your steak. Currently working in Chicago. RICH: (708) 469-7155. [1/14]

**1993 BROWN INSTITUTE GRADUATE.** Seeking on-air DJ and production work. For T&R, call ALAN: (612) 699-5639. [1/14]

**PERSONALITY AND PIPES!** Air talent for hire with excellent production and programming. For fine T&R call: JAMES: (612) 588-7736. [1/14]

**PROGRAM DIRECTOR/MORNINGS.** Save money in '94 with a combo man. 13-year vet seeks medium market at Album, Top 40, Country or Oldies. SHAWN: (503) 383-0806. [1/7]

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For more information contact Natalie Duitsman at (415) 495-1900 or fax at (415) 495-2580 or write to The Yellow Pages Of Radio, 140 Second Street, San Francisco, CA 94105.
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<td>John Dillard</td>
<td>954-426-1234</td>
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<td>Md. Heights, MD</td>
<td>Robert Young</td>
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**Rocky Mountain**

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<td>El Paso, TX</td>
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**Far West**

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<td>San Francisco, CA</td>
<td>Jane Doe</td>
<td>415-567-8901</td>
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<tr>
<td>Seattle, WA</td>
<td>Mike Smith</td>
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<td>Jane Doe</td>
<td>617-567-8901</td>
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<td>Mike Smith</td>
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**Mid Atlantic**

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<td>Milwaukee, WI</td>
<td>Mike Smith</td>
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**West Coast**

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<td>915-567-8901</td>
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**Far West**

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<td>Los Angeles, CA</td>
<td>John Brown</td>
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<td>Seattle, WA</td>
<td>Mike Smith</td>
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**Northeast**

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<td>John Brown</td>
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<td>Mike Smith</td>
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<td>Maui, HI</td>
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<td>Mike Smith</td>
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COLUMBIA, SC (DJ PRINCE ICE-WWDM) 803-783-9508
GREENSBORO, NC (YVONNE A./DJ T-LUV-WNAA/FM) 919-334-
NORFOLK, VA (HEART ATTACK-WOWI/FM) 804-627-5800
BALTIMORE, MD (VINNIE JACK/RAY GAVELVFM) 410.319-
NORRISTOWN, PA (KYLE VEREEN-THE SOUND OF
STATE COLLEGE, PA (STEVE BROWN-WPSU/FM) 814-861-5073
PITTSBURGH, PA (DEBBIE-NATIONAL RECORD MART) 412-471-
PITTSBURGH, PA (FUNKSTER JONES-STEDEFORDS) 412-321-
TOP 10: Das EFX, Queen Latifah, Jeru Da Damaja,
LordsUnderground, 2 Pac, Wu -Tang Clan. Tribe
EFX. Snoop Dogg, Shaquille. MC Ren,
Fresh, Boss, Hoodratz, Mad Lion, Circle 0 Power.
ADDS: The Whooliganz, Wreck Allstars, JO,
Father, Leaders Of The. Dr. Dre, Naughty By....
KRS-ONE, Salt & Pepa, Snoop Dogg, Onyx,
Source, Redman. Souls Of Mis... TOP 10: Black
ADDS: Nasty Nas, Pharcyde, The Wascals. (.Hoodlum, Odd
TOP 10 ALBUM: Snoop Dogg. Wu -Tang Clan,
TOP 10 ALBUM: Snoop Dogs, Ice Cube, Salt &
TOP 10 ALBUM: Snoop Dogg, Tribe Called..., YZ, Tha Alkaholiks.
ADDS: Frozen. No Adds. TOP 10: Tribe Called..
ADDS: Pharcyde, Shade Of Lingo, Daddy -O,
Doug E. Fresh, Hoodratz.
k.d. lang, Robbie Dupree, Darden Smith, Aaron Allston, DHill & RFranks, Bellamys, Rick Astley.


Phil Collins. Rod Stewart, Squeeze. Cranberries.

Rick Astley, Dave Koz, Aaron Neville. Indigo Girls.


No Report. Frozen.

Springsteen. Def Leppard. Aerosmith, Bee Gees, Darden Smith.


Hill, Panama City, Defeat. LeDoux, Def Leppard, Aaron Neville. Rick Astley.

Springsteen. Def Leppard. Aerosmith, Bee Gees, Darden Smith.
For the full text of this document, please refer to the original source.
**Southeast**

**WASHINGTON, D.C.**

**RED HABIT**

- **AMPHITHEREUM**: Pop, Punk, New Wave.
- **HEDGEHOG**: Pop, Punk, New Wave.

**NEWMEXICO**

- **PINK**: Pop, Punk, New Wave.
- **HEDGEHOG**: Pop, Punk, New Wave.

**MIDWEST**

**CINCINNATI, OH**

- **RIVER:** Pop, Punk, New Wave.
- **HEDGEHOG**: Pop, Punk, New Wave.

**ARMONK, NY**

- **RIVER:** Pop, Punk, New Wave.
- **HEDGEHOG**: Pop, Punk, New Wave.

**NEW ORLEANS, LA**

- **RIVER:** Pop, Punk, New Wave.
- **HEDGEHOG**: Pop, Punk, New Wave.

**SOUTHEAST**

**SOUTH CAROLINA**

- **RIVER:** Pop, Punk, New Wave.
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- **RIVER:** Pop, Punk, New Wave.
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**FLORIDA**

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**GEOGETOWN, VT**

- **RIVER:** Pop, Punk, New Wave.
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**VERMONT**

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Central

LINDSAY, WY(KERRY THOMAS-WGLG) 307-770-7543

ADDs: Tori Amos, Pearl Jam, R.E.M.


This is a list of albums and artists, primarily rock and alternative, that are mentioned in the document. It includes bands like Nirvana, Pearl Jam, Crowded House, and individual artists like Tori Amos and Tom Waits. The list is organized by genre and includes mentions of various locations and radio stations.


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Whad'ya mean it's too late to get an ad in the GAVIN Directory get me that Lou Galliani he can always work something out and while you're at it make sure I'm registered for the GAVIN Seminar I can't afford to miss that it's the only event on the calendar for me and book me a room at the St Francis I gotta be where the action is can we get a CD in the Seminar bag and what about a showcase there are so many acts that have broken out of GAVIN we can't afford to miss the opportunity don't take no for an answer there are so many important radio contacts there don't mess this up or it's your job don't hang up on me now...
The only thing that hurts
more than saying goodbye
is saying it a second time

It's Been Hard Enough Getting Over You

Produced by Phil Ramone
Written by Michael Bolton

From the new album
OVER MY HEART
GAVIN CHART CONNECTIONS

Inside Connections

This week's GAVIN Chart Connections is brought to you by 514 Urban, Top 40 and A/C stations.

Most connected of all singles is "All For Love," from Sting, Stewart and Adams. Its #1 hit has a factor of 96% at both Top 40 and A/C radio with 408 of 460 stations.

The A/C to Top 40 connection includes all of A/C's top nine singles, yet by this time next week Top 40 and Urban may only have four singles in common.

Most Added from the Rod, Sting & Bryan three formats is Janet Jackson's "Because Of Love" with a top 17 out-of-the-

Ace Of Base

box ADDs. Richard Marx's "Now & Forever" is distant second with a factor of 96% at both Top 40 and A/C radio with 408 of 460 stations.

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February 17, 18, 19. That's the 1994 GAVIN SEMINAR, of course, and I'm aiming to make my way to San Francisco to meet up with all my friends from radio and music once again. It amazes me how fast it comes around each year but I wouldn't miss it for the world.

"You see, as well as finding lots of familiar faces (and new ones!), I actually learn a lot from it, unlike some conventions I could mention. You get a nice mix of very specific sessions and broader topics which tackle the real issues. I hear there's going to be lots about some of the new technologies in 1994. I guess we've got to face up to change. Why, I'm even thinking of investing in one of those dishwashing things sometime soon. But that's another story.

"The other thing I like about the Seminar is the chance to cut a rug at the live performances. You can really let your hair down, in a manner of speaking, as well as finding out what the latest "big thing" is likely to be.

"So take a tip from a regular. Better book your place real fast on that new fangled Seminar Hotline (that's 415-495-3200, if memory serves me correctly) and feel the benefit of those early registration rates.

"As for the dishes, I guess I'll be letting those nice people at the Westin St. Francis take care of all that stuff."

"Nice talking to you."
Dave Koz has every reason to consider himself a Lucky Man.

His first single, "You Make Me Smile," went Top 5 AC. After spending 8 weeks at #1 on the NAC charts, tying the record set by Kenny G., LUCKY MAN went on to become 1993's #1 NAC album.

Now, with his new single, Dave takes his saxual passion and intensity one step further by adding the soaring vocals of Charles Pettigrew (Charles & Eddie). Looks like Dave's on a winning streak.

Dave Koz and Charles Pettigrew. A Winning Combination.
On Capitol.

NATIONAL TOUR STARTS FEBRUARY 11
Produced by Dennis Lambert for Tuneworks Records, inc.
This is Bill Walsh’s time of the year. And the former head coach and general manager of the San Francisco 49ers has three Super Bowl championship rings to prove it.

But this year, on the January day when current Niners coach George Seifert was bemoaning the “chaotic” and “sorry state” of his team as it seemed to be wandering, dazed, into the playoffs, Bill Walsh was moving into new offices at Stanford University, where he has been the head coach the last two seasons.

After a losing campaign, one most observers wrote off as one in which Walsh was rebuilding, he was getting ready to go out and recruit talent. But Walsh, who was widely hailed as a genius before and during his time with the 49ers, is a popular attraction on the speech circuit, and has agreed to be a keynote speaker for the 1994 GAVIN Seminar.

Walsh will bring a three-decade long record of winning to the podium. It began in 1957, when he coached a Bay Area high school team, then moved to UC Berkeley and Stanford as an assistant coach, then joined the Oakland Raiders as backfield coach for Al Davis. In 1967, he became part of the legendary Paul Brown’s new club, the Cincinnati Bengals, and made Brown’s hallmarks—theory, organization, and teaching—his own. After leaving the Bengals in 1975, and a season with the San Diego Chargers, he returned to Stanford in 1977 and compiled a 17-7 record in two seasons. It was, of course, with the 49ers that he found his greatest glories, when he took over a bad-sack squad and led them to Super Bowl victories in 1982, ’85 and ’89. Among his many rewards: NFL Coach of the Decade honors for the ’80s. After the last triumph, he retired, but soon returned to the public eye as an analyst for NBC broadcasts of NFL games. In 1992, he returned to coaching and to his favorite university: Stanford.

Although he’ll be addressing a radio and recording industry conference, Walsh doesn’t try to put himself across as any expert—or even a great fan—of contemporary music. A morning drive into work accompanied by a NewsTalk station, he says, he’ll head home to the heat of an oldies station like KYA-FM. At home, he might put on Broadway showtunes or standards by Irving Berlin. “I like all forms of music,” he says. “I don’t follow any particular artist.”

It’s when he thinks of music and radio as businesses that Walsh can see a bridge between what he does and what GAVIN readers do.

To introduce Seminar attendees to the coach, we spoke with him recently about common grounds. The short conversation is followed by a reprint of an article Walsh wrote for Forbes ASAP Magazine.

GAVIN: Do you ever think of football as entertainment? As something beyond competition and strategy?

I consider football as much an art form as music is. Creativity is critical, but there’s got to be continuity to it, and also being able to orchestrate it, and then there’s the final product. From the thought of creating something to the point that it’s a beautifully orchestrated piece of music, there’s a parallel there.

Like sports, the music industry is an intensely competitive, high-pressure business, in which one seeks to win at all costs. What’s your approach to winning and losing?

If you’re going to endure, then you’re going to have to deal with disappointment, frustration, and occasional losing. If you’re only going to take the responsibility for wins, that’s another thing, but if you expect to have an operation that’s going to weather different seasons, different trends and things of that nature, you’re going to have to be able to deal with frustrations and defeat, and you’re going to have to be resilient enough to absorb it better than the other people can.

So if there’s a trend, like in your (music) business, I would think that those who can deal with quick change and evolution the best, and not linger too long, are the ones who can endure.

To me, sports is enduring as much as it is winning.

Something else our businesses share is the intense charting of our efforts. You’re being graded week by week, or game by game, in your case.

That’s the detail of what we do, and using every bit of information that’s available, and being able to evaluate that information and make decisions—‘that’s critical to us.

And there’s the competition. Football just takes every bit of your very existence to do it, to succeed, so that everybody in the organization is really tested, emotionally, in your ability to deal with others and absorb the frustrations that go with it. So you’re continually being tested. Your mind can play tricks on you.

One of the major problems is that one factor that’s disappointing can affect everything else you do. The other factors may be normal, but you can make them more difficult. You have to compartmentalize your frustrations.

Did you gain much from your experience as a color commentator at NBC-TV?

No question about that. I’m much more versed in what the needs are within a communications network, the role each person plays, the mentality that exists, the atmosphere—it can be very slippery! You’re so much at the mercy of the critics. Too many of our people who weren’t necessarily well-informed were the critics.

And some critics were looking not at what you sought to deliver, but at the cosmetics.

The subject matter or the composition of what you’re doing could be the last thing on their mind. They were looking for a quick little quip or a quotable remark.

In a difficult time—such as the season you’ve just gone through at Stanford, which was a losing season, but one that is widely considered transitional—do you adjust your thinking and expectations in preparation for the bottom line?

Exactly. You have to adapt your goals, in a sense, and be able to glean whatever you can out of something, and not allow it to become catastrophic. Sometimes you’re battling, doing the best job you’ve ever done just to be able to field the team, let alone win a lot of games.
Love always pays off

GRAMMY NOMINEE
BEST POP MALE VOCALIST
OF THE YEAR

AARON NEVILLE

J'ouet You, One

The follow-up to the smash hits "DON'T TAKE AWAY MY HEAVEN"
and "DON'T FALL APART ON ME TONIGHT"
Written by the same team that brought you "SAVE THE BEST FOR LAST"

From the PLATINUM album THE GRAND TOUR
Produced by Steve Lindsey  Executive Producer: David Anderle  Direction: Bill Graham Management

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Hard Rock Releases

OVERFLASH
Threshold To Reality (MWN)
As the hard-core industrial music scene's popularity picks up speed, new bands like Overflash pave the way to acceptance. Hailing from a small town in Sweden, Overflash is a one-man band (Devo Anderson) that sounds like an enormous orchestra, spitting out massive guitar slabs, intricate techno beats and shrill vocals. Clashing death metal grids with industrial spacer, Overflash's vigorous upbeat sound will attract listeners who thrive on speed metal or industrial jams. According to the bio, this form of death metal/cyber-techno music is called Cyberdeath. Great, another label but at least it sounds cool. Whether cyberdeath or industrialized death metal, Threshold To Reality rocks. Most of the songs have a classical core which is layered with heavy metal riffs that expand into speed metal riffs and vocal snarls coated with techno synth/keyboards. “Enter Life Between” is the best example of Overflash’s musical dexterity. As it drifts between hard-core death metal raps to classical low-end guitar plucking that floats on an endless stream of soft melodic piano and synthesizer chords. It’s a stark contrast to the rest of the cuts, which are pretty hard-hitting. Some of the more death metal guitar-oriented tracks include “The Evolution,” “Nuclear Winter” and “Future Warrior.” “Life Converter” and “The Evolution” are a notch lower than death metal but still boast heavy metal guitar riffs. If your listeners enjoy death metal industrial mixes, Overflash is a must play.

PITCH SHIFTER
Desensitized (Mosh/Earache)
The latest trend among industrial bands is the use of death metal and heavy metal guitar riffs. Following this fad with great vigor is a band from Nottingham, England called Pitch Shifter, whose metallic rhythms and gyrating slams scream '90s rock. There’s an additive quality to industrial bands who filter heavy metal guitar grinds throughout their music giving it that hard-edged dangerous appeal. With their latest album Desensitized, Pitch Shifter ignores the “drive carefully” signs and dives head first into a realm of intense techno orgasmic sounds that are accompanied by metallic guitar riffs, thuddling drums and raging vocals. Programmier and guitarist Jon Carter sets this cosmic groove along with bassist Mark Clayton and drummer D, with Jon Clayden helming out the chaotic vocals. Check out “To Die Is Gain” to discover Pitch Shifter’s dance side, which offers roaming bass vibes and an array of techno beat sounds that border on hip hop. The very next song, “(a higher form) Killing,” has Pitch Shifter churning out crazy guitar slams that wiggle their way across Ministry-like industrial spazz and Metallica-like metal prowess. Metal radio should focus on “Cathode,” “Rhinomen,” “Gatherer Of Data” and “Triad.” Shift your station into high gear and spin Pitch Shifter.

VICTIMS OF INTERNAL DECAY
(Grind Core)
I may be a little late on this one, but my tardiness has been made up for by metal radio’s eagerness to play it. Victims Of Internal Decay sounds as heavy as the images their name conjures up. Not rock or industrial, this band is strictly death metal. Blasting out guitar-ripping slams, evil vocals and thunderous bass and drum atrocities, Victims Of Internal Decay don’t mess around with delicate melodies or anything that represents wholesome music, which is why hard-core radio and specialty shows will have a field day with this. The traditional death metal styles, which include out-of-control drumming and unidentifiable vocal growls, are present; but Victims adds a creative hard guitar driven edge that sets them apart from other death metal bands. No matter how hard some of the cuts may be, there’s a lingering rhythm that makes your head whirl to the guitar romps that often expand into entwining low-end metallic grinds. If you’re looking for seriously hard metal, Victims Of Internal Decay will have them moshing in no time. Check out all tracks; they’re all heavy and hard.

PRONG
Profile Editor: Sheila Bens
Lineup: Tommy Victor, vocals/guitar; John Bechdel, programmer/sampler; Ted Parsons, drums; Paul Raven, bass
Label: Epic
ALBUM: Cleansing
First Single: “Snap Your Fingers, Snap Your Neck”
Produced By: Terry Date and the band
Tommy Victor Talks About:
Writing: “Most of it’s mine since I’m the vocalist and guitarist. I have to come up with the riffs and simultaneously try to get an angle on the vocal. I present my work to Ted, the founding member of the band, and we work together on the music side of it.”
Pre-production: “All our pre-production work made the actual recording go a lot faster. You can focus on what you really want to do. On our previous recordings we were more scattered in our thoughts, and we were always running out of time when we had to lay the tracks down.”
Terry Date: “We looked at a lot of producers and engineers. Terry wasn’t sure that he’d be able to do the Prong recording at first because of some personal business. The records that he’s worked on that really impressed us were both Pantera albums and Soundgarden. He came down to meet us when we played Seattle because the Soundgarden guys were always talking his car off about us. We did the basic tracks in New York, but did the overdubs at Bad Animal Studios in Seattle because Terry wanted to be close to his wife and their new baby. We were primarily interested in his guitar sound approach and his concern with getting the songs across void of a lot of access.”
Mixing: “It is our best mixed album, without a doubt. One of our concerns was to make sure that it came across vocally, and again Terry was excellent in achieving that goal. On our past records there was a lot of processing going on and there was a certain sterility in the vocals.”
First Single “Snap Your Fingers, Snap Your Neck”:
“Paul Raven, our new bassist from Killing Joke, really helped a lot on this one. He knew exactly what to do on that song without a lot of excess. The tune has a lot of Killing Joke elements and makes it a perfect first single because of that influence. It still has the attack and heaviness of Prong with more darker qualities than your average group. It’s a good hook and a good song regardless of the darkness. We’re never shy about about saying that over the years Killing Joke has been a huge influence on Prong.”
Mechanized Sound: “It’s important to have the human element. Terry has stayed away from some of the rhythms on earlier recordings. Now he’s concentrating on the grooves, and we’re trying to maintain the grooves and achieve diversity within a song like “Broken Peace.” We want different atmosphere and textures, and with the samples of John Bachdel formerly of Murder, Inc./Killing Joke, and extra guitar parts we’re maintaining that groove a lot more than we have in the past. Prong still has the quality that allows us to go up with dinkie little amps and really shitty equipment and still pull it off. I like that aspect of it.”
Touring: “We’re going out with Obsessed and White Zombie, beginning January 23 in Oklahoma City. It’s great. I’m not expecting too much from radio. They’re not even picking up on what’s really obvious. We can’t rely on radio so we’re just going to continue touring. We are trying to do something that’s a little ahead of the game. This new music we’ve done could see us touring with a lot of different bands. We’re improving, we’ve kept our heads straight and we’re trying to improve ourselves individually — and that’s the most important thing.”

Gavin January 14, 1994
### Rock Releases

**ZZ TOP**

**"Pincushion"**

(RCA)

Classic Texas rockers ZZ Top are back with their trademark crunchy Tex-Mex guitar grooves and driving drum beats on their latest single, "Pincushion," from their upcoming album, *Antenna*. This single brings guitarist Billy Gibbons, bassist Dusty Hill and drummer Frank Beard (he still refuses to grow one) back to their traditional electric sound which first got people hooked to their rendition of rock 'n' roll. College radio will experiment with this, but it'll be album radio that will give "Pincushion" tremendous airplay, and in the process give pleasure to many ZZ Top devotees. Eleven Gavin Rocks stations are already on it. Add "Pincushion" and give your listeners a taste of traditional "border rock."

**BLACK SABBATH**

"Back To Eden"

(IRS)

The rock 'n' roll plague continues to spread through radio, and Black Sabbath's "Back To Eden" is the carrier. From the days when Ozzy Osbourne reigned as lead singer to the present, Black Sabbath has been stereotyped as an evil rock band whose music influenced young people to commit unsavory acts. This single makes those remarks seem as ridiculous now as they were when the band first started recording. "Back To Eden" shows Black Sabbath emerging as a mature rock 'n' roll band ready to infect mainstream radio. The flippant guitar riffs and classic '70s metalized vocals will find a home at album radio. College radio will spin this for old times sake, but it'll be album radio that take's this one home because it will appeal to older listeners as well as diehard Sabbath fans. The A-side will find more success on Album radio than on college. Like the A-side will find more success on Album radio than on college. "Back To Eden" will give people something new and different from the band first started recording. The rock 'n' roll plague continues to spread through radio, and Black Sabbath's "Back To Eden" is the carrier. From the days when Ozzy Osbourne reigned as lead singer to the present, Black Sabbath has been stereotyped as an evil rock band whose music influenced young people to commit unsavory acts. This single makes those remarks seem as ridiculous now as they were when the band first started recording. "Back To Eden" shows Black Sabbath emerging as a mature rock 'n' roll band ready to infect mainstream radio. The flippant guitar riffs and classic '70s metalized vocals will find a home at album radio. College radio will spin this for old times sake, but it'll be album radio that take's this one home because it will appeal to older listeners as well as diehard Sabbath fans. The A-side will find more success on Album radio than on college. Like the A-side will find more success on Album radio than on college. "Back To Eden" will give people something new and different from...
Most Added

PHILADELPHIA SOUNDTRACK (15)
RAIN-BO TRIBE (11)
GARY LAMB (7)
JEANNE NEWHALL (7)

ARTIST PROFILE

CANDY DULFER

FROM: Amsterdam
LABEL: RCA
LATEST RELEASE: Sax-A-Go-Go
CANDY SAYS: "I love jazz, funk and R&B music the most, so the combination of the three is the greatest!"
SPECIAL GUESTS: "We had the opportunity to work with Maceo Parker and the JB Horns. We had a song that screamed for the Tower Of Power Horns and were lucky to get them during their tour of Europe."
POP VERSUS BOP: "I wanted to make a real hip record and use a lot of drum computers and sampling. We like layering different loop samples together. It sounds unrecognizable, but still gives something different to the music."
ON "BOB'S JAZZ": "It was written by my partner, Uto Bed, and inspired by the whole Acid Jazz scene. We had the leading Hammond organist in Holland play a solo and added samples of freight trains and helicopters."
INFLUENCES: "Maceo Parker, David Sanborn, Charlie Parker. Chaka Khan is one of my greatest influences in jazz. I've also been inspired by Miles Davis, especially his trumpet playing."
WRITING SONGS: "I find it very hard writing songs from scratch. I can only write when there's someone else around, but I'm good at streamlining other people's ideas with my own style."

RECORD TO WATCH

PHILADELPHIA SOUNDTRACK
(Epic)
A lot of directions to go here, from a bluesy Sade to a sad Bruce Springsteen to an eclectic Peter Gabriel.

Chartbound

- PHILADELPHIA SOUNDTRACK (Epic)
- RAIN-BO TRIBE (Positive Music)
- MICHAEL BOLTON (Columbia)
- JESS ELLIS KNUBIS (Hidden)
- FRANK SINATRA (Capitol)

Dropped: #36 Winter's Solstice, #44 Lex De Azavedo, #45 Robbye Dupree, #47 Stanley Turrentine.

REPORTS:

Reports accepted Thursday only 9am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

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GAVIN A 2

ADULT ALTERNATIVE
EDITORS: Kent/Keith
Zimmerman

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<td>RONNY JORDAN - The Quiet Revolution (4th &amp; Broadway/Island)</td>
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<td>BILL CUNLIFFE &amp; FRIENDS - A Paul Simon Songbook (Discovery)</td>
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<td>WARREN BERNHARDT - Family Album (IMP)</td>
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<td>ANDREAS VOLLENEWEID - Eden Minstrel (SGK/ERG)</td>
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<td>CHARLES MICHAEL BROMAN - Pacific Pandemonius (Brainchild)</td>
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<td>SPIRIT TRAVELER - Playing The Hits Of The Motor City (JVC)</td>
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<td>MYLENG MONKEY ORCHESTRA - Back In The Pool (Monkeyville)</td>
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<td>KENNY BLAKE - Since You Asked ( Heads Up)</td>
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<td>MARCUS MILLER - The Sun Don't Lie (PRA)</td>
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<td>OLEA ADAMS - Evolution (Motown)</td>
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<td>GEORGE BENSON - Love Remembers (Warner Bros.)</td>
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<td>BETH HELENN CHAPMAN - You Hold The Key (Rapture)</td>
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<td>BELA FLECK &amp; THE FLECKTONES - Three Flew Over The Cuckoo's Nest (Warner Bros.)</td>
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<td>IMAGES - Maybe The Moon (Faribeh)</td>
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<td>CLIFFORD CARTER - Walkin' Into The Sun (Nowa)</td>
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<td>ROB MULLINS BAND - One Night In Houston (Audioquest)</td>
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<td>k.d. lang - Even Cowgirls Get The Blues Soundtrack (Sire/Warner Bros.)</td>
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<td>PHIL COLLINS - Both Sides (Atlantic)</td>
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<td>LIVING MIRRORS - In The Heart Of The Stone (Higher Octave)</td>
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<td>COME TOGETHER - Guitar Tribute To The Beatles (NYC)</td>
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<td>CHIP DAVIS - impressions (American Gramaphone)</td>
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<td>BILLY J. WALKER - The Tree Of Life (Higher Octave)</td>
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**JAZZ/ADULT ALTERNATIVE**

**NEW**

**BOBBY ENRIQUEZ** - The Wildman Returns (Evidence)

### COMMERCIAL ADULT

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**REVELATION**

The Atlantic debut album from **cyrus chestnut**

Produced by: cyrus chestnut

Assoc. producer: Yves Beauvais

Going for adds 1/20

Atlantic Jazz. Again.
**JAZZ EDITORS:**

**KEN/KEITH ZIMMERMAN**

**GAVIN JANUARY 14, 1994**

**2W LW TW**

3 2 1  BUCK HILL  - The Buck Stops Here (Muse)
17 9 2  DEE DEE BRIDGEWATER  - Keepin’ Tradition (Verve/PolyGram)
5 6 3  CEDAR WATKINSON  - As Long As There’s Music (Muse)
6 5 4  ANTONIO HART  - For Cannonball And Woody (Novus/RCA)
15 12 5  VINCENT HERRING  - Dawud (Landmark)
1 1 6  RUSSELL MALONE - Black Butterfly (Columbia)
27 18 7  WALLACE RONEY  - Crunchin’ (Muse)
18 16 8  AHMAD JAMAL  - Live In Paris 92 (Verve/PolyGram)
11 11 9  GENE HARRIS QUARTET  - A Little Piece Of Heaven (Concord Jazz)
4 4 10  ELIANE ELIAS  - Paulistana (Blue Note)
20 19 11  CASSANDRA WILSON  - Blue Light ‘Til Dawn (Blue Note)
9 8 12  CHRA HANDY  - Introducing Three For All Plus One (Arabesque)
2 3 13  THE RAY BROWN TRIO - Bass Face (Telarc)
22 22 14  OSCAR PETERSON TRIO  - Encore At The Blue Note (Telarc)
31 25 15  JOSHUA BREAKSTONE QUARTET  - Walk Don’t Run (Evidence)
8 7 16  MANHATTAN JAZZ QUINNETT  - Funky Shuf (Sweet Basil/PPP Entertainment)
21 17 17  JOE ROCCISANO ORCHESTRA  - The Shape I’m In (Landmark)
46 32 18  HEINRICH NEUMIETER  - A View For Manhattan (Concord Jazz)
13 15 19  GNP ALL-STAR BIG BAND  - Dave Grusin Presents GNP All-Star Big Band Live (GRP)
26 23 20  JOE FORD  - Today’s Nights (Blueno)
10 13 21  TONY BENNETT  - Steppin Out (Columbia)
32 31 22  GERRY MILLIGAN with JUNE DUBOC  - Brazil Para 5 (Telarc)
30 30 23  CODY MCFEETERS  - Evidence (Telrec)
19 21 24  NAT ADDERLEY SIXTET  - Work Song (Sweet Basil/PPP Entertainment)
16 20 25  CURTIS FULLER QUINTET  - Blue-ette Part II (Clydon)
12 14 26  MCDOY TYNER TRIO  - Live At Sweet Basil (Sweet Basil/PPP Entertainment)
39 35 27  DBY ENREGUEZ  - The Wildman Returns (Evidence)
7 10 28  SHIRLEY HORN  - Light Out Of Darkness (Verve/PolyGram)
28 26 29  PETE JOLLY TRIO  - Yous Truly (Barinbridge)
35 34 30  TONY CAMPBELL  - Railbird; Blues And Bop (Heart Music)
41 36 31  SADAO WATABANE  - A Night With Strings (Elektra)
42 37 32  SONYA ROLLINS  - Old Flames (Milestone)
25 24 33  ERNE ANDREWS  - No Regrets (Muse)
38 38 34  ANDRE PREVIN  - What Headphones? (Angel/Capitol)

**NEW 35**

LAFAYETTE HARRIS, JR.  - Lafayette Is Here (Muse)
- 41 36  MICHAEL MUSILLAMI  - Glastic (Evidence)
- NEW 37  NOR THELE COLLECTIVE  - Liv-Hard (Red Baron)
24 27 38  ROY HAYNES  - When It Rains, II Roars (Dreyfus Jazz)
48 43 39  JUANITO SAMUEZ  - Aspects (Triojazz) (L.JZ)
 - 45 40  JOHN MclLoughlin  - Time Remembered J. McLaughlin Plays B. Evans (Verve/PolyGram)
23 29 41  ARTHUR TAYLORS WAILERS - Walkin’ At The Vanguard (Verve/PolyGram)
14 28 42  JOSHUA REDMAN  - Wish (Warner Bros.)

**NEW 43**

CHRIS WHITE PROJECT  - The Chris White Project (Muse)
- 44 44  ACHIEVING  - The Jackie Mac Attack Live (Verve/PolyGram)
**NEW 45**

OTHELLO MOLINEAUX  - It’s About Time (Big World)
**NEW 46**

NICKY FORD  - American African Blues (Candela)
40 39 47  ROD WILLIAMS  - Destiny Express (Muse)
**NEW 48**

BILL WATRous  - The Music Of Johnny Mandel (GNP Crescendo)
29 33 40  STEVE GROSSMAN  - Do It (Dreyfus Jazz)
44 42 50  FRANK SINATRA  - Duets (Reprise)

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**Most Added**

RIVERSIDE REUNION BAND (17)
CHRIS WHITE PROJECT (15)
ROSEANNA VITRO (14)
DAVID MURRAY (10)
CHRIS FLORY (10)

**New Releases**

ROSEANNA VITRO

SOFTLY (CONCORD JAZZ)

Vocalist Roseanna Vitro digs in with the Fred Hersch Trio and a few guests (George Coleman and Mino Cinelu) to deliver her most polished recording effort yet. On the surface Vitro takes a decidedly sophisticated, Rodgers and Hart stance, but Softly vaults into just as many heated horn moments as cabaret settings. Hersch’s manicured accompaniment on piano matches the keen discipline of Vitro’s fine-tuned intonation. Roseanna is at her best when her superb range pushes her voice around the notes to imitate the built-in precision of a horn player. Take “I’m Through With Love.” The song really comes to life when Coleman’s sax licks and Vitro’s singing are trading rhythms and fours. Another proof positive is “Life I Choose,” a direct adaptation of a Tom Harrell composition. Vitro immortalizes this gifted horn player through her scintillating bridges, as well as tipping her own hand to some pretty hip tastes in jazz soloists.

**BILL WATRous A TIME FOR LOVE (GRP CRESCENDO)**

Has it been 30 years since GNP Crescendo hung their independent label shingle along Hollywood’s Sunset Boulevard? If so, then Bill Watrous’ *A Time For Love* doubles as a fitting tribute to both the label as well as the genius of composer Johnny Mandel. While Mandel’s arrangements and productions have scaled the top of the *Gavin* Jazz chart via his collaborations with Shirley Horn’s *Here’s To Life* and Natalie Cole’s platinum *Unforgettable With Love*, Watrous should also fare well on his own with this class package. Pardon the cliché, but trombonist Watrous has the smoothest glissando and a hell of a sustain to boot. On “A Time For Love,” Watrous is as subdued as possible, but glides magnificently over the shimmering big-band charts by pianist Shelly Berg. The symphonic build-up to the ballad “Emily” never strays into sentimentality. Watrous is a brilliant soloist and a master of melody and texture. Minus the brash razzamatazz of, say, Ray Anderson, Watrous’ takes the high-class route all the way.

**Jazz/Adult Alternative**

**Bill Watrous (9)**

SHEENA EASTON (8)

**Top Tip**

LAFAYETTE HARRIS, JR.

Lafayette Is Here (Muse)

This talented pianist jumps straight up to #35 with 59 total stations!

**CHARTBOARD**

**DAVID MURRAY** (Red Baron)
**ALI RYerson** (Red Baron)
**SCOTT HAMILTON** (Concord Jazz)
**LOREZ ALEXANDRA** (Muse)
**TEX ALLEN** (Muse)
**COME TOGETHER COLLECTION** (NYC)
**JIM HALL** (Music Masters)
**BOB THOMPSON** (Ichiban)
**WARREN BERNHARDT** (OMP)
**THOMAS CHAPIN** (Arabesque)
**ROSEANNA VITRO** (Concord Jazz)
**TONINO MONTANA** (Big World)
**RIVERSIDE REUNION BAND** (Milestone)

**Dropped:** #20 Joe Pass, #66 Stanley Turrentaine, #44 Mark lady Tilo, #46 Charlie Watts, #49 Kenny Bliks, #50 Marcus Miller.

Reports accepted Thursday only Sun - 3pm

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

Gavin January 14, 1994
MUSIC AS A WEAPON

It's not hard to use music as a competitive weapon; you just have to adopt a different mindset than most programmers who, whether they realize it or not, make the majority of their music choices to avoid risk. Only occasionally do they take a wild flyer on records they like. But, as in any business, gain is worth the risk. If your station sounds like every other station in the market, how is it going to set itself apart in the listener's mind?

Let me say here that if you throw caution to the wind and add all sorts of risky records you'll go down in flames. Intelligent risk-taking means knowing what you're doing. But a program director taking intelligent risks will be aware that in most pop formats the song is more important than the artist, and he or she will put aside "automatic adds" for familiar artists, and instead listen for the unusual, offbeat and catchy song—even if it's by an unknown artist.

An intelligent program director understands that being different has less risk, competitively, than being the same as everyone else. And though nobody likes to receive negative calls about a song, a program director will understand that songs that arouse positive emotions in some listeners are capable of arousing negative emotions in others. And if you don't get a few negative calls about a record from time to time, you probably aren't getting anybody's attention and you're vulnerable to competition.

Here's a fundamental programming truth: the only reason listeners tune in your station is the expectation of what they will hear. Those expectations are usually based on past experiences with the station. If there's no contrast or variety in your music, and you're relying entirely on delivering a generic product you are, again, vulnerable to competition.

To build positive listener expectations about your music, you must first define your limits—how far from the center of your format you can go—and include all records within this boundary for airplay consideration. Next you must build meaningful music categories, and find a way to allow the listener to sense the difference between those categories (even if they don't recognize it consciously). Then you must work out a predictable playlist sequence to deliver consistent variety within those limits.

This variety defines your station's musical approach and builds listener expectations about the music they'll hear when they tune in. Don't overlook the power of a well-chosen new record—newness is as appealing to adults as it is to teens. The important part is identifying which of the new records will do the job for you. When making this choice be aware that your fellow program directors are more likely to be selecting records primarily for safety rather than for appeal, so "consensus adds" in the trades may not always be the right records.

Steer away from having lots of categories and an extended category sequence—a great temptation with modern computer playlisting; the average listener only tunes in 15 to 30 minutes a day (although the median listening spans tend to be much longer, made so by a handful of listeners who tune in for hours per day). Thus, if you don't substantially complete your category sequence in 15 to 20 minutes, you run the risk of seeming musically inconsistent to the majority of your listeners, which reduces expectations and decreases frequency of listening and listening spans.

One final thought: stations that allow their air staff to rearrange scheduled records within the hour are causing reduced listener expectations of their music.

"Songs that arouse positive emotions in some listeners are capable of arousing negative emotions in others."
Most Added
TORI AMOS (22)
CROWDED HOUSE (16)
BILLY PILGRIM (15)
PHILADELPHIA SOUNDTRACK
(11)
E (6)
Top Tip
PHILADELPHIA SOUNDTRACK
Various Artists (Epic)
With Bruce leading the pack, followed by Peter Gabriel, Indigo Girls and Spin Doctors, Philadelphia takes a record Gavin A' jump, 48-6!

UK Gets A³
In England, where press is king and radio is on the rise, comes an intriguing example of international adult music rebellion. Mojo the Magazine (published by the hipsters who bring us Q Magazine) strikes an international blow for hip adult consumption. Features include retro-spectives on the Band, the Smiths, Santana, Pink Floyd, an American blues photo spread, reissue reviews, new releases, the Sunset Strip from 1965-1993 and more. Win Lou Reed's guitar! Are Simple Minds really the Moody Blues? Ooh and aah over Suede! If press is indeed the U.K. power equivalent to radio, it's safe to say that A³ fever has struck the Brits with this superb publication. Copy courtesy of our friends at Mojo.

A³ New Releases
MORPHINE
Cure For Pain (Rykodisc)
Morphine sports a unique lineup, but then again, guitarist Mark Sandman has always experimented with audacious three-piece outfits throughout the tortuous New England club circuit. A hip cross between alternative and jazz, Morphine's adult appeal comes from it's spooky alliance between the bare snare and the gutbucket sax work. Admittedly, on paper it all sounds very strange, but sometimes it's the spaces left in the mix that keeps Morphine's vision sleepy and stoned as opposed to overdone and gimmicky. Color Morphine's music dark blue.

BECK
Loser (Geffen)
Nor Jeff Beck, Definitely not Beck, Bogart & Appice. No siree. Beck Hansen's "Loser" is remarkable blend of machined hip-hop rhythms and white delta blues, and yet another anthem of the underachieving slackers. "Loser" is a major-label repackaging of Beck's indie 12-inch with some unreleased ditties that echo Beck's flirtation with hip, hop and some unreleased ditties that echo Beck's flirtation with hip, hop and dirty white rock n roll. After some serious repercussions on Chris Douridas' show on KCRW, Beck spiraled onto the Seattle airplay on KNND. Those A's surging the fringes of alternative radio need to stay aware of Beck.

HUFFAMOOSE
BUILT A BASE IN '93
- IN YOUR FACE IN '94
"Gridbound in Gavin"
- TOUR HIGHLIGHTS -
Boston — On Air w/Merilee Kelly WBOS 1/19
T.T. Bear's 1/20
Pittsburgh — Graffiti's - WYEP 1/28
St. Louis — Cicero's 2/10
Chicago — The Abbey 2/11
San Francisco — Brave New World - KFAG Opening of Gavin Convention 2/17

Gridbound
* BILLY PILGRIM (Atlantic)
* UNCLE TUPÉLO (Sire/Reprise)
* LIBERTY HORSES (Gramavision)
* THE WALTONS (Warner Bros.)
* PLANESONG (Vocal)
* DEAD CAN DANCE (4-AD)
* CLIF EBENHARDT (Shanachie)
* DAVID HALLEY (dos)
* CRACKER (Virgin)
* KAREN FAIR (November)
* HUFFAMOOSE (7 Records)
* SUE FOLEY (Antone's)
Dropped: #47 Chris Daniels, #49 Gin Blossoms, Elliott John, James.

Michele Clark Promotions — 609-589-4229
Serious Bob Promotions — 212-580-3314

AL KOOPER
Born: February 5, 1944, Brooklyn
Label: MusicMasters/BMG
Latest Album: Rekooperation
History: Had hit with Royal Teens, "Short Shorts," co-wrote "This Diamond Ring," played organ on Dylan's "Like a Rolling Stone," co-founded Blues Project and Blood, Sweat & Tears, joined with Stephen Stills and Michael Bloomfield for Super Session. Musical director of Rock Bottom Remainders, band of best-selling authors.

Milestones: "Working with Hank Crawford on this album, and with Bob Dylan and George Harrison."

On musical tastes: "I gravitate less toward the radio, although Nashville, where I live, has a terrific station, WRYE- 'Radio Lightning'—that's very pleasant to listen to."

On the prominence of the Hammond B-3 organ on the new album: "I'm known for being a Hammond player. I dropped it for a while, but three years ago I fell in love with it all over again."

On small labels: "I don't think I could go back to a big company again after this experience. I love the fact that you're dealing with primarily one person (label president Jeffery Nissim), and they take your input, and this has come out exactly the way I wanted it, on every level."
Levellers

"The Levellers remind us that at its most ardent, rock & roll can convince us that solutions exist."

–Rolling Stone

THIS GARDEN

The premiere single and video from the Levellers' new self-titled album.

Produced by Markus Dravs
Co-produced by Levellers

For Levellers info
WRITE: On The Fiddle U.S. PO. Box 266 Allston, MA 02134 CALL: 617-SUB-VERT

Bill Walsh on Football, Business, and War

Boldness is the outstanding military quality...
We must imbue the force from camp follower and private to the commander in chief.

—Karl von Clausewitz, On War

I have spent my adult life studying the dynamics of organizing people to achieve a goal in the face of the most severe circumstances. In practice, I have been successful on many occasions, and failed on others.

That's what coaching football is all about. But this process of organizing, leading, enduring setbacks and ultimately succeeding lies at the heart of every profession, be it business, government or the military.

Thirty-five years as a coach, from high school to professional football, have convinced me that coaching a football team is like running a business—only more so. By this I mean that when one looks behind the box scores, the idolization by fans and the identification by home cities, the daily operation of a professional team is that of a company in microcosm—but a company under extreme stress at every point and operating at lightning speed.

Professional football is a business where the mean age of the participant is only 26, yet many earn more than the president of the United States; where the life cycle of the sole product (the team that takes the field) is, at most, 20 weeks; where employees of vastly different backgrounds and educations must work side by side under conditions of complete trust, where every nuance of every decision and action is under intense scrutiny by millions of people; where debilitating physical injuries can occur to key individuals at any moment; where failure is complete (there is no Chapter 11 protection) and history is reserved for only a single competitor; and where one's fate may be decided by the physics of a tipped pass. In other words it offers a first-glimpse analogy of the fast corporations that soon will dominate the world's economy.

Because of that, I believe that a football team can serve as a test bed for the new business model. Just as companies simulate the long-term effects of wear on their products by subjecting them to extreme environmental forces, so a football team, with its stopwatch timing and dangerous physical environment, can serve as a model for organizing and running a successful fast corporation.

This analogy between coaching a football team and managing a business is not only accurate but extraordinarily complex. This is particularly true with young, fast-moving industries. Stanford University, where I coach and teach, is the birthplace of Silicon Valley, where high-technology companies are built almost daily. Within these new start-ups, the comparisons with coaching football are quite compelling. The short career life span, the heavy dependence on key talent, the rapid turnover and, unfortunately, the limited job security of the top executive can serve as a model for organizing and running a successful fast corporation.

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The comparison works with mature companies, too. Every new product has its season. A company must set a precise goal and then develop a long-term strategy to reach it. At the same time, as the program progresses, tactics must change and contingencies must be developed to meet unexpected twists and turns. The sales, marketing and management teams must be held together, their spirits kept high and their efforts coordinated for maximum effect. This takes leadership, management, and, as the great military strategist Karl von Clausewitz says, "the utmost of care."

My suggestion that a football team is a compressed version of a corporation may sound unusual. In fact, it provides a third leg to a triangle of analogy among football, business and warfare begun many years ago.

Certainly the notion that football is like warfare has become a tired truism. One need only to look at a play chart to find in the pattern and movement of the Xs and Os parallels to the movement of troops and weaponry.

In fact, the connection between military theory and football is the basis for my interest in the Civil War. On my vacations I walk the battlefields and study the brilliant tactics of Lee at Fredericksburg and the merciless strategy of Grant in the wilderness. I learn from McClellan that the most efficient organization is worthless if improperly applied. In the last few years, I've even taken to giving away copies of On War by von Clausewitz to friends in professional football. I also give On War to my business friends because its theories of tactics, strategy, organization and preparation for contingencies are equally valid in corporate life.

Equating business to warfare isn't new either—remember the popularity of the 17th Century Samurai manual, A Book of Five Rings, by Miyamoto Musashi, a few years ago?

In both sports and business, however, you can easily go too far with the warfare analogy. Neither a football game nor a new product sales campaign is anything like a pitched battle. Real war is murderous, bloody and destractive of everything in its path. The parallels among sports, business and warfare exist only at bottom, in a shared philosophy of competition and struggle toward victory. In practice, they have much less in common.

On the other hand, the analogy between football and business holds great promise because the two disciplines share much in application.

Every company must build a complete infrastructure in a short amount of time in order to bring a successful product to market—in the face of competition, internal struggles, outside scrutiny, and environment forces beyond our control.

The analogy grows even stronger when one speaks of the new fast companies. You could easily go so far as to argue that many of the new business techniques—delegation of authority to line employees, flexible use of technology to improve productivity, quick reaction speeds and chief executives functioning as strategists and tacticians—have longstanding parallels in my profession.

Even when you talk about some of the attributes of the new corporate models, you see considerable precedent in the organization of professional sports organizations: for example, how an NFL team functions in an inter-related network that extends for the league offices and the ownership right through to the team staff, stadium management and retailers; how it is constructed of sub-teams of highly trained and adaptive individuals; and how it works to provide a service so compelling that it keeps customers—fans—loyal for decades. The crucial difference is that professional sports has been doing it for years, whereas the corporate world has just arrived.

As you remodel and streamline your companies for the new competitive era, one of the hazards you face is that there are very few corporate examples of how to proceed. Thus, for years to come you will likely be flying blind, not knowing if the choices you made will be invigorating or fatal. In dealing with that unknown, you will surely cast about for help for business school case studies, magazine articles, consultants and, I suggest, even the most unlikely non-business sources, such as football, for ideas and support.

(My purpose in writing) is to start that dialogue now instead of waiting for the heat of battle. If you accept this, or at least have an open mind, then I have much to share with you about construction and organization, dealing with competition and coping with sudden change. On the other hand, if you don't quite believe me, turn on the television this weekend and see if you don't recognize your employees in those uniforms, your company in the ebh and flow of offense and defense, and yourself in that anxious coach pacing the sidelines.

GAVIN ALTERNATIVE

Most Added

Tori Amos (36)
Beck (22)
Ramones (17)
Jawbox (12)
Other Two (12)

Top Requests
Counting Crows
Pearl Jam
Beck
Smashing Pumpkins
Breeders

Inside Alternative

Whew! Now that we're all back and have our land legs, as it were, the news is coming in fast and furious.

Congratulations to SBK/ERG's Mike Mena on his recent engagement! Mike and fiancé Kim Thoene have chosen April 9 as their wedding day, and there's plenty of time between now and then to wish them well. We'd like to be the first to wish Mike and Kim much love and happiness in their new life together.

Former KJHK-Lawrence music director and AIM Marketing guy Kris Gillespie is Matador's new radio promotion person. It's only a matter of time before he blows a call in to you, if he hasn't done so already.

A&R guru Jim Dunbar (Gumball, Firehouse) has left Columbia for Geffen. He is still based in New York.

Former Capricorn Records' promotion gal Beth Latrell has moved over to Velvet Dwarf Records, which is distributed by Intersound International. And yes, that's Velvet Dwarf Records.

In radio, KROQ-Los Angeles' now-famous Rolling Stone cover shot hit my desk this week. As reported before the holiday break, the staff photo was taken on the set of The Flintstones' new movie. Congrats on being voted America's favorite radio station for the second year in a row.

Got a couple of phone calls from people looking for their next radio challenge last week. Former KTOZ-Springfield Rick Kennedy says when WCHZ-Atlanta takes the station over, he'll be let go. Rick would like to stay in Alternative, but will consider all offers. He can be reached at (417) 865-8472. Max Volume, formerly with KRZQ-Reno, has spruced up his resume and has a killer tape ready to go. Similarly, Max would like to stay in Alternative, but can also do Top 40 or Album. He can be reached at (702) 331-0410.

In related news, KTOZ-Springfield's new program director will be former WCHZ-Springfield's Action's John Rosenfelder will be former WCHZ-Springfield's Action's new program director will be former WCHZ-Reno, has spruced up his resume and has a killer tape ready to go. Similarly, Max would like to stay in Alternative, but can also do Top 40 or Album. He can be reached at (702) 331-0410.

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### COMMERCIAL RADIO

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<td>1  LEMONHEADS - Great Big No. Into Your Arms, Rest Assured, Paid (Atlantic)</td>
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<td>2  JAMES - Lost, Sometimes, Say Something, No No (Fontana/Mercury)</td>
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<td>3  SMASHING PUMPKINS - Today, Churb Rock, Mayanale, Dreamsaw, Geek USA (Virgin)</td>
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<td>5  GIN BLOSSOMS - Found, Mrs. Rita, Soul Deep, Shut Up &amp; Smoke, Lost Horizons (A&amp;M)</td>
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<td>7  COUNTING CROWS - Mr. Jones (DGC)</td>
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<td>8  PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic)</td>
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<td>9  CROWDED HOUSE - Locked Out, In My Command (Capitol)</td>
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<td>10  KATE BUSH - Eat The Music, Rubberband Girl, Constellation (Columbia)</td>
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<td>11  NICK HEYWARD - Kite, Caravan (Epic)</td>
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<td>12</td>
<td>12  BREEZERS - Cannibal, Divine Hammer, Invisible Man (4 AD/Elektta)</td>
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<td>NEW</td>
<td>13  CRACKER - Low, Movie Star, Nostalgia (Virgin)</td>
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<td>29</td>
<td>14  CROWDY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (PCA)</td>
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<td>15  ONE DOVE - White Love (ftr)</td>
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<td>16  U2 - Lemon, Zonupa, Nunes, Stay, Daddy's, Some Days (Island/PLG)</td>
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<td>17  STONE TEMPLE PILOTS - Creek, Wicked Garden, Phish (Atlantic)</td>
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<td>18  KIRSTY Maccoll - Titanic, Can't Stop, Angel (RSC)</td>
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<td>19  TEENAGE FANCY - Hang On, Radio, Escher, The Cabbage, Tars (GCC)</td>
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<td>20  CATHLEEN WHEEL - Crank, Show/Mark, Contess, Rhythm, Pain (Fontana/Mercury)</td>
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<td>21  SWERVEDRIVER - Duel, Never Lose, A Change Is, You Find (A&amp;M)</td>
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<td>22  BJORK - Big Time, Human Behaviour, Apartment, Violently Happy (Elekta)</td>
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<td>23  BLUR - Chemical World, Turn It Up, Far Tomorrow, Pop Scene (SBK/ERG)</td>
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<td>24  BOB RABLES - Barney, Larara, I Harg, Wishing, Lose The Fear (Columbia)</td>
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<td>25  AFGHAN WHIGS - Debonair, Sweet, Jail, Curse (Elelta)</td>
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<td>26  RAMONES - Substitute (Radioactive)</td>
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<td>27  BLIND MELON - No Rain, I Wonder, Tones Of Home (Capitol)</td>
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<td>28  NO ALTERNATIVE COMPILATION - Soul Asylum, Nirvana, Bob Mould (Arista)</td>
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<td>29  COCTEIL TWINS - Evangeline, Summerhead, Bluebeard (Capitol)</td>
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<td>30  BLOOK - Loser (Geffen)</td>
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### COLLEGE RADIO

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<td>9  THE BORDECOMS - Hey Boris, Oktawa, Pop, Titan (peoples)</td>
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<td>13  CONCRETE BLONDE - Heat It Up, Close To Home, End Of The Line (Capitol)</td>
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<td>14  SCRAB - Mother, Drunk, Tofu (Simple Machinery)</td>
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<td>15  CHAPTERHOUSE - We Are The Beautiful (Deedle/RCA)</td>
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<td>16  BINN KILL - Pooey Whispered (Kill Rockstars)</td>
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<td>28  BODEANS - Close To Free, Other Side, Dado (Reprise)</td>
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<td>29  YO LA TENGO - Big Day, Melod, Nowhere, Whole (Matador/Arista)</td>
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<td>30  UNCLE TUPLO - Long, Give Back, Checkmate, Fifteen (Sire/Reprise)</td>
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### New Releases

**BECK**

**"Loser" (Geffen)**

I know many Commercial Stations have been trying desperately to get a hold of this one ever since it hit the airwaves, and because of its limited, independent pressing, not many lucked out. Well, your luck's about to change. Sitting on your desk this week should be the new CD 5 from Beck, which includes "Loser" and four other tracks that give us a rough idea where Beck is coming from musically. Those who haven't heard this one yet are in for a treat, as "Loser" is one of those songs you hear once and sing all day. Here in the office I hear people muttering, "I'm a loser baby, so why don't cha kill me" all the time (Personally, my favorite line is, "Get crazy with the cheez whiz").

**NEW**

**FREAKWATER**

**Feels Like The Third Time**

**LABEL:** Thrill Jockey

**THE LEVELLERS**

**"This Garden" (Elektra)**

What makes The Levellethes phe-

rmonic success in their native

England so incredible is that it's a

true reflection of the band's popular-

ity; they aren't great for the hype-

driven mall that often creates mount-

ains out of molehills over there. See-

ing the organically grown buzz first-

hands at Glastonbury in 1991—the 100,000

or so people wearing Levelettes T-

shirts, and an awe-inspiring show-

ning propelled by some mean fiddle

vocals, "This Garden" is a wild musi-

cal roots, with spare

harmonies (Irwin low, Bean

mandolin), unvarnished

enduring than rock music.

THE LEVELLERS

**LATEST RELEASE:**

**FROM:** Chicago, Illinois

**Feels Like The Third Time**

**OP:** Woody Guthrie's "Little Shoes," Conway Twitty's "You've Never Been This Far Before" and Nick Lowe's "You Make Me.

**SHE SAYS:** "[Country] is the type of thing I can sing now and feel good about, and also the type of thing I could sing when I'm 90 and feel OK about. I think country music is way more enduring than rock music. It's about keeping ties. Rock music is the opposite." —Janet Bean

**DISCOGRAPHY:**

Freakwater

(Amoeba, 1989)

Dancing Underwater

(Amoeba, 1991)
from their group’s or simply can’t escape the band’s shadow. Throwing Muse singer Kristin Hersh’s pol- lished 15 acoustic jewels that sparkle and bask in the light of her bountiful voice. The first single, “Your Ghost” is a foreboding ode to the pain of separation, featuring Michael Stipe on vocals. “Bee Sting” intertwines a simple, lulling piano melody with Jane Scarpantoni’s cello, as Kristin sings “you press your palm to your snow-covered thought cage.” A guitar reminiscent of “Scarborough Fair’s” punctuates “Fence” with slender grace, and the instrumental “Sparky’s” captivating acoustic guitar leaves no doubt about Hersh’s abili- ty. Other highlights include the tene- cious snarl of “Close Your Eyes,” the airy vocals of “Velvet Days,” and the title track’s ironic lyrics. This worthy outlet for Kristin’s more personal musings can be thought of as fore- play for the new Muses album due out later this year, and foreplay never tasted so good.

—David Beran

EVE’S PLUM
“I Want It All” (550)
The track you’ve been asking for finally hits your desk this week, as
550 unleashes the power of Eve’s Plum’s manic “I Want It All” on radio. Colleen Fitzpatrick’s biting, schizophrenic vocals toe the line between madness and lucidity, and are highlighted most tellingly in this “going for the brass ring” song.

—Linda Ryan

THAT DOG
(Geffen)
The debut from That Dog, besides being the latest cool offering from Geffen, also seems to be LA’s answer to the Breeders. In That Dog sisters Petra and Rachel Hayden (daughters of jazz great Charlie Hayden) offer spine tingling, slightly skewed harmonies (a la Kim and Kelley Deal), and the band, in songs like “Old Timer” and “Zodiac,” juxta- pose sweet, floating verses with sud- den, careening choruses—in a most Breeders-like manner. However, some of the material on this epony- mous debut is slower, and/or acoustic, which gives the band’s charming, unique violin an opportu- nity to be a real player (ha ha ha). Fave tracks include “Old Timer,” “Jump,” “Zodiac” (I’m a sucker for that astrological shit), “Family Functions” and the reprise of “She Looks At Me,” which features a love- ly violin solo/jig. The members of That Dog have, I’m told, known each other since childhood, and their familiarity translates on stage to an incredibly appealing rapport, so check ’em out live if you get a chance.

—Seana Baruth

MARK LANEGAN
WHISKEY FOR THE HOLY GHOST
(SUB POP, 1932 1ST AVENUE, SUITE 1103, SEATTLE, WA 98101)
Screaming Trees’ lead vocalist Mark Lanegan has delivered another solo album nearly two years after The Winding Sheet wowed Trees fans. Etzel followed, critics and college radio with its stark, confessional poetry. Well, it seems that (despite The Screaming Trees’ continual suc- cess), Lanegan is still kinda, urn, down, because his vocabulary hasn’t really changed; Mark’s still singing (in his magnificently rich voice) about darkness, despair and alienation. What has changed is the tone and production. Whereas on The Winding Sheet, the sparse instrumentation and raw emotional quality of Lanegan’s voice combined for a fragile, could-crack-at-any- moment effect, Whiskey For The Holy Ghost seems less ephemeral and boasts a sumptuous (but still acoustic) sound that lends the songwriter’s material an other- worldly, pregnant resonance. Hopefully, the more studied pro- duction will make A’ programmers as amenable to this release as col- lege radio is sure to be, Lanegan’s excellence rather demands it. Guests here include: J. Mascis, Tad Doyle, Mudhoney drummer Dan Peters, Jack Endino and ex-Trees drummer Mark Pickere.

—Seana Baruth

INDIAN BINGO
(ROCKVILLE RECORDS, DUTCH EAST INDIA TRADING, P.O. BOX 800, ROCKVILLE CENTRE, NY 11571-0800)
One of the Bay Area’s best—and often overlooked—bands delivers a five-song EP that features everything from guitar-laden rockers to a jangling Frank Sinatra cover. Avid fans will recognize a reworked version of “Michigan” that transforms the former, lighter one into a trudging, heavy assault. As song writer Mike Boul’s unmistakable voice clutches around lines like “You are unbalanced...commit me to an asylum,” the guitar climbs, and the solo at the end obliterates all that comes before. “Dear Henry” is a straightforward rock that lets that pony run and stands out as my favorite track. As a crunching guitar and spurring percussion light a fire under it, Boul’s vocals begin low and then soar. “Dream Away” is the Sinatra cover that was featured on last year’s Chairsman Of The Board tribute Phil Carney’s guitar becomes loungey and exotic, and Boul croons syrupy paens to the joys of dreaming. The other two tracks, “Try” and “Calls A Phone Booth,” are slower, brooding explorations of a world where “I’d much rather be anyone than who I’ve turned out to be.” Now is as good a time as any to check these guys out, and the beauty of it is, anyone can play Indian Bingo.

—David Beran

Import Indie

Candy Planet

“Deeper Than Fluff”

Get a sugar rush.

Announcing the scrunching debut release from Soul Plane Recordings artist Candy Planet. Featuring the songs “Fender Trap,” “Strangers to Love” and “Jezebel.” The full-length recording is available now on compact disc.

“Better than a Big foot! Pizza with extra cheese” — Big Rick Stuart, Live 105 FM San Francisco

SOUL PLANE RECORDINGS

Soul Plane Recordings

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Tad Doyle, Mudhoney drummer

Danny Deardorff, Mudhoney drummer

Mark Pickere

David Beran

By Seana Baruth

1. DIG - BELIEVE
2. RAGE AGAINST THE MACHINE - FREEDOM
3. THE BREEDERS - DIVINE HAMMER
4. COUNTING CROWS - MR. JONES
5. ONE DOVE - WHITE LOVE
6. JAMES - LAID
7. THE SPINANES - NOEL, JONAH & ME
8. SMASHING PUMPKINS - DISARM
9. THE LEMONHEADS - THE GREAT BIG NO
10. CHAPTERHOUSE - WE ARE THE BEAUTIFUL

Gavin January 14, 1994

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Gavin January 14, 1994
**GAVIN PICKS**

**Singles ..........**

**ALL-4-ONE**
**So Much In Love (Blitz/Atlantic)**
Recalling those street corner harmonies of old, this sensational cover of The Tymes’ 1963 summer smash caught fire at the tail end of 1993. It’s one of those songs that gets on the air and within seconds, captures the audience. Strong request activity.

**SALT-N-PEPAA FEAT. EN VOGUE**
**Whatta Man (Next Plateau/London/PLG)**
Whatta concept, pairing these goddesses of hip-hop with a killer track and some of the best lines heard in a long time. Though it was getting a healthy number of spins in several markets late last year, it’s now starting to bust big.

**GUNS N’ ROSES**
**Since I Don’t Have You (Geffen)**
Will anything top this for the most unlikely release of the year? Hardly considered balladeers, GNR choose to offer up a rendition of this standard from the late ’50s, originally sung by The Skyliners. On paper the idea sounds a little wacky, on disc it sounds great. By the way, does anyone know which well-known record exec was a member of The Skyliners?

**LENNY KRAVITZ**
**Heaven Help (Virgin)**
Lenny has a special talent for conceiving simple yet unique pop melodies. The songs have roots in the past, but their originality and mood are very much set in the 90s. This release should help win him even more fans.

**MR. BIG**
**Ain’t Seen Love Like That (Atlantic)**
Rather than going with full-blown orchestration and production, Mr. Big found success by taking the straightforward, stripped-down route. Lead singer Eric Martin co-wrote this latest release from Bump Ahead and is careful to balance his delivery with a powerful sensibility.

**JAMIROQUAI**
**When You Gonna Learn? (Columbia)**
Music with a message can be exciting. Woven into this retro-melody are some disturbing yet thought-provoking lyrics about the state of our environment. Jay Kay is the man behind Jam-kah-oh-kwai and his honest concern for the planet prompted him to call his album, *Emergency On Planet Earth*, a package that sold nearly one million copies around the world.

**DEEP FOREST**
**Sweet Lullaby (550 Music/Sony)**
Anyone asking, “So, what’s new in music?” should take a listen to this production. The music comes from rainforest Pygmies of Zaire and is unlike anything audiences most anywhere have ever heard. There’s no doubt why this is rattling like crazy and beginning to thwart the interest of more and more programmers. Haunting and captivating, it needs more than one listen.

**FREDDIE JACKSON**
**Here It Is (RCA)**
The man who turned the ’80s with chart toppers like “Rock Me Tonight,” “You Are My Lady,” “Tasty Love,” “Have You Ever Loved Somebody,” and “Jam Tonight” is back with his RCA debut album. His current charted single, “Make Love Easy,” the title track and “Paradise” are among my favorites. But Freddie is also solid on “Giving My Love To You,” “Addictive 2 Touch,” “I Love” and “My Family.”
—JOHN MARTINUCI

**RAMONES**
**Acid Eaters (Radioactive)**
This is the latest to come from New York’s leather clad rockers, and it will be your listeners’ top request. *Acid Eaters* is a compilation of cover songs that’s saturated with the Ramones’ patented gritty punk/thrash sound. From the Anthoy Dukes’ “Journey To The Center Of The Mind,” to The Who’s “Substitute” (featuring Pete Townsend on background vocals), to Jefferson Airplane’s “Somebody To Love,” this CD rocks. The Ramones can successfully cover anything and *Acid Eaters* is proof. Don’t miss this one.

**PHILADELPHIA SOUNDTRACK**
**Various Artists (Epic)**
Bruce Springsteen’s custom-written theme is as scary a portrait of AIDS as you’re likely to hear all year long. Combining the gruesome fears of urban abandonment coupled with the tragedy of a fatal disease in just one song is surely a miracle of subtlety. Also aboard are credible efforts by Peter Gabriel, Spin Doctors and the Indigo Girls. The question remains, will the movie live up to its magnificent theme? That answer lies in the talents of Tom Hanks and director Jonathan Demme.
—KENT ZIMMERMAN

**GARY BURTON & REBECCA PARRIS**
**It’s Another Day (GRP)**
Always one to test new concepts, vibraphonist Gary Burton enlists fellow New Englander Rebecca Parris to sing on his first all-vocal album, *It’s Another Day*. Burton and Parris perform hand-in-glove on each tune. The glimmer of Burton’s vibes present a shining complement to Parris’ more robust vocal presentation. Moods range from pop to breezy A’ to traditional jazz.
—KEITH ZIMMERMAN

**WONDERING HOW TO GET YOUR MESSAGE ACROSS THROUGHOUT NEXT YEAR?**

**GAVIN DIRECTORY**

The year-round marketing opportunity. Closing soon. Need we say more?
indigo girls

"I don't wanna talk about it"

Taken From

PHILADELPHIA

Music From The Motion Picture

"I Don't Wanna Talk About It" produced by Peter Collins.

"Epic Soundtrax" and ℗ Reg. U.S. Pat. & TM. Made & Published by Sony Music Entertainment Inc. Motion Picture and Artwork Title © 1994 TriStar Pictures, Inc. All Rights Reserved.
"...One of the best albums of the year. In fact, it sounds like music we'll be listening to in 10 or 20 years."
Musician Magazine, November 1993

"...James has the goods for a stateside breakthrough."
Los Angeles Times, October 1993

"...This one could finally put James over stateside."
Entertainment Weekly, October 1993

"The group is more than capable of living up to any hyperbole thrust upon it."
Rolling Stone

'Their new single. Produced by Brian Eno.
Don't miss JAMES on tour with Duran Duran!'