

THE MOST TRUSTED NAME IN RADIO

ISSUE 1994

MARCH 4 1994

GAVIN

**JUST WHEN YOU THOUGHT IT WAS SAFE TO
PUT YOUR SUITCASE BACK IN THE CLOSET...**

GAVIN PRESENTS

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This Week.....

It's **ANOTHER GAVIN Seminar**. Oh, NO! Oh, yes. But this one is completely different. It's **SFO1**, and, as the name implies, it's the first-ever. This one, set for one



hot weekend in **May**, is aimed not so much at radio and record company people as it is **artists**—

aspiring and established; managers, lawyers and agents; songwriters and publishers, and A&R and record-label marketing people. And, of course, anyone who just wants to hear what's being said and to catch a **town-load of bands**, ranging from legends to unknowns.

GAVIN is happy to be involved in the launch of this most promising new venture, even as



we recover from the **1994 Seminar**. Inside, you'll find more of our **photo coverage of parties, showcases** including **Alison Moyet** (top) and **panels**, as well as reports on **Alternative, Rap and Jazz** meetings. We also continue our **Country Special**, with label people, among them **Scott Borchetta of MCA** (above), tack-

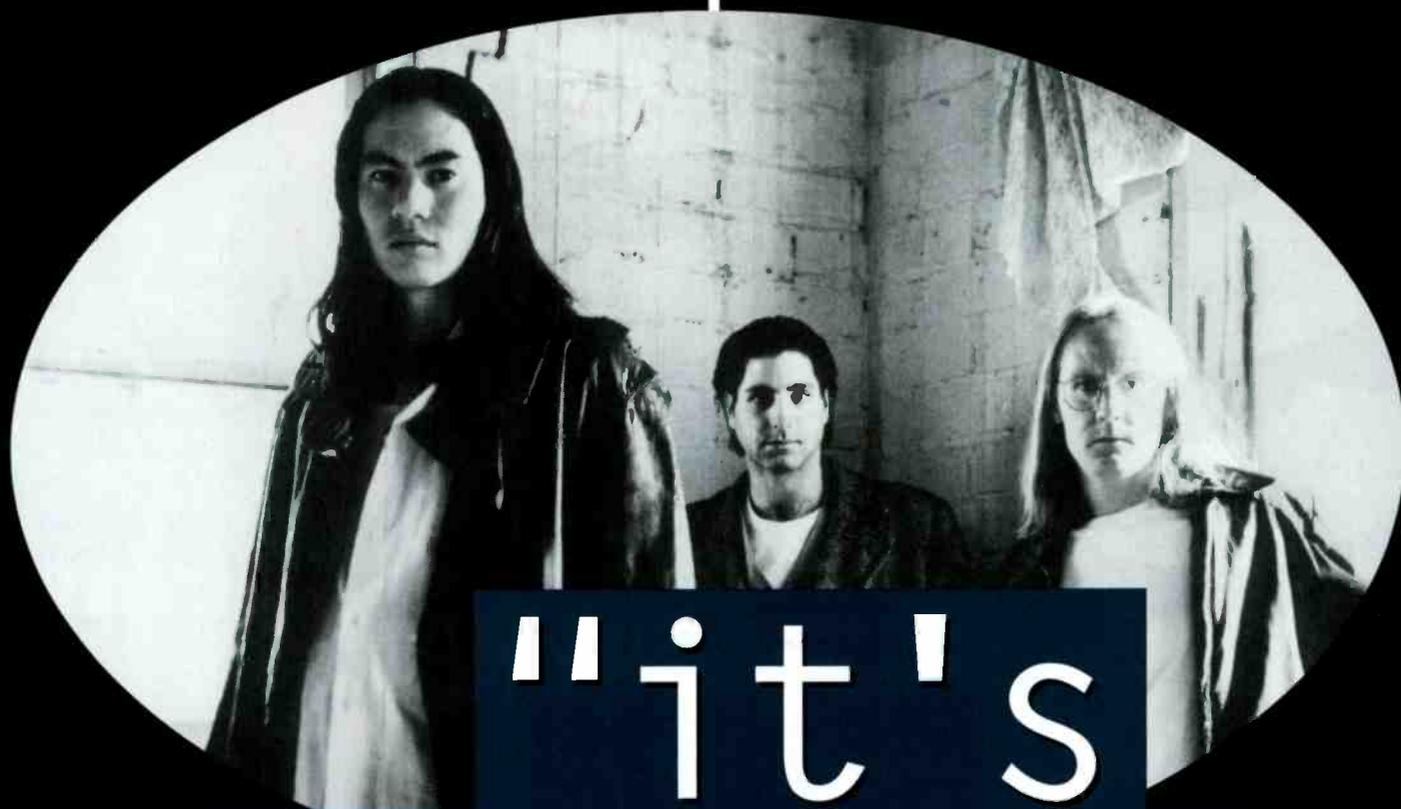


ling **Country's** big issues. In **News**, we dig into rumors that **Viacom**, having won **Paramount**,

might lose its **radio division**, tell why the **record industry** is wearing a **\$10 billion smile**, note the latest changes from **Arbitron**, and review a gripping new book about how **David Letterman** won the late night talk show wars. In **Campaign of the Week**, **Beverly Mire** dissects the **marketing** behind the **Reality Bites** soundtrack. And on the **GO Charts**, the reality is that **Melissa Etheridge, Little Texas**, and **Michael Bolton** (above), are on the **go**.

Big Todd AND THE MONSTERS

It's better than alright
it's GOLD!



"it's
alright"

And it's better than alright. It's been excellent (400,000 and counting)—thank you. See you at GOLD. Look for the West Coast tour in March.

New track and video. Produced and mixed by David Z. From the album *Sister Sweetly*

GAVIN AT A GLANCE

RECORD TO WATCH

TOP 40

ENIGMA

"Return To Innocence" (Virgin)

RAP

DA KING & I

"Tears" (Rowdy)

URBAN

GLENN JONES

"Round And Round" (Atlantic)

ADULT CONTEMPORARY



TEVIN CAMPBELL

"I'm Ready" (Qwest/Warner Bros.)

COUNTRY



RANDY TRAVIS

"Before You Kill Us All" (Warner Bros.)

A3

LOREENA MCKENNITT

"The Bonny Swans" (Warner Bros.)

JAZZ

MODERN JAZZ QUARTET

In Celebration (Atlantic)

ADULT ALTERNATIVE

NANDO LAURIA

Points Of View (Narada)

ALTERNATIVE

DIED PRETTY

Trace (Columbia)

GAVIN ROCKS

VARGA

Prototype (Zoo)

MOST ADDED

TOP 40

MICHAEL BOLTON

"Completely" (Columbia)

BONNIE RAITT

"Love Sneakin' Up On You" (Capitol)

RAP

DAS EFX

"Baknaffek" (eastwest)

A TRIBE CALLED QUEST

"Electric Relaxation" (Jive)

URBAN

TEVIN CAMPBELL

"I'm Ready" (Qwest/Warner Bros.)

QUEEN LATIFAH

"Just Another Day" (Motown)

ADULT CONTEMPORARY

BONNIE RAITT

"Love Sneakin' Up On You" (Capitol)

CHRIS ISAAK

"San Francisco Days" (Reprise)

COUNTRY

RANDY TRAVIS

"Before You Kill Us All" (Warner Bros.)

CONFEDERATE RAILROAD

"Daddy Never Was The Cadillac Kind" (Atlantic)

A3

BONNIE RAITT

"Love Sneakin' Up On You" (Capitol)

THE SUBDUDES

"(You'll Be) Satisfied" (RCA)

JAZZ

MODERN JAZZ QUARTET

In Celebration (Atlantic)

GABRIELLE GOODMAN

Travelin' Light (Verve)

ADULT ALTERNATIVE

GERALD ALBRIGHT

Smooth (Atlantic)

KEVYN LETTAU

Another Season (JVC)

ALTERNATIVE

MORRISSEY

"The More You Ignore..." (Sire/Reprise)

NINE INCH NAILS

The Downward Spiral
(Nothing/TVT/Interscope/Atlantic)

GAVIN ROCKS

NINE INCH NAILS

The Downward Spiral
(Nothing/TVT/Interscope/Atlantic)

NAILBOMB

Point Blank (Roadrunner)

GAVIN HOT

TOP 40

BIG MOUNTAIN

"Baby I Love Your Way" (RCA)

RAP

A TRIBE CALLED QUEST

"Electric Relaxation" (Jive)

URBAN

ANGELA WINBUSH

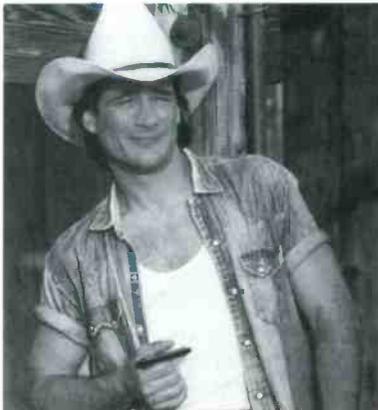
"Treat U Rite" (Elektra)

ADULT CONTEMPORARY

BILLY JOEL

"Lullabye (Goodnight, My Angel)" (Columbia)

COUNTRY



CLINT BLACK

"A Good Run Of Bad Luck" (RCA)

A3

NRBQ

Message For The Mess Age (Rhino)

JAZZ

SEBASTIAN WHITTAKER

One For Bu (Justice)

ADULT ALTERNATIVE

THE BENOIT/FREEMAN PROJECT

(GRP)

ALTERNATIVE



SOUNDGARDEN

"Spoonman" (A&M)

GAVIN ROCKS

SOUNDGARDEN

"Spoonman" (A&M)

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If you were there, look hard; you just might spot yourself on a panel, at a party, or on a stage.

27 COUNTRY SPECIAL

In part 2, record executives kick around the big issues facing Country music as it continues to hit new peaks.

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NEXT WEEK

On the eve of South by Southwest, we check in with three labels that know all about life on the musical edge—High-Tone, Rounder, and Elektra, home of honky-tonk hero Jimmie Dale Gilmore.



All 1994 GAVIN Seminar photos are by Pat Johnson Studios of San Francisco.

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GAVIN

Founded by Bill Gavin—1958

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in A UNITED NEWSPAPERS PUBLICATION



"You've got to deliver the format and wait for a good book. It'll come if you do it right."

— George Tobin, KEDG, Las Vegas

see page 5

SFO1: A New Port for Musicians

GAVIN has announced plans for a new music convention, called SFO1 and aimed at showcasing and assisting music artists, both aspiring and established.

While SFO1, which will take place in San Francisco May 19-21, is being sponsored by GAVIN, the venture is being spearheaded by two veterans of the San Francisco/Bay Area music scene, Queenie Taylor (formerly with Bill Graham Presents and Slim's nightclub, where she was its first manager and booker) and Bonnie Simmons (former DJ and PD at KSAN; current DJ on KPFA-Berkeley and video DJ at Slim's).

Simmons says the weekend of seminars and showcases was partly inspired by other music showcases, particularly the phenomenally successful South by Southwest in Austin, Tex.

"Each year when I've gone to SXSW," she says, "I wondered why we didn't do one of those here. I love the Bay

Area music scene. It has a jelling of many styles—the jazz-hip hop fusion, bop, funk and metal bands, the



Bonnie Simmons, Queenie Taylor

alternative folk and country as well as rock scenes. I think Bay Area bands could be promoted a little more than they have been."

One night last fall, Simmons ran into GAVIN's Kent Zimmerman at Slim's. Zimmerman, with brother Keith, was planning for the GAVIN A3 summit in Boulder. Kent had been thinking about different ways of

doing conventions and meetings.

"Kent was looking for Queenie to talk about it," says Simmons. She and Taylor, coincidentally, had begun considering teaming for various production projects.

"And it just fell together," said Simmons. The GAVIN was pivotal. "Without the GAVIN people wanting to do this, I would not have been able to act on my ideas. The GAVIN organization obviously knows how to do conventions and has the machinery to do it. The GAVIN Seminar is for radio and record promotion people. What the

GAVIN hasn't dealt with is the other side of the music business. This is a fairly different world, although there is some crossover."

SFO1 aims to draw bands, songwriters, music publishers, managers, agents, lawyers, publicists, club people, and A&R staffers from both majors and indies.

"The emphasis is firmly on talent and all those who seek to nurture it, and we feel the Bay Area is a vital focus for that right now," says GAVIN CEO David Dalton.

"One thing that makes us different from other regional conferences," says Taylor, "is

how the club, booking, and unsigned people are being welcomed and sanctioned, as opposed to the clubs doing their own thing." Although SFO1 initially thought of confining showcases to the musically hot South of Market area, other clubs have swamped Taylor and Simmons with requests to be included. "It's turned into a San Francisco-wide forum on what's happening now in music," says Taylor. "It's taken on a lively community aspect; not just panels and A&R showcases. It's gotten way out of control." Taylor laughs and adds: "But in a good way!"

Is Radio Division Safe At Viacom?

BY BEVERLY MIRE

As Viacom emerged the victor in the bloody, expensive, five-month long corporate battle with QVC for control of Paramount Communications, Inc., the initial reaction from programmers was to question the fate of the company's radio group.

Both Viacom radio president Bill Figenshu and 70-year-old chairman Sumner Redstone have said the division isn't on the block, even though in taking over Paramount, Viacom has taken over billions of dollars in debt.

"Sorry folks, it ain't for sale," Figenshu said to inquiries.

With its takeover of Paramount, Viacom, and specifically Redstone, becomes the owner of the second-largest entertainment conglomerate. Only Time-Warner is bigger.

Viacom radio managers told GAVIN that the purchase hasn't yet affected them. Star/FM-San Francisco general manager Bruce Raven-

Stark said that there's been no impact on station sales so far, and, asked if he's heard of any plans to sell the radio division, he offered a terse "No."

Although company officials are putting water on rumors that the Viacom Broadcast Group is for sale, its massive debt load makes

the situation worth watching. As well as something Sumner Redstone said. Redstone, who has seen his personal stake in Viacom drop from \$6.6 to \$2.85 billion since September, recently responded to a question about selling off property: "Could it happen? It's irrational to say it's impossible."

Music Sales Soar Over \$10 Billion

Music sales, both recorded and video, smashed through the \$10 billion dollar mark last year, according to the RIAA, making 1993 the biggest year ever for record companies.

According to RIAA figures, record companies registered a gain of 11.3% over 1992 and overall unit shipments jumped almost 7%.

CDs far and away brought in the most dollars, about \$2.9 billion of them, compared to the \$213 million brought in by music videos. CD, cassette and vinyl singles brought in a

healthy \$400 million.

"The thing that made 1993 such an amazing year was the diverse cross section of strong albums the industry released," said RIAA CEO Jay Berman. "We aren't just relying on a few superstars anymore."

While acknowledging they had a great year, some retailers say the RIAA's figures, which are based on list price, would be more accurate if tallied by their actual sale price. Others also say the numbers reflect albums shipped and not albums sold.

More Pearls from Seminar Panels

This week, we conclude our coverage of the panels at the 1994 GAVIN Seminar.

Alternatives Look for Edge

It did not turn into a "bitch session," as GAVIN's Linda Ryan had predicted, but *Jonathan L's Group Therapy for Small and Medium Alternative Markets* did give programmers a chance to air some frustrations.

L, formerly of KUKQ-Phoenix and now an indie promoter, reminded his audience about Capitol president Gary Gersh's keynote, in which Gersh said the top 15 radio markets comprise 80 percent of record sales.

"You only comprise 20 percent. How can you better it? The answer is retail."

"It's difficult," said Buzz Fitzgerald of WIIZ-Lafayette, Ind. Fitzgerald told of trying to get advertising from auto dealerships. "We sell cars," he said, "but they won't buy. We've packed clubs with special nights, and then they say, 'We don't need you any more.'"

"Do the same night somewhere else," someone suggested.

"I wish we had another night club!" said Fitzgerald.

A staffer from KBAC-Santa Fe told of his market being dominated by Country and Classic Rock. "We tell our sales staff that we don't subscribe to the ratings. We use a fact sheet, and we tell people we sell to Generation X. And these people have a bunch of bucks to spend."

Jonathan L asked George Tobin, owner of KEDG-Las Vegas, why he sticks with the format. "I've got a six share," he responded. "It's a good market. People do live there. Our revenue is up 20 percent from last year's. It's a Top 40 delivery, the production is Modern Rock, and it's working." Still, he said, "it's hard to find a sales staff."

"There's lots of ways to

get money," Tobin said. "Where's your beer money?" he asked Fitzgerald. When another programmer described his Alternative playlist as ranging from Bonnie Raitt to Counting Crows from 6 a.m. to 3 p.m., Tobin responded: "That's the problem. Bonnie Raitt."

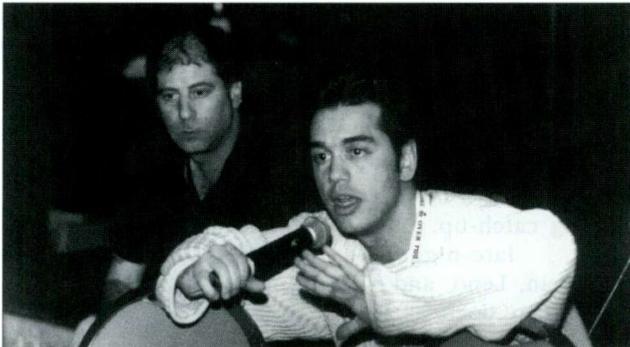
"You've got to deliver the format," said Tobin, "and wait for a good book. It'll come if you do it right."

After the panel, Jonathan L agreed that it hadn't been a bitch session. "For some strange reason, it had an air of hope," he said.

—BEN FONG-TORRES

Jazz Hip Hops Into Future

Jazz and A2 GAVIN-goers staged a lively question and



Jonathan L (l) with Buzz Fitzgerald.

answer session that revolved around the merging of jazz with contemporary styles such as hip hop and rap. Moderated by WCLK's Bobby Jackson, musicians Charlie Hunter, Richard Worth and Ronny Jordan, Atlantic's Michelle Taylor and KJAZ's Corey Mason, the collective agreed that jazz's next step was to mix with the dance club sounds.

"(Hip hop) is not going away," said Taylor. "You can't ignore how powerful it is." Said Worth, "(This development) is organic. This music is asking to be played, we're not forcing these things together." Jordan, whose current album, *The Quiet Revolution*, mixes jazz and hip-hop said, "It's open to young people, the people

on the street, and then they go back and find the masters like Miles Davis and Wes (Montgomery)."

The challenge was put forth to radio: get creative in your programming to get this new music out to the people. As Mason put it, "The young kids may be only a disc away from Coltrane."

—JASON OLAINE

Women: 'Help Each Other'

Dozens of women—and a good number of men—crowded into the Borgia Room for *Women in Music: A Music Town Hall For Everyone*.

They echoed keynote speaker Gary Gersh's emphasis on the need for synergy.

"Working with women," said Iris Dillon, associate director of promotion at PLG Records, "really gives you a lot of insight. I get lots of letters. It pays to communicate. Women are doing more today than ever before in the record business. Write the women who are doing it and learn."

Judy McNutt, the articulate and vocal radio consultant, recalled her own entry into the business. "It's been 24 years since Maxanne Sartori gave me my start in Seattle," she said, thanking her mentor (who is now head of Moose and Squirrel, a promotion firm in Los Angeles). "It's time women get in touch with their ambitions and move up," McNutt said. "Take one person under your wing and use your

knowledge as power."

However, Bob Catania, from Geffen Records' promotion, said the industry needs more Sartoris and McNutts. "Women in power don't help each other," he said. "It baffles me that women work their way up and then turn around and not help each other." He continued: "Women dominate the music industry on many levels. The record companies lead the way with the most progress for women. I wish radio would be more supportive."

—SHEILA RENE

Panel Links Rap with Rock

The Backlash Against Violence and Gangsta Rap: Modern-Day Witch Hunt? forum kicked off with rap duo J.G.'s performance of their anti-gangsta rap, "Put Down Your Guns." It was a fitting intro and seemed to set the tone for the ten-person panel.

Moderator Dan Charnas of American Records began by drawing a correlation between early rock and roll and rap, noting that both were revolutionary art forms often misunderstood by older generations.

The most vocal members of the panel were Khalid Shaw and Tanya Humphrey, members of the Stop The Violence/Increase The Peace Movement, who were instrumental in having violent language removed from Power 106-Los Angeles.

Panelist Michelle Mercer, Power 106 music director, removed the words "bitch," "nigger" and "ho" from the station's rotation. She said the station had a responsibility to the community and that they were not banning rap music but merely masking certain objectionable words. Khalid stressed that radio had a certain "public accountability" and Humphrey agreed, saying that "radio stations are a public trust" and that they "need to make the airwaves safe for young people."

Arguing for the other side was Prof. Cecil Brown of UC Berkeley, who illustrated how rap was merely a modern day folkloric tradition and maintained that you "can't take the words out of the context, you can't repress folklore." Otherwise, he said, "you might as well chain the rappers up." Gangsta rapper MC Eiht emphasized that rappers didn't come up with the words, but merely used them as a form of expression. "If you don't like rap," he said, "change the station." —SPENCEDOOKEY

Dorn Spins Jazzy Tales

One of the "firsts" at this year's GAVIN Seminar was the *Jazz/A2 One On One* with the fabled producer Joel Dorn.

Currently, Dorn is coordinating the Atlantic Jazz Gallery/Rhino reissue series. He began with his own story, that of a young music buff who got his job by writing a letter to the late Atlantic chairman Nesuhi Ertegun. Since he was with Atlantic when its roster included John Coltrane, Rasaan Roland Kirk, Eddie Harris, Les McCann and Charlie Mingus, Dorn's stories kept the audience in rapt attention.

The brilliant Kirk, said Dorn, died at 41 "of living." Often overcome with emotion, Dorn said that the blind musician who could simultaneously play two saxophones and what he called a "nose flute," considered jazz to be "black classical music."

He recalled how Kirk passed out cheap flutes to fellow airplane passengers, and got them to play along with him. "They couldn't play a note," Dorn said, "but whatever they played, Kirk made them sound good."

Listening to Dorn was akin to visiting a friend in their living room. Thanks to him, GAVIN's one-on-ones should become a tradition.

—BEVERLY MIRE

The Letterman-Leno Wars: How David Became Goliath

BY BEN FONG-TORRES

It's been a while since any single television performer was as influential on radio as David Letterman. Just a few years into his after-midnight run on NBC, morning shows everywhere began riffing on—or ripping off—his show. They did variations on his Top 10 list; they produced their own Stupid Pet Tricks; they hired Bill Wendell sound-a-likes to voice *Late Night*-like intros.

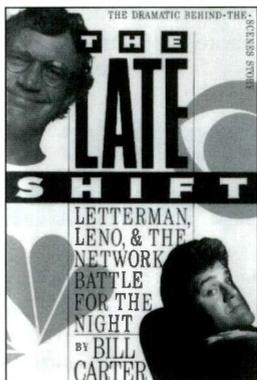
Everybody wanted to be like Dave—except Letterman, it turns out.

In Bill Carter's riveting new book, *The Late Shift: Letterman, Leno, & the Network Battle for the Night* (Hyperion, \$24.95), the picky, perfectionist, self-lambasting and deeply insecure Letterman is one of many revelations awaiting the reader.

Others, having to do with how Johnny Carson was prodded into announcing his retirement; how divided NBC higherups were about whether Leno or Letterman should get the *Tonight Show* throne, about the self-destructive manager who got Leno what she—and he—wanted most, about the many errors NBC made in its evaluation of Letterman's personality and potential, and about Letterman's slow recovery from the blow NBC dealt him, make this book a must for anyone in the media biz.

For all the hype that surrounded the late night wars, Letterman has managed to remain guarded about his deepest emotions. In *The Late Shift*, Carter digs into the man and below the multiple surface. On the air, he belittled NBC and its owner, GE; off the air, he made no attempts to be friends. (All while nice-guy Leno made it a point to meet and do promos for every NBC affiliate he could, and delivered solid performances as Carson's substitute host.) But, Carter

reveals, Letterman had loved Carson since childhood, had laughed at Steve Allen's shenanigans on *The Tonight Show*, and, as a young comic in LA, had a two-step dream. As Carter recounts it, it was "to get to *The Tonight Show*, do a killer spot, and then sit next to Johnny Carson...Step two: succeed Carson as the host himself some day."



But who knew? Certainly not NBC, which thought Letterman was content in his 12:30 show, where he could be as edgy, angry, and nuts as he wanted.

And so, when Carson announced that he was leaving after 30 years, NBC anointed Leno the next host. I interviewed Leno just before he took the permanent chair, and, although I'd been a huge fan of Letterman's since he did that short-lived but hilarious *morning* show on NBC in 1980, I thought Jay was the right choice. He was the permanent guest host; he'd drawn more of the younger viewers that NBC coveted; he'd done all that politicking with the affiliates; he was a hard-working team player. And he was a master stand-up.

I still think that, at that time and in that situation, NBC did the only thing it could. True, they didn't project that Letterman could make the adjustments necessary to take on the broader audience available an hour earlier, and they didn't try to get through Letterman's protective, even intimidating barriers, to gauge the depth of his

desire for—and the tremendous energy he could bring to—*The Tonight Show*.

Only after Letterman attracted offers from every TV company except PBS did NBC make a clumsy attempt at retaining him, promising *The Tonight Show*—in 1994, after Leno had finished his second year as host. Carter's book is a page-turner as he chronicles the see-saw swings at NBC and in the psyches of a tortured Letterman and a suddenly defensive Leno.

Now, as we all know, Letterman is the new king of late night; he's beaten Leno all six months they've gone head-to-head, even with the handicap of 30 (now 20) percent of CBS affiliates not yet airing him at 11:30, due to previous commitments. On top of Letterman's own comedic brilliance, his writing staff remains on the cutting edge, and Leno finds himself doing shtick he would not have to do if he weren't playing catch-up. But all three late-nighters—Letterman, Leno, and Ted Koppel—are doing all right. Letterman seems to have boosted the general audience more than he's stolen Leno's crowd; and the two shows—along with also-running Arsenio Hall's—seem to have reached a truce of the booking wars.

So all's well that ends well, right?

Of course not. Letterman didn't get his boyhood dreams fulfilled. He's the new Carson, but not on Johnny's network. And Leno knows that NBC, early on, offered his job to Letterman. And NBC's once unbeatable late-night lineup has been slapped around at will.

Well, that's showbiz, and it's hard to feel sorry for a couple of millionaire comedians or a monolithic corporation.

If there's a clear-cut winner, it's the audience. Not to mention radio.

RAB Confab Grabs 1700 Broadcasters

BY RHODY BOSLEY

The Radio Advertising Bureau's Managing Sales Conference last week drew a record crowd of 1,723 radio broadcasters to Dallas, including some 200 from 17 foreign countries.

With the theme "Molding Tomorrow's Radio Marketing Professionals," more than 85 sessions and workshops presented cutting edge sales and marketing techniques aimed at increasing radio's revenues.

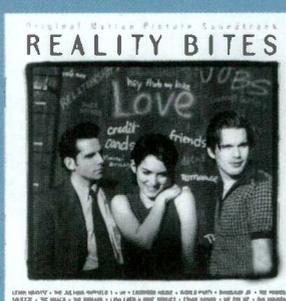
"Change," "future," and "supercommunications highway" were the buzz words at this convention.

"The supercommunications highway is about using technology to one end: to reach the consumer," said RAB president Gary Fries in his state of the industry address.

"The consumer is already ours," he continued. "Our strongest asset is our listeners and the special relationship we enjoy with them. Only radio is invited into people's bedrooms to wake them in the morning. It is difficult to envision a time when these new technologies will enjoy the same bond with their audiences, or invent a cable long enough to reach into a car or go jogging with a consumer."

Fries did caution broadcasters that they cannot continue "business as usual" in this new environment, or they risk letting the potential slip through their fingers.

CAMPAIGN OF THE WEEK



Original Motion Picture Soundtrack, *Reality Bites*

Reality Bites, the Winona Ryder-Ethan Hawke starrer, opened to good reviews and even better box office receipts. To add to its appeal, Lemonheads heart-throb Evan Dando and Soul Asylum frontman Dave Pirner make cameo appear-

ances. Most of the 14 songs on the soundtrack were written especially for the movie, and sales of the album rose dramatically after the film's opening. RCA isn't resting, though. Radio began playing tracks as far back as December, laying the groundwork for what's turned out to be a hugely successful audio and video experience.

LABEL: RCA

RADIO: Tracks picked up by radio: Crowded House (Alt/Adult Rock); Lenny Kravitz (Album/Alternative); Juliana Hatfield 3 (Alt); Big Mountain (Top 40); The Knack (Top 40/Album/Alt); The Posies (Alt); The Indians (Alt); Also seeing action: The Squeeze, Lisa Loeb & Nine Stories, World Party.

VIDEO: Crowded House and Juliana Hatfield 3 on MTV's *Alternative Nation* and *120 Minutes*; Videos coming from The Knack, Big Mountain, The Indians, The Posies and Lisa Loeb.

MEDIA: Crowded House, Juliana Hatfield 3 and the Knack on *Late Show with David Letterman*, *The Tonight Show* and MTV's Jon Stewart; Film's stars have appeared on *Today*, *Entertainment Tonight*, *CNN*, *The Tonight Show* and *Late Show with David Letterman*.

RETAIL: Album was released three weeks prior to the film; 2x2 poster; print ads taken out during film's opening weekend; P&P through March.

BY BEVERLY MIRE

THAT'S SHO-BIZ



ACCORDING TO
DAVE SHOLIN

SHO-BITZ

Amy Winslow has picked a plum position. She's music director of **102.7, WNEW/FM**-New York. She's been at the album rocker since 1987, most recently as programming coordinator. "She is so well loved by the radio and record community that there would have been hell to pay if Amy hadn't been my choice," says program director **Ted Edwards**. Winslow's appointment follows closely the naming of Edwards as PD and morning man **Pat St. John**...New PD at **V103.9 FM (KACE)**-Los Angeles is **Kevin Fleming**, who has been serving as operations manager since November. He replaces **Rich Guzman**, who's returning to the airwaves... **Mike Marone** has left **FMQB** to become PD at **KIOT**-Santa Fe...At **WFAS/FM**-White Plains, N.Y., **Sue Richard** has been promoted to program director. **Mark Mitchell** stays on as **WFAS/AM PD** and **WFAS/FM&AM** operations manager...Rocker **Ted Nugent** will host the morning radio show on **ABC/SMN's Z-Rock** for two weeks starting May 2. Wonder if hunter Ted (he's been known to use a bow and arrow) is going to have

WHO AM I?

My first hit song was inspired by a storm named Hattie which swept across the Caribbean, and I once did an adaptation of the Cat Stevens song "Wild World." My acting credits include roles in the films The Harder They Come and Club Paradise. In 1973 I converted to the Islamic faith after meeting Black Muslims in Chicago, and Bruce Springsteen once recorded one of my songs after hearing it over an airport P.A. system in Europe. Who am I? See page 10 for the answer...

the **PETA** people on...**Arbitron** is looking for entries for their **Great Radio Promotion III**. Contestants are being asked to create a spot—.60 max—that sells radio as an advertising medium—not just one radio station. Call **Henry Feintuch** or **Camy Vazifdar** at (212) 682-6565 X212/235 for details...The **National Association of Broadcasters** convenes soon—March 21 through 24 in Las Vegas. For info call **Doug Wills** and **Lynn McReynolds** at (202) 429-5350...Sincere condolences to the family and friends of **Roger St. John**, midday personality and director of community relations for **Q94 (WRVQ/FM)**-Richmond. St. John died Thursday (February 24) of an apparent heart attack. Friends can send contributions to the **Forest View Volunteer Rescue Squad**, 8008 Midlothian Turnpike, Richmond, VA 23211...**ROTATIONS:** **Priority Records** has beefed up its promotion department, and we forgive them for stealing **Kelly** and **Rod**. The five new members of the department: **Scott Baird**, up from regional promotion manager, is national director of R&B



promotion; **Kelly Woo**, (left) formerly rap editor at **GAVIN** is director of mixshow promotion; **Rod Edwards**, (below) formerly editorial

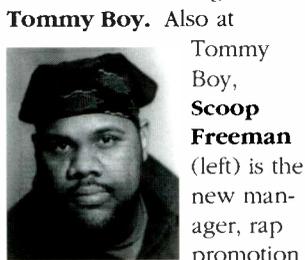


assistant at **GAVIN**, is director of college promotion; **Anne Marie Reggie**, who had her own marketing and promotion company, is director of pop promotion; **Shellie Fontana**, up from executive assistant, is director of video

promotion...Veteran **Ken Reuther** just couldn't stay away from the biz. He's just been named North West promotion manager for **Relativity Records**. He was previously with **Atlantic** for seven years, and before that worked for **RCA**, **London** and **Columbia**. Call him at (415) 221-3736...**Carol Beaman** has been upped to operations manager, R&B promotion at **Arista Records** from administrative



assistant... **Winnie Bernier** is (left) the new vice president of marketing at



Tommy Boy. Also at Tommy Boy, **Scoop Freeman** (left) is the new manager, rap promotion

at **Tommy Boy**...Sincere condolences to **Relativity's Ken Reuther**, whose mother passed away last weekend...Condolences also go out to the family and friends of former **Jefferson Airplane**, **Starship** and **Hot Tuna** violinist **Papa John Creach** who died on Tuesday (February 22) at the age of 76. Though most known for his days with the San Francisco bands, Creach was in the music as far back as the 1930s, when he toured with a Top 40 group, **Chocolate Music Bars**...**Jay Durgan** has been promoted to the newly-created position senior vice-president, international. He will oversee the marketing of the U.S.-signed repertoire of **A&M**, **Motown** and **Atlas Records** throughout the world. Dugan, who joined **A&M** in 1985 was vice-president international... Meanwhile, over in television, **Vicki Batkin** was promoted to vice president, television relations at **Columbia Records**...●

You mean she's *actually* going to a city where her last name and the town's *won't* be the same? Two weeks after winning her **GAVIN Award** for "Top 40 Medium Market APD/MD," **KHFI**-Austin's **Tracy Austin** gets one of the industry's primo gigs. Tracy is **Jeff Wyatt's** choice to replace **Brian Bridgman**, who left in January to program **G105 (WDCG)**-Durham/Raleigh, N.C.

Is a heritage Top 40 in the Northeast about to undergo a serious formatic "adjustment" in the near future?

It's wonderful to hear that **Donna Nuhfer**, wife of **Warner Bros.** **Ed Nuhfer** is home recuperating from recent surgery. Having Ed out of the house and back in the office will no doubt speed her recovery.

Rumors persist that some sort of deal is about to come down between **WILD 107 (KSOL)** and **STAR FM** in San Francisco. STAR has two signals, one in the North Bay and one in the South Bay. Supposedly, the South Bay signal will carry WILD 107, thereby improving their coverage. As for the fate of STAR's bright A/C hits of the '80s and '90s format, there's talk of a major overhaul. Meanwhile, WILD 107 shows up in the *Wall Street Journal*, getting two awards from the **Public Relations Society Of America** for the most poorly timed, dumbest or most tasteless publicity stunt. One for the blocking of the San Francisco-Oakland Bay Bridge for that infamous haircut incident and the other for paying John Wayne Bobbitt \$2,500 for doing the morning show.



Michigan State University Auditorium in Lansing was the site of **WVIC's** 30th birthday bash at the start of the year. The bash turned into cash that benefited a local charity. Seen enjoying themselves are (l-r): **GM Sue Prister**, **SBK/ERG** artist **Joshua Kadison** and, looking fashionable in black tie, PD **Jim Lawson**.

Shakeup at **KSAN**-San Francisco, where the **Shamrock** Country outlet cuts loose longtime morning talent **Buddy Baron**. AM sister **KNEW** dumps live programming in favor of automation and will also now broadcast **Sully Roddy's** eclectic Sunday night show, *All Kinds Of Country*. Will more changes come down and are the moves in anticipation of a rumored switch to Young Country by **Alliance** at **KYA/FM**? It's interesting to note that **KSAN** has begun using the phrase New Country and gone from no-talk triple plays to a "Four Play."

Those staying at the Westin St. Francis for the **GAVIN Seminar** got to call **THE BOX** and order up their favorite videos free of charge. The final tally of the Top 20 showed **Vanilla Ice's** "Roll 'Em Up" topping the list, followed by **Wu-Tang Clan's** "C.R.E.A.M.," **Gang Starr's** "Mass Appeal," **Kris Kross'** "Da Bomb," **M.O.P.'s** "How About Some Hardcore," **X-Scape's** "Understanding," **Enigma's** "Return To Innocence," **AMG's** "Butt Booty Naked," **Wu-Tang Clan's** "Da Mystery Of Chessboxin'," **Snoop Doggy Dogg's** "Gin And Juice," **Green Day's** "Longview," **Wu-Tang Clan's** "Method Man," **Conscious Daughters'** "Fonky Expedition," **Deep Forest's** "Sweet Lullaby," **Tori Amos'** "God," **D.F.C.'s** "Caps Get Peeled," **Smokin' Suckaz w/Logic's** "Cuz I'm Like Dat," **Queen Latifah's** "U.N.I.T.Y.," **Masta Ace, Inc.'s** "Born To Roll," and **Kurious'** "Uptown Hit." Seen approving the list during the recent

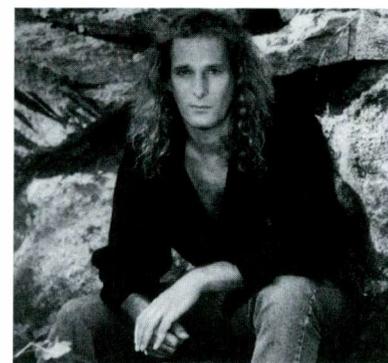
GAVIN TOP 40

EDITOR: DAVE SHOLIN
ASSOCIATE EDITOR: ANNETTE M. LAI



2W	LW	TW		WEEKS	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	HIT FACTOR
1	1	1	ACE OF BASE - The Sign (Arista)	10	206	1	170	24	7	4	0	98%
4	2	2	MARIAH CAREY - Without You (Columbia)	9	226	2	143	48	21	7	5	94%
3	3	3	JANET JACKSON - Because Of Love (Virgin)	8	196	0	106	59	27	2	2	98%
5	5	4	RICHARD MARX - Now & Forever (Capitol)	9	192	3	100	53	31	4	1	96%
7	6	5	MEAT LOAF - Rock 'N Roll Dreams Come Through (MCA)	9	194	2	52	74	55	10	1	93%
14	10	6	ALL-4-ONE - So Much In Love (Blitz/Atlantic)	10	182	3	30	50	73	19	7	84%
11	8	7	ETERNAL - Stay (EMI/ERG)	8	178	1	9	62	75	25	6	82%
2	4	8	CELINE DION - The Power Of Love (550 Music/Epic)	16	150	2	105	30	8	3	2	95%
24	11	9	BRUCE SPRINGSTEEN - Streets Of Philadelphia (Columbia)	6	194	12	4	40	90	38	10	69%
6	7	10	TOM PETTY & THE HEARTBREAKERS - Mary Jane's Last Dance (MCA)	12	151	2	63	49	24	9	4	90%
19	13	11	SALT-N-PEPA Featuring EN VOGUE - Whatta Man (Next Plateau/London/PLG)	8	122	1	35	32	34	16	4	83%
20	15	12	MR. BIG - Ain't Seen Love Like That (Atlantic)	7	155	4	6	33	71	29	12	71%
—	25	13	COUNTING CROWS - Mr. Jones (DGC)	5	176	16	6	7	57	63	27	40%
16	14	14	US 3 - Cantaloop (Capitol)	14	128	7	20	31	47	17	6	77%
21	17	15	MELISSA ETHERIDGE - Come To My Window (Island/PLG)	8	147	6	11	24	61	35	10	65%
13	12	16	PHIL COLLINS - Everyday (Atlantic)	9	122	0	21	59	29	9	4	89%
8	9	17	COLOR ME BADD - Choose (Giant/Reprise)	12	107	1	24	61	15	5	1	93%
25	20	18	CE CE PENISTON - I'm In The Mood (A&M/Perspective)	8	134	7	2	13	61	39	12	57%
18	18	19	BREEDERS - Cannonball (4-AD/Elektra)	12	96	0	9	11	44	26	6	67%
10	16	20	GIN BLOSSOMS - Found Out About You (A&M)	17	59	0	21	18	15	3	2	92%
—	38	21	BIG MOUNTAIN - Baby I Love Your Way (RCA)	4	159	41	0	3	26	54	35	18%
28	24	22	TERENCE TRENT D'ARBY - Let Her Down Easy (Columbia)	9	109	5	5	12	47	29	11	59%
32	27	23	LITTLE TEXAS - What Might Have Been (Warner Bros.)	7	102	0	3	16	44	25	14	62%
23	23	24	XSCAPE - Understanding (So So Def/Columbia)	15	77	2	14	14	29	17	1	74%
—	33	25	CRASH-TEST DUMMIES - Mmm Mmm Mmm Mmm (Arista)	4	126	18	3	3	25	42	35	25%
31	29	26	JODECI - Cry For You (Uptown/MCA)	12	92	3	7	7	24	41	10	41%
34	32	27	TONY TONI TONE - (Lay Your Head On My) Pillow (Wing/Mercury)	9	91	1	7	8	31	32	12	51%
35	31	28	NIRVANA - All Apologies (DGC)	5	116	3	0	2	27	62	22	25%
17	21	29	AEROSMITH - Amazing (Geffen)	15	61	0	17	29	13	1	1	97%
29	28	30	GUNS N' ROSES - Since I Don't Have You (Geffen)	8	95	1	2	9	32	40	11	45%
38	35	31	ZHANE - Groove Thang (Motown)	8	76	7	8	7	26	19	9	54%
9	19	32	BRYAN ADAMS, ROD STEWART, STING - All For Love (A&M/Hollywood)	14	42	0	13	24	3	1	1	95%
NEW	33	33	BABYFACE - And Our Feelings (Epic)	3	122	26	1	1	11	39	44	11%
40	36	34	LENNY KRAVITZ - Heaven Help (Virgin)	8	98	4	0	7	19	43	25	27%
12	22	35	HEART - Will You Be There (In the Morning)? (Capitol)	12	43	0	13	24	4	2	0	95%
27	30	36	TONI BRAXTON - Breathe Again (LaFace/Arista)	21	43	0	17	17	6	1	2	93%
15	26	37	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	10	39	0	17	14	6	1	1	95%
22	34	38	HADDAWAY - Life (Everybody Needs Somebody To Love) (Arista)	11	38	0	2	14	16	4	2	84%
NEW	39	39	PRINCE - The Most Beautiful Girl (Bellmark)	2	85	45	0	1	8	25	6	11%
37	37	40	ZZ TOP - Pincushion (RCA)	7	43	0	4	6	16	12	5	60%

Most Added



MICHAEL BOLTON (109)
BONNIE RAITT (75)
THE CRANBERRIES (57)
PRINCE (45)
BIG MOUNTAIN (41)

Top New Entry



BABYFACE
"And Our Feelings"
(Epic)

Hot

BIG MOUNTAIN
"Baby I Love Your Way"
(RCA)

Top Tip

THE CRANBERRIES
"Dreams"
(Island/PLG)

Crossover Action

URBAN/DANCE

DAWN PENN - "You Don't Love Me (No No No)" (Big Beat/Atlantic)
JOCELYN ENRIQUEZ - "I've Been Thinking About You" (Classified)
A LIGHTER SHADE OF BROWN - "Hey D.J." (Mercury)
MINT CONDITION - "U Send Me Swingin'" (Perspective/A&M)
R. KELLY - "Bump N' Grind" (Jive)

ALTERNATIVE

BECK - "Loser" (Geffen)
POSSUM DIXON - "Watch That Girl Destroy Me" (Interscope/Atlantic)
ALICE IN CHAINS - "No Excuses" (Columbia)
TORI AMOS - "God" (Atlantic)

Chartbound

	Reports	Adds	On Chart	Hit Factor	
MICHAEL BOLTON - "Completely" (Columbia)	124	109	3	12	2%
TEVIN CAMPBELL - "I'm Ready" (Qwest/Warner Bros.)	92	36	31	25	5%
* BONNIE RAITT - "Love Sneakin' Up On You" (Capitol)	82	75	1	6	0%
ROSCO MARTINEZ - "Neon Moonlight" (Zoo)	76	28	40	8	1%
THE CRANBERRIES - "Dreams" (Island/PLG)	71	57	5	9	4%
ELTON JOHN & RU PAUL - "Don't Go Breakin' My Heart" (MCA)	68	11	31	26	6%

RECORD TO WATCH

ENIGMA
"Return To Innocence"
(Virgin)
Strong retail action and increased airplay for this U.K. smash.

Total Reports This Week 244 Last Week 251.

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 in their Top 20 - Hit Factor = 60%
Reports accepted Monday and Tuesday 8:30am - 4pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

Up & Coming

Reports	Adds	On Chart		
62	1	19	42	INXS - Please (You Got That...) (Atlantic)
62	7	40	15	ALAN PARSONS - Oh Life (There Must Be More) (Arista)
58	25	12	21	BECK - Loser (Geffen)
56	6	24	26	JAMES - Laid (Fontana/Mercury)
56	4	36	16	BODEANS - Closer To Free (Reprise)
54	4	28	22	CULTURE BEAT - Got To Get It (550 Music/Epic)
52	1	31	20	SUN 60 - Hold On (Epic)
48	2	18	28	SMASHING PUMPKINS - Disarm (Virgin)
48	5	30	13	COWBOY JUNKIES - Anniversary Song (RCA)
48	4	34	10	THE OTHER TWO - Selfish (Qwest/Reprise)
48	39	6	3	BJORK - Big Time Sensuality (Elektra)
46	—	9	37	JIMMY CLIFF - Higher And Higher (Interscope/Atlantic)
46	16	19	11	ENIGMA - Return To Innocence (Virgin)
44	9	19	16	BEE GEES - For Whom The Bell Tolls (Polydor/PLG)
43	7	9	27	R. KELLY - Bump N' Grind (Jive)
38	4	9	25	A LIGHTER SHADE OF BROWN - Hey D.J. (Mercury)
38	5	23	10	CANDLEBOX - You (Maverick)
37	15	19	3	BUFFALO TOM - I'm Allowed (eastwest)
35	3	9	23	MINT CONDITION - U Send Me Swingin' (Perspective/A&M)
34	1	7	26	SNOOP DOGGY DOGG - Gin And Juice (Death Row/Interscope)
34	3	12	19	DEEP FOREST - Sweet Lullaby (550 Music/Epic)
34	—	20	14	ARETHA FRANKLIN - A Deeper Love (Arista)
33	1	17	15	LORI RUSO - Rolling Ocean (Major)
33	10	18	5	PET SHOP BOYS - I Wouldn't Normally Do This Kind Of Thing (EMI/ERG)
30	12	8	10	ALICE IN CHAINS - No Excuses (Columbia)
30	25	1	4	* JULIET ROBERTS - I Want You (Reprise)
25	2	13	10	DANZIG - Mother (Def American/Reprise)
25	3	18	4	POSSUM DIXON - Watch That Girl Destroy Me (Interscope/Atlantic)
24	—	9	15	INDIGO GIRLS - I Don't Wanna To Talk About It (Epic)
23	—	3	20	DOMINO - Getto Jam (Outburst/RAL/Chaos)
23	1	8	14	LAUREN CHRISTY - Steep (Mercury)
19	—	3	16	TO BE CONTINUED... - One On One (eastwest/atlantic group)
19	6	3	10	BILLY JOEL - Lullabye (goodnight, my angel) (Columbia)
18	2	3	13	ME'SHELL NDEGECELLO - If That's Your Boyfriend... (Maverick/Sire/Reprise)
18	18	—	—	* THE BRAND NEW HEAVIES - Dream On Dreamer (Delicious Vinyl/Atlantic)
17	5	4	8	EXPOSE - In Walked Love (Arista)
17	9	6	2	* BIG HEAD TODD - It's Alright (Giant/Reprise)
16	2	7	7	HAMMER - It's All Good (Giant/Reprise)
16	3	4	9	I TO I - The Right Time (Next Plateau/PLG)
15	2	2	11	K7 - Zunga Zeng (Tommy Boy)
14	—	7	7	DOG SOCIETY - Love Is All Gone (eastwest)
13	—	4	9	RICK ASTLEY - The Ones You Love (RCA)
13	1	9	3	OVIS - Regular Thang (Restless)
12	—	3	9	BLIND MELON - Tones Of Home (Capitol)
11	2	2	7	TORI AMOS - God (Atlantic)
11	1	7	3	MOTLEY CRUE - Hooligan's Holiday (Elektra)
11	2	6	3	PETER BLAKELEY - I've Been Lonely (Giant/Warner Bros.)
10	2	3	5	* SUDDEN CHANGE - Comin' On Strong (eastwest)
10	2	6	2	* DIANA KING - Stir It Up (Chaos)

Dropped: #39-Salt-N-Pepa ("Shoop"), #40-The Cranberries ("Linger"), The Cure, Robert Plant, Michael McDonald, Jamiroquai, Blackgirl, Sioux Of Joy, Intro.

* Indicates Debut

Inside Top 40

GAVIN's second **Heritage Award** went to **Mike Joseph**, one of Top 40's chief architects during the format's infancy. Unquestionably an ardent supporter of Top 40 radio, Mike's enthusiasm is contagious. His acceptance speech during the awards ceremony goes down as one of the more memorable moments in Seminar history. Beginning in a somewhat subdued tone, Joseph transformed into a Top 40 evangelist, and by the time he finished, it was impossible not to be touched by his passion.

Twenty-four hours before, Mike had presented his keynote address at the mainstream Top 40 meeting, where he reminded everyone, "There will always be Top 40 because there will always be popular music, and there will always be hits, hits, hits."

Joseph remains steadfast in his conviction that the format must focus on current music and cautioned programmers, "Be careful of getting a case of the anti-s: anti-teen, anti-female, anti-ballad, anti-black etc. But rather, be mass appeal." The networks, especially **Fox**, film makers, sporting events, **MTV**, **THE BOX**, magazines and others all welcome teens, but Mike is upset that radio doesn't want them. He reminded us that they were the force that made stars out of everyone from **Rudy Vallee** to **The Beatles**. He then posed questions such as, "What happened to our basics? What happened to the farm system? The talent?"

But it was Mike's closing remarks that left the room buzzing. After saying, "Top 40 will always be here regardless of what it's called: there is nothing wrong with the format, and pop music and hits will be here forever," he let the audience in on a secret. The speech he had just given was exactly the same one he delivered June 6, 1986!

The next morning it was time to discuss the top-of-mind concerns at Crossover Top 40 radio. At the outset, talk centered around the bottom line prompted by a comment about the recent change at **KKFR-Phoenix**, leaving a market that once had three crossover outlets,

with none.

FM102 (KSFM)-Sacramento's Chuck Field said, "The station's sales staff is in our demo and they know the music." **KUBE's Bob Case** added a dose of reality by reeling off stats that indicate in Seattle there's \$176,000 available for teen advertising, while there's \$6 million on the table for 25-54s. "One answer," Bob said, "is event marketing to help sell the station." **WHYT-Detroit's Rick Gillette** said he gives his salespeople multiple choice quizzes that ask things like: **Snoop Dogg** is A) the hottest rapper around or B) a **Charles Schultz** character. "Those that answered 'B' got fired," Gillette said. Rick also noted his sales manager goes to every event they do and she makes the sales staff **WORK** the event.

Though there seems to be a bit more harmony between Crossover radio and their Urban counterparts, Gillette feels that when it comes down to music, it's still two separate departments working two different sets of stations as far as most record companies are concerned, and problems continue to arise. From the audience, **Michelle Santosuosso**, APD of **KKBT (THE BEAT)-Los Angeles**, commented that the black community is mad because they feel Crossover stations don't do very much to help make things better. And while **KJYK-Tucson's Bruce St. James** and others cited a list of events they get involved in, Bruce said, "I don't see records as White. Black or Hispanic. They're simply hits."

Former **JAMMIN 92 (WJMO)-Cleveland PD Keith Clark** said, "White people like black music, they don't necessarily understand the black experience as portrayed in some of the music." Clark also played a sample of his **Channel X** concept which incorporates artists like **Dr. Dre** segued into the **Stone Temple Pilots**.

As for the future of "Old School," the consensus was there's plenty of life left in it for right now; 12-24s love a lot of the songs and it will be obvious when it's burned. But that time appears far off in the distance for now.

Airplay Analysis

Moves are nothing short of staggering for the **Counting Crows**, who can count on winding up with one of 1994's biggest hits when the final tally is in. Twenty-three plays at **WGRG-Binghamton, N.Y.** is good for a ten-point, 32-22, jump

and is pretty indicative of how it's moving around the rest of the country. "Mr. Jones" enters the Top Ten at **WCIL-Carbondale, Ill.**, where Tony Waitekus reports Top Five requests. ADDs include: **WTIC/FM**, **WQNN**, **WYKS**, **WEYQ**, **WDBR**, **Q99FM**, **KHFI**, **KFMI**, **KHTR** and others.

GAVIN GO CHART

2W	LW	TW		T40
5	1	1	MARIAH CAREY - Without You (Columbia)	2
2	2	2	RICHARD MARX - Now & Forever (Capitol)	4
4	3	3	ACE OF BASE - The Sign (Arista)	1
6	5	4	MEAT LOAF - Rock 'N Roll Dreams Come Through (MCA)	5
3	4	5	JANET JACKSON - Because Of Love (Virgin)	3
17	9	6	BRUCE SPRINGSTEEN - Streets Of Philadelphia (Columbia)	9
1	6	7	CELINE DION - The Power Of Love (550 Music/Epic)	8
15	10	8	MR. BIG - Ain't Seen Love Like That (Atlantic)	12
7	7	9	TOM PETTY & THE HEARTBREAKERS - Mary Jane's Last Dance (MCA)	10
16	11	10	MELISSA ETHERIDGE - Come To My Window (Island/PLG)	15
14	12	11	ETERNAL - Stay (EMI/ERG)	7
19	14	12	ALL-4-ONE - So Much In Love (Blitz/Atlantic)	6
8	8	13	PHIL COLLINS - Everyday (Atlantic)	16
36	24	14	COUNTING CROWS - Mr. Jones (DGC)	13
23	18	15	LITTLE TEXAS - What Might Have Been (Warner Bros.)	23
21	17	16	TERENCE TRENT D'ARBY - Let Her Down Easy (Columbia)	22
12	13	17	COLOR ME BADD - Choose (Giant/Reprise)	17
26	23	18	CE CE PENISTON - I'm In The Mood (A&M/Perspective)	18
32	27	19	NIRVANA - All Apologies (DGC)	28
18	15	20	BREEDERS - Cannonball (4-AD/Elektra)	19
28	25	21	US 3 - Cantaloop (Capitol)	14
24	19	22	GUNS N' ROSES - Since I Don't Have You (Geffen)	30
31	28	23	SALT-N-PEPA Featuring EN VOGUE - Whatta Man (Next Plateau/London/PLG)	11
—	38	24	BIG MOUNTAIN - Baby I Love Your Way (RCA)	21
—	36	25	CRASH-TEST DUMMIES - Mmm Mmm Mmm Mmm (Arista)	25
37	30	26	LENNY KRAVITZ - Heaven Help (Virgin)	34
NEW	27	27	MICHAEL BOLTON - Completely (Columbia)	CB
38	32	28	INXS - Please (You Got That...) (Atlantic)	U&C
9	16	29	HEART - Will You Be There (In the Morning)? (Capitol)	35
39	34	30	TONY TONI TONE - (Lay Your Head On My) Pillow (Wing/Mercury)	27
29	29	31	XSCAPE - Understanding (So So Def/Columbia)	24
11	20	32	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	37
27	26	33	ZZ TOP - Pincushion (RCA)	40
NEW	34	34	BABYFACE - And Our Feelings (Epic)	33
—	37	35	JODECI - Cry For You (Uptown/MCA)	26
NEW	36	36	BODEANS - Closer To Free (Reprise)	U&C
—	39	37	JIMMY CLIFF - Higher And Higher (Interscope/Atlantic)	U&C
13	21	38	GIN BLOSSOMS - Found Out About You (A&M)	20
NEW	39	39	SUN 60 - Hold On (Epic)	U&C
NEW	40	40	TEVIN CAMPBELL - I'm Ready (Qwest/Warner Bros.)	CB

Thirty-four spins places **Prince** #12 at his hometown station, KDWB-Minneapolis, and the buzz has spread quickly. Reported airplay for "The Most Beautiful Girl" more than doubles. New on: 104 KRBE, KS104, WWZZ, WQGN, WNDU, Z104, KISF, KHFI, POWER 106, BOSS 97, WKSE, FUN 107, KROC, WSNX, KTRS, KGOT, KUBE, KPSI, MIX 93.5 and WFLY.

We first began tracking **The Cranberries'** "Dreams" in June of last year and now, after the success of "Linger," there's no problem for them winding up among the week's MOST ADDED. New believers include: KTMT, WSTW, WFLY, WWCP, WNKO, WSBG/FM, WIFX, WHHT, B97, WBIZ, KKFR, Q99, WVSR, KLBQ, WPST, KKYS, KOKZ, KZMG and KFBQ.

GO STATION PANEL: The GO Chart is based on reports by 146 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

Go Chart Most Added

MICHAEL BOLTON (84)

BONNIE RAITT (54)

THE CRANBERRIES (40)

Barry Stewart, PD at WJAT/FM-Swainsboro, Ga. tracks Top Five calls for **James'** "Laid" and calls it "big," which is a good reason why he gave it 35 plays last week and charts it 9-6. Seventeen plays is good for a #21 ranking at 104 KRBE-Houston. ADDs at: B94-Pittsburgh, WYKS-Gainesville, Fla., KJ103-Oklahoma City, Q99-Salt Lake City, WSTW-Wilmington, Del. and WSTO-Evansville, Ind.

Number One rankings for **R. Kelly's** "Bump N' Grind" at WPGC-Washington, D.C., KSTN-Stockton, Calif. and HOT 97-New York City. A stone cold Crossover smash for weeks, it's starting to generate mainstream play with ADDs at KHKS-Dallas, WKSE-Buffalo, WYKS-Gainesville and KPSI-Palm Springs. Also new on B95-Fresno and KPRR-El Paso.

There's no denying the appeal of **Deep Forest's** "Sweet Lullaby." Just ask some of the programmers who testify how active this unusual track is. Ask Brian Burns or Sue O'Neil at WKSE-Buffalo, where it's number two on the phones and charting at #15 with 22 spins. Top Ten at KISF, B97, POWER 96, WABB and KDUK.

Twenty-nine plays keeps **Alice In Chains'** "No Excuses" at Number One on THE END in Cleveland. Twelve ADDs including: 99KG, WAAL/FM, WDDJ/FM, KNEN, KKCK, KBKB, KTDR, KFTZ, WSBG/FM, KFMC, KHOK and KLRZ.

HOT 97-New York was first to ADD **Dawn Penn's** "You Don't Love Me," which is now pulling 37 plays and charting at #13. 92Q-Baltimore debuts it at #28 and nearby WPGC takes it 20-13. ADDED at KMEL-San Francisco.

Top Three action for **Jocelyn Enriquez's** "I've Been Thinking About You" at HOT 97.7-San Jose and MIX 93.5-Monterey/Salinas, where APD/MD Jason Silva reports it's Number One in requests and is getting 42 plays. Jason calls it "a huge Hispanic record." Crosstown, KDON takes it 27-20, with ADDs at KJYK-Tucson and KPRR-El Paso. For your copy, contact **Kormann Roque** at **Classified Records**, (510) 475-5760.

Down at KROQ, Kevin Weatherly, Gene Sandbloom and Darcy Sanders aren't wasting any time exposing their audience to **Primal Scream's** "Rocks." It's not officially out for a few weeks, but if you can get a copy, do it. The title is self-explanatory.

ARTIST PROFILE



TORI AMOS

HOMETOWN: "Born in Newton, N.C., but I consider Washington, D.C./ Baltimore to be my hometown."

CURRENT RESIDENCE: London

BIRTHDATE: August 22

LABEL: Atlantic

SENIOR VICE PRESIDENT, PROMOTION: Andrea Ganis

CURRENT SINGLE: "God"

CURRENT ALBUM: Under The Pink

PRIMARY MUSICAL

INFLUENCES: "My brother's record collection."

WHO ELSE'S MUSIC ARE YOU LISTENING TO THESE DAYS?

"Branford Marsalis' new album and the Led Zeppelin boxed set."

LIKES: "Yummy food."

DISLIKES:

"Not so yummy food."

FAVORITE PASTIMES:

"Reading, eating, sleeping."

IF YOU WEREN'T A MUSICIAN YOU'D BE: "A supervisor at a sewage plant."

TORI ON HER LATEST WORK: "Put your feet up buddy, you need a babe."

IT'S SAID: "Tori Amos defies formatics. Yet via number one SoundScan figures, it's clear the public wants Tori Amos! We will relentlessly work market after market to secure her radio exposure. Even though she doesn't sound like any format, Tori Amos is all formats!"

—Danny Buch, vice president, promotion, Atlantic Records

GAVIN RAP

EDITOR: BILL SPEED
ASSOCIATE EDITOR:
THEMBISA MSHAKA



RA	LW	TW	
—	1	1	GANG STARR - Mass Appeal (Chrysalis/ERG)
—	2	2	NAS - It Ain't Hard To Tell (Columbia)
—	8	3	ICE CUBE - You Know How We Do It (Priority)
—	5	4	SHYHEIM - On And On (Virgin)
\$	3	5	KRS-ONE - Sound Of Da Police (Jive)
\$	26	6	WU-TANG CLAN - C.R.E.A.M. (Wu-Tang/Loud/RCA)
—	4	7	DE LA SOUL - Ego Trippin (Tommy Boy)
—	20	8	INTELLIGENT HOODLUM - Street Life (Tuff Break/A&M)
\$	15	9	CASUAL - I Didn't Mean To (Jive)
—	9	10	U.M.C's - Time To Set It Straight (Wild Pitch/ERG)
—	22	11	ED O.G. & DA BULLDOGS - Love Comes and Goes (Chemistry/Mercury)
—	24	12	SOULS OF MISCHIEF - Never No More (Jive)
—	13	13	VOLUME 10 - Pistolgrip-Pump (Immortal)
—	10	14	KURIIOUS - Uptown Hit (Hoppoh/Columbia)
—	6	15	THA ALKAHOLIKS - Likwit, Only When I'm Drunk (Loud/RCA)
\$	7	16	JERU THE DAMAJA - Come Clean (Payday/FFRR)
—	12	17	LEADERS OF THE NEW SCHOOL - Classic Material (Elektra)
—	11	18	MAIN SOURCE - What You Need, Merrick Blvd. (Wild Pitch/ERG)
\$	25	19	SNOOP DOGGY DOGG - Gin and Juice (Death Row/Interscope)
NEW	20		A TRIBE CALLED QUEST - Electric Relaxation (Jive)
—	18	21	DOUG E. FRESH - I-Ight (Gee Street/ILS)
NEW	22		DAS EFX - Baknafeek (Atlantic)
—	28	23	DOWN SOUTH - Southern Comfort (Big Beat/Atlantic)
—	21	24	BLACK MOON - How Many Emcee's, Act Like (Wreck/Nervous)
—	16	25	A TRIBE CALLED QUEST - Award Tour (Jive)
—	23	26	AKINYELE - The Bomb (Interscope/Atlantic)
—	17	27	LORDS OF THE UNDERGROUND - Here Come The Lords (Pendulum/ERG)
—	14	28	WU-TANG CLAN - Da Mystery Of Chessboxin' / Method Man Remix (Wu-Tang/Loud/RCA)
NEW	29		DADDY-O - Flowing in File (Brooktown/Island/PLG)
—	34	30	THE LEGION - Jingle Jangle (One Love/Mercury)
—	27	31	DOMINO - Getto Jam (Outburst/RAL/Chaos)
—	38	32	TERMINATOR X - It All Comes Down To The Money (RAL/Columbia)
—	29	33	TRENDS OF CULTURE - Who Got My Back (Mad Sounds/Motown)
—	37	34	DFC - Caps Get Peeled (Atlantic)
—	31	35	ICE CUBE - Really Doe (Priority)
NEW	36		DEL THEFUNKYHOMOSAPIEN - Wrongplace (Elektra)
—	32	37	QUEEN LATIFAH - U.N.I.T.Y. (Motown)
—	33	38	THA MEXAKINZ - Phonkie Melodia (Mad Sounds/Motown)
NEW	39		Frankie Cutlas - Puerto Rico (Hoody/Moonroof)
—	19	40	DAS EFX - Freakit (eastwest/atlantic group)

Chartbound

- CONSCIOUS DAUGHTERS** - Somethin' To Ride To (Fonky Expedition) (Scarface/Priority)
- OUTKAST** - Player's Ball (LaFace/Arista)
- DA KING & I** - Tears (Rowdy)
- DA NAPPY HEADZ** - I'm Nappy (Polygram)

Like That!?

SO MUCH TO SAY...I gotta give mad props to the mag that keeps the taste buds of Northwest hip-hop heads satisfied. Big up to **Alison Pember** and the *Flavor* family as they embark on their third year. Their kick-off party was phat, thanks to **Supernatural**, **ED O.G. and Da Bulldogs** and **Nas** among

Most Added

DAS EFX
Baknafeek
(eastwest)

A TRIBE CALLED QUEST
Electric Relaxation
(Jive)

Top Tip

PRIVATE INVESTIGATORS
Who Am I?
(Virgin)



RECORD TO WATCH

DA KING & I
Tears
(Rowdy)

Izzy and Majesty take 'Contemporary Jeep Music' to another level with their latest single. Da King & I get 19 adds this week!

others...**MTV** is sponsoring its first spoken word tour as part of their "Free Your Mind" campaign, which focuses on diversity. Now in its fourth week, the tour is taking college campuses and clubs by storm. Celebrity guests appearing along the way include **Gil Scott-Heron**, **AD's Speech** and **MC Lyte**. The fundamental components of hip-hop are all here, y'all—rhythm, poetry, and biting political commentary. The highlight for me was listening to **Reg E. Gaines**. His way with words and his gift for vocal manipulation will blow you away. Gaines has an album of music and poetry dropping March 22 on **Mercury**, a must-hear! For tour details call **Lauren Coleman** at **Round The Globe** (212) 947-5575. Speaking of hip-hop fundamentals, **Rhino** has released what **Bryan Adams** at **Tommy Boy** would call a "bombish" CD—*Stellar Funk: The Best of SLAVE*, featuring *Steve Arrington!* In addition to the jams that made SLAVE an institution

and a sampling sensation ("Slide", "Just a Touch of Love", "Watching You"), there are cuts to savor that are new to CD and now of digital quality. **Rhino** gives additional props to the hip-hop nation with the **Street Jams Collection: Electric Funk** parts III and IV and *Hip-Hop From The Top* parts III and IV. The list of club classics and beat-box bombs are too numerous to mention, so call **Jim Neill** at (310) 441-6651. Could it be that **Wu-Tang Clan**, '94's current "C.R.E.A.M." of the hip-hop crop is headed for gold status? With 350,000-plus sold to date and a slammin' new single, the future looks bright. DJs: get your *limited edition cash-green vinyl* from **Matt** or **Trevor** at **Loud** (213) 653-0891...Finally met **Jeff Foss** from **WRHU-New York...Domino** has made yet another move to stay paid. He has secured a publishing deal with **Chrysalis Music Group**. The arrangement entitles **Domino**

LESHAUN REBOUNDS!



Tommy Boy recording artist **LeShaun** chills with her new manager, **New York Knick Charles Oakley**, owner of **Oaktown Entertainment, Inc**

to an advance from the company and the option to work with other artists...Welcome back! Wanna send out a shout of congrats to **Randy Krupke** of **WSCB-Springfield**. He bought a new spot that he plans to convert into a club, so hip-hop can resound in little towns like Gilbertville. His new number is (413) 477-8332. I'm still looking for your feedback letters on the Seminar, so hook me up! March is **Women's History Month**, so sistas will shine a little brighter this month. I kicked it off with **Shazzy** and **Sweet Sable** last week, and so it goes on...like *that*.

RAP RETAIL

SINGLES

2W	LW	TW	
1	1	1	DOMINO - Getto Jam (Outburst/RAL/Chaos)
3	3	2	SALT-N-PEPA Featuring EN VOGUE - Whatta Man (Next Plateau/London/PLG)
4	4	3	JERU THE DAMAJA - Come Clean (Payday/FFRR)
2	2	4	QUEEN LATIFAH - U.N.I.T.Y. (Motown)
6	5	5	KRS-ONE - Sound Of Da Police (Jive)
15	19	6	SNOOP DOGGY DOGG - What's My Name? (Death Row/Interscope)
5	6	7	A TRIBE CALLED QUEST - Award Tour (Jive)
12	9	8	OUTKAST - Player's Ball (LaFace/Arista)
11	11	9	ICE CUBE - You Know How We Do It (Priority)
9	10	10	EAZY-E - Real Compton City G's (Ruthless/Relativity)
14	13	11	HAMMER - It's All Good (Giant/Reprise)
10	12	12	12 GAUGE - Dunkie Butt (?)
—	14	13	TOO SHORT - Money In The Ghetto (Dangerous Music/Jive)
7	8	14	ICE CUBE - Really Doe (Priority)
13	15	15	M.C. LYTE - I Go On (First Priority/Atlantic)
20	17	16	US 3 - Cantaloop (Capitol)
16	16	17	2 PAC - Keep Ya Head Up (Interscope/Atlantic)
21	20	18	ODD SQUAD - I Can't See It (Rap-A-Lot/Priority)
17	18	19	DAS EFX - Freakit (eastwest)
—	22	20	SHAQUILLE O'NEAL - I'm Outstanding (Jive)
19	21	21	BLACK MOON - How Many MC's Must Get Dissed (Wreck/Nervous)
23	23	22	FATHER - I Beeped You (Uptown/MCA)
25	25	23	SHABBA RANKS f/PATRA and TERRI & MONICA - Family Affair (ATLAS)
22	24	24	SCARFACE - Now I Feel Ya (Rap-A-Lot/Priority)
15	19	25	SNOOP DOGGY DOGG - What's My Name? (Death Row/Interscope)

ALBUMS

2W	LW	TW	
1	1	1	SNOOP DOGGY DOGG - Doggystyle (Death Row/Interscope)
2	2	2	ICE CUBE - Lethal Injection (Priority)
3	3	3	SALT-N-PEPA - Very Necessary (Next Plateau/London/PLG)
4	4	4	A TRIBE CALLED QUEST - Midnight Marauders (Jive)
7	6	5	WU-TANG CLAN - Enter The Wu-Tang (36 Chambers) (Wu-Tang/Loud/RCA)
5	5	6	QUEEN LATIFAH - Black Reign (Motown)
9	8	7	TOO SHORT - Get In Where You Fit In (Dangerous Music/Jive)
6	7	8	DOMINO - Domino (Outburst/RAL/Chaos)
10	10	9	EAZY-E - It's On (Dr. Dre) 187um Killa (Ruthless/Relativity)
12	11	10	2LOW - Funky Lil Brother (Rap-A-Lot/Priority)
8	9	11	MC REN - Shock Of The Hour (Ruthless/Relativity)
11	12	12	DAS EFX - Straight Up Sewaside (eastwest/atlantic group)
13	13	13	KRS-ONE - Return Of Da Boom Bap (Jive)
15	15	14	SHAQUILLE O'NEAL - Shaq Diesel (Jive)
14	14	15	BLACK MOON - Enta Da Stage (Nervous)
19	17	16	ED O.G. & DA BULLDOGS - Roxbury 02119 (Chemistry/Mercury)
16	16	17	SCARFACE - The World Is Yours (Rap-A-Lot/Priority)
18	18	18	2 PAC - Strictly 4 My N.I.G.G.A.Z... (Interscope/Atlantic)
17	19	19	SPICE 1 - 187 He Wrote (Jive)
22	21	20	CASUAL - Fear Itself (Jive)
—	22	21	ODD SQUAD - Fadanuf Fa Erybody (Rap-A-Lot/Priority)
20	20	22	ERICK SERMON - No Pressure (Def Jam/Columbia)
24	24	23	CONSCIOUS DAUGHTERS - Ear To The Streets (Scarface/Priority)
23	23	24	DEL THEFUNKYHOMOSAPIEN - No Need For Alarm (Elektra)
NEW		25	SHQ - Trouble Man (?)

New Releases



CASUAL I Didn't Mean To (Jive)

The Grim Reaper of the Heiro clan returns with his second single. "I Didn't Mean To" is somewhat of a departure from Cas' first endeavor "That's How It Is." It's a pseudo love jammy about the bewitching ways of the female figure and the music bed is much more down-tempo and slightly on the melancholy jazz tip. The A-side gets the sweet remix treatment from Heiro member Mike G. Servin' up a heavy mid-tempo bassline complemented with mild organ fills and gentle rhythm guitar riffs, the remix version delivers a whole new flavor. It's on that ole rich-n-chewy funk tip. Also available as an instrumental. The B-side also contains a non-LP bonus cut, "That's How It Is Part II." Produced by Toure, it features A-Plus, who slings his lite-n-airy high-pitched delivery alongside Casual's taut baritone. The duo rip the straight battle rhyme verse over a thick drum track that's infested with plenty of bass boom and a burst of treated horns. Contact Eric Skinner at (212) 620-8709. —SPENCEDOOKEY

PRIVATE INVESTIGATORS Who Am I? (Virgin)

The LP version of "Who Am I" opens up with an instrumental prelude to the P.I.'s newest lyrical excursion. Some might fall prey to dismissing the presentation as Onyx-meets LONS, but not so fast. The subject matter sends you rewinding for a closer listen. A skillful, sarcastic indictment of lackluster pseudo lyricists lies beneath the aggressive inflection of Red and crew: "I'm lyrical, rough and mentally bigger than you, you dummy/my crew's ability abuses you it's funny/you got no money/no tickets sold for your shows/no wisdom bodies rockin' to your tour bus...who put you niggaz on?" The LP version has a steely, industrial sound. For a jazzy rendition with a slick bassline that bounces on the off-beat, turn to the "Diamond D Main Pass." The "Jerry Moran Vocal Up" serves a healthy dose of funky worm. Contact Jackie Paul at East-2-West (215) 884-3308 —THEMBISA S. MSHAKA

ARTIST PROFILE

FUGEES



ALSO KNOWN AS: Tranzlator Crew (Lauryn Hill, Wyclef "Clef" Jean and Prakazrel "Pras" Michel)

THEIR BACKGROUND: Clef and Pras are rapper/producers of Haitian descent. Lauryn is a rapper/singer/actress from East Orange, New Jersey.

LABEL: Ruffhouse/Columbia

PUBLICITY CONTACT: Miguel Bager

ALBUM: Blunted On Reality

PRAS ON THEIR NAME:

"We're all refugees. We just happen to be Black males, so we seek refuge from oppression...not only from society, but from our own kind."

MUSICAL INFLUENCES: Bob Marley, Bootsy Collins, The Doors, Thelonus Monk, Pink Floyd, Jimi Hendrix. Clef says, "if I could describe our music, I'd call it roots, rap, and reggae."

LAURYN ON BEING THE FEMALE RHYMER: "It teaches me to hold my own. Plus, I'm sending a message to other women—we're limitless. I had a phobia about rockin' for a while, until I realized it was all about what was in your heart and what you had to say. If you kick it truthfully, that's how it will come out."

LAURYN ON THE ALBUM: "it's 360 degrees of music. It will take you on a trip out of yourself and land you right back where you belong."

GAVIN URBAN

EDITOR: BILL SPEED
ASSOCIATE EDITOR:
JOHN MARTINUCCI



2W	LW	TW		WEEKS	Reports	Adds	Heavy	Medium	Light	HIT FACTOR
7	4	1	R. KELLY - Bump N' Grind (Jive)	7	50	0	49	1	0	100%
2	1	2	ZHANE - Groove Thang (Motown)	9	52	0	47	5	0	100%
5	2	3	MINT CONDITION - U Send Me Swingin' (Perspective/A&M)	12	51	0	44	7	0	100%
10	6	4	JANET JACKSON - Because Of Love (Virgin)	8	50	0	40	7	3	94%
8	7	5	SALT-N-PEPA Featuring EN VOGUE - Whatta Man (Next Plateau/London/PLG)	8	46	0	41	4	1	98%
11	10	6	JODY WATLEY - When A Man Loves A Woman (MCA)	7	48	0	33	10	5	90%
9	9	7	CE CE PENISTON - I'm In The Mood (A&M)	9	46	1	39	6	1	98%
17	13	8	MARIAH CAREY - Never Forget You (Columbia)	6	50	2	16	27	7	86%
14	11	9	ETERNAL - Stay (EMI/ERG)	6	47	0	22	20	5	89%
25	14	10	INTRO - Ribbon In The Sky (Atlantic)	5	47	2	15	26	6	87%
18	15	11	BLACKGIRL - Crazy (Kaper/RCA)	6	44	2	17	20	7	84%
21	19	12	TEDDY PENDERGRASS - Believe In Love (Elektra)	8	41	1	14	22	5	88%
1	3	13	XSCAPE - Understanding (So So Def/Columbia)	10	36	0	28	7	1	97%
23	18	14	HAMMER - It's All Good (Giant/Reprise)	6	40	0	17	18	5	88%
4	5	15	TEVIN CAMPBELL - Shhh (Qwest/Warner Bros.)	8	35	0	30	4	1	97%
35	28	16	BABYFACE - And Our Feelings (Epic)	3	46	8	6	21	19	59%
24	20	17	ALL-4-ONE - So Much In Love (Blitz/Atlantic)	6	39	2	15	17	7	82%
3	8	18	TONY TONI TONE - (Lay Your Head On My) Pillow (Wing/Mercury)	12	34	0	26	6	2	94%
31	24	19	GUESS - Tell Me Where It Hurts (Warner Bros.)	5	43	3	2	20	21	51%
38	30	20	AFTER 7 - Gonna Love You Right (Fox/Beacon)	4	39	6	2	19	18	54%
29	26	21	HI-FIVE - Faithful (Jive)	6	35	0	5	20	10	71%
—	36	22	ANGELA WINBUSH - Treat U Rite (Elektra)	3	39	8	3	18	18	54%
15	21	23	TONI BRAXTON - Seven Whole Days (LaFace/Arista)	11	26	0	18	5	3	88%
NEW	24	24	TEVIN CAMPBELL - I'm Ready (Qwest/Warner Bros.)	2	40	19	0	14	26	35%
36	35	25	ARETHA FRANKLIN - A Deeper Love (Arista)	4	33	6	5	13	15	55%
—	38	26	ME'SHELL NDEGEOCELLO - If That's Your Boyfriend... (Maverick/Sire/Reprise)	3	37	7	2	12	23	38%
26	25	27	II D EXTREME - Let Me Love You (Gasoline Alley/MCA)	6	33	1	2	22	9	73%
6	17	28	SWV - You're Always On My Mind (RCA)	12	27	0	12	12	3	89%
32	31	29	US 3 - Cantalooop (Capitol)	4	25	4	10	8	7	72%
13	12	30	KEITH WASHINGTON - Believe That (Qwest/Warner Bros.)	9	27	0	9	16	2	93%
37	37	31	DIANA KING - Stir It Up (Chaos)	4	31	2	1	13	17	45%
34	32	32	RIFF - Baby It's Yours (SBK/ERG)	5	26	0	1	16	9	65%
33	33	33	COMING OF AGE - Baby Be Still (Zoo)	5	31	3	1	14	16	48%
NEW	34	34	SHAQUILLE O'NEAL - I'm Outstanding (Jive)	4	30	4	2	13	15	50%
39	39	35	SUDDEN CHANGE - Comin' On Strong (eastwest)	4	31	7	2	10	19	39%
NEW	36	36	JODECI - Feenin' (Uptown/MCA)	1	31	13	3	8	20	35%
12	23	37	MARY J. BLIGE - You Don't Have To Worry (Uptown/MCA)	10	23	0	9	12	2	91%
20	16	38	CHANTE SAVAGE - Betcha'll Never Find (RCA)	11	23	1	10	10	3	87%
19	27	39	JODECI - Cry For You (Uptown/MCA)	14	23	0	8	11	4	83%
NEW	40	40	PORTRAIT - Be Thankful For What You Got (Atlas/PLG)	3	30	4	2	6	22	27%

Chartbound

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
FREDDIE JACKSON - "Was It Something" (RCA)	29	3	—	5	21	17%	3
*QUEEN LATIFAH - "Just Another Day" (Motown)	29	17	—	6	6	21%	1
*PRINCE - "The Most Beautiful Girl In The World" (Bellmark)	28	12	1	8	7	39%	1

Total Reports:
This Week 55 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 3pm Tuesday

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

Album Cuts

ME'SHELL NDEGEOCELLO - Outside You Door

R. KELLY - Your Body's Callin'

CECE PENISTON - I'm Not Over You

COLOR ME BADD - The Bells/Wildflower

JOHNNY GILL - Tell Me How U Want It

Most Added

TEVIN CAMPBELL
"I'm Ready"
(Qwest/Warner Bros.)

QUEEN LATIFAH
"Just Another Day"
(Motown)

GLENN JONES
"Round And Round"
(Atlantic)

THE BRAND NEW HEAVIES
featuring **N'EA DAVENPORT**
"Dream On Dreamer"
(Delicious Vinyl/eastwest)

JODECI
"Feenin' "
(Uptown/MCA)

Top New Entry

TEVIN CAMPBELL
"I'm Ready"
(Qwest/Warner Bros.)

Hot

ANGELA WINBUSH
"Treat U Rite"
(Elektra)

Top Tip

THE BRAND NEW HEAVIES
featuring **N'EA DAVENPORT**
"Dream On Dreamer"
(Delicious Vinyl/eastwest)

RECORD TO WATCH

GLENN JONES
"Round And Round"
(Atlantic)

Inside Urban



RCA recording artist Chantay Savage took time out of her busy schedule during a recent press day to celebrate the success of her single, "Betcha'll Never Find."

Pictured l-r: Kathi Moore, national director of promotions; Chante Savage; Joe Galante, president; Cheryl Tyrrell, director of artist development; Tommy Thompson, director of national field promotion.

We're still recouping from the Seminar and have all been playing catch-up, but we've received some good stuff in the mail. I hope you

Up & Coming

Reports	Adds	
25	2	FUNKY POETS - Lessons Learned (550 Music/Epic)
23	15	*THE BRAND NEW HEAVIES - Dream On Dreamer (eastwest/Delicious Vinyl)
22	10	*JOE - All Or Nothing (Mercury)
21	3	U.N.V. - Close Tonight (Maverick/Sire/Warner Bros.)
21	7	*FOR REAL - You Don't Wanna Miss (A&M)
20	16	*GLENN JONES - Round And Round (Atlantic)
19	2	THE REAL SEDUCTION - Baby Where Were You (Atlantic)
19	2	FMob - We Came To Move Ya (eastwest)
19	6	*PHILIP BAILEY - Here With Me (Zoo)

Dropped: #22-Aaron Hall, #29-Lisa Lisa, #34-Eric Gable, #40-Shabba Ranks/Patra/Terri&Monica, H-Town, De La Soul.

* Indicates Debut

DOMINO'S BEAT



Staffers of KKBT (The Beat)-Los Angeles recently had a chance to chill with Outburst/RAL/Chaos' recording artist Domino during his recent L.A. record release party at the Palace. Pictured l-r: Michelle Santosuosso, APD; Domino; Harold Austin, MD.

have an opportunity to check out the box set to commemorating *Soul Train's* 20th anniversary. It includes all kinds of great music that will sound good on your old school shows. There's the original theme song performed by **TSOP featuring the Three Degrees, The Brothers' Johnson, The Time** and many, many more up to and including **Vanessa Williams**, "Save The Best For Last"... Also, *Motown* has released a four CD collection of **Smokey Robinson and The Miracles** music. This box set covers 35 years and every Smokey song you ever loved (all of them right?). Check it out—it's all good...Congrats go to **Kevin Fleming**, who was recently named official PD of **KACE**...I guess you've heard that **WDAS-Philly** was recently sold to **Beasley Broadcasting**, who owns other properties in the market...I had an opportunity to speak with **Turk Logan** recently. Logan has been working with the **Cosby Mass Communications Center** which is located on the campus of **Central State University** in Wilberforce, Ohio. They're doing some great things for the communications world and the **Cosby** legacy and you can reach Logan at (513) 376-6261 Give him a call...FYI! **Tag Team** has just surpassed the four-million mark and looks like it's still going strong...

"Whoomp (There It Is)" spent a record 24 weeks in the top 10 and has been used by everybody from the NBA to the NFL...Whoomp there it is!...The National Association of Black Owned Broadcasters (NABOB) will hold it's annual awards dinner March 24 at the Sheraton Washington hotel in Washington, D.C. This year's honorees will include **Whitney Houston, Stevie Wonder, Don Cornelius, Jimmy Jam & Terry Lewis** and the chairman of the Congressional Black Caucus, **Kwesi Mfume**...I would like to once again thank all the award winners at this year's Seminar, including **Hilda Williams** of **Warner Bros.**; **Hank Spann**, Warner Bros.; **Bobby Rush** of **WZAK-Cleveland**; **Eddie Pugh** of **Columbia Records**; **Steve Crumbley** of **WOWI-Norfolk**; **WRKS-New York** (go Vinnie!) and the Urban Label of the year, which was shared by **MCA** and **Warner Bros.**...**VH-1** honored **Aretha Franklin**, as its February artist of the month. She was saluted for her thirty plus years of successful recordings. **Aretha** also was honored by the Grammys with the lifetime achievement award...now that's R E S P E C T. Peace! Bill

New Releases

JODECI "Feenin'" (Uptown/MCA)

The next chapter, "Feenin,'" is from Jodeci's *Diary Of A Mad Band*. The group has created another passionate ballad that's a bit different than "Cry For You." "Feenin'" debuts on the chart this week and look for it to do well especially, since programmers have been playing it since the album's release.

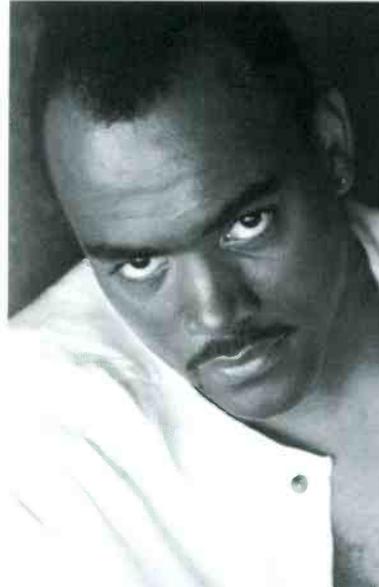
KEITH SWEAT How Do You Like It? (Elektra)

Talk about customer service; the Sweatman wants to treat his lady right. Keith Sweat jumps on the next wave of mid-tempo seductive grooves as he asks, "How Do You Like It?" Lisa "Left Eye" Lopez (TLC)

raps on the "part one" version. From Sweat's upcoming album, *Get Up On It*.

7669 Joy (Motown)

Finally following up their fall debut, "So High," the ladies of 7669 are back to spread "Joy" with deep driving beat and sweet harmonies. But don't be fool by the sheep in wolf clothing their revolution continues next week.



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

On your desk this week is the sensitive ballad by Chris Walker that's already seeing chart activity in A/C, Walker co-wrote this track with award-winning songwriter Carole Bayer Sager.

WORL-A-GIRL No Gunshot (Put Down The Gun) (Chaos/Columbia)

Worl-A-Girl drop a groovin' dance-hall track that will probably hit home if you live in a major city. The groups "increase the peace" attitude is available in a radio edit.

HEAVY D & THE BOYZ Got Me Waiting (Uptown/MCA)

"Got Me Waiting" leads off Heavy's album, *Nuttin' But Love*, with producer Pete Rock looping Luther's "Don't You Know That" around the mid-tempo groove.

RAAB Feel Me (Rip It)

The young vocalist who created quite a stir in radio and retail back in November has returned to capture a few more hearts. RAAB's soulful and emotionally-charged "Feel Me" demonstrates vocal abilities that shouldn't be overlooked.

2 PAC Papa'z Song (Interscope/Atlantic)

Tupac keeps the vivid imagery coming, "Papa'z Song" reflects an unfavorable childhood as a result of no father.

—NEW RELEASES BY JOHN MARTINUCCI

ARTIST PROFILE

TEVIN CAMPBELL



BIRTHDATE: November 12

CURRENT RESIDENCE:

Woodland Hills, Calif.

CURRENT SINGLE: "I'm Ready"

CURRENT ALBUM: I'm Ready

LABEL: Qwest/Warner Bros.

MUSICAL INFLUENCE: Aretha Franklin

WHOSE MUSIC ARE YOU

LISTENING TO IN YOUR

LEISURE: Aretha Franklin

FAVORITE RECORD (BY SOMEONE ELSE): Toni Braxton's debut album

FAVORITE SPORTS TEAM: None

FAVORITE PASTIME: Cruising

PROUDEST ACCOMPLISHMENT:

Finally getting a car

IF I WASN'T A RECORDING ARTIST: I'd be a normal kid.

CURRENT OR UPCOMING TOUR

DETAILS: Working on a spring/summer tour in '94.

TEVIN ON THE ALBUM I'M

READY: "It says a lot about who I am as a person because of the things I've been through during the last four years or so. I hope people will see that I'm not the same young kid that I was on my first album."

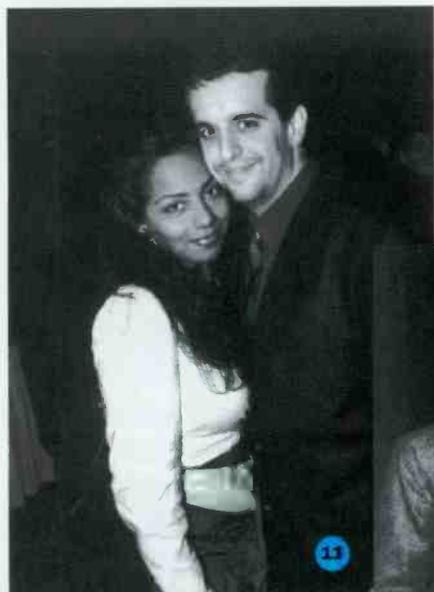
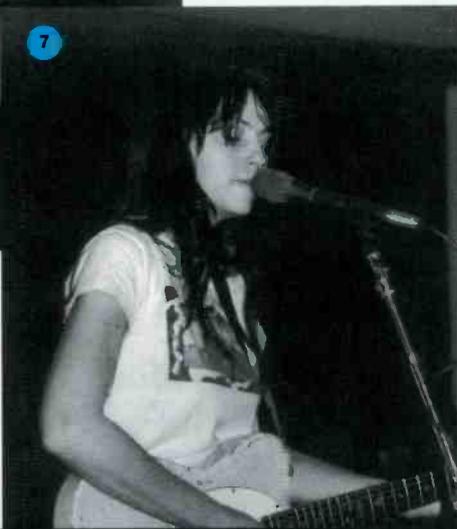
HE SAYS: "Respect and protect each other."

ITS SAID: "...this multi-talented young man has established

himself as one of today's brightest and most original new stars." —Showtime

FUTURE PLANS: More singing and acting.

Schmoozing and Sho



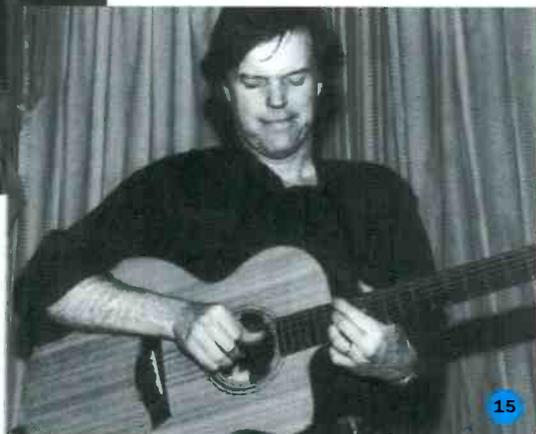
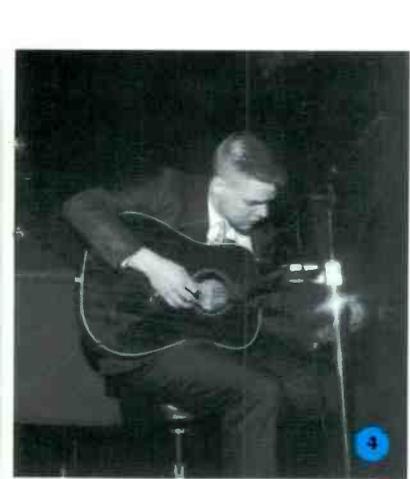
**1994
GAVIN
SEMINAR**



wcasing at the GAVIN

In between the sessions and exhibits, 1994 GAVIN Seminar attendees saw a record number of showcases by established artists, new artists, and artists who re-formed just for us. Here are a very few of our satisfied guests.

1. Curb recording artist Junior Brown was happy to greet Country editor Cyndi Hoelzle.
2. EMIRG's Laura Kuntz was a panelist at Saturday morning's A/C session.
3. Former 49ers coach Bill Walsh (l) met with Jeff McClusky, who co-sponsored Walsh's keynote.
4. Silkworm performed a few numbers before a college radio panel.
5. Columbia's Alison Moyet serenaded late-nighters at midnight on Thursday (February 17).
6. Booker T. Jones reunited with original MGs Steve Cropper and Duck Dunn for a special GAVIN appearance.
7. Lisa Germano of 4AD opened an alternative panel with a couple of songs.
8. Atlantic's Kieran Kane (r) with Tammy Rogers at the Country New Artist Showcase.
9. Virgin recording artist Colin James played some scorching blues/rock to welcome awards banquet guests.
10. After the Atlantic Jazz luncheon, Cyrus Chestnut played a set.
11. Lisette Melendez put the squeeze on KMEL-San Francisco's Mike Marino. Or was it the other way around?
12. At the cocktail party, singer/songwriter Dan Hill (c) stopped to smile with A/C editor Ron Fell (l) and Howard Rosen.
13. Urban Lyrics panelists grappled with radio's increasing reluctance to play "questionable" lyrics. L-r: Jermaine Dupri, So So Def Recordings; rapper Schoolly D; Erica Grayson, Sony Music; Michael Martin, WILD 107-San Francisco; Albie D., WPGC-Washington, D.C.; Karen Mason, eastwest records america; Michelle Santosuosso, KKBT-Los Angeles.
14. Jesse Hunter sings "for people who are trying to get sober" at the Country New Artist Showcase.
15. Acclaimed guitarist Leo Kottke opened up the showcases Thursday afternoon with songs from his Private Music album *Peculiaroso*. The room was so packed, Kottke did an encore performance.
16. After the Top 40 label promotion strategy meeting, eastwest's Greg Thompson tried to strangle Columbia's Jerry Blair with his leg. Standing l-r: Moderator Craig Lambert, eastwest; Top 40 editor Dave Sholin; Joe Riccitelli, PLG; Thompson; Steve Leavitt, Geffen/DGC. Kneeling l-r: Mark Gorlick, MCA; Blair.
17. Higher Octave artist Craig Chaquico took us on a smooth ride in the slow lane of the *Acoustic Highway*.
18. The 10-member Groove Collective's funky, danceable sound was broadcast live over KJAZ/FM-Alameda/San Francisco.
19. Raul Malo led MCA/Nashville's the Mavericks through a set that almost set the Georgian Room's curtains on fire.



GAVIN A/C

EDITOR: RON FELL
ASSOCIATE EDITOR: DIANE RUFER



2W	LW	TW		WEEKS	Reports	Adds	Heavy	Medium	Light	HIT FACTOR
1	1	1	RICHARD MARX - Now & Forever (Capitol)	9	235	1	225	7	2	99%
4	2	2	MARIAH CAREY - Without You (Columbia)	7	225	1	204	16	4	98%
2	3	3	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	11	213	0	161	43	9	96%
3	4	4	PHIL COLLINS - Everyday (Atlantic)	11	204	0	162	35	7	97%
6	5	5	RICK ASTLEY - The Ones You Love (RCA)	9	202	5	149	38	10	93%
14	10	6	BRUCE SPRINGSTEEN - Streets Of Philadelphia (Columbia)	8	191	13	101	60	17	84%
13	7	7	LINDA RONSTADT - Oh No, Not My Baby (Elektra)	7	180	11	104	50	15	86%
16	11	8	EXPOSE - In Walked Love (Arista)	6	185	13	82	77	14	86%
12	9	9	AARON NEVILLE - I Owe You One (A&M)	9	165	3	97	48	17	88%
5	6	10	CELINE DION - The Power Of Love (550 Music/Epic)	16	170	1	121	34	14	91%
15	12	11	BEE GEES - For Whom The Bell Tolls (Polydor/PLG)	8	149	7	78	56	8	90%
25	17	12	STING - Shape Of My Heart (A&M)	5	161	18	43	84	16	79%
7	8	13	TONI BRAXTON - Breathe Again (LaFace/Arista)	22	146	0	81	50	15	90%
33	24	14	BILLY JOEL - Lullabye (goodnight, my angel) (Columbia)	4	177	30	24	90	33	64%
24	19	15	JACKSON BROWNE - My Problem Is You (Elektra)	5	154	15	32	87	20	77%
17	14	16	OLETA ADAMS - The Day I Stop Loving You (Fontana/Mercury)	14	130	2	60	52	16	86%
21	20	17	ROBBIE DUPREE - Walking On Water (Miramar)	9	108	1	35	64	8	92%
28	26	18	DAN HILL With RIQUE FRANKS - In Your Eyes (Spontaneous)	9	122	10	15	78	19	76%
23	21	19	DARDEN SMITH - Little Victories (Chaos)	8	110	4	27	67	12	85%
29	28	20	DAVE KOZ - Lucky Man (Capitol)	7	122	2	11	75	34	70%
11	13	21	THE CRANBERRIES - Linger (Island/PLG)	14	109	0	36	56	17	84%
9	16	22	HEART - Will You Be There (In the Morning)? (Capitol)	10	110	2	35	55	18	82%
38	30	23	MITCH MALLOY - Tumbling Down (RCA)	5	122	18	7	60	37	55%
22	25	24	LITTLE TEXAS - What Might Have Been (Warner Bros.)	21	95	0	34	48	13	86%
26	32	25	10,000 MANIACS - Because The Night (Elektra)	19	89	6	38	34	11	81%
27	27	26	GIN BLOSSOMS - Found Out About You (A&M)	9	89	1	28	45	15	82%
10	15	27	DOLLY PARTON & JAMES INGRAM - The Day I Fall In Love (Columbia)	11	94	1	28	51	14	84%
NEW	28	28	MICHAEL BOLTON - Completely (Columbia)	2	130	47	4	51	28	42%
8	18	29	BRUCE HORNSBY - Rainbow's Cadillac (RCA)	11	87	0	29	42	16	82%
18	22	30	BRYAN ADAMS, ROD STEWART, STING - All For Love (A&M/Hollywood)	14	86	0	28	40	18	79%
32	31	31	GO WEST - The Tracks Of My Tears (EMI/ERG)	6	98	6	4	56	32	61%
NEW	32	32	ACE OF BASE - The Sign (Arista)	10	98	20	23	31	24	55%
37	33	33	KIKI EBSEN - Half A Chance (Sin-Drome)	5	91	7	5	52	27	63%
36	34	34	LAURA BRANIGAN - It's Been Hard Enough Getting Over You (Atlantic)	6	94	10	7	47	30	57%
19	23	35	MICHAEL BOLTON - Said I Loved You...But I Lied (Columbia)	17	85	0	31	32	22	74%
—	37	36	KARLA BONOFF - Standing Right Next To Me (MCA)	6	89	15	3	45	26	54%
20	29	37	JIMMY CLIFF - I Can See Clearly Now (Chaos)	21	76	0	28	34	14	82%
NEW	38	38	MEAT LOAF - Rock 'N Roll Dreams Come Through (MCA)	8	79	19	16	33	11	62%
—	39	39	CHRIS WALKER - How Do You Heal A Broken Heart? (Pendulum/ERG)	6	75	10	1	44	20	60%
NEW	40	40	THE STORY - When Two And Two Are Five (Elektra)	4	78	10	1	36	31	47%

Chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* BONNIE RAITT - "Love Sneakin' Up On You" (Capitol)	99	88	—	2	9	2%	1
ALAN PARSONS - "Oh Life (There Must Be More)" (Arista)	77	17	1	25	34	34%	3
BIG MOUNTAIN - "Baby I Love Your Way" (RCA)	74	27	1	14	32	20%	3
ROBERT PLANT - "If I Were A Carpenter" (EsParanza/Atlantic)	68	7	4	36	21	59%	5
k.d. lang - "Hush Sweet Lover" (Sire/Warner Bros.)	68	15	1	20	32	31%	3

Total Reports:
This Week 239 Last Week 220
Hit Factor is a percentage of stations which will have it in Heavy or Medium rotation.
Reports accepted:
Monday at 8am through 3pm Tuesday
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

Gavin A/C #1 Hits From:
.....
3/9/90 TAYLOR DAYNE - "Love Will Lead You Back"
3/4/88 JAMES TAYLOR - "Never Die Young"
3/6/87 BRUCE HORNSBY & THE RANGE - "Mandolin Rain"
3/7/86 HEART - "These Dreams"

Most Added

- BONNIE RAITT (88)**
- CHRIS ISAAK (54)**
- MICHAEL BOLTON (47)**
- BILLY JOEL (30)**
- BIG MOUNTAIN (27)**

Top Tip

BONNIE RAITT
"Love Sneakin' Up On You"
(Capitol)

RECORD TO WATCH
.....
TEVIN CAMPBELL
"I'm Ready"
(Qwest/Warner Bros.)

Inside A/C

.....
Below, in alphabetical order, is our first batch of new A/C correspondents for 1994. We welcome the following:

Bill Shakespeare, **KARZ (Z106)**,
4352 Caterpillar Road #C, Redding,
CA 96003 (916) 243-2222
FAX: (916) 243-2321

Mike Vitti, **KATD**, 1251 Monument
Blvd. Suite 260, Concord, CA
94520 (510) 827-9900
FAX: (510) 674-1980

Bill Pressly & Ron Roe, **KDXY**, 3804
Linwood Drive, Jonesboro, AR
72450 (501) 239-8588
FAX: (501) 239-3030

Dan Murphy & John West, **KISQ**,
2525 N. West Avenue, El Dorado,
AR 71730 (501) 864-0093
FAX: (501) 863-4555

Ken Billinger, **KJLS**, PO Box 364,
Hays, KS 67601 (913) 628-1064
FAX: (913) 628-1822

Donald Leutz & John Lovett, **KKBN**,
22960 Vantage Pointe Drive,
Twain Harte, CA 95383 (209)
586-1988 FAX: (209) 586-1111

Kathy Mitchell, **KMBQ**, 1801 E.
Parks Highway Suite E-10, Wasilla,
AK 99654 (907) 373-0222
(907) 376-1575

John Leader, **KMGW**, 150 N. Nichols
Avenue, Casper, WY 82601
(307) 235-9147 FAX: same

Scott Taylor, **KOSI**, 10200 E. Girard
Avenue #B-131, Denver, CO 80231
(303-696-174 FAX: (303) 696-0522

Lee Benson, **KTWN**, 303 West
Broad, Texarkana, TX 75501 (903)
794-5896 FAX: (903) 792-4261

Joseph Friar, **KVIC**, 3613 N. Main,
Victoria, TX 77901 (512) 576-6111
FAX: (512) 572-0014

CHAPMAN & CARRACK



Beth Nielsen Chapman

"IN THE TIME IT TAKES"

DUET WITH PAUL CARRACK (OF MIKE & THE MECHANICS, SQUEEZE AND ACE)

FROM THE ALBUM

You Hold The Key

THE NEW SINGLE ON YOUR DESK NOW. ADDS BEGINNING MONDAY, MARCH 7TH.

Up & Coming

Reports	Adds	
64	10	LEA SALONGA - A Vision Of You (Atlantic)
63	9	CHERYL WHEELER - Almost (Rounder)
62	5	MR. BIG - Ain't Seen Love Like That (Atlantic)
54	54	* CHRIS ISAAK - San Francisco Days (Reprise)
49	5	JANET JACKSON - Because Of Love (Virgin)
49	10	JAMES TAYLOR - Your Smiling Face (Columbia)
43	8	LORI RUSO - Only Through A Storm (Major)
39	26	* TEVIN CAMPBELL - I'm Ready (Qwest/Warner Bros.)
38	5	TRAVIS TRITT - Take It Easy (Giant/Warner Bros.)
34	21	* WARREN HILL - Our First Dance (RCA)
25	7	* MELISSA ETHERIDGE - Come To My Window (Island/PLG)
24	8	* TERENCE TRENT D'ARBY - Let Her Down Easy (Columbia)
23	11	* PATTY LARKIN - Who Holds Your Hand (High Street)
23	11	* MARC JORDAN - Back Street Boy (Sin-Drome)
20	7	* MICHAEL STANLEY & THE GHOST POETS - Casanova (Razor & Tie)
20	4	* ALL-4-ONE - So Much In Love (Blitz/Atlantic)
20	19	* ELEANOR McEVOY - Finding Myself Lost Again (Geffen)

Dropped: K. T. Oslin, Bryan Adams, Michael McDonald, Mariah Carey, Bill Medley & Darlene Love, Dan Fogelberg, Indigo Girls. * Indicates Debut

Plus Factor

	LW	TW	Increase
MICHAEL BOLTON - Completely (Columbia)	11	42	31%
THE STORY - When Two And Two Are Five (Elektra)	18	47	29%
ACE OF BASE - The Sign (Arista)	33	55	22%
ALAN PARSONS - Oh Life (There Must Be More) (Arista)	14	34	20%
KIKI EBSEN - Half A Chance (Sin-Drome)	46	63	17%
BILLY JOEL - Lullabye (goodnight, my angel) (Columbia)	49	64	15%
MR. BIG - Ain't Seen Love Like That (Atlantic)	42	55	13%
k.d. lang - Hush Sweet Lover (Sire/Warner Bros.)	19	31	12%
BIG MOUNTAIN - Baby I Love Your Way (RCA)	9	20	11%

Records which receive the greatest increase in Hit Factor

Steven Bernard, **KWJM**, PO Box 777, Farmerville, LA 71241 (800) 586-5656 FAX: (318) 368-2203

Gene Free & Charlie Lombardo, **WALK**, 66 Colonial Drive, Patchogue (Long Island) New York (516) 475-5200 FAX: (516) 475-9016

Dennis Tidwell, **WAWV/FM**, PO Box 629, Sylacauga, AL 35150 (205) 245-4354 FAX: (205) 245-4355

Robert Eastwood, **WCRE**, PO Box 631, Cheraw, S.C. 29520 (803) 537-7887 FAX: none

Tom Lavin & Bob Muschara, **WGFB**, 3206 Lakeshore, Peru (Plattsburgh), NY 12972 (518) 561-0960 FAX: (518) 561-2167

Scott Stevens, **WKXD**, 259 S. Willow Avenue, Cookeville, TN 38501 (615) 526-6860 FAX: (615) 520-1590

Stan Barnett, **WQXQ**, PO Box 2469, Owensboro, KY 42302 (502) 754-3000 FAX: (502) 685-1873

Randy Dorey & Scott Johnson, **WSNU**, 738 Bellefonte Avenue, Lock Haven, PA 17745 (717) 748-4038 FAX: (717) 748-0092

Rick Joseph, **WTYD**, PO Box 1031, New London, CT 06320 (203) 442-5328 FAX: (203) 442-6532

Billy Joel's "Lullabye (Goodnight, My Angel)" is the format's HOTTEST single over the past two weeks, moving from #33 to #14. In that time its HIT FACTOR has doubled (32% to 64%) and 59 new players have come on board.

Sting's single, "Shape Of My Heart," which has a 13-point rank improvement over the past two issues, comes in with a five-week HIT FACTOR of 79% and 18 ADDS this week including WOBB, WSPT, KOSO, WBDX, WSTU and KHK.

The 15-point increase for **Mitch Malloy's** "Tumbling Down" will come as a surprise only to those who've haven't ADDED it yet. More than half the format hears it including the 55% who have it in HIT

FACTOR rotation including KATW/FM, KMGH, KBLQ, KRNO, WAHR, WTSX, KEYW, KMGW, WOBB and WQTU.

Top debut is **Michael Bolton's** "Completely," which completely blows away all comers with an opening rank of #28. Among the 47 new this week are B100, KESZ, KVIL, Y92, KSSK, WRQX, WBMX, KEYI and WQLR.

TOP TIP and #1 MOST ADDED is **Bonnie Raitt's** "Love Sneakin' Up On You" which is not exactly sneaking its way onto any playlists...it's smokin' already. New for WRQX, WLMX, WMBX, WMJQ, Y92, WLDR, KMXV, KSTP, KVIC, B100, K99, KDMX and KMGQ.

Meat Loaf's debut at #38 comes from UP & COMING without the usual stopover in CHARTBOUND because it's already HIT FACTORED at 62% of its 79 players.

Last issue's RECORD TO WATCH, **Big Mountain's** "Baby I Love Your Way," gathered 27 more stations and is our fifth MOST ADDED single. Now with 74 A/Cs playing this single is not CHARTBOUNDING with WEIM, WVNC, WCKQ, WQXQ, KMXV, KROC, WFPS, KESZ, KKIQ and KVYN among the new.

Tevin Campbell's "I'm Ready," this week's RECORD TO WATCH, debuts in UP & COMING with 39 total stations and WCTW, WSUL, WAFY, WCVQ, KGWB, WRCO, KBCQ, KVIC, K99, KWXX and KEYW/FM among the first-week ADDS.

New Releases

BETH NIELSEN CHAPMAN**duet with PAUL CARRACK "In The Time It Takes" (Reprise)**

The unanimous favorable response the A/C Juke Box Jury gave this special duet is just the tip of a huge musical iceberg. It has great lyrics and is loaded with hooks and brightly paced for your immediate appreciation.

JOSHUA KADISON "Beautiful In My Eyes" (SBK/ERG)

On the one-year anniversary of the release of his first single, "Jessie," Joshua and SBK put the goodwill to work on this fabulous production that builds to a string-laden climax.

MARY CHAPIN CARPENTER "He Thinks He'll Keep Her" (Columbia)

Even if half the audience doesn't get it, this cleverly written piece on possession and the somewhat less-than-enlightened male animal can still have significant impact in A/C radio.

ARTIST PROFILE



LEA SALONGA

LABEL: Atlantic

PROMOTION CONTACT: Mary Conroy

CURRENT SINGLE: "A Vision Of You"

CURRENT ALBUM: self-titled - Lea Salonga

BIRTHDATE: February 22, 1971

BIRTHPLACE: Manila, Philippines

CURRENT RESIDENCE: New York City, New York

MUSICAL INFLUENCES:

Barbra Streisand, Abba, The Carpenters.

FAVORITE RECORD BY

ANOTHER MUSICIAN:

Acoustic by Everything But The Girl.

LIKES: Computers, good food, staying home, good music, theatre.

DISLIKES: Being late, waiting.

FAVORITE PASTIME: Fiddling with my Macintosh computer.

FAVORITE SPORTS TEAM: New York Knicks.

IF I WEREN'T A RECORDING ARTIST, I'D BE: "In medical school."

FUTURE PLANS: "To make more records and do more musicals."

C A R O L E K I N G

CONCERT



The Single:

Will You Love Me Tomorrow



PRIORITY
RECORDS

Member of
NARID

Renegades Romeo Void Gut Remains Bitch Goddesses Thirteenth Floor Elevator New Delhi River Band World Entertainment War Three
 Mouse Guitars Exodus Metallica Pearl Harbor and The Explosions Translator Louie Beeson and The Stalwarts No Sisters Baby Buddha Peter
 Albin Jefferson Airplane Country Joe and The Fish Grateful Dead Steve Miller Blues Band Boz Scaggs Joy Of Cooking Loading Zone
 Youngbloods Jessie Colin Young Wavy Gravy Sons Of Champlin The Tubes Chuck Prophet Patrick Winningham Counting Crows Engine
 Sordid Humour 4 Non Blondes Primus Faith No More Jellyfish Chrome Dinette Her Majesty The Baby Daddy Don't Go D' Cuckoo Bonnie
 Raitt Sammy Hagar Journey Eric Martin Quicksilver Messenger Service Janis Joplin Lynn County It's A Beautiful Day NRPS David Grisman
 Professionals Charlie Hunter Tric Disposable Heroes Of Hip Hop Prosy Brown Fellinis Curveball Little Roger and The Goosebumps The Dinos
 Dick Bright Orchestra Sylvester Earthquake Van Morrison Seven Day Diary Dead Kennedys The Nuns The Cockettes Rubiqqos Greg Kihn
 Johnathan Richman The Looters Pointer Sisters En Vogue Toni Tony Tone' Hammer Too Short Souls Of Mischief Del The Funky
 Homosapien Digital Underground Raw Fusion Rob Wassermann Huey Lewis and The News Bonnie Hayes Grotus Sister Double Happiness
 Weld Wade Lady Bianca Annie Sampson Band Stoneground Cold Blood Green Day Greenthings Kronos Quartet Kitka Los Kimbos Todd
 Rundgren Grootna Marty Balin Craig Cacquico Paula Cole Limbomaniacs Jerry Shelfer CSN Neil Young Creedence Clearwater Revival John
 Fogerty Dynatones Chris Isaak Kenny Dale Johnson Zazu Pitts Memorial Orchestra Clubfoot Orchestra Timmie Hesla Johnny Firmin Santana
 Ronnie Montrose Eddie Money Mumbo Gumbo Pele Juju John Handy Herbie Hancock John Baez Virginia Dare Sweet Virginia Happy
 Going Nowhere Carmag DeForest Dan Hicks and The Hot Licks Pilot Dancing Food And Entertainment Jerry Garcia Band Sonya Hunter
 Barbara Manning Penelope Houston Elvin Bishop Band Roy Rogers Joe Louis Walker and The Bosstalkers Signe Anderson Beau Brummels
 Jello Biafra Big Brother and The Holding Company Mike Bloomfield Blue Cheer Blues Project The Bobs Punts Norton Buffalo Sandy Bull
 The Call Pray For Rain Jim Carroll Cassady Balin Kantner Hot Tuna The Beans Charlatans Chinga Chavin Paul Collins Beat James Gurley
 Gamma Joe Satriani Randy Hansen Mickey Hart Bob Weir Heavy Water Hoodoo Rhythm Devils John Lee Hooker Commander Cody Robert
 Hunter Jefferson Starship Kingfish David LaFlamme Lamb Linda Tillery Tower Of Power Los Microwaves Malo Lee Michaels Copperhead
 Country Porn Papa John Creach Crime Novak David Crosby Das Blok Dinosaurs Rowan Brothers Doobie Brothers Dr Hook Steve Douglas
 John Doukas Psychotic Pineapple Durocs Eddie and The Tide Sheila E Pete Escovedo Flamin' Groovies Flipper Bobby Freeman Fun
 Addicts Terry Garthwaite Gentlemen's Band Graham Central Station Mistress Moby Grape Mother Earth Maria Muldaur Mutants Mystery
 Trend The Mysteries Graham Nash Michael Nesmith Night Ranger Pablo Cruise Residents Red Rockers Doug Sahm Merl Saunders McCoy
 Tyner Neal Schon Seatrain Shakers Darby Slick Sly and The Family Stone Sopwith Camel SVT Taj Mahal Third Rail Tommy Tutone Units
 Uptones Warlocks Wire Train Y&T Yanks 10 Bass Tee Puck n' Zen MCM and The Monster Kotoja The Doubters Rick Buckner Circus
 American Music Club Bobby Murray Robert Lowery EC Scott Bud F Luv Preacher Boy and The Natural Blues Five Year Plan Elvis Herselvis
 Stephen Yerkey Stone Fox Conjunto Cespedes Horsey Spent Poets Tito Garcia Los Canondongas Honeypot Wayward Bus Bedlam Rovers
 Tempest Tazmanian Devils Sudden Fun Pushups Mrs Green VIPs Pride and Joy Mr Big Mysteries Engorged With Blood Elements of Style
 Ron Thompson Freaky Executives Polkacide Fields Laughing Stu Blank Monkey Rhythm Mud Dogs Dog Beaver Morlocks
 Sloventy Bourgeois Tagg Weirdos Non Fiction Rebel Rockers Zulu Spear Sea Hags Lethal Gospel Camper Van Beethoven Mitch Woods
 Henry Kaiser The Sneetches Yo Legal Reins Blue Movie Baltimores Big City Shy Hands Undertow Gospel Hummingbirds Mike Henderson
 Solid Senders Charles Brown Ed Kelly Katie Webster Hearts On Fire Machete Ensemble Porch Frankie Lee Chris Cain Band Wall Street Big
 Bang Beat Luther Tucker Square Roots Jules Broussard Movie Stars Sextants Maximillian's Motorcycle Club Until December Ken Arconti Rod
 Piazza and The Mighty Flyers Inka Inka Big Love Reunion Dr Loco's Rockin Jalapeno Band Mike Hyman Trio Smoking Section Our Boys Steel
 Orchestra Hobo Raindogs Voice Farm Tuxedo Moon California Cowboys The Buckets Dielselhead Sunlogs Zero Queen Ida Al Rapone
 Lacy J Dalton Cinema Roy Loney Contractions Kid Courage Third Eye Blind Mr Dog Jo Allen and The Shapes Times Five Symptoms
 Steve Seskin King Snakes Stereo The Toons Back In The Saddle Eye Protection Hoovers Snakefinger Wolvarines Indoor Life 415
 Ron Price Head On Fabulous Titans Oakland Interfaith Gospel Ensemble Eclos Ramonas Barbara Higbie Danny Sorrentino Johnny Nocturne
 Fuzz Factor High Noon Ron Hacker and The Hacksaws Audie DeLone Goodman Brothers Swingin Doors Alphabet Soup

GAVIN PRESENTS

SF O1

1 9 9 4

The smallest biz

Where? YOU ARE HERE

San Francisco: the most beautiful of music cities, with a vibrant future as well as a rich past. There must be something in the air (or the fog) that generates the extraordinarily irreverent reverence and creativity that surrounds the place. Hundreds of artists have called it home; a slightly smaller number have garnered record deals. Some have sought it out as a creative haven away from the glare of show biz.

Our primary hotel is the intimate Prescott Hotel at 545 Post Street, adjacent to the venerable Press Club of San Francisco. We're taking over this landmark meeting space for the three day event, complete with the pictures of Ronald Reagan, George Bush, and William Randolph Hearst which adorn the lobby. We also have special rates with nearby hotels: The Bedford, the Carlton, and the rock'n'roll Phoenix Hotel.

We'll spend our evenings at San Francisco's world-famous nightclubs: Slim's, dna, Paradise Lounge and the Oasis on Eleventh Street (the trendy South of Market/SOMA district); the Great American Music Hall near the Phoenix; the Kennel Club; the Bottom of the Hill, the Warfield and the Fillmore Auditorium. Each of these clubs is booking shows specifically to showcase local talent of all genres; and will also book known headliners and bands in unorthodox configurations to draw attention to San Francisco, to the clubs, and to the bands. In addition, SFO1 is soliciting and sifting through hundreds of CDs and tapes submitted by area musicians, and will join with the clubs in selecting unsigned performers for showcases.

What?

INFORMATION + MUSIC

All your favorite people, talking about your favorite topics, obsessing about what is really happening in the music business today. You'll be able to meet people you have only admired from afar, and get re-acquainted with those people you only see once in a while. You'll definitely hear about some state-of-the-art topics like multimedia, cable-phone-satellite digital transmission, where we're going as individuals, as well (dare we say it) as a community. There will be panels covering A&R, Management, Songwriting, Publishing, Music Business Careers, Agents, Clubs, Radio Airplay, How To Do It Your Own Way, The Anatomy of a Record Deal, Retail, and other scintillating segments. Just when you think you can't sit through another panel, or schmooze at the oak Press Club Bar for one more moment, shuttle buses will whisk you to the myriad clubs in San Francisco for showcases by musicians known, unknown, signed and unsigned, focusing on the Bay Area, but not limited to it. Two days of panels, and three nights of music. All registrants to SFO1 will be admitted to the club showcases free.

SUBSTANCE: DAYTIME ACTIVITIES

Expect a rich mixture of significant keynote addresses, hot topic panels, and more intimate gatherings. Some of the subjects are likely to include:

State of the State

- Multimedia: all those darn buttons
- Life Transitions (ie, unemployment) and War Stories
- The Ins & outs of nightclubs and concerts
- Radio formats for the uninitiated
- Beyond the fringe: records that sell without airplay, and how to do it
- Retailing in the 90s
- College radio and where it fits in
- Big or small managers
- Booking trends
- Your best & worst experiences as a manager, agent or artist
- What is A&R and how does it work?
- Anatomy of a record deal
- Current record production technology
- Publishing: stroking the hand that feeds you
- Lawyers and deal-making
- How to read and reach the trades
- Previewing The Rock Walk
- Karaoke: is it music? (hands on mike)

MARKETING

There are numerous sponsorship and promotional opportunities connected with SFO1, including:

- THE MARKETPLACE (AT THE PRESS CLUB)
- SHUTTLE BUSES
- CD SAMPLERS
- GOODIE BAGS
- LUNCHEONS
- COFFEE BREAKS
- NIGHTCLUB SHOW PARTICIPATION
- SIGNAGE AND BANNERS
- THE ROCK WALK
- ON-SITE DISPLAYS

FOR INFORMATION CALL THE SFO1 HOTLINE AT 415-495-3200

SFO1 Of Ur

BY MICHAEL SNYDER
CHRONICLE STAFF CRITIC

On the weekend of and many San Francisco to a new music scene. Signed to give up-and-coming musicians such as the bash will be sponsored in Report — the response industry trade magazine event coordinators Bonnie Simmons and Queenie Taylor.

Since the late '90s, the Gavin Report has sponsored an annual, high-visibility convention called the Gavin Seminar. This February gathering targeted radio programming, on-air talent, record-label promotion and marketing departments, establishments, and will be an scouts, agents.

According to about at Stan Kent Zimm was at the storming w die persons has worked and as mat cords.

"It was in the Ba Strannon else who jazz-rap geogral feed of nice to know

ig convention there is...

Why?

TALKING + MIXING + DOING + HEARING, AND:

San Francisco is important; you are important. Santana went to high school in San Francisco; you saw Santana when you were in high school. Primus was born in San Francisco; you went through primal scream therapy in the seventies; Non Blondes broke big here; you are not blonde. The Fillmore West was here; you own Allman Brothers Live at the Fillmore. Counting Crows are flying to superstardom now; you will fly into SFO to attend the convention. The Jefferson Airplane changed their name many times; you change your flight reservations many times. Faith No More started in San Francisco; and you question your spiritual beliefs on a daily basis. Romeo Void recorded "Never Say Never" locally; you never had such a great chance to see lots of unsigned bands at one time in one place. SFO 1 is meant to be...serious, fun, educational, good for business; all of the above.

LIVELY ARTS
San Francisco Bay Area Music Conference

Takes Off in Search of Undiscovered Talent

To start with, we'd put the spotlight on our regional talent," Zimmerman added. "The idea would be to bring together performers from all over the Bay Area, and bring them into the city's clubs."

Taylor — a former manager of Slim's and Wolf Gang's, and a major player at Bill Graham Presents since the 70s — came onboard, as did the Gartin staff, particularly editor Keith Zimmerman and CEO David Dalton. As planned, SFO1 will have daytime meetings at the Press Club, with seminars and some acoustic or small ensemble performances in the downtown location. By night, showcase concerts will take place in clubs throughout the city.

"We hope that people interested in discovering good new artists will come out to these nighttime shows, even if they don't have reason to register with the convention. We're also hoping that better-known Bay Area bands will want to play in some special format during the SFO1 weekend. It would help bring attention to the novice performers."

Simmons said that the model for SFO1 was the popular South by Southwest music and media conference in Austin, Texas, where literally hundreds of bands and solo performers play.

"We're looking for good unsigned musicians, not the record companies' latest crop of new artists." Those interested should write the Gavin Report, 140 Second Street, San Francisco 94102, and put "SFO1" on the envelope or call (415) 495-1980.

Simmons: Scouting

art. Simmons and industry wanted musicians and industry wanted. SFO1 will center on live performance, record-label need at unsigned artists, managers and attorneys.

g to Simmons, the idea for SFO1 came during a concert earlier this year. Zimmerman, an editor at the Gavin Report, ar killing time between sets and brain- th Simmons — the longtime Bay Area ra- ality (KSAN, Live 108, KPOG, etc.) who also d on the staff of Bill Graham Management d on the staff of Bill Graham Management d on the staff of Bill Graham Management

ms like we have a really vital music scene y Area that's just not promoted enough." said last week. "I can't think of anywhere ee you get as much great rock, hip-hop, jazz, ybrids, country and folk in such a small hical area. And the musicians coexist and f one another. Kent and I thought it would be let people from other areas of the country about this."

SAN FRANCISCO CHRONICLE-EXAMINER
 DATEBOOK, SUNDAY, DECEMBER 19, 1993

For hotel and registration information fill out a copy of the registration form on the back of this pamphlet

Who?

A CAST OF CHARACTERS

SFO1 is sponsored by the rock-solid GAVIN Organization. For more than 35 years, GAVIN has published a music trade magazine acknowledged as "the most trusted name in radio." Since 1985 we have hosted the GAVIN Seminar, also in San Francisco. The February Seminar has always been aimed predominantly at radio executives and the promotion community, so SFO1 might be considered "GAVIN for the Rest of Us"—artists, managers, agents, A&R mavens, record company marketing people, songwriters, publishers, aspirants to the fountain of rock knowledge, and those who just like to stay current.

GAVIN covers the full spectrum of music editorially and its expert staff of music enthusiasts is involved in the planning of SFO1. Prime movers behind the new venture include Kent and Keith Zimmerman, and GAVIN CEO David Dalton. Spearheading SFO1 are two legends of rock in their own way: Bonnie Simmons (of KSAN, Warner Bros., KFOG, Slim's, holder of the Best DJ award in the Tom Donahue Radio Award in 1992, and DJ of the Month in 16 Magazine in 1976)..... and Queenie Taylor (Bill Graham Presents, Slim's, and had an article written about her in 1969 in Rolling Stone Magazine when she was a student in Santa Cruz). Anything you might worry about at a convention will be handled in a most professional way at SFO1. Be there, and the rest will take care of itself.

When?

May 19-21, 1994

Be here Thursday, May 19 by 9pm, and you can register AND see shows at the clubs at night. Be here on Friday, May 20, and you will have missed a night of music, but you'll be able to participate in all the panels and greetings, and attend our killer cocktail party at the Phoenix Hotel's Miss Pearl's Jam House during the early evening, followed by more music in the clubs at night. Be here on Saturday, May 21, and you will participate in some hands-on multimedia demonstrations, and learn from some of the industry's most stellar thinkers.

As a bonus, stick around on Sunday, May 22, for the First Annual Amateur Host Rock Walk and No-Host Brunch. Walk past legendary San Francisco music sites; hear and share first hand stories about the old haunts like Fillmore, Winterland, the Carousel, the Airplane House, and Playland at the Beach (depending on your stamina and memory). Along the way, we'll view new landmarks in the making (perhaps Club Du Nord, Rock & Bowl, the Chameleon and Josie's Juice Joynt).

GAVIN PRESENTS



May 19, 20, 21, 1994

COST? WELL WORTH IT

Registrations postmarked on or before March 31: \$100
Between April 1 and April 30: \$150
From May 1, including at the door: \$175

Rate includes admission to all panels, to the cocktail party at Miss Pearl's on 5/20, and to all **SFO1** nightclub shows. (Nightclub attendance and bookings subject to change and legal space restrictions.)

Additional cocktail party tickets can be purchased by a registrant for \$35 each.

Name: _____ Date: _____

Company: _____

Title: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

I would like to buy _____ registrations at \$100/\$150/\$175

I would like to buy _____ additional Cocktail Party Tickets

for May 20 at \$35 each.

Method of Payment: Check MC Visa.

Cardnumber: _____

Exp Date: _____

Name on Card: _____

Total Amount \$ _____

Signature: _____

I would _____ would not

like my hotel listed in the **SFO1** Listing.

What describes me best: *circle one*

Artist A&R Lawyer

Agent Retail Manager

Media/Press Production/Studio Publisher

Record Co (large) Record Co (Small)

Other: _____

Please return this form or a copy to
SFO1 (GAVIN)

140 Second Street, 2nd Floor
San Francisco, CA 94105

SFO1 Hotline: 415-495-3200

HOTELS:

We have negotiated special **SFO1** hotel rates to fit everyone's budget. Choose from one of these fine hotels:



PRESCOTT HOTEL: 545 Post Street, San Francisco, CA 94102. **800/283-7322.** Deluxe accommodations at this Union Square hotel, home

of Wolfgang Puck's world-class Postrio Restaurant. Next door to the Press Club, where all daytime events will be held. The Press Club also has a health club for Prescott Hotel guests; Body Kinetics gym is a block away. **SFO1** room rate: \$119 single or double (includes complimentary coffee and tea in the morning, wine and cheese in the evening in the Living Room; does not include hotel occupancy tax, currently 12%). Club room rate is \$150 single or double (includes complimentary continental buffet breakfast and evening manager's cocktail reception in the Club Level Lounge; does not include tax).

HOTEL BEDFORD: 761 Post Street, San Francisco, Ca 94109. **800/227-5642.** One and a half blocks from the Press Club, charmingly renovated, and home to Cafe Champagne. Another Kimco Hotel, with rates for single or double rooms starting at \$99 (plus tax).



CARLTON HOTEL: 1075 Sutter Street, San Francisco, Ca 94109. **800/227-4496.** Five easy blocks to the Press Club, with a cheerful lobby and comfortable rooms starting at \$88

single or double (includes coffee and tea from 11am-5pm in the Library Lounge; evening wine service by the wood-burning fireplace from 6-7pm; does not include tax).



PHOENIX HOTEL: 601 Eddy Street (between Larkin and Polk, in the colorful Tenderloin District), San Francisco, CA 94109. **800/CITY-INN.**

Approximately ten blocks from the Press Club. Many performers coming through San Francisco stay at the Phoenix. It features Miss Pearl's Jam House, known for its delicious Island cuisine; and its arty swimming pool, lanai area and huge mural. Each room is dedicated to a different fine artist and displays that artist's work. The Arts Rate for rooms starts at \$69 (plus tax). The Friday night **SFO1** killer cocktail party will be held here.

All room reservations should be made directly with the hotel; mention **SFO1** for the special discount rates. Published room rates are only guaranteed through April 22, 1994, so make your reservations early.

Special travel packages are available. Call World Travel Partners toll free at 800-999-9691 and be sure to mention **SFO1**

GAVIN

GAVIN COUNTRY

EDITOR: CYNDI HOELZLE
CONSULTING EDITOR: LISA SMITH



2W	LW	TW		WEEKS	Reports	Adds	Heavy	HIT
5	1	1	VINCE GILL - Tryin' To Get Over You (MCA)	9	200	0	193	5 2 99%
4	2	2	BROOKS AND DUNN - Rock My World (Little Country Girl) (Arista)	12	200	0	192	6 2 99%
6	4	3	MARY CHAPIN CARPENTER - He Thinks He'll Keep Her (Columbia)	12	201	1	187	13 1 100%
10	6	4	NEAL MCCOY - No Doubt About It (Atlantic)	11	201	0	185	16 0 100%
3	3	5	JOHN ANDERSON - I've Got It Made (BNA Entertainment)	12	200	0	188	11 1 100%
7	5	6	REBA MCEINTIRE - They Asked About You (MCA)	11	200	0	177	22 1 100%
9	8	7	COLLIN RAYE - That's My Story (Epic)	12	200	1	169	28 3 99%
11	9	8	GARTH BROOKS - Standing Outside The Fire (Liberty)	8	200	0	147	53 0 100%
12	10	9	BLACKHAWK - Goodbye Says It All (Arista)	16	195	0	138	52 5 97%
13	11	10	ALAN JACKSON - (Who Says) You Can't Have It All (Arista)	8	200	1	119	79 2 99%
14	12	11	MARTINA MCBRIDE - Life #9 (RCA)	9	198	1	78	117 3 98%
16	14	12	LITTLE TEXAS - My Love (Warner Bros.)	9	196	1	83	108 5 97%
15	13	13	LEE ROY PARNELL - I'm Holding My Own (Arista)	9	198	0	77	115 6 97%
17	15	14	TANYA TUCKER - We Don't Have To Do This (Liberty)	8	198	0	54	135 9 95%
18	16	15	SAMMY KERSHAW - I Can't Reach Her Anymore (Mercury)	9	200	1	43	139 18 91%
19	18	16	TRACY LAWRENCE - If The Good Die Young (Atlantic)	6	201	3	36	150 15 93%
25	22	17	TIM MCGRAW - Indian Outlaw (Curb)	7	194	6	40	129 25 87%
20	20	18	RICKY VAN SHELTON - Where Was I (Columbia)	9	199	4	30	134 35 82%
23	21	19	BILLY RAY CYRUS - Words By Heart (Mercury)	7	195	4	16	157 22 89%
30	24	20	WYNONNA - Rock Bottom (Curb/MCA)	4	199	3	9	162 28 86%
28	25	21	TRISHA YEARWOOD - Better Your Heart Than Mine (MCA)	6	198	8	2	148 48 76%
22	23	22	TRAVIS TRITT - Take It Easy (Warner Bros.)	8	181	0	13	148 20 89%
31	27	23	FAITH HILL - Piece Of My Heart (Warner Bros.)	5	191	4	5	134 52 73%
27	26	24	MARTY STUART - Kiss Me I'm Gone (MCA)	8	187	3	6	123 58 69%
35	31	25	SHENANDOAH - If Bubba Can Dance (I Can Too) (RCA)	5	192	6	4	102 86 55%
33	30	26	JOHN BERRY - Your Love Amazes Me (Liberty)	6	189	5	2	104 83 56%
32	29	27	DOUG SUPERNAW - Red & The Rio Grande (BNA Entertainment)	6	181	5	3	114 64 65%
26	28	28	GIBSON/MILLER BAND - Stone Cold Country (Epic)	8	173	2	6	109 58 66%
38	33	29	DOUG STONE - Addicted To A Dollar (Epic)	4	191	14	1	78 112 41%
8	19	30	ALABAMA - T.L.C. A.S.A.P. (RCA)	11	123	0	85	24 14 89%
34	32	31	THE MAVERICKS - What A Crying Shame (MCA)	15	156	2	16	81 59 62%
37	34	32	AARON TIPPIN - Honky Tonk Superman (RCA)	5	167	6	0	70 97 42%
—	36	33	SAWYER BROWN - Outskirts Of Town (Curb)	4	170	16	2	53 115 32%
—	39	34	CLAY WALKER - Where Do I Fit In The Picture (Giant)	3	174	27	1	48 125 28%
39	35	35	RICK TREVINO - Honky Tonk Crowd (Columbia)	5	160	6	1	65 94 41%
—	38	36	DWIGHT YOAKAM - Try Not To Look So Pretty (Reprise)	3	172	15	1	43 128 26%
NEW	37	37	CLINT BLACK - A Good Run Of Bad Luck (RCA)	3	172	43	2	32 138 20%
40	37	38	CARLENE CARTER - I Love You 'Cause I Want To (Giant)	6	148	5	1	50 97 34%
1	17	39	MARK CHESNUTT - I Just Wanted You To Know (MCA)	12	99	0	57	26 16 84%
NEW	40	40	JOE DIFFIE - In My Own Backyard (Epic)	3	159	41	1	17 141 11%

Most Added

- RANDY TRAVIS (81)**
- CONFEDERATE RAILROAD (80)**
- TOBY KEITH (69)**
- GEORGE JONES (54)**
- BILLY DEAN (53)**

Top Requests

- VINCE GILL**
- TIM MCGRAW**
- BROOKS & DUNN**
- NEAL MCCOY**
- COLLIN RAYE**

RECORD TO WATCH

RANDY TRAVIS

Before You Kill Us All
(Warner Bros.)

Looks like Travis is back on track, with 87 heavy hitters, including KSAN, WSIX, WSM, WMZQ, B105, and KEBC already committed.

Inside Country

RADIO NEWS...

Dell Potts is the new music director at **WCTQ**, while **Ed Cousins** takes over as program director...**Glenn Michaels** has left **KRYS**-Corpus Christi...**KBUY**-Amarillo has developed Y-94 FM's Country Music-Link, an exclusive service that makes available CD and cassette copies of any music heard on the station available to listeners at a substantial discount. The service is available 24 hours a day by calling a special toll free number, and is also available for local business sponsorships...**Kay Hier** tells us that **KSJB** just ran a successful "8 Seconds To Glory" promotion. Listeners won tickets to the local premier of the movie, as well as 8 Seconds soundtracks and tickets to the North Dakota Winter Show Rodeo. The grand prize was a trip to Las Vegas.

INDUSTRY NEWS...

Alan Jackson has parted ways with manager **Barry Coburn**, citing a personality conflict. He is expected to announce his new management soon...The **Academy of Country Music** has added a new award to its annual awards show, to be held May 3 in Los Angeles. The organization will now honor a Talent Buyer/Promoter Of The Year...**Step One Records** is celebrating its ten year anniversary this year, making it the oldest Country independent

Chartbound

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
LINDA DAVIS - Company Time (Arista)	150	18	—	27	123	18%	3
RADNEY FOSTER - Closing Tome (Arista)	117	5	—	38	79	32%	4
BILLY DEAN - Once In A While (Liberty)	109	53	—	4	105	4%	2
JESSE HUNTER - Born Ready (BNA Entertainment)	104	17	—	3	101	3%	3

Album Cuts

- 8 SECONDS** - Ride 'Em High, Ride 'Em Low (Brooks & Dunn)/When Will I Be Loved (Gill)/Burnin' Up The Road (Anderson)/If I Had Only Known (Reba)/Texas Is Bigger Than It Used To Be (Chesnutt)
- ASLEEP AT THE WHEEL** - Corine, Corina (with Brooks & Dunn)
- GARTH BROOKS** - Callin' Baton Rouge
- CLINT BLACK** - All Tuckered Out

Total Reports:
This Week 201 Last Week 201

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

Reports accepted:
Mondays - 8am through 5pm
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

Up & Coming

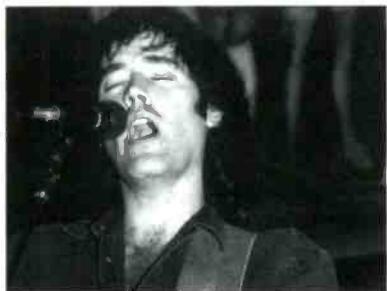
Reports	Adds	Weeks	
101	33	2	DAVID LEE MURPHY - Just Once (MCA)
98	69	2	TOBY KEITH - I Wish I Didn't Know (Mercury)
87	81	1	* RANDY TRAVIS - Before You Kill Us All (Warner Bros.)
87	80	1	* CONFEDERATE RAILROAD - Daddy Never Was The Cadillac Kind (Atlantic)
85	—	6	MERLE HAGGARD - In My Next Life (Curb)
72	3	4	TWISTER ALLEY - Young Love (Mercury)
66	51	1	* LORRIE MORGAN - My Night To Howl (BNA Entertainment)
65	54	1	* GEORGE JONES & SAMMY KERSHAW - Never Bit A Bullet Like That Before (MCA)
63	5	3	GENE WATSON - Glass Hearts (Step One)

Dropped: #7-Suzy Bogguss, #40-Dude Mowrey, Bob Woodruff, Susie Luchsinger & Paul Overstreet, Wayne Warner, Charley Pride & Hal Ketchum. * Indicates Debut

Top Ten Videos

1. **NEAL McCOY** - No Doubt About It (Atlantic)
2. **MARY-CHAPIN CARPENTER** - He Thinks He'll... (Columbia)
3. **BROOKS & DUNN** - Rock My World (Little Country...) (Arista)
4. **ALAN JACKSON** - (Who Says) You Can't Have It All (Arista)
5. **VINCE GILL** - Tryin' To Get Over You (MCA)
6. **MARTINA McBRIDE** - Life #9 (RCA)
7. **BLACKHAWK** - Goodbye Says It All (Arista)
8. **COLLIN RAYE** - That's My Story (Epic)
9. **LEE ROY PARNELL** - I'm Holding My Own (Arista)
10. **LITTLE TEXAS** - My Love (Warner Bros.)

Courtesy of Country Music Television 



David Lee Murphy previews his new single at the 1994 Gavin Seminar Country Kick-off Cocktail party.



KZLA's Lisa Puzo and Kathy Mattea light up the Gavin Country Kick-off Cocktail party.

label...The lineup for **Fan Fair**, to be held June 6-12, has been announced. Those who travel to the Tennessee State Fairgrounds will catch **Sawyer Brown, Hal Ketchum, Billy Ray Cyrus, Sammy Kershaw, Kathy Mattea, Toby Keith, Lorrie Morgan, Jesse Hunter, Rodney Crowell, Marty Stuart, Trisha Yearwood, The Mavericks, Tracy Byrd, Asleep At The Wheel, Tanya Tucker, Charlie Daniels, Faith Hill, Travis Tritt, Waylon Jennings, Martina McBride, Clay Walker, Neal McCoy, Tracy Lawrence, John Michael Montgomery, Alan Jackson, Lee Roy Parnell, Pam Tillis, Guy Clark, Patty Loveless, Rick Trevino, Doug Stone, Gibson/Miller Band** and just about everyone else you can think of...**Tanya Tucker** will once again spearhead the "Black Velvet Smooth Steppin' Showdown." This national

two-step dance competition for amateurs is in its second year and has expanded from eight to ten markets. By calling 1-900-TWO-STEP, interested parties can find out how and where to participate in the contest, and proceeds from the .99 cents per minute call will benefit the National Multiple Sclerosis Society...The **Country Music Association** has added three new members to its staff. **Martha Bass** has been named administrative services support assistant, **Jennifer Gordon** joins CMA as the new receptionist and **Dena Tucker** is joining CMA's international department as international assistant...Speaking of the CMA, their just-published 1994 Country Radio Directory states that the number of full-time Country radio stations in the United States and Canada has jumped to 2,427, marking the fifth straight increase since 1989.

#1 ONE YEAR AGO TODAY

ALABAMA
Once Upon A Lifetime

#1 FIVE YEARS AGO TODAY

GEORGE STRAIT
Baby's Gotten Good At Goodbye

#1 TEN YEARS AGO TODAY

ALABAMA
Roll On (Eighteen Wheeler)

New Releases

RANDY TRAVIS
"Before You Kill Us All"
(Warner Bros.)



It sounds strange to call this a "comeback," but in some ways, that's exactly what this single is. It's the first from Randy's new album *This Is Me*, and it sends a message loud and clear that Travis is not ready for retirement; that he's still making great music.

GEORGE JONES
"Never Bit A Bullet Like This"
(MCA)

Sammy Kershaw is such a Jones' disciple that you have to listen close to tell these two great singers apart. Two minutes and 21 seconds o' fun.

CONFEDERATE RAILROAD
"Daddy Never Was The Cadillac Kind" (Atlantic)

The first single from the new Railroad album, *Notorious*, is a good vehicle for Danny Shirley's voice, and really spotlights the fact that Shirley is a dyed-in-the-wool Country singer.

LORRIE MORGAN
"My Night To Howl"
(BNA Entertainment)

The first single from Lorrie's *War Paint* album is a wild number and she has a lot of fun with it.

BROTHER PHELPS
"Eagle Over Angel" (Asylum)

Doug and Ricky Lee Phelps previewed this song at the Gavin Seminar last year, and it made quite an impression on the crowd. It's the first ballad the duo has released, and the boys sing it full of soul.

ARTIST PROFILE



TRAVIS TRITT

LABEL: Warner Bros.

PROMOTION VP: Bill Mayne

CURRENT SINGLE: "Take It Easy"

PETS: A beagle named Otis who travels everywhere with him.

EARLY JOBS: Before getting his big break, Travis worked at a heating and air conditioning company.

BIG BREAK: Travis was discovered while he was playing at *Miss Kitty's* in Marietta, Georgia by **Danny Davenport**, who worked for Warner Bros. In Davenport's home studio, the two began working on an album, and soon thereafter Tritt landed a contract with the label.

FUN FACT: Travis first performed his song "Here's A Quarter (Call Someone Who Cares)" on *The Tonight Show*. He said he figured that if anyone could relate to a song for divorcees, it would be **Johnny Carson** and **Ed McMahon**.

DUETS: Tritt has recorded two duets with "No Hats" touring partner **Marty Stuart**, "The Whiskey Ain't Workin'" and "This One's Gonna Hurt You," and recently did a duet with **Patti LaBelle** for the *Rhythm, Country & Blues* album.

IT'S SAID: "A few years back, when Travis Tritt first hit the Country top ten with a hokey novelty tune called 'Country Club,' no one seemed to take him seriously. Surprisingly, though...he's evolved into one of Country's most inspired and versatile artists, and he's also a savvy, accomplished showman."—**The Baltimore Sun**

Kickin' It Around

COUNTRY MUSIC'S BIG ISSUES

PART II

Last week we asked some of the nation's top programmers to give us their thoughts on some issues facing the Country community. This week we turn our focus to the record community, asking two questions: 1) Do you think the Country format will continue to fragment? and 2) What do you think is the biggest issue facing the Country music industry in 1994?

Allen Butler, Sony Nashville

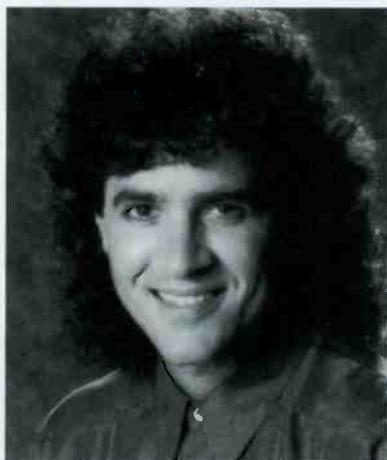
❖ I don't see what is currently happening as true fragmentation. I see it more as mere positioning while still playing the same 40 current hits as the main Country stations (a few exceptions of course, but still exceptions).



❖ The biggest issue is holding our core audience (18-45), improper research, resulting in missed opportunities, lost cume & TSL, and many great records not being played or dropped before the audience really embraces them.

Scott Borchetta, MCA Records

❖ The hits are still the hits. If fragmenting means one station is going to be playing the hits more often than a competitor, is that really



fragmentation? And A/C Country? There are already plenty of boring radio stations.

❖ With such limited space for breaking new acts, we need to be careful of releasing too many like-sounding and similar-looking artists. We need to continue to sign and break quality new artists with artistic vision who will expand our formatic range.

Rosey Fitchpatrick, MCA Records

❖ Country radio will continue to succeed only if they know their market and keep up with what their listeners want. They need to continue to give new artists a chance and also include the established artists. We can't forget the loyal Country lis-

teners while trying to build new listeners.

❖ The biggest issue is going to be able to maintain the success that Country radio is having. Let the music speak for itself no matter who the artist is, female or male, established or new.

Dale Turner, RCA Records

❖ I predicted a format split in the '80s...The music being produced in the '90s seems to indicate an opportunity. However, from a purely radio business standpoint it would be difficult for the marketplace to support Country niche formats.

❖ The biggest issue is sustaining the healthy sales and ratings of the format. Growing the artists for longer careers and maintaining Country radio as the adult format



for the present and future. And be ready when the current cycle peaks. The non-Country media will be brutal.

Denise Nichols, Arista Records



❖ I think there may continue to be some fragmenting, but even "young country" stations seem to play at least 90% of the current chart hits. To me, their young Country sound is more their jocks' attitudes and their positioning statements, than their music mix. As for fragmenting of the music itself, I definitely feel that is a negative trend. The younger end of the demo is very fickle, so depending largely upon them for numbers could leave a station high and dry when that next big music trend comes along. The older end of the demo spectrum, in my opinion, is just as happy listening to Alan Jackson, Mark Chesnutt and Clint Black as Merle Haggard and George Jones. Thus, there doesn't seem to be a need for an oldies format.

❖ The hardest thing to do is to hold on to what got us here without stag-

nating. (We can do that through) the relatability of the music, the accessibility of the artist and the harmony between the two major entities of this industry: The Country radio stations and the Country recording companies. So far, we've managed to do these things.

**Diane Richey-Haupt,
Diane Richey Promotions**



❖ Yes, the format will continue to fragment, but not drastically. The Country format is very hot and everyone wants their piece of the pie. They want to "carve their niche." They may be doing this through their selection of oldies, their tempo, or their positioning statements, but basically everyone's playing the hits. The positive to the format fragmenting is that it exposes many more people to the music...the negative could be that the format could become too watered down.

❖ The biggest question is how to keep it hot! We as an industry must try to remember what brought us to this point of success, and try not to mess it up while fine-tuning it.

**Cindy Selby Cunningham,
Sony Nashville**



❖ No, I don't think there is enough "hot-rockin'-Country" music to supply and support the young Country stations.

❖ The biggest issue is how to keep the music as hot as it's been in the past few years to maintain the interest of all the new, younger listeners that we have gained. Country music and Country radio will only be as successful as the music and the songs that are put out.

Scott Hoffman, RCA Records

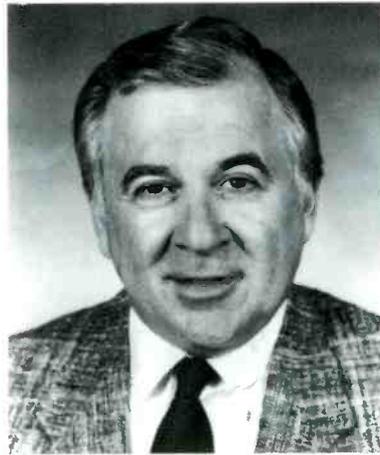
❖ Yes, I think you will see a more defined fragmentation between traditional leaning Country outlets and "young" or "hot" Country outlets with some blurring of the lines in markets where you have multiple outlets vying for listeners. This is a positive trend. Some players will loosen up their playlists to make room for new artists, while some will try to super-define themselves by tightening up their playlists and leaning strongly towards "young/hot" Country artists. We have many new younger listeners and they are important to the continued growth of our format. But, the older listeners are not gone! They may become disenfranchised if the swing goes too far towards rock sounding songs (helping to pave the way for classic Country stations.) But I believe the younger listeners will still embrace Waylon, Willie, older Reba and George Strait, Patsy, Restless Heart and others from the past as long as the songs are "hot" sounding or very strong ballads. The key is for programmers to keep an open mind and really listen to the records, not just watch the charts.

❖ The biggest issue is not getting too far away from Country sounding music. We have to keep our roots close to our sound while it matures or we'll get so far away from our core we'll alienate them. Remember these new listeners liked the difference Country provided. If they want the same old stuff they can go back to AC/AOR!

**Marita O'Donnell,
BNA Entertainment**

❖ Yes, I think the format will continue to fragment. It is a positive trend because many stations will return to the basics of what Country radio is about while Country rock stations will have their own select listeners.

❖ The biggest issues are: radio wars, too many indie promoters who do not know the product, consultants with big egos, label promoters who threaten stations, and aging rock stars who think "hillbillies" will help them become stars again.



Mike Borchetta

❖ Yes. Programmers are threat-

ened by it but if they would think far enough ahead it will be a real positive for Country. There is also room for stations to play traditional music on a full-time basis.

❖ Where to put all the records coming out. With MCA, Mercury and God knows who else starting new labels it will be next to impossible to break an act. We also have to start looking at the independent labels that are out there. It will become very, very expensive to break an act. ●

Compiled by Cyndi Hoelzle and Lisa Smith

To our friends in radio: You asked for it, you got it!

We have received over 1,000 reply cards from radio this year in response to the GAVIN Country Video Magazines. In the comments you overwhelmingly requested two things.

"Include more co-hosts"

and

"Send it more often"

Announcing the Monthly GAVIN Country Video Magazine

To place a video on the **GAVIN Reel** call
Lisa D'Addario or Rick Galliani
(615) 333-9415 (415) 459-3703

To suggest an artist to co-host on a **GAVIN Reel** call
Cyndi Hoelzle
(415) 495-1990

GAVIN

GAVIN JAZZ

JAZZ EDITORS:
KENT/KEITH
ZIMMERMAN



2W LW TW

1	1	1	CYRUS CHESTNUT - Revelation (Atlantic)
8	4	2	THE CONTEMPORARY PIANO ENSEMBLE - The Key Players (DIW/Columbia)
10	5	3	BOBBY MILITELLO - ...Easy To Love (Positive Music)
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2	2	12	WALLACE RONEY - Crunchin' (Muse)
28	22	13	LAKATOS, FOSTER, LIGHTSEY, ELEKES - Recycling (Jazzline)
4	11	14	DEE DEE BRIDGEWATER - Keeping Tradition (Verve/PolyGram)
3	3	15	HENDRIK MEURKENS - A View From Manhattan (Concord Jazz)
50	32	16	SEBASTIAN WHITTAKER - One For Bu (Justice)
29	27	17	ROSEANNA VITRO - Softly (Concord Jazz)
38	31	18	CAROLA GREY - Noisy Mama (Jazzline)
26	24	19	RIVERSIDE REUNION BAND - Mostly Monk (Milestone)
19	20	20	BOB THIELE COLLECTIVE - Lion-Hearted (Red Baron)
5	12	21	OSCAR PETERSON TRIO - Encore At The Blue Note (Telarc)
49	38	22	HUGH MASEKELA - Hope (Triloka)
43	35	23	BILL WARFIELD BIG BAND - The City Never Sleeps (Sea Breeze)
39	33	24	CHARLES BROWN - Just A Lucky So And So (Bullseye/Rounder)
—	41	25	RODNEY KENDRICK - The Secrets Of (Verve/PolyGram)
45	34	26	MIKI HOWARD - Miki Sings Billie, A Tribute To Billie Holiday (Giant/Reprise)
14	15	27	LAFAYETTE HARRIS, JR. - Lafayette Is Here (Muse)
16	18	28	CHRIS WHITE PROJECT - The Chris White Project (Muse)
41	39	29	GARY BURTON & REBECCA PARRIS - It's Another Day (GRP)
17	17	30	GERRY MULLIGAN with JANE DUBOC - Jazz Brazil! Paraiso (Telarc)
42	36	31	MANN BROTHERS - Mann To Mann (DMP)
—	46	32	BRUCE WILLIAMSON - Big City Magic (Timeless)
12	16	33	CODY MOFFETT - Evidence (Telarc)
27	28	34	ALI RYERSON - I'll Be Back (Red Baron)
21	21	35	DAVID MURRAY - Jazzosuarus Rex (Red Baron)
—	48	36	MARC COPLAND & DIETER ILG - Two Way Street (Jazzline)
NEW	37		SZAKCSI - Straight Ahead (GRP)
NEW	38		VARIOUS ARTISTS - Fujitsu/Concord 25th Jazz Festival (Concord Jazz)
22	29	39	JOSHUA BREAKSTONE QUARTET - Walk Don't Run (Evidence)
23	25	40	SONNY ROLLINS - Old Flames (Milestone)
NEW	41		HERB ELLIS - Texas Swing (Justice)
18	26	42	AHMAD JAMAL - Live In Paris 92 (Verve/PolyGram)
NEW	43		YELLOWJACKETS - Run For Your Life (GRP)
24	30	44	CASSANDRA WILSON - Blue Light 'Til Dawn (Blue Note)
—	47	45	JOHN LEITHAM - The Southpaw (USA)
35	37	46	SCOTT HAMILTON - East Of The Sun (Concord Jazz)
15	23	47	VINCENT HERRING - Dawnbird (Landmark)
NEW	48		BOB MINTZER BIG BAND - Only In New York (DMP)
NEW	49		AL KOOPER - Rekooperation (Music Masters)
NEW	50		PAUL MOUSAVI - Sound Mind (Global Pacific)

Most Added

MODERN JAZZ QUARTET (58)
GABRIELLE GOODMAN (41)
CINDY BLACKMAN (35)
JACK WALRATH (26)
DAVE BRUBECK (25)
ROY HARGROVE & ANTONIO HART (25)
YELLOWJACKETS (18)
PAUL MOUSAVI (18)

Top Tip



SZAKCSI
Straight
Ahead
(GRP)

FUJITSU/CONCORD 25TH JAZZ FESTIVAL

(Concord Jazz)
Two solid debuts that are statistically an eyelash apart. Szakcsi edges out the Fujitsu/Concord package 51 to 50.

RECORD TO WATCH

MODERN JAZZ QUARTET In Celebration (Atlantic)

The Modern Jazz Quartet grab top Most Added honors with a little help from their famous friends.

Chartbound

- * **MODERN JAZZ QUARTET** (Atlantic)
- * **GABRIELLE GOODMAN** (Verve/PolyGram)
- * **DAVE BRUBECK** (Telarc)
- SHEENA EASTON** (MCA)
- BATIMCO** (J&N)
- * **CINDY BLACKMAN** (Muse)
- * **ROY HARGROVE & ANTONIO HART** (Novus/RCA)
- * **CHARLIE HUNTER TRIO** (Mammoth/Prawn Song)
- SANDY STEWART** (Cabaret)
- * **SHADOWFAX** (EarthBeat/W.B.)
- CHRIS FLORY** (Concord Jazz)
- * **MITCHEL FORMAN** (Novus/RCA)
- * **JACK WALRATH** (Muse)
- COUNT BASIE ORCHESTRA** (Telarc)

Dropped: #40 Bobby Enriquez, #42 Humberto Ramirez, #43 Michael Musillami, #44 Othello Molineaux, #45 Joe Ford, #49 Sadao Watanabe, #50 Joe Roccisano Orchestra, Chet Baker, Bob Thompson, Tom Scott.

JAZZ/A2'S HEAVY PRESENCE AT GAVIN SEMINAR '94:

A FEW RANDOM RECOLLECTIONS

A few hundred words couldn't possibly do justice to all the groovy things that went down for Jazz/A2 during the 1994 GAVIN Seminar. Thanks to all who registered and an extra Zimmerman hat tip to those who sponsored showcases, luncheons and special events.

Early on we were anxious to address the musical question, "How does Jazz and A2 radio feel about the idiom being infused with dance beats, reggae and hip hop tempos?"

At our first session, guitarist Ronny Jordan stressed the importance of jazz not being locked in an ivory tower, and KJAZ GM Corey Mason talked about the need for jazz programmers to become involved in local club scenes that are experimenting with combining jazz, dance, rap and other genres. The other guitarist on hand, Charlie Hunter, reminded us that his fans are perhaps more alternative- and rock-based, as opposed to coming entirely from the traditional bebop persuasion. Richard Worth of the Groove Collective gave a vivid, concise history of his band's experiences with turning jazz into a danceable medium within the context of the New



Your 1994 Jazz Jukebox Jury: (L to R)
KPLU's Joe Cohn, WVPE's Jim Biddle, WEAA's Lawrence Shorter, Keith Z., WJAB's Ellen Washington, KXJZ's Gary Vercelli and co-host KJAZ's Bob Parlocha.

York City dance club scene.

WNUA's Mike Fischer suggested the need for remixes of breezier titles so A2 can be included in what Jordan dubs "the Quiet Revolution." Hunter and Jordan closed the event with a smashing impromptu jam. Ironically, as we seated our Jazz Jukebox Jury the next day, many stalwart jazz programmers, when asked about assimilating more of these hybrid forms of jazz selections into their playlists, appeared to be more constricted. They advocated light rotation and dayparting these more controversial new sounds. Bob Parlocha's song selections were radical and edgy. While programmers like KXJZ's Gary Vercelli or KPLU's Joe Cohn guarded the mainstream flame, stations like Ellen Washington's WJAB and Lawrence Shorter's WEAA seemed prone to check out the funkier side of jazz.

GAVIN A²

ADULT ALTERNATIVE
EDITORS: KENT / KEITH
ZIMMERMAN



2W LW TW

2	1	1	TOM SCOTT - Reed My Lips (GRP)
1	2	2	ARTIE TRAUM - Letters From Joubee (Shanachie)
9	7	3	MANN BROTHERS - Mann To Mann (DMP)
11	6	4	TORCUATO MARIANO - Paradise Station (Windham Hill)
3	3	5	WARREN BERNHARDT - Family Album (DMP)
5	5	6	GIPSY KINGS - Love & Liberte (Elektra/Musician)
4	4	7	RANDY CRAWFORD - Don't Say It's Over (Warner Bros.)
19	12	8	RICHARD SMITH - From My Window (BrainChild)
6	8	9	BOBBY CALDWELL - Where Is Love (Sin-Drome)
8	9	10	RONNY JORDAN - The Quiet Revolution (4th & Broadway/Island)
12	10	11	PHILADELPHIA SOUNDTRACK - Peter Gabriel, Indigo Girls (Epic)
7	11	12	JAZZ AT THE MOVIES BAND - A Man And A Woman Sax At The Movies (Discovery)
—	37	13	THE BENOIT/FREEMAN PROJECT - The Benoit/Freeman Project (GRP)
18	18	14	RAIN-BO TRIBE - What They Don't Tell You (Positive Music)
15	15	15	ALVIN DAVIS - Let It Blow (TriStar Music)
42	22	16	NELSON RANGELL - Yes, Then Yes (GRP)
10	13	17	CHARLES MICHAEL BROTMAN - Pacific Rendezvous (BrainChild)
—	31	18	BRIAN CULBERTSON - Long Night Out (Bluemoon)
36	24	19	SHADOWFAX - Magic Theater (EarthBeat/W.B.)
17	17	20	BOB THOMPSON - The Magic In Your Heart (Ichiban)
14	16	21	ALEXANDER ZONJIC - Passion (Reprise)
—	38	22	DONALD HARRISON - The Power Of Cool (CTI)
43	36	23	KEVIN TONEY - Lovescape (Ichiban)
30	28	24	CHRIS SPHEERIS - Culture (Essence)
23	23	25	COME TOGETHER - Guitar Tribute To The Beatles (NYC)
29	26	26	JAZZ 4 ALL SEASONS - Various Artists (PAR)
32	32	27	JEANNE NEWHALL - Zebra (Marzipan)
21	21	28	FOURPLAY - Between The Sheets (Warner Bros.)
26	33	29	SPIRIT TRAVELER - Playing The Hits Of The Motor City (JVC)
20	20	30	LARRY CORYELL - Fallen Angel (CTI)
16	14	31	WAYNE HENDERSON - Sketches Of Life (PAR)
27	27	32	CRAIG T. COOPER - Darkm'n (Valley Vue)
25	30	33	MARCUS MILLER - The Sun Don't Lie (PRA)
50	45	34	ERLEND KRAUSER - Flight Of The Phoenix (Higher Octave)
13	19	35	BILL CUNLIFFE & FRIENDS - A Paul Simon Songbook (Discovery)
—	50	36	DAVID WILCOX - Big Horizon (A&M)
28	34	37	STANLEY CLARKE - East River Drive (Epic)
24	29	38	ANDREAS VOLLENWEIDER - Eolian Minstrel (SBK/ERG)
40	41	39	JESS ELLIS KNUBIS - Sanctuary (Hidden)
22	25	40	CANDY DULFER - Sax-A-Go-Go (RCA)
46	48	41	GARY LAMB - Twelve Promises (Golden Gate)
NEW	42	VANCE GILBERT - Edgewise (Rounder)	
31	35	43	WARREN HILL - Devotion (RCA)
—	49	44	HUGH MASEKELA - Hope (Triloka)
44	44	45	DIEGO MODENA & JEAN-PHILIPPE AUDIN - Ocarina II (Private Music)
49	—	46	STEVE MASAKOWSKI - What It Was (Blue Note)
33	42	47	FLYING MONKEY ORCHESTRA feat ROB MOUNSEY - Back In The Pool (Monkeyville)
48	47	48	DANNY WRIGHT - A Day In The Life... (Moulin D'Or)
NEW	49	YELLOWJACKETS - Run For Your Life (GRP)	
NEW	50	SARA K. - Play On Words (Chesky)	

Most Added

GERALD ALBRIGHT (22)

KEVYN LETTAU (11)

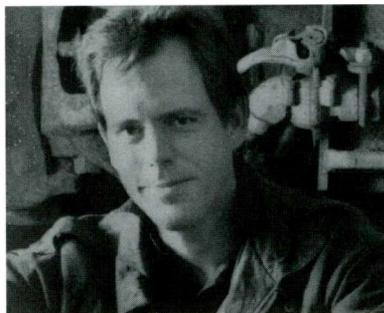
STANLEY JORDAN (11)

DOTSERO (9)

WINDOWS (9)

MARK JOHNSON (9)

Top Tip



DAVID WILCOX

Big Horizon (A&M)



VANCE GILBERT

Edgewise (Philo/Rounder)

Two examples of singer/songwriters offering much more than folk music. David Wilcox jumps 50-36 while newcomer/next big thing Vance Gilbert debuts at #42.

RECORD TO WATCH

NANDO LAURIA

Points Of View

(Narada)

Nando Lauria's past with Pat Metheny makes for a beautiful Brazilian "point of view."

Chartbound

- * **KEVYN LETTAU** (JVC)
- * **GERALD ALBRIGHT** (Atlantic)
- * **DOTSERO** (BrainChild)
- MICHAEL PAULO** (Noteworthy)
- AL KOOPER** (Music Masters)
- LEO KOTTKE** (Private Music)
- * **NANDO LAURIA** (Narada)
- * **STANLEY JORDAN** (Arista)
- * **MARK JOHNSON** (JVC)
- * **WINDOWS** (Blue Orchid)

Dropped: #39 Oscar Castro-Neves, #40 Rob Mullins, #43 Othello Molineaux, #46 Christoph Spendel, Richard Marx, Michael Hayes.

Many jazz programmers still suspect that there's a bit of trendiness involved. Hence there are the hopeful eclectics on one side and the more hardened hop opinion leaders on the other.

On Saturday, Dore Stein's Jukebox Jury selections for A2 contestants unearthed Adult Alternative's diverse philosophies. Questions concerning oldies (like Deodato's "2001" theme), cover versions (it's okay to add them now), playing unlikely tracks by artists like Charo and the B-52's (if the groove fits...), emotive singing (does it interfere with overall flow?), A&R (should they network more with PDs and MDs?), and research (much more in vogue these days) came into view with each station's answer. It was nice to see diversity between folks like CD101's Steve Williams, WNUA's Mike Fischer, WJZZ's Bernie Kimble, Ralph Stewart of The Wave, KSSJ's Les Williams, KJZZ's Bill Shedd and KOAI's Paul Goldstein.

We tried our best to check out the various listening parties, thrown by folks like Mesa/Bluemoon, GRP, Verve, Windham Hill, Novus/RCA and others. Another seminar highlight was the luncheon/performance held by Atlantic Jazz. Cyrus Chestnut and Gerald Albright managed to stretch out and play some dynamite sets.

The Thursday showcase featuring Booker T. & the MGs and David Wilcox was especially memorable, as old hits blended with new tunes. Look out in the coming weeks when Warner Jazz unleashes the Groove Collective on Reprise. These guys create unrelenting jazz that doubles as a hip, dance-oriented medium. Getting a hardened industry audience to dance to reggae/bop/hip-hop grooves was a feat not soon to be duplicated! Imagine, if you can, Jazz/A2 programmers dancing! Plus each horn player in the band could solo very well in their own right. Just as with last year's newcomer, Joshua Redman, there is truly outstanding times on the horizon for the Groove Collective.

The Borgia Room gigs rolled along with Columbia Jazz's Black Note and Terence Blanchard providing the Seminar's most "straight-ahead" moments. Mesa/Bluemoon's Peppino D'Agostino's debut was SRO too. On Saturday, Craig Chaquico arrived with full band and warmed up our newest club spot, the Georgian Room, courtesy of Higher Octave Music. Craig was his usual sunny, verbose self as he ripped on his trademark rock-styled solos. Back on the meeting front, Saturday morning's Mix-Master demonstration hosted by KiFM's Tony Schondel and Broadcast Architecture's Frank Cody, Allan Kepler and Bob Bronstein was



Producer. Arranger. Songwriter. Fourplay keyboardist. Million seller. Grammy® winner. Celebrated collaborator. Talent scout. Jazziz Artist Of The Decade. **And despite all that, he's restless.**

bob james restless

He delivers his first solo album in four years.
With special guests Michael Brecker, Ron Carter and Luther Vandross.
Featuring "Restless," "Storm Warning" and "Into The Light" — GOING FOR ADDS MARCH 10TH!

Produced by Michael Colina Co-Produced by Max Risenhoover • "Under Me" and "Kissing Cross" Produced by Michael Colina and Ray Bardani



POST-BOP

2W	LW	TW	
1	1	1	CYRUS CHESTNUT - Revelation (Atlantic)
11	10	2	THE CONTEMPORARY PIANO ENSEMBLE - The Key Players (DIW/Columbia)
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28	28	25	CHRIS WHITE PROJECT - The Chris White Project (Muse)
NEW	26		RODNEY KENDRICK - The Secrets Of (Verve/PolyGram)
NEW	27		YELLOWJACKETS - Run For Your Life (GRP)
13	16	28	LAFAYETTE HARRIS, JR. - Lafayette Is Here (Muse)
24	24	29	DAVID MURRAY - Jazzosaurus Rex (Red Baron)
NEW	30		CHARLES BROWN - Just A Lucky So And So (Bullseye/Rounder)

COMMERCIAL ADULT

2W	LW	TW	
1	1	1	BOBBY CALDWELL - Where Is Love (Sin-Drome)
2	2	2	RANDY CRAWFORD - Don't Say It's Over (Warner Bros.)
3	3	3	RONNY JORDAN - The Quiet Revolution (4th & Broadway/Island)
5	4	4	TOM SCOTT - Reed My Lips (GRP)
6	6	5	WARREN BERNHARDT - Family Album (DMP)
4	5	6	FOURPLAY - Between The Sheets (Warner Bros.)
9	7	7	ARTIE TRAUM - Letters From Joubee (Shanachie)
7	8	8	GIPSY KINGS - Love & Liberte (Elektra/Musician)
11	10	9	JAZZ AT THE MOVIES BAND - A Man And A Woman Sax At The Movies (Discovery)
12	12	10	CRAIG T. COOPER - Darkm'n (Valley Vue)
14	14	11	RICHARD SMITH - From My Window (BrainChild)
NEW	12		THE BENOIT/FREEMAN PROJECT - The Benoit/Freeman Project (GRP)
18	17	13	ALVIN DAVIS - Let It Blow (TriStar Music)
10	11	14	LARRY CORYELL - Fallen Angel (CTI)
13	13	15	WARREN HILL - Devotion (RCA)
NEW	16		BRIAN CULBERTSON - Long Night Out (Bluemoon)
20	18	17	BOB THOMPSON - The Magic In Your Heart (Ichiban)
24	22	18	TORCUATO MARIANO - Paradise Station (Windham Hill)
30	24	19	KEVIN TONEY - Lovescape (Ichiban)
16	16	20	PHILADELPHIA SOUNDTRACK - Peter Gabriel, Indigo Girls (Epic)
15	15	21	ALEXANDER ZONJIC - Passion (Reprise)
26	23	22	ANDREAS VOLLENWEIDER - Eolian Minstrel (SBK/ERG)
19	19	23	KENNY LOGGINS - Outside From The Redwoods (Columbia)
8	9	24	CANDY DULFER - Sax-A-Go-Go (RCA)
NEW	25		JAZZ 4 ALL SEASONS - Various Artists (PAR)
17	20	26	STANLEY CLARKE - East River Drive (Epic)
21	21	27	BILL CUNLIFFE & FRIENDS - A Paul Simon Songbook (Discovery)
NEW	28		DONALD HARRISON - The Power Of Cool (CTI)
—	25	29	CHRIS SPHEERIS - Culture (Essence)
NEW	30		MANN BROTHERS - Mann To Mann (DMP)

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

an educational high point. Tony rounded up an industry crowd of knob-dialers as Cody's crew conducted an actual music test based on several 20 second hooks. Lee Hansen, Steve Feinstein and Monica Logan provided color commentary. The whole question of computerized testing came into play. A few idealists expressed shock, but most attendees woke up to reality.

If station management can help a programmer by supplying the means to make music decisions beyond gut instinct, do you take the opportunity knowing the intense competition that's out there across the dial? Also, it was intriguing to see how the industry sample of programmers, industry types and artists were much more discriminating and tougher on music quality than those of the average listener, whose tests were played afterward for comparison. Each test was shown on a large overhead screen that graphed the positive and negative responses upward and downward much like an EKG machine, to the oohs and aahs of the crowd. It was a little like watching musical trapeze. Mix-Master was a hot topic and A2 is certainly in the thick of this research phenomenon.

Finally, our last Saturday session was the most relaxing. The one-on-one interview with Joel Dorn was filled with moving stories about his life as a young Atlantic Records producer, working with such giants as Rahsaan Roland Kirk, Les McCann, Eddie Harris, John Coltrane, Nesuhi Ertegun and more. We even gave away Dorn's wonderful Atlantic Jazz Gallery/Rhino box-set catalogue to one lucky registrant at the end of the session. Many of you liked the informality of the one-on-one interview just as much as the crowd/panel/host interaction of the other sessions, so you'll see more one-on-ones to celebrate jazz's rich heritage. Also, we promise to always try to keep keeping you off balance as you make your way to San Francisco each year for our national seminars.

We deeply appreciate your attendance and support. Special thanks this year to many of you, including Ronny Jordan, Charlie Hunter, Bobby Jackson, Michele Taylor, Eulis Cathey, Nicole Sutherland, Bob Parlocha, Cyrus Chestnut, Gerald Albright, David Wilcox, J.B. Brenner, Jim Snowden, Kid Leo, Bud Harner, Peppino D'Agostino, Tony Schondel, Frank Cody, Dore Stein, Joel Dorn, Scott Bergstein, Craig Chaquico and band, Colin James, Roomful Of Blues Horns, Chuck Lutz, Ron Alexenburg, Kevin Gore, Terence Blanchard, Black Note, the Groove Collective, Ricky Schultz, Chris Jonz, Randall Kennedy, Jason Olaine, Deborah Lewow and many more! See you next year.—THE ZIMMERMEN

ARTIST PROFILE

BRIAN CULBERTSON



FROM: Decatur, IL

RELEASE: Long Night Out

LABEL: Mesa/Blue Moon

AWARDS: Winner of six individual Downbeat student music awards for trombone, writing and piano.

MUSICAL DEVELOPMENT:

PRE-SCHOOL: Piano

GRADE SCHOOL: Drums, trombone

JUNIOR HIGH: Bass

HIGH SCHOOL: Midi Keyboard programming

INFLUENCES: Chicago, Earth Wind & Fire

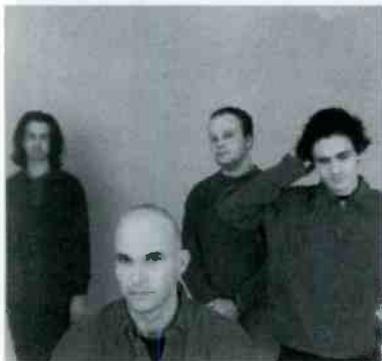
GETTING SIGNED: "I had known (Mesa's) Bud Harner since I was a kid. My father and Bud went to school together. This past summer I sent them a tape of three polished, original tunes. I think they dug the feel and the melodic aspect."

CURRENT PLANS: "Right now I'm halfway through college, taking private lessons in piano and orchestration and playing in a jazz band. I also did the new Miller Light commercial (last week). We cut the music in a half hour."

HOPES AND AMBITIONS: "I plan on going out to Los Angeles soon and getting more into producing other artists."

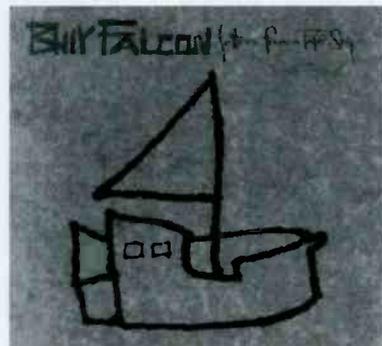
A³ New ReleasesRea, Luna, Falcon: 3 Hot New A³ Albums That Soar**CHRIS REA**
Expresso Logic
(eastwest america)

Chris Rea recovers beautifully after slipping on last year's unreleased *God's Great Banana Skin*. On *Expresso Logic*, Rea experiments with a grand, pounding and cavernous mix, beginning things with a Celtic dream sequence, and closing with a poignant, poetic recitation. In between are instant likeables like "Johnny Needs A Fast Car" and "Julia." The rest of the album is a journey that takes time to fully appreciate. After all, Chris Rea is the kind of an artist who, ensconced in Northern London, tends to run on his own time zone and secretly longs to run his own Italian bistro. His music runs proudly alongside the likes of Dire Straits, two entities who have experienced a strange but separate parallel career, and gathering a unique hip adult following since 1978.

**LUNA**
Bewitched (Elektra)

Already one of our favorite disc of 1994. Wouldn't it be great to steal this band from Alternative rock radio? After weeks of listening to a blank disc, it doesn't surprise us at all that Sterling Morrison of the Velvet Underground actually sits in. Shimmering and beautiful,

Bewitched borrows heavily from the Velvet's third (and arguably best) album which featured soft touches like "Jesus." Hopefully Luna will be better received. The Velvets went directly to the 89 cent pile. "Tiger Lily" and "California (All The Way)" are getting the first bites, but we still prefer "Friendly Advice."

**BILLY FALCON**
Letters From A Paper Ship
(Mercury)

Billy Falcon had us fooled for a bit, but after a couple of listens we're beginning to see the connection between *Letters From A Paper Ship* and its near-flawless predecessor *Pretty Blue World*. *Letters* is less spiritual but more street-sounding and crafted. While the single "I Know How It Feels" is the most Stonesy and commercial, A3 folk have unanimously gravitated toward "Love Birds." Personally, we veer toward "Drinks And Jewelry" into our favorite, "Paper Ship." "Drinks" vaguely recalls a distraught Peter Green from Fleetwood Mac's *Then Play On* era while "Paper Ship" is liberating and life affirming. Billy still seems to be coping with some of the rough times life has dealt him, but all in all there's strength and passion in his transparent lyrics. Closet Kevin Arnold fans will dig the opening "Wonder Years."

Hot Phishy A³ Sub-Singles That Rilly Raitt**BONNIE RAITT**
"Love Sneakin' Up On You"
(Capitol)

Bonnie's back with Don Was and a clavichorded white soul nugget. Housed in crushed purple velvet, this one will sit pretty in any one of a few million American living rooms. Typically top notch dirty slide playing sneaks up as well.

THE SUBDUES
"(You'll Be) Satisfied"
(High Street)

Looks like High Street has their first bonafide out-of-the-box hit with the Subdues. Their unique

drumless line-up sounds fuller than most full-blown quintets. Plus they sing like birds.

PHISH
"Down With Disease" (Elektra)

I'm a Phish-head, you're a Phish-head, we're all potential Phish-heads on the Darwin spectrum of musical evolution. Phish has gotten huge stepping out the shadow of Dead culture, going head to head with retro-hippie herds like Blues Traveller and Widespread Panic. The key here is musician-ship. Like Cherry Garcia, the guitarist here is smooth but deadly.

P.D. NOTEBOOK BY ERIC NORBERG

WORRYING ABOUT
THE COMPETITION

Program directors should always listen to their own radio station, but they should know generally what the competition is doing. They should want their own stations so dead-on right that nobody will ever listen to the competition. That way, they avoid reacting to the other guy.

One of the keynoters at the 1994 GAVIN Seminar was current Stanford Football coach and former San Francisco Forty Niner football coach Bill Walsh, whose speech contained a bit of manage-

game, they have plans for after the game; the point is, they're distracted at home. We're on the road, and we're there for one reason—business.

"So we turned it all the way around, to where we were winning on the road, and we got a national reputation for it, and it was because of this bonding and conditioning of people [to an attitude or mindset] which made it possible. They're not that easy."

I'll take it one step further. Programmers we compete with tend to program in fashionable or

"The minute you are distracted by what somebody else is doing, or has done, and are impressed with it, you are distracting yourself,"

ment philosophy from pro football that seems very relevant to this radio point:

"The minute you are distracted by what somebody else is doing, or has done, and are impressed with it, you are distracting yourself," he said. "On the San Francisco Forty Niners, we couldn't be awed by the opposition. We had to know about them and know what their intentions were, and get to learn a lot about them so that our standard of performance would cut through that."

Walsh went on to make a point that could be restated as "you and your team live up or down to their own expectations." He came to the Forty Niners when the team had lost over 20 straight road games, but just a few years later the team broke NFL records three different times for winning on the road.

"So it was important for me," he said, "to bond the team...condition them to winning on the road. That's when we'd found out how good we are. So the way we put it was, 'fifty against fifty thousand. We are going to go [to the other team's stadium]...and that will bond us tighter. We'll play better than the opposition will because of the tremendous pressure on us—because they're relaxed, they have friends and relatives at the

conventional ways, and expect you to do the same. They try to figure out what you're doing, what your objectives are, in terms of what is usually done. If you're a good programmer, and you are able to get into the listener's head and perceive your station the way the listener does—which is drastically different from how media professionals do; after all, radio is a science, and very important to us, but it's usually at best a diverting accompaniment to your listener—then you can come up with strikingly different ways of presenting your format elements which will work just as well—or better.

Often these ideas might be formulaic concepts from the past that are not in vogue in the business. The listener doesn't know what is in fashion in radio, of course, so these ideas will not seem old-fashioned to them, as they will to your competitor. They'll just seem fresh and distinctive.

When you compete in such an unconventional way, you not only gain nicely, but you do so in a manner that makes no sense to your competition. They react to your success by messing up what they're doing—thus helping you win. So half of winning is making the other guy lose. ●

GAVIN A³

EDITORS:
KENT/KEITH
ZIMMERMAN



Album Adult Alternative

Most Added

Bonnie Raitt

- BONNIE RAITT (26)
- SUBDUDES (26)
- LOREENA MCKENNITT (11)
- SAM PHILLIPS (10)
- BRUCE COCKBURN (9)
- RHYTHM COUNTRY AND BLUES (9)
- CHRIS REA (8)

Top Tip

BONNIE RAITT
Longing In Their Hearts (Capitol)

SAM PHILLIPS
Martinis And Bikinis (Virgin)
Two radically different female vocalists are the highest debuts. Bonnie Raitt is an A3 automatic at #34. Sam Phillips is close behind with an impressive bow at #35!

RECORD TO WATCH

LOREENA MCKENNITT

"The Bonny Swans"

(Warner Bros.)

Eleven fair A3 souls are among the first in the country to explore this traditional progressive vocal.

Gridbound

MARK LANEGAN (Sub Pop)

* CHRIS REA (eastwest america)

OYSTER BAND (Rykodisc)

BLUE CHIP SOUNDTRACK (MCA)

IN THE NAME OF THE FATHER (Island/PLG)

* DANNY PECK (RCA)

* ENIGMA (Virgin)

* REALITY BITES (RCA)

RORY BLOCK (Rounder)

* LOREENA MCKENNITT (Warner Bros.)

Dropped: #39 Uncle Tupelo, #42 John Mellencamp, #46 Lowen & Navarro, Meat Puppets.

WE REGRET THE ERROR!!! REAL A³ SUMMIT DATES ARE AUGUST 25, 26, 27

Don't believe everything you read in GAVIN. While illin' with a cold, working out of the house, I



put the wrong dates for this year's Boulder A3 Summit in last week's column. The actual dates are correct in the '94 GAVIN Directory. Repeat after me, August 25, 26 and 27 at the Clarion Harvest House...August 25, 26, 27...August 25, 26, 27...and on a related subject, the Boomers have signed to the newly-instituted Wildcat label distributed by UNI. With the Canadian government helping out with tour support, you will finally see the Boomers in your town. Wouldn't an August gig in Boulder make sense? Stay tuned.

A GENERATION THAT ONCE RAISED HELL IS NOW RAISING BABIES (RCA)

Did you get this gem in the mail? What's interesting is that while it's just a portion of RCA's current A3 roster, it's also an A3 microcosm, a fascinating stretch between the jazzy opening strains of Danny Peck's "Strange Weather" to the de-countrifying of Matraca Berg to

the rock of ZZ Top. Besides alternative rockers Fury In The Slaughterhouse and newcomer Andy Halsey, there are staples from Cowboy Junkies, Big Country and even an unreleased version of Bruce Hornsby doing Lennon's "Imagine." One station garnered 40 requests after just two plays. Thanks to Dave Loncao for putting this collector's item together. Mine's going home.

LIVE FOREVER

Incredible unreleased performances from the last hours of

JIMI HENDRIX, MARVIN GAYE, BOB MARLEY, STEVIE RAY VAUGHAN, and JOHN COLTRANE

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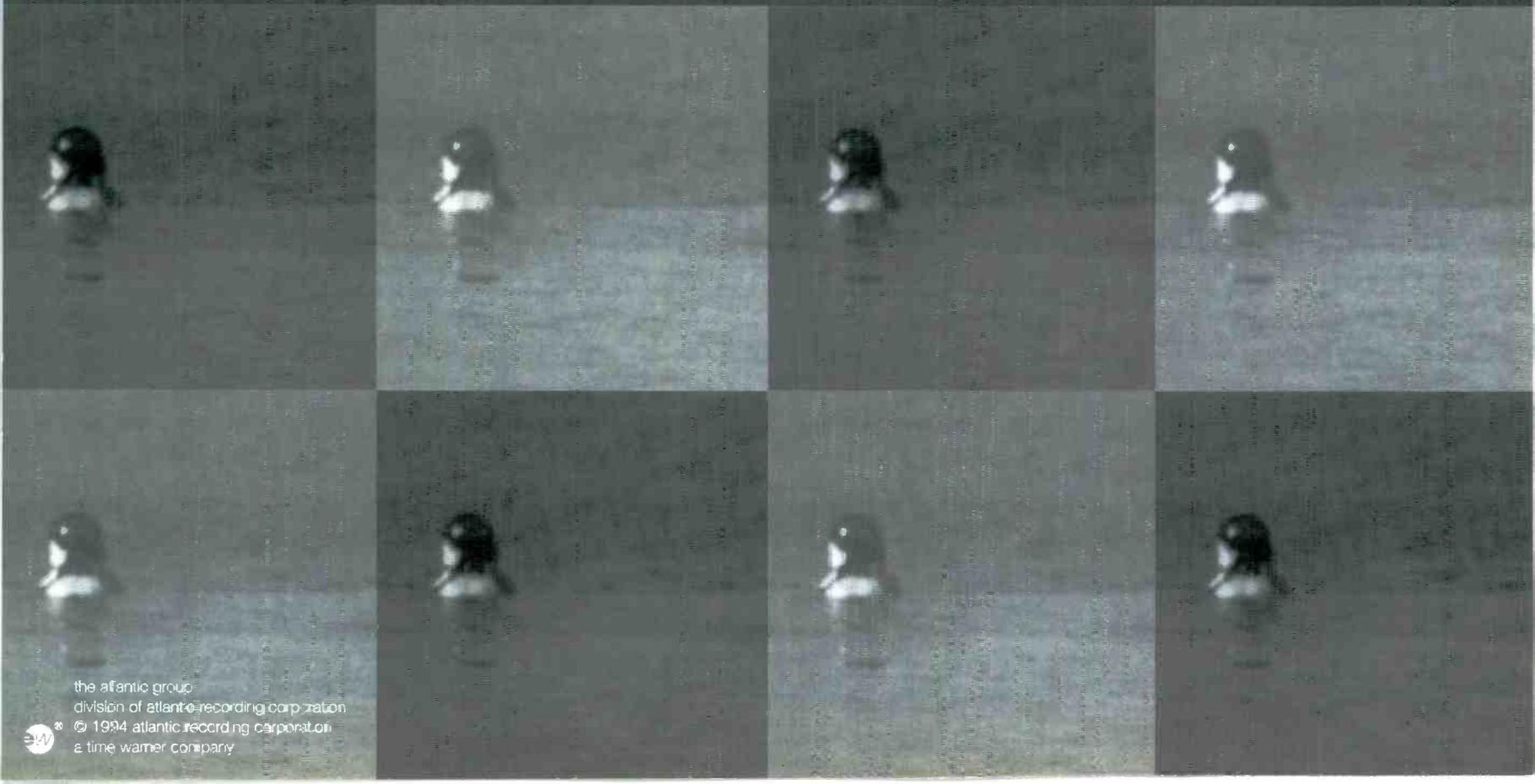
julia

the first single from chris rea

espresso logic - the new album

produced by chris rea

management: paul ily and jim beach



the atlantic group
division of atlantic recording corporation
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a time warner company



OVERHEARD AT THE GAVIN CONVENTION:

"Is it me or is she off key?"

— Famous programmer at The Jukebox Jury

"Joey, turn that music off; it's making me nervous."

— Mother of famous programmer at The Jukebox Jury

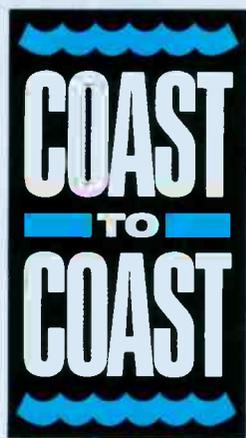
"I love my wife and she doesn't test well."

— Famous industry exec. at The MixMaster Session

"But which one is Kent and which one is Keith?"

— anonymous

**Thank You
Zimmermen & Gavin
For A Great 3 Days!**



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GAVIN ROCKS

ASSOCIATE EDITOR:
ROB FIEND



2W LW TH

4	1	1	ALICE IN CHAINS - No Excuses, Rotten Apple (Columbia)
1	2	2	PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic)
45	16	3	SOUNDGARDEN - Spoonman (A&M)
8	7	4	RUSH - Stick..., Coldfire, Animate (Atlantic)
32	14	5	MOTLEY CRUE - Hooligans Holiday (Elektra)
9	4	6	BEAVIS AND BUTT-HEAD - White Zombie, Megadeth (Geffen)
5	5	7	SCORPIONS - Wrong, Under The Same Sun (Mercury)
2	3	8	ZZ TOP - Pincushion (RCA)
6	6	9	KINGS X - Dogman (Atlantic)
3	8	10	NIRVANA - All Apologies, Heart Shaped, Rape Me, Serve (DGC)
12	11	11	PRONG - Snap Your Fingers, Snap Your Neck (Epic)
16	12	12	BLACK SABBATH - Cross Purposes (IRS)
10	9	13	TOOL - Sober, Undertow, Prison Sex (Zoo)
7	10	14	CANDLEBOX - Change, You (Maverick)
18	17	15	DIQ - Eviltion, Fire Head (Reprise)
14	13	16	MUTHA'S DAY OUT - Locked (Chrysalis/ERG)
11	15	17	STONE TEMPLE PILOTS - Wicked Garden, Creep (Atlantic)
13	20	18	FIGHT - Immortal Sin, Little Crazy (Epic)
30	28	19	BLUE MURDER - We All Fall Down (Geffen)
37	22	20	THERAPY? - Nowhere, Femtex, Isolation, Stop It (A&M)
19	21	21	SEPULTURA - Territory (Roadrunner/Epic)
23	23	22	GRETA - Is It What You Wanted? (Mercury)
NEW	23	23	MEAT PUPPETS - Backwater (London/PLG)
25	31	24	ENTOMBED - Wolverine Blues (Earache/Columbia)
15	18	25	DANZIG - Mother (American/Reprise)
28	26	26	THE ORGANIZATION - Bottom Dog, Free Burning (Metal Blade/Modern)
26	25	27	CARCASS - Buried Dreams (Earache/Columbia)
33	30	28	ELEVEN - Let Down (Left Out, Laughed At) (Third Rail/Hollywood)
17	19	29	WHITE ZOMBIE - Thunderkiss '65 (Geffen)
20	24	30	STICK - No Groovy (Arista)
NEW	31	31	DAVID LEE ROTH - She's My Machine (Reprise)
34	34	32	DAMN THE MACHINE - Silence (A&M)
24	29	33	STONE FREE - Pretenders, Clapton, Cure, Body Count, Belly (Reprise)
21	32	34	GUNS N' ROSES - Estranged, Ain't It Fun (Geffen)
40	39	35	COURSE OF EMPIRE - Infested (Zoo)
48	41	36	TYPE O NEGATIVE - Christian Woman, Black, Set Me On Fire, Bloody Kisses (Roadrunner)
27	33	37	SMASHING PUMPKINS - Disarm, Today, Cherub Rock, Mayonaise, Geek USA (Virgin)
31	36	38	I MOTHER EARTH - Levitate, Not Quite Sonic (Capitol)
38	38	39	RAGE AGAINST THE MACHINE - Freedom (Columbia)
—	42	40	VARGA - Unconscience (Zoo)
22	27	41	TAD - Leafy Incline (Giant/Mechanic)
42	43	42	LIFE OF AGONY - This Time, River Runs Red (Roadrunner)
41	40	43	MONSTER VOODOO MACHINE - Get On With It (D-Tribe)
—	47	44	JAWBOX - Jack Plus (Atlantic)
43	45	45	ANTHRAX - Black Lodge (Elektra)
36	—	46	MELVINS - Honey Bucket (Atlantic)
NEW	47	47	FOR LOVE NOT LISA - Merge (EastWest/Atlantic Group)
35	37	48	PITCH SHIFTER - Ephemeral (Earache/Mosh)
44	44	49	DIG - Believe, I'll Stay High (Wasteland)
—	50	50	RAMONES - Substitute, Out Of Time, Somebody To Love (Radioactive)

Most Added



NINE INCH NAILS
NAILBOMB
WILDHEARTS
PENNYWISE
THE POOR
COVEN
SOUNDGARDEN

Top Tip

MEAT PUPPETS
"Backwater"
(London/PLG)

Finding a home at college and commercial radio the Meat Puppets zoom to the highest debut position thanks to generous airplay from KDUR, KZRXX, KZRQ, WMHB, KTSC and KQAL.

RECORD TO WATCH

VARGA
Prototype
(Zoo)

From top tip to the pick of the week, Varga's metallic overtones have already been picked up and embraced at college. Healthy spins by commercial stations KZRXX and KZRQ prove not all commercial rock stations are unconscious to good music.

Chartbound

* **Nine Inch Nails** "March Of The Pigs"
(Nothing/TVT/Interscope)

* **Wildhearts** "Sucker Punch" (eastwest)
Blood From The Soul "Guinea Pig"
(Earache/Mosh)

* **Demented Ted** "Pyscopathology" (Pavement)

* **Nailbomb** "Religious Cancer" (Roadrunner)
KMFDM "Light" (Wax Trax/TVT)

Dropped: #35 Motorhead, #46 Blind Melon, #48 Crowbar, #49 Metallica

Rock Releases

THE OBSESSED
"Streetside/Blind Lightning"
(Columbia)

If this band existed during the '70s they'd be huge stars by now and their music would be playing on classic rock radio at least five times a day.

Possessing a massive guitar sound, The Obsessed takes an early Black Sabbath approach to their music, offering endless guitar strokes that steer around deep bass chords and thunderous drumming. They bring new a meaning to the word "heavy". Vocalist, guitarist and visionary Scott "Wino" Weinrich is the driving force behind this colossal band. With bassist Guy Pinhas and drummer Greg Rogers, The Obsessed deliver serious hard metalized rock that will be embraced at college and those few Album stations that don't suffer from heritage/AC artist syndrome. "Streetside" and "Blind Side" are taken from their latest album *The Church Within*, which will be released in the near future. The Obsessed are a heavyweight band that specializes in churning guitar grooves which will have your rock listeners reeling and obsessed.

THE POOR
"More Wine Waiter Please"
(550/Epic)

Australia has been responsible for bringing us some great new rock acts the last couple of months. The latest band to surfaced stateside is The Poor, who're located in Sydney but are actually from Darwin, considered the beer drinking capital of the world even though it's located in a remote part of northern Australia. A combination of AC/DC, Scorpions, Van Halen and maybe Skid Row, The Poor (Skenie, vocals; Matt Whitby, bass; Julian Gryngals, lead guitar and James Young, drummer) deliver an upbeat hard rockin' jam with the release of "More Wine Waiter Please" (how many times have we all said that)? The spinning guitar riffs are layered with metallic chords that sneak in and around the quick bass thumps and are one of the stronger elements of this band. If your listeners are guitar mongers and request bands who specialize in raging guitars, The Poor will be their next choice. The band doesn't rock as hard as Entombed or Carcass but they still deliver catchy rock n' roll that is sure to cause a stir at college radio and should be played on Album radio. WKNC, WSUP, KVHS, WMHB, WZIP, WCWP, WMWM and KBIZ are already on this gem. Check it out.



GAVIN ROCKS

PROFILE EDITOR:
SHEILA RENÉ



ARTIST PROFILES

VARGA



HOME BASE: Hamilton, Ontario

LINEUP: Adam Alex, guitar/backing vocals; Dan Fila, drums; Joe Varga, bass/lead vocals; Sean Williamson, guitar/backing vocals

LABEL: Zoo Entertainment

ALBUM: Prototype

SINGLE: "Greed"

ADAM ALEX AND JOE VARGA TALK ABOUT:

THE BAND'S NAME: "It took me a while to get used to it. I wasn't really into the name at first believe it or not, I didn't even pick the name, the other members of the band did. We realized that we're a tight unit and there's no ego tripping in this band." —Joe Varga

THE SIGNING: "We recorded the album, but our old label, Maze America went bankrupt so we started shopping but got no response. In 1992 David Bendeth, the Vice President of A&R for BMG in Canada came by one of our shows in Toronto and he liked us enough to get us signed in 1993. "The Strong" and "Bring The Hammer Down" from that demo made it to this new album." —Adam Alex

THE RECORDING: "We recorded in Canada and in the States. We actually did most of the recording in Lake Geneva, Wisconsin. The studio used to be the Playboy Mansion, but now it's just a great place to record." —Joe Varga

THE PRODUCER: "We used David Bendeth who's a very educated type of fellow. He did a lot, including giving us some timing training. Before this record we weren't into perfect time, we just went for it. He helped us with songwriting and other techniques we hadn't used. He came to see us play and got us signed out of the bar." —Joe Varga

THE WRITING: "I'd say that Joe and I are coming up with the most ideas, but in their raw form. We'll write as a band all together. Everyone is free to do what they want to do. The more ideas the better. Dan is really good on the theoretical end with all his training in jazz and classical music. We all hear things differently." —Adam Alex

MARKETING: "The album has been out in Canada for a while. We're waiting until the U.S. release to coordinate the marketing. We're getting play by word of mouth and on the video channel up here. When the Zoo release kicks in we'll try to kill all the birds with one stone." —Adam Alex

VIDEOS FOR 'GREED' AND 'FREEZE DON'T MOVE': "We just finished the video for both these tunes. My rap influence comes out on 'Freeze.' There's a force out there in the rap area. You just have to figure out how to use it in your music. Both videos are being seen up here in Canada on MuchMusic. We shot them both up here but each has an American director. For 'Freeze Don't Move' we used H-Gun from Chicago and for 'Greed' we used George Dougherty who did the latest Anthrax and White Zombie." —Joe Varga

SAMPLING: Hamilton, Ontario is nicknamed "The Hammer," so 'Bring The Hammer Down' is our tribute to our fair city. It opens with the factory whistle sounds we sampled. We didn't want to lose the integrity of our years of playing together, and you can if you go overboard with the sampling. We wanted to make sure the essence of the band who loves playing together stayed intact. We just wanted to add a little bit of rhythm and a little bit of weirdness to some of the songs. We're all into the technology thing." —Adam Alex

RADIO: "You have to go underground in Canada. It's a very AOR-oriented market and everything is classic rock now. Radio is about ten years behind the times. There's so much great music out, like the Tool album. If you're lucky, you'll hear it two times a week." —Adam Alex

Hard Rock Releases

NAILBOMB Point Blank (Roadrunner)

A match made in hell. Sepultura's Max Cavalera and Fudge Tunnel's Alex Newport pull their metallic forces together to bring you the mountainous phonography of Nailbomb. Combining thrash, metal and a little industrial, *Point Blank* explodes with layers of deep guitar grinds that storm through waves of rumbling bass lines, subtle sampling and throaty vocals. Cavalera and Newport generate enough intensity to rival a swarm of hornets clashing with African killer bees inside a shoe box. Nailbomb is not a happy album by any means; rather, it's a pissed-off-at-world-corruption type album, written in true Sepultura fashion. The combination of metal guitar riffs and prodding industrial beats keeps the tempo fast and tight. It's perfect for college radio and commercial metal shows who want to inject an extra dose of speed into their show. If you have a problem playing cuts that include nasty lyrics you're safe because "Religious Cancer," "Wasting Away," "Sum Of Your Achievements" and "Blind And Lost" contain radio-friendly lyrics. Even so, they keep the maddening angst-riddled rhythms intact. The more adventurous should check out "Exploitation," "For Fuck's Sake," "Cockroaches" and "Exploitation." The remaining cuts

are a wild ride, and should only be spun around experienced listeners.

CIRCLE OF DUST Brainchild (REX)

Circle Of Dust could be labeled as an industrial dance band if it weren't for the low-end guitars that appear around every electric beat, swelling the bands already enormously hard industrial groove to even greater heights. Former Immortal skin basher and singer Scott Albert is all you hear on *Brainchild*, for he's fully in control, manipulating the guitar, bass, drums, keyboards and sampling to mold his unique industrious sound. If you're fortunate enough to see Circle Of Dust live, you'll see Albert accompanied by guitarist Darren Diolosa, bassist and keyboardist Chris Donohue and drummer Jason Tilton. The psychedelic/ghostly sampling and other technical effects that flow through this album highlight Albert's talent for creating multitudes of eerie and bizarre sounds that fit the metallic guitar scheme like an old shoe. If your show lacks a flurry of fast-paced industrial rock, COD is a must. Already receiving a good amount of airplay at college radio, COD will please both industrial and metal listeners. The focus track is "Telltale Crime" but be sure to check out "Enshrined," "Cranial Tyrant," "Course Of Ruin" "Deviate."

By Rob Fiend

WHO ROCKED AT GAVIN?

Sheila and I would like to express our thanks and gratitude to Munsey Ricci and Michael Lee, two awesome dudes, who helped us with our first GAVIN Rocks panels. Both did an excellent job moderating and were essential for its success. We also thank all of you who attended the convention and have given us support on our journey to creating an accurate current rock chart. Special thanks and bows go to *Rock In The '90s* panelists KUFO's Dave Numme, KOME's Mike Solari, KUSF metal maniac Ron Quintana, eastwest's Matt Pollack, Geffen's Sue Naramore, R&R's Cindy Maxwell and Ronnie James Dio.

Additional bows and cheers to *Evolution Of The '90s* panelists pictured below: Bottom row left to right: KMSA's Tramp, Biohazard's Bobby Hambel, Programmer Judy McNutt, Warner Bros.' Linnea Nan, Capitol's Dave Downey and GAVIN Rocker Sheila René. Back row: Ace Promotions' Ray Grmeiner, Rob Fiend (I wasn't on the panel but I was wearing stilts), FMBQ's Ray Koob, Concrete Management's Steve Prue, and moderator KRZZ's Michael Lee.



Thanks again and we hope to see you all next year at the convention which will feature more rock panels and hopefully a hard rock showcase.

GAVIN ALTERNATIVE



EDITOR: LINDA RYAN
ASSOCIATE ED: SEANA BARUTH

2W LW TW

- | | | | |
|------------|----|----|--|
| 1 | 1 | 1 | TORI AMOS - God, Cornflake Girl, Past The Mission (Atlantic) |
| 2 | 2 | 2 | BECK - Loser, Corvette Bummer (Geffen) |
| 3 | 3 | 3 | MEAT PUPPETS - Backwater (London/PLG) |
| 17 | 7 | 4 | GREEN DAY - Longview, Basket, She, Come Around (Reprise) |
| 5 | 5 | 5 | POSSUM DIXON - Watch The Girl (Interscope/Atlantic) |
| 6 | 6 | 6 | ALICE IN CHAINS - No Excuses, Rotten Apple (Columbia) |
| 45 | 29 | 7 | ENIGMA - Return To Innocence (Virgin) |
| 9 | 8 | 8 | CRASH-TEST DUMMIES - Mmm Mmm Mmm (Arista) |
| — | 26 | 9 | PAVEMENT - Cut Your Hair (Matador) |
| 10 | 10 | 10 | SMASHING PUMPKINS - Disarm, Today, Cherub Rock, Mayonaise, Geek USA (Virgin) |
| 50 | 17 | 11 | ELVIS COSTELLO & THE ATTRACKIONS - 13 Steps Lead Down, You Tripped (Warner Bros.) |
| 13 | 12 | 12 | KRISTEN HERSH - Your Ghost, Cockoo (Sire/Warner Bros.) |
| 20 | 19 | 13 | JAWBOX - Savory (Atlantic) |
| 4 | 4 | 14 | CROWDED HOUSE - Locked Out, In My Command, Distant Sun (Capitol) |
| 15 | 15 | 15 | SHONEN KNIFE - Brown Mushrooms, Butterfly, Quavers, Catnip (Virgin) |
| 19 | 16 | 16 | CRACKER - Get Off This, Low, Movie Star, Nostalgia (Virgin) |
| 7 | 9 | 17 | JAMES - Laid, Sometimes, Say Something, No No (Fontana/Mercury) |
| 8 | 13 | 18 | COUNTING CROWS - Mr. Jones (DGC) |
| 11 | 11 | 19 | NIRVANA - All Apologies, Heart Shaped, Rape Me, Serve (DGC) |
| 22 | 22 | 20 | SHERYL CROW - Leaving Las Vegas (A&M) |
| 14 | 20 | 21 | PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic) |
| 28 | 28 | 22 | SARAH McLACHLAN - Possession, Hold On (Nettwerk/Arista) |
| 23 | 23 | 23 | DIG - Believe, I'll Stay High (Wasteland) |
| 26 | 24 | 24 | DENTISTS - Gas, This Is Not My Flag, Waiter (eastwest) |
| 25 | 25 | 25 | FURY IN THE SLAUGHTERHOUSE - Every Generation, Won't Forget (RCA) |
| NEW | 26 | | NINE INCH NAILS - March Of The Pigs (Nthng/TVT/Interscope/ARG) |
| 12 | 14 | 27 | LEMONHEADS - Great Big No, Into Your Arms, Rest Assured, Paid (Atlantic) |
| — | 48 | 28 | SOUNDGARDEN - Spoonman (A&M) |
| — | 40 | 29 | THE CHARLATANS U.K. - Can't Get Out Of Bed (Beggars Banquet/Atlantic) |
| 30 | 30 | 30 | GREENPEACE - James, U2, R.E.M. (Hollywood) |
| 38 | 31 | 31 | IN THE NAME OF THE FATHER - O'Connor, Bono&Gavin Friday (PLG) |
| 18 | 18 | 32 | CHAPTERHOUSE - We Are The Beautiful (Dedicated/Arista) |
| 24 | 27 | 33 | COWBOY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (RCA) |
| — | 45 | 34 | THERAPY? - Nowhere, Femtex, Isolation, Stop It (A&M) |
| 36 | 36 | 35 | AFGHAN WHIGS - Gentlemen, Debonair, Sweet, Jail (Elektra) |
| 21 | 21 | 36 | BJORK - Big Time, Human Behaviour, Aeroplane, Violently Happy (Elektra) |
| 41 | 41 | 37 | GREENBERRY WOODS - Trampoline (Sire/Reprise) |
| NEW | 38 | | MORRISSEY - The More You Ignore Me (Sire/Reprise) |
| 37 | 37 | 39 | LEVELLERS - This Garden (Elektra) |
| 34 | 34 | 40 | SILKWORM - In The West (C/Z) |
| 49 | 49 | 41 | LUCY'S FUR COAT - Treasure Hands (Relativity) |
| 39 | 39 | 42 | MARK LANEGAN - House, Borracho, Shooting Gallery (Sub Pop) |
| 43 | 43 | 43 | LOTION - Head, She Is Weird, La Boost (Spin Art) |
| 44 | 44 | 44 | LENNY KRAVITZ - Spinning, Is There Any Love (Virgin) |
| NEW | 45 | | THAT DOG - You Are, Zodiac, Old Timer, She Looks (Geffen) |
| 35 | 35 | 46 | COURSE OF EMPIRE - Infested (Zoo) |
| 47 | 47 | 47 | HAIR & SKIN TRADING - On Again, Go Round, Levers, Loa (B.Banquet/eastwest) |
| 32 | 32 | 48 | THE OTHER TWO - Selfish (Qwest/Warner Bros.) |
| 29 | 38 | 49 | PHILADELPHIA SOUNDTRACK - Peter Gabriel, Indigo Girls (Epic) |
| NEW | 50 | | EUGENIUS - Blue Above The Rooftops (Atlantic) |



Most Added

- MORRISSEY (37)**
- NINE INCH NAILS (27)**
- EUGENIUS (24)**
- TH' FAITH HEALERS (22)**
- PICASSO TRIGGER (20)**

Top Tip

NINE INCH NAILS
"March Of The Pigs"
(Nothing/TVT/Interscope/Atlantic)
Debut #26 and marching up the chart.

Top Requests

- CRASH TEST DUMMIES**
- BECK**
- GREEN DAY**
- NINE INCH NAILS**
- ENIGMA**

RECORD TO WATCH

DIED PRETTY
"Harness Up"
(Columbia)
Sounding pretty on WHFS, KPNT, WZRH, WIIZ, WZRH and many others.

Chartbound

- SLOWDIVE - Souvlaki (SBK/ERG)
- GLEE CLUB - "Mine" (4-AD)
- PORTASTAIC - Naked Pilsners (Matador)
- REALITY BITES - Soundtrack (RCA)
- HAIR & SKIN TRADING CO. - Over Valence (B.Banquet)
- DIED PRETTY - Trace (Columbia)

Dropped: #33 Ramones, #42 Nick Heyward, #46 Unsane, #50 Stone Free

KMFDM

9 RE-MIXES OF KMFDM'S
"LIGHT"

BY THE FOLLOWING ARTISTS

- NINE INCH NAILS**
- DIE WARZAU**
- CRUNCH-Ø-MATIC**
- VINCE LAWRENCE**
- EXCESSIVE FORCE**
- SON OF A GUN**
- AND OF COURSE**
- KMFDM**
- LIGHT**

FOR MORE INFO. CALL JIM McNEIL @ 212.979.6410

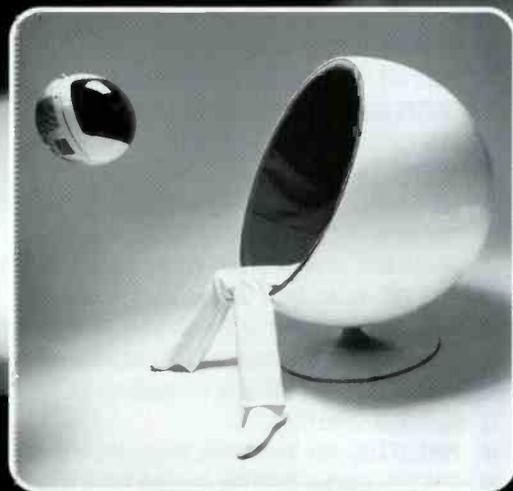


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Luna

BEWITCHED



*"Black and blue songs,
sleepy songs, real songs. Slow and gorgeous."*

-The Village Voice

The New Album, featuring "Tiger Lily"

Produced by Victor Van Vugt with Luna

On tour with the Cocteau Twins March 16 - April 6. Management: Renee Lehman/Oasis Productions



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COMMERCIAL RADIO

2W	LW	TW	
2	1	1	TORI AMOS - God, Cornflake Girl, Past The Mission (Atlantic)
4	4	2	CRASH-TEST DUMMIES - Mmm Mmm Mmm (Arista)
7	6	3	ALICE IN CHAINS - No Excuses, Rotten Apple (Columbia)
1	2	4	BECK - Loser, Corvette Bummer (Geffen)
5	5	5	CRACKER - Get Off This, Low, Movie Star, Nostalgia (Virgin)
—	20	6	ELVIS COSTELLO & THE ATTRACTIONS - 13 Steps Lead Down, You Tripped (Warner Bros.)
6	7	7	JAMES - Laid, Sometimes, Say Something, No No (Fontana/Mercury)
12	12	8	SHERYL CROW - Leaving Las Vegas (A&M)
8	8	9	PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic)
10	10	10	CROWDED HOUSE - Locked Out, In My Command, Distant Sun (Capitol)
—	22	11	ENIGMA - Return To Innocence (Virgin)
3	3	12	SMASHING PUMPKINS - Disarm, Today, Cherub Rock, Mayonaise, Geek USA (Virgin)
13	13	13	POSSUM DIXON - Watch The Girl (Interscope/Antastic)
20	14	14	IN THE NAME OF THE FATHER - O'Connor, Bono&Gavin Friday (PLG)
17	15	15	MEAT PUPPETS - Backwater (London/PLG)
9	9	16	NIRVANA - All Apologies, Heart Shaped, Rape Me, Serve (DGC)
19	19	17	AFGHAN WHIGS - Gentlemen, Debonair, Sweet, Jail (Elektra)
18	18	18	GREENPEACE - James, U2, R.E.M. (Hollywood)
11	11	19	COUNTING CROWS - Mr. Jones (DGC)
21	21	20	FURY IN THE SLAUGHTERHOUSE - Every Generation, Won't Forget (RCA)
NEW		21	SOUNDGARDEN - Spoonman (A&M)
23	23	22	DIG - Believe, I'll Stay High (Wasteland)
16	17	23	LEMONHEADS - Great Big No, into Your Arms, Rest Assured, Paid (Atlantic)
24	24	24	LENNY KRAVITZ - Spinning, Is There Any Love (Virgin)
25	25	25	RAGE AGAINST THE MACHINE - Freedom (Columbia)
NEW		26	GREEN DAY - Longview, Basket, She, Come Around (Reprise)
27	27	27	CHAPTERHOUSE - We Are The Beautiful (Dedicated/Arista)
28	28	28	BREEDERS - Cannonball, Divine Hammer, Invisible Man (4-AD/Elektra)
—	30	29	SARAH McLACHLAN - Possession, Hold On (Nettwerk/Arista)
NEW		30	NINE INCH NAILS - March Of The Pigs (Nthng/TVT/Interscope/ARG)

COLLEGE RADIO

2W	LW	TW	
—	11	1	PAVEMENT - Cut Your Hair (Matador)
7	1	2	GREEN DAY - Longview, Basket, She, Come Around (Reprise)
6	3	3	KRISTEN HERSH - Your Ghost, Cockoo (Sire/Warner Bros.)
4	4	4	MEAT PUPPETS - Backwater (London/PLG)
5	5	5	JAWBOX - Savory (Atlantic)
10	6	6	DENTISTS - Gas, This Is Not My Flag, Waiter (eastwest)
11	7	7	TORI AMOS - God, Cornflake Girl, Past The Mission (Atlantic)
1	2	8	SHONEN KNIFE - Brown Mushrooms, Butterly, Quavers, Catnip (Virgin)
15	15	9	THAT DOG - You Are, Zodiac, Old Timer, She Looks (Geffen)
12	10	10	CROWDED HOUSE - Locked Out, In My Command, Distant Sun (Capitol)
21	21	11	SARAH McLACHLAN - Possession, Hold On (Nettwerk/Arista)
14	12	12	MARK LANEGAN - House, Borracho, Shooting Gallery (Sub Pop)
3	13	13	SILKWORM - In The West (C/Z)
28	14	14	PORTASTATIC - Beer, Naked Pilsners, Polaroid (Matador)
9	9	15	RAMONES - Substitute, Out Of Time, Somebody To Love (Radioactive)
16	16	16	MATERIAL - Mantra (Axiom/Island)
NEW		17	ENIGMA - Return To Innocence (Virgin)
18	18	18	ARCHERS OF LOAF - What Did You, Ethyl Merman (Merge)
19	19	19	HAIR & SKIN TRADING - On Again, Go Round, Levers, Loa (B.Banquet/eastwest)
—	25	20	THERAPY? - Nowhere, Femtex, Isolation, Stop It (A&M)
2	20	21	BECK - Loser, Corvette Bummer (Geffen)
—	22	22	GLEE CLUB - Need, Drive You (4-AD)
—	23	23	SLOWDIVE - Alison (SBK/ERG)
—	24	24	GRIFTERS - Holmes, Junkie Blood (Darla)
NEW		25	BEN HARPER - Welcome (Virgin)
26	26	26	TEENBEAT FIFTI - Superconductor, Bastro, Teenage Gang Debs (Teen Beat/Matador)
22	27	27	COWBOY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (RCA)
8	8	28	UNSAFE - Body Bomb (Matador/Antastic)
17	17	29	STEEL POLE BATH TUB - Some Cocktail Suggestions EP (Boner)
—	30	30	LEVELLERS - This Garden (Elektra)

Inside Alternative



The big buzz this week: **KROQ**-Los Angeles added **Primal Scream's** new single, "Rocks," a full three weeks *before* its scheduled American release date, March 21. Pretty damn cool if you ask me. 1994 is going to be a *big* year for The 'Scream. If you're reading this on Friday March 4, check out the band's MTV appearance with **George Clinton** tonight. And there's more good news! Primal Scream is the confirmed opener on **Depeche Mode's** summer tour, which will keep them in America from mid-May to July—long enough for the buzz to become a deafening roar. And that's just the way Primal Scream likes it. As **Steve Rennie** says, "Don't fight it, flaunt it."

So I'm wondering...with new albums out soon from well-known bands like Primal Scream, **The Charlatans**, **Ride**, **Blur** and the **Inspiral Carpets**—not to mention lesser-known bands like **Bivouac**, **Fretblanket** and **Superstar** that will kick your butt once you've heard them—is it okay to like and play English music again? And what about the forthcoming releases from **Velocity Girl** and **The Gigolo Aunts**, bands who have an English leaning sound but are American? I know I'm an anglofile, but there's a lot of great music coming around the corner, and it would be a real disservice to your listeners if you didn't play any of it 'cos it "sounds too English."

And speaking of Depeche Mode, **WDRE**-Long Island is giving away a trip to see the band in the warmer climes of Hawaii. **Nancy Cambino**, director of marketing and promotions for the station says, "Even mentioning Hawaii with all this snow on the ground gets people excited, but when you add a live Depeche Mode show in the mix, you've got a winning combination."

WHFS-Washington D.C. is officially part of the Liberty Broadcasting chain. Despite rumors to the contrary, PD **Robert Benjamin** assures me that none of the staff has let go, and the format is staying the same. Why mess with a good thing? In the last book, 'HFS had their best numbers in years. Congratulations to all.

A couple of stations would like your service: Former AC satellite

ARTIST PROFILE



PAVEMENT

FROM: Stockton, Calif. or New York, New York

LATEST RELEASE:

Crooked Rain, Crooked Rain

LABEL: Matador

CONTACT: Kris Gillespie
(212) 995-5882

HE SAYS: "Pavement was originally a pathetic effort by us to do something to escape the terminal boredom we were experiencing in Stockton."
—Steve Malkmus, guitar.

IT'S SAID: "Omnivores grazing over the last fifteen years of postpunk, Pavement regurgitate a puree of impeccable taste that could argue that this noise-for-noise's-sake approach is going nowhere, but it's going there in terrific style, and that's more than enough for me."
(Im)perfect sound forever, alright!" —Spin.

ON THEIR LIVE SHOW: "This, to be frank, is a shambles. And yet — and God only knows how — Pavement make everything fall together into a demented showbiz spectacle of scrambled melodies and full-on stupidity that royally pisses over most current Yank contenders. Imagine four fraternity clowns, without an ounce of poise or responsibility between them, joined by their hyperactive hippy teacher, over-compensating for the onset of middle age by showing off more than all the others put together."
—NME.

station **KWAZ**-Bullhead City, AZ is now a living and breathing alternative station, and is looking to supplement their library. Materials should be sent to **Richard Pawlowski** and **John May**: 2636 Highway 93, Ste. 10, Bullhead City, AZ 86442. They can be reached at (602) 763-5227. In addition, Top 40 station **Z-FUN 106**-Moscow, ID has added another night of alternative programming (Saturday and Sunday nights) and would like service from some of you fine label folks. Their address is: PO Box 8849, 1114 No. Almon, Moscow, ID 83843. (208) 882-2551 is the number, and ask for **Steve Heller**.

Chaos has signed the New York-based band, **Lotion**. If you haven't checked out their recent Spin Art album, you're missing out.

And in other Chaos related news, *So I Married An Axe Murderer* is coming to video store near you, and **Geordie** and **Laura** have tons o' stuff to give away in celebration of the event. Interested parties should give either of them a shout at (212) 833-7585.

New Releases

CHAINSAW KITTENS Pop Heiress (Mammoth/Atlantic)

With a sound that could be



described as Sweet meets The Undertones, Chainsaw Kittens score a direct hit on my soft spot for loud, chunky pop songs—and there are loud, chunky pop songs a-plenty on their third outing, *Pop Heiress*. In contrast to 1992's Butch Vig-produced college radio meaga-hit, *Flipped Out In Singapore*, Chainsaw Kittens' newest finds a poppier sound that's less abrasive and more confident—and definitely less metallic. There are plenty of faves, but I suggest starting with "Pop Heiress Dies" and moving onto "Burn You Down," "Media Star Hymn," "Silver Millionaire" and "We're Like..." The band is on the road this month with Iggy Pop, so if they're coming to a city near you, be sure to check 'em out.

—LINDA RYAN

EAT



**WHTG
WCBR
WIIZ
WDST
WWVU
KBAC
WUSB
KCOU**

"SHAME" From The Album EPIASURE



November Records, Inc.
530 Broadway, 2nd floor
New York, NY 10012.
212.343.0799

Fiction

Promotion and Marketing
William (Biff) Kennedy and Patrick Flynn.

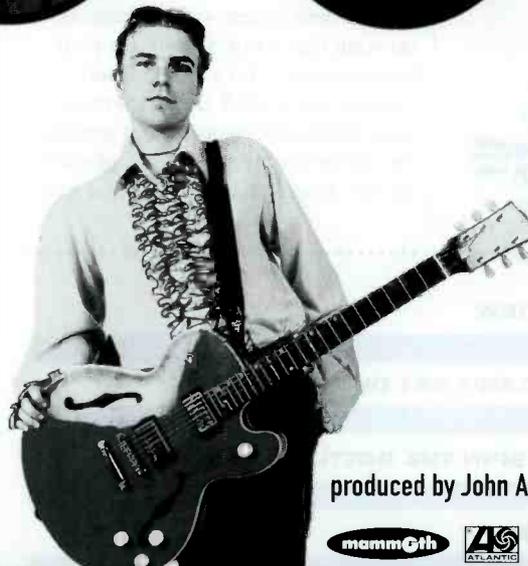
CHAINSAW KITTENS POP HEIRESS DIES



the
first single
from the upcoming
chainsaw kittens
album
POP HEIRESS



On tour
now with
Iggy Pop



produced by John Agnello



The Atlantic Group. © 1994 Atlantic
Recording Corp. A Time Warner Company.

SOON YOU'LL BE LIVING OFF THE INTEREST

Import Indie



Darlin' don't you go and cut your hair. Elektra's Chris White shows off his new 'do while co-moderating Saturday's panel, *Analyzing And Criticizing College Radio's Role In The Mainstream Alternative Explosion*. Panelists (left to right) Ben Weber, Seed; Ben Goldberg, WVKR (Smooch); Cheryl Botchick, WUJC and Stephanie Seymour, Virgin.

ALISON MOYET "Whispering Your Name" (Columbia)

The first thing you should know about this single is that there are two very distinct versions of it—a high energy dance version and a soft, acoustic ballad. Personally, I think a lush, gorgeous ballad is the perfect setting for Alison's husky, emotive voice, but I know there are plenty of dance-leaning stations on the panel that will have mondo-success with the Pet Shop Boys-ish, wave your hands in the air, version. Songwriter extraordinaire Jules Shear penned this tune, while Ian Broudie, producer extraordinaire and all around cutie, twiddled the knobs. Pick your poison.

—LINDA RYAN

EAT Epicure (November)

If you made it to our Seminar a couple of weeks ago, chances are you shared a drink or two (or three?) with Max Lavilla and Pete Howard, Eat's guitarist and drummer, respec-

tively. *Epicure*, the long, long-awaited follow-up to the band's 1989 debut, *Sell Me A God*, hits radio with a bang this week, following a solid second week for the jaunty emphasis track, "Shame." The dozen songs on *Epicure* highlight the band's penchant for combining dark, psychedelic sounds with an energy so affecting, you can't help but get caught up the groove. Here's a band that believes in the the strength of a powerful song, and one listen to *Epicure* assures that there's more where "Shame" came from. Personal faves include the manic "Bleed Me White" (which will hopefully be the next emphasis track), "Baby In Flares," "Golden Egg" and "First Time Love Song." If you didn't get to meet the guys while in San Francisco, don't worry—the band will hit the road in mid-April, so you'll have plenty of chances to catch up with them.

—LINDA RYAN

THE PROCLAIMERS "Let's Get Married" (ERG)

After the most bizarre, career-resuscitating flukes on record, The Proclaimers return with a sentimental song that's sure to pull on your heart strings. "Let's Get Married" sounds like a stroll down memory lane 1950's doo-wop style. I guarantee, there's nothing on your playlist like it. Check it out. —LINDA RYAN



1. GREEN DAY - LONGVIEW
2. SMASHING PUMPKINS - DISARM
3. THE CHARLATANS - CAN'T GET OUT BED
4. AFGHAN WHIGS - GENTLEMAN
5. JULIANA HATFIELD - SPIN THE BOTTLE
6. ALICE IN CHAINS - NO EXCUSES
7. THERAPY? - NOWHERE
8. BECK - LOSER
9. PAVEMENT - CUT YOUR HAIR
10. PRIMAL SCREAM - ROCKS

BLOOD ORANGES

THE CRYING TREE (ESD, 530 NORTH 3RD ST., MINNEAPOLIS, MN 55401)

There are only a few like the Blood Oranges—country-informed and folk-mellowed rock bands who are "alternative" in a pure, not stylized, sense. What I mean is that the Blood Oranges don't "sound" particularly "alternative" (as defined by MTV); they are simply so sincere, so subtle and so superior, that, thus far, you've rarely heard them on the radio. Hopefully, their most recent triumph, *The Crying Tree*, will be more widely acknowledged, appreciated and aired. Like Freedy Johnston's (with whose band BO guitarist Mark Spencer toured last year), the Blood Oranges' songs explore the American heart—its loves and losses—and mull over, matter-of-factly, small-town, real-person problems. My favorites here include the mournful, mandolin-spiced "Bridges," the even-more-tearful title track, "Hinges," which is lazy and more overtly country, and the power-pop gem "Hell's Half Acre." ("Hell's Half Acre" strongly recalls the Del Lord's "Judas Kiss," and not surprisingly, the songs share a producer, Eric Amble.) The rough harmonies of Jim Ryan and Cheri Knight mark most of this disc's best material, and *The Crying Tree* is surely the Blood Oranges' most mature outing to date; please don't miss it.

—SEANA BARUTH

VARIOUS ARTISTS
ABRIDGED PERVERSION (SHRIMPER, P.O. BOX 1837, UPLAND, CA 91785-1837)

The label is less widely lauded, but Upland, California and Shrimper records long ago ousted Olympia and K as the West Coast's Capitol of Low-fi. The proof is all over *Abridged Perversion*, Shrimper's compilation of Shrimper compilations. The disc, a 34-track offering that runs the gamut of recording quality—from good to truly shitty—is assembled from various Shrimper cassette and 7" collections from the last three years. The range of music included serves as a parallel to the disc's fidelity, because the bands, like the recording quality, are great, sucky, and everything in between. I'm not sure this comparison is fair, really, but Shrimper, as this retrospective supports, is more diverse than sister-minded K, because *Abridged Perversion* includes: the fucked-up vocal farting and gargling of Punk Rock, the pristine pop of Nothing Painted Blue, the

white noise of Goosewind, the angst-ridden sighs of Lou Barlow/Sentridoh, the tinny punk of Shoeface, Junket's version of what has been dubbed (awkwardly, I'd assert) "slowcore," and much, much more. You might have to do some work for this one—order it from Shrimper and then wade through the bounty—but the gems found and history gleaned are well worth your exertion. You go. —SEANA BARUTH

FRIGHTWIG
WILD WOMEN NEVER DIE...THEY JUST DYE THEIR HAIR (SOUTHERN RECORDS, P.O. BOX 59 LONDON N22, 3900 N. CLAREMONT 3RD FLOOR, CHICAGO, IL 60618 USA)



One Way to select a good book is to leaf through and see if authors you respect

heap praise on it. It's too bad you can't do this with music because the inside cover of *Wild Women* reads like a who's who of hipsters describing what Frightwig meant to them. Butthole Surfer Paul Leary is there, and Hole's Courtney Love calls them "the true grandmothers of riot grrl and everything." This single CD contains the 21 tracks from *Cat Farm Faboo* and *Faster Frightwig, Kill! Kill!*, and offers a perfect introduction to this seminal '80s San Francisco girl group. "Wanque Off Song" begins with the sawing throb of a guitar simulating tossing off before launching into a diatribe smeared with trashy piano and power chords. The refreshing honesty of "My Crotch Does Not Say 'Go'" rings through lines like "There are times when I just want to be your trophy," and the drums kick this song into greatness. "A Man's Got To Do What A Man's Got To Do" bounces with a percolating bass line and a quick, grating guitar. "Big Bang" is a rocker with a hypnotic guitar riff, and "Crazy World's" bass drum stomps while a strung-out guitar circles overhead like a vulture. None of these tracks are throwaways, and it would be easy to say these gals sound like many different bands, when the truth is a lot of bands sound like them. In short, Frightwig sounds like a garage band shrouded in carbon monoxide; ears will leave in casts, male egos on crutches.

—DAVID BERAN

By Seana Baruth

Angelfish

“HEARTBREAK TO HATE”

from the self-titled debut L.P.

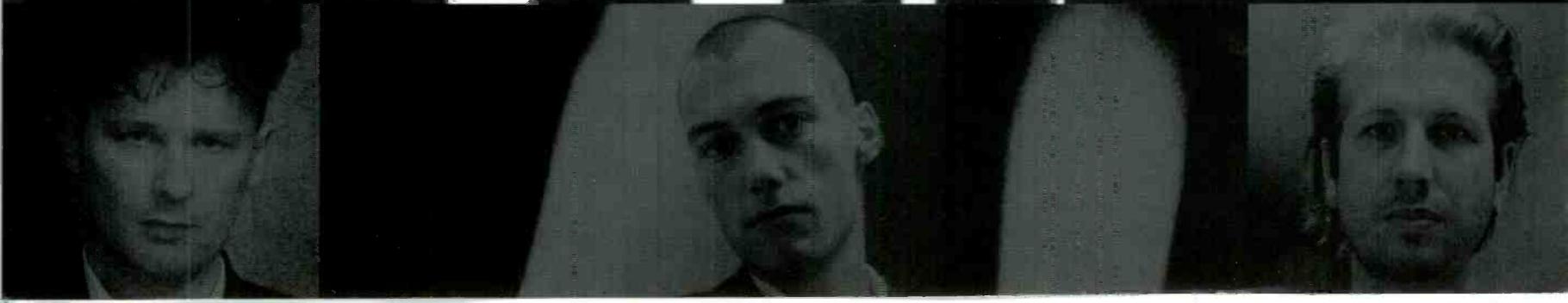
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GAVIN PICKS

Singles

BILLY JOEL
Lullabye (goodnight, my angel) (Columbia)

Most parents at one time or another have to deal with their children's questions regarding death. Billy experienced that with his daughter and it helped inspire him to write this sweet and tender ballad that is bound to touch the hearts of all who hear it.

BONNIE RAITT
Love Sneakin' Up On You (Capitol)

It took way too long for America to fall in love with Bonnie's bluesy rhythms. Now, people can't seem to get enough of her amazing talent. Her newest is another that'll give 'em something to sing along to.

GIN BLOSSOMS
Until I Fall Away (A&M)

Those guys from Tempe have touched a chord with Top 40 audiences by defining the sound of modern pop rock. Their unique appeal permeates each release and this third single should have no

trouble finding the same widespread acceptance as their first two.

CRACKER
Low (Virgin)

Lyrical, one never quite knows where Cracker lead vocalist David Lowery will take you, but I for one would never pass up the trip. Here he teams with John Hickman and David Faragher on a way cool track that deserves to go to high places. Alternative Radio has had their crack at it; now it's ready for the mainstream.

RAW FUSION & DJ FUZE
Freaky Note (Hollywood BASIC)

Stations will no doubt be forced to play the toned down "Moral Majority" radio mix of this track by the rappers from Oaktown. Too bad the "Risqué" version is the one guaranteed to put people in the mood to do the wild thing. Spins starting on THE BOX-Houston, FM102-Sacramento, KMEL-San Francisco (where it was a three-time winner on "Rap Challenge") and KIX 106-Providence. Now let's see the video, okay?



By Dave Sholin

Albums

BECK
Mellow Gold (Geffen)

By now, just about everyone's grooved to the folksy funk of "Loser," and its unforgettable chorus. But can this underground L.A. songster sustain interest through a dozen tracks? The answer is an emphatic "yes." *Mellow Gold* begins with "Loser," and no matter which part of it you examine, only by combining all of the seemingly disparate elements do you strike gold. The infectious big, beat, sitar-strewn melody and Beck's anthemic rap propel it into the firmament, fueling its streak across the charts. "Pay No Mind (Snoozer)" is a subdued lament that showcases Beck's songwriting imagery with lines like "The sails climb high through the garbage pail sky/Like a giant dildo crushing the sun." "Soul Suckin' Jerk" wades through junkyards of funk on the heels of a phat beat and a relentlessly distorted guitar. Drop into the Dee-Lighty wail of "Beercan" and its deep core bass line, and marvel at "Motherf__er's" distorted rumble. Beck is not just a one-track wonder, and even though commercial radio may not venture deep into *Mellow Gold*, there's lodes of great stuff buried here.

—DAVID BERAN

VARIOUS ARTISTS
Rhythm Country and Blues (MCA)

"No borders" is the subtext of this collection of 11 duets, each of them pairing a country with an R&B artist on classic tunes, some country, a couple rock, but mostly R&B. Of all the recent duets albums, this is the most fun, with inspired pairings like Al Green with Lyle Lovett, Clint Black with the Pointer Sisters, Chet

Atkins with Allen Toussaint, and Aaron Neville with Trisha Yearwood. They're all wonderful, but the hands-up highlight is the Eddie Cochran rocker, "Somethin' Else," as done up by Little Richard and Tanya Tucker. It's a literal scream. Also up to the challenge of songs well-defined by their original artists: Vince Gill and Gladys Knight on "Ain't Nothin' Like the Real Thing," Travis Tritt and Patti LaBelle on Sam & Dave's (and, more recently, John Hiatt and Robert Cray's) "When Something Is Wrong With My Baby." To programmers who've always said that categories and colors shouldn't matter: Here's your chance to put your playlist where your mouth is.

—BEN FONG-TORRES



MARION MEADOWS
Forbidden Fruit (Novus/RCA)

Sax player Marion Meadows rolls out his third solo CD with *Forbidden Fruit*. Now almost exclusively a soprano sax player, Marion is more

center stage here than any of his previous efforts. You hear smooth jazz ("Back 2 Back" and "Somewhere Island"), rolling funk ("Red Light"), and tight lyrical improvisation (title cut). Don't be fooled. Meadows isn't one of those vapid, feel-good type players. He gained his chops working with R&B bands like the Temptations to hard-hitting avant garde with guitarist James "Blood" Ulmer. This guy plays from his gut, as well as his head and heart.

—KEITH ZIMMERMAN

HAMMER
The Funky Headhunter (Giant)

Hammer's back on the scene, and he's got some disbelievers (what highly-anticipated project doesn't?). He's directed a good portion of the album to them in an apparent effort to clear his name or re-establish himself as if he even needs to. He's an established rap artist, and there's nothing wrong with that, so why all the dissing and talk of "bustin' em in the back of their head"? I can get with his statement in "Clap Your Hands" more than him calling other rappers out: "I came out dancin' and gettin' it hyped/been doin' it ever since givin' the people what they like...I used to say I'd never go out/but the white people bought the record/black people said I sold out...I owe no apologies/no regrets..." Hammer's brimming with Oakland pride, and he's definitely got some funky songs, namely "Don't Stop" (produced by Teddy Riley) and "Somethin' for the O.G.'s." "Pumps and a Bump" was a hit on the street thanks to the P-funk thump and the fun-in-the-sun poolside video. It looks like he's ready to take his place on the pop charts again, and it's not exactly the worst place to be.

—THEMBISA S. MSHAKA

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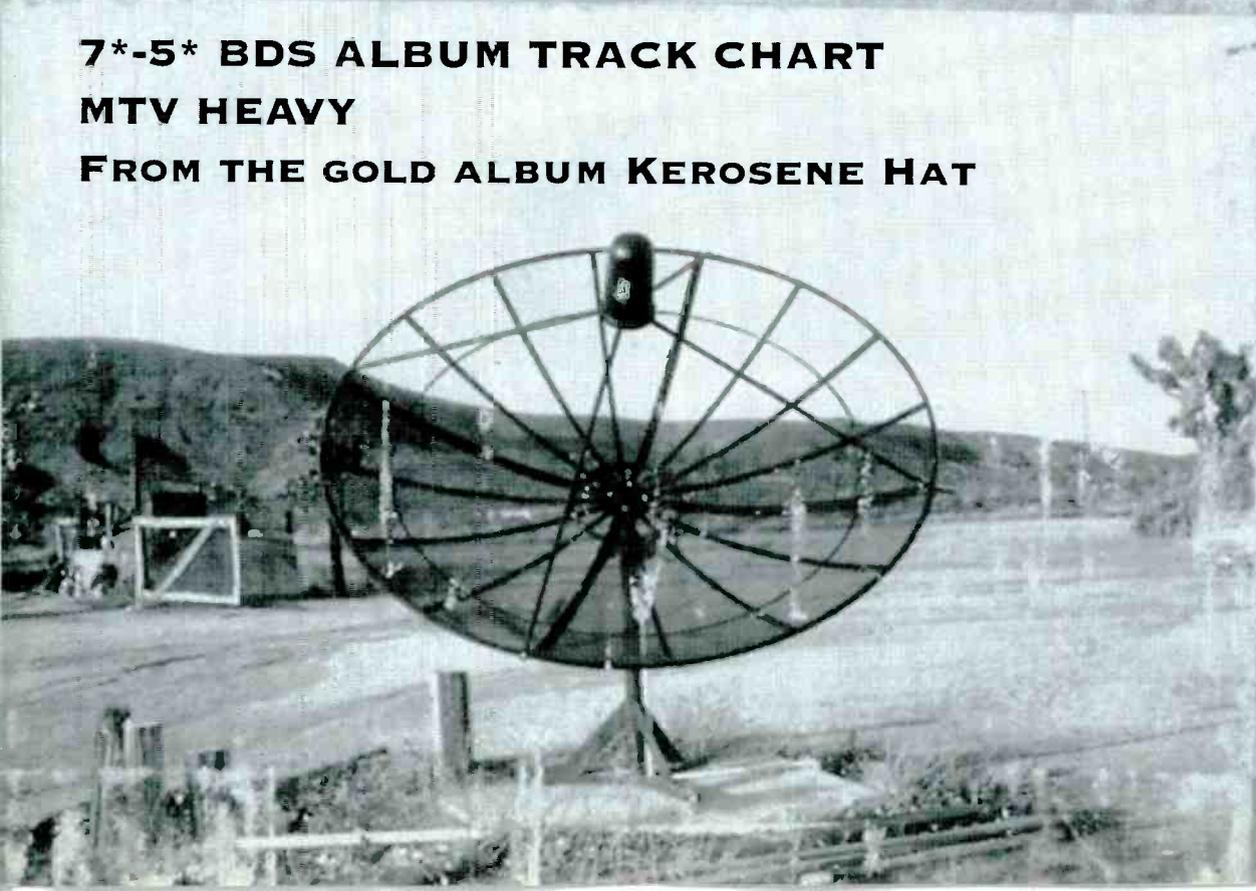
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