This Week......

Happy ReNEWal Year! It's January, and that means it's time to take a close look at what's going on at urban contemporary, from radio to records to video. No less than Babyface himself (cover) makes an appearance, and gives insight into what it's like to be one of the format's hottest entrepreneurs. He's got it all—solo stardom, songwriting and producing credits, and his own company. Turn the pages and find out how this soft-spoken artist juggles all those balls. We also spoke to WDKX program director André Marcel about a growing trend—going back to calling "urban" radio "black" radio.

In news, Warner Bros. chairman Danny Goldberg (top) made the long-awaited, but still unofficially official announcement that Steve Baker will preside over the bunny, and Howie Klein (center) is president of Reprise. Also, Pearl Jam plans to tour despite their ongoing feud with Ticketmaster and Tom Petty sells tickets to his upcoming tour via television; Bob Dylan goes interactive and Elton John re-fires his Rocket. Going crazy on the GO chart are the Eagles, Martin Page, Dionne Farris (bottom) and Queensryche. Oh, and don’t forget—the 10th Gavin Seminar is only three weeks away. New Orleans is going to be JUMPING. We're not kidding! The hotels are filled to overflowing, a record number of radio programmers have signed up, and the gumbo is brewing.
Critique... off to a fast start in ’95

unlimited
“Get Ready For This”

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

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

Next up...

NEWTON
“Sky High”

Kahuna - KLRZ, New Orleans:
“Phones blowin’ ‘sky high’. Instant response in two days of testing”

Kozman - KXXX, Bakersfield:
“I feel like I just had sex . . . This is the coolest. Has instant familiarity, very hip. If you don’t have it, get it.”

- Early add at: WXKS - Boston
- BDS play on:
  - KMXV - Kansas City
  - WFHN - Providence
  - KDBW - Minneapolis
  - WFLZ - Tampa
  - WXKB - Ft. Meyers
  - KLRZ - New Orleans, 42 PLAYS

Going for adds January 30!
**GAVIN AT A GLANCE**

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

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**NEWSPAPERS PUBLICATION**

1. **GAVIN** January 27, 1995

**GAVIN**

Owned by Bill Gavin—1998

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P-Jam Seeks Sites; VH1 Sidesteps Ticketmaster

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

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

According to the band's manager Kelly Curtis, they're considering performing at race tracks and open fields, and to get around working with Ticketmaster, Pearl Jam plans to set up mail-order ticket distribution.

Despite their massive popularity—their current album, Vitalogy—is in the top five on the retail charts—Pearl Jam didn't perform last summer because they refused to work with Ticketmaster, which is the country's largest ticket agency. The band wanted to keep duplex prices at $20, but Ticketmaster balked at having to lower service charges to accommodate them. The battle escalated, with Pearl Jam filing an antitrust complaint, saying that the vendor pressured promoters not to book Pearl Jam's summer tour (Gavin, June 3, 1994). The matter remains unresolved.

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

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

Though they haven't signed their contracts yet, as expected, Steven Baker has been named president of Warner Bros. Records and Howie Klein president of Reprise Records. According to a label spokesperson, Warner Bros. chairman Danny Goldberg made the announcement at a luncheon on Tuesday (January 24).

In a Wednesday (January 25) morning conversation with Gavin, Klein commented, "With longtime alternative radio stations like KROQ, Live 105 and WHFS becoming market dominators, and usually successful stations like Z100, WMMS and WBGN going in a more alternative direction, I feel that people like myself and Steven Baker, who have long been involved in progressive artists and music, have come to a time where we're ready to take over the world—but I'd like to try to break Filter and the Muffs first."

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

Warner Bros. Taps Baker and Klein

The New College Try

BY DAVID BERAN

Gavin reporter WXRY-Chapel Hill, N.C. has been the first radio station to simulcast 24-hour programming on the air and on the global computer network. On-line broadcasting officially began November 7, 1994, and the "experiment" was an unqualified success. People all around the globe are able to tune in to the University of North Carolina's alternative station and even make e-mail requests by simply downloading information onto their Macs.

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

David McConville, a sunSITE technician claims that the idea was born out of a simple need. "We didn't want to put radios in every sunSITE office, and we're in the basement, so we wanted to hook up to the net." WXRY's non-profit status allows it to broadcast on-line the same way a TV listing-type station can legally transmit a radio station in the background.

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

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

Macintosh users hooked up to the Internet can download the software for free by accessing HTTP://sunsite.unc.edu/wxry.

U2's Latest: Not In Stores

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

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

And they'll get it for free.

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


Propaganda, which is based in Nanuet, N.Y., has 50,000 subscribers, a testament to U2's popularity. Will the limited release inspire bootlegging? Yes, said Nick Angel, the Island Records executive who came up with the idea for the record. "I'm sure it will be massively bootlegged. I think it's just one of those things you have to accept."

For those awaiting U2's next retail album, Wasserman said the band is "inching" toward the studio.
Lennon Retrospectives

Since his assassination in December, 1980, former Beatle John Lennon has been spared tribute albums or retrospectives. That will change this summer, when two albums will be put out, one on Capitol Records, for whom Lennon recorded when he was a member of the Fab Four, and one on Hollywood Records, which was not in existence when Lennon was alive.

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

The Hollywood album is being organized by manager Lindy Goetz (Red Hot Chili Peppers, Candlebox), who says that those of the John Lennon collection he has, “We want to get comprehensive songs not just from his catalogue, but perhaps things that have never been released and recorded before,” says label president Gary Gersh. “We’ll have Yoko and Sean involved, and use John’s own art-work.” And though he downplayed any competition between the two albums, Gersh said, “The Lennon estate will not acknowledge the Hollywood Records tribute and will not be involved in any form.”

Goetz feels there’s enough music for everybody. “Lennon wrote some of the best songs in the world,” Goetz said, “and there’s enough for three or four albums.” — BEVERLY MORE

Miami Super For WEDR in ARBs

 Arbitron’s response rate continued to climb as the last of the Fall 1994 ratings were released. The company says that the average metro response rate for all 174 markets is up 12.6% over the same time last year. The entire survey will end at 4:50 above Fall 1993.

Another Spanish station is making inroads, this time in Miami. WRMA/FM jumped from 2.0-5.6. However, that may have been at the expense of competitor WAOI, which dropped two full points from 6.0-6.6. On top in the Super Bowl city is Urban WEDR at 6.1. In Phoenix, perennial winner, country KNIX, has more to celebrate—a point-plus gain, 7.1-8.2.

NEW ORLEANS

Su ’94 F ’94

WQUE/F Urb 13.7 13.6
WNOE/C Cnty 9.0 10.1
WYLD/F Urb A/C 9.5 8.2
WWL/A N/T 8.4 7.3
WEZB/T40 5.8 5.2
WLMG/A/C 5.4 5.2
WLLS/T A/C 5.3 5.1
KJLZ/Jazz 1.8 4.8
KMEZ/F Urb Old 4.3 4.5
WTKL/F Oldies 5.1 4.2

Eagle Flies To Gavin Seminar

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

Among the study’s most revealing statistics are:

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

This session is one more reason to attend the Gavin Seminar in New Orleans February 15-18. For registration information call (415) 495-3200.
**We are Still The World**

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

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

Put together in large part by manager/author Ken Kragen, USA for Africa was a way for artists to channel their efforts to ending hunger and homelessness in Africa. The multi-million selling single, “We Are The World,” brought together an unprecedented number of luminaries, including the song’s writer, Michael Jackson, producer Quincy Jones, the legendary Ray Charles and Harry Belafonte, and everyone from Diana Ross to Hall & Oates to Bruce Springsteen.

To date, “We Are The World” has raised $61.8 million.

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

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**Academy Of Country Music Announces Initial Nominations**

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

Here are this year’s contenders:

**ENTERTAINMENT OF THE YEAR**

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

**TOP FEMALE VOCALIST**

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

**TOP MALE VOCALIST**

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

**TOP VOCAL DUET**

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

**TOP VOCAL GROUP**


**TOP NEW MALE VOCALIST**

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

**TOP NEW VOCAL DUET OR GROUP**


**SONG OF THE YEAR**


**ALBUM OF THE YEAR**


**COUNTRY SEMINAR**

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

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

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

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

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

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**CAMPAIGN OF THE WEEK**

**MASSIVE ATTACK Protection**

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

**LABEL:** Virgin

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

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

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

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

**INTERNET:** Label made available, via Compuserve, bio information, 3-D art, snippets of music. 400 fans downloaded information on the first day. Fans were also able to contact label to receive sampler.
A bad roof in Malibu wouldn't come close to matching the number of leaks in the L.A. Times regarding the new appointments made at Warner Bros. and Reprise this week. Confirmed so far: Warner's new president is Steven Baker, who was VP product management, with senior VP creative services Jeff Gold ascending to executive VP at the label. Across the hall at Reprise, Sir VP/GM Howie Klein assumes the presidency while senior VP Rich Fitzgerald becomes executive VP/GM. There's also word that Warner/Reprise Nashville president Jim Ed Norman has renegotiated his deal and will remain in charge until the year 2000. Meanwhile, in New York, VP publicity Liz Rosenberg has been upped to senior VP. Will more announcements be forthcoming?

K-101 (KIOI/FM)-San Francisco helped to heat things up in the battle of the Sacs—Diego and Francisco. The station produced a spot to run on San Diego TV featuring morning talent Don Bleu proclaiming, "We're very proud of our little friend San Diego. You're in the Super Bowl, but it's your first one, so listen up on how to be a Super Bowl town."

With a handful of Super Bowl rings he taunts Charger fans by telling them to, "accessorize. Oh, that's right, you don't have any of these—oops!" The commercial run in San Diego has aroused the ire of lots of folks. When a TV outlet ran it in the 5 p.m. news, K-101 OM Dave Shakes says he got flood-called with calls from Chargerland. Other stunts include KMLE/FM PM driver Rick Chase and 290 (XHTX) afternoon talent Nick Monroe trading places and jingles while KYCY, the "Young Country" station in the City by the Bay, has been temporarily transformed into "Steve Young Country."

Place the name of former KHKS-Dallas PD J.J. McKay in serious contention for the vacant PD post at K105 (WDCG) Durham/Raleigh.

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

Looking cable-ready as they pose in the midst of the Western Show in Anaheim are (left to right): Randy Phillips, Stiefel-Phillips Entertainment. Cable Positive raises funds for AIDS research and raises awareness about the illness.

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

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

Gavin January 27, 1995

By Julie Gordon

Los Angeles was abuzz over Presidents of The United States of America last week, and I am not referring to Bill Clinton, who was visiting the Southland. This stellar slate-managed three-piece shares a drummer with the Atlas recording artists' Love Battery, and their L.A. gigs were very well attended. Lawyers on hand included Stacy Feas, Eric Greenman, Fred Davis, Bill Berrol, and Brian McPherson. Especially interested in having these Presidents on their label rosters are Rick Rubin at American, Tim Sammer at Atlantic, Josh Sarubin at Columbia, Davis, Bill Bernal, and Brian McPherson. Especially interested in not referring to Bill Clinton's visit to the Southland. This Star Presidents of The United States of America last week, and I am

Eagb Emill Kaye has left ABM records to work for Jim Guerinot's Atlantic imprint is called Double Eagle. He will remain head of A&R, joins Epic Associated as director of A&R. He previously was an A&R rep under Benny Medina at Warner Bros. Jason Flom's new Atlantic imprint is called Double Eagle. He will remain head of A&R at Atlantic during the transition period while a new head is being named. Expect Jeff Soltes's record, due out in March (and by the way, the Brad Jones-produced record sounds great), to be on Double Eagle. Emily Kaye has all A&R records to work for Jim Guerinot's BMI-funded imprint. There is a late circulating of a high-level executive who tried to resign his position to take another position at a different label. The trend of being in more than one band at a time seems to be growing. Rocket from the Crypt and Drive Like Jehu share a member. Dish and Motocaster share a member, and Sunny Day Real Estate's Nate has been moor light rig in Dave Grohl's new band. Foo Fighters. On the East Coast, many A&R types were focusing on Boston bands. Squirrels. Over at Epic West Coast, the new guy is Ted Lowe, who

boston shays beto"e that date .Geffee is courting Florida band For next New York gig s February 25th at Under Acme, but they have other

Hollywood. Publishers of tabi are: Peer and MCA. Orbit's Atlantic. A&M, Interscope, Radioactive, Geffen, and

on Boston dart Orbit, who played at Brownies. Suitors include band. Fu Fighters. On the East Coast, many A&R types were continuing to

comparison for the vacant PD post at G105 (WDCG) Durham/Raleigh.


Looking cable-ready as they pose in the midst of the Western Show in Anaheim are (left to right): Randy Phillips, Stiefel-Phillips Entertainment.
As predicted, that "Americana" buzz is getting louder. Tuesday's timing huh?

OM/PD Mike Steele flashes an up book 11.0 to a 13.0. Good

Less than two weeks after arriving at KZFM-Corpus Christi, Research have nothing but praise for his expertise.

`94. Sad to report the rains have left :heir mark on Robin's home

Linda Clark resurfaces crosstown in the same role at KFRC.

in L.A. Those interested in a mud bath can try his pool.

Former K-101 (KI01/FM)-San Francisco marketing director

attach next to Elvis? Or the Famous Flames for James

James. Gilchrist who hasn't stopped grinning. Also proud is mentor and

AM Top 40 jumped a full share (2.8 to 3.8) and scored number

Phair and PM drive Z -Jay Elvis Duran.

Remove the word "interim" from Mark Adams' title at KBOS

(B95) -Fresno. Adams, who has held the title since former PD

Don Parker moved to "The Rocket" in Houston, waited

(PD) at month's end. Will the new PD be promoted from within?

Our sympathies are with Mary Resnik, wife of Gavin's Steve

Resnik. Only several weeks ago Mary lost her dad and just last

week her mom Nancy Corsick passed away. Sincere condon-
tences to Mary and her family.

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

Anyhow, here's an idea: Send a T&R to him at 2020 E. McKinley Avenue, Fresno, CA 93703.

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What radio stations did you grow up listening to?

They didn't have radio stations where I grew up so I can't answer this question. But I can tell you about my favorite stations.

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

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

Your most memorable career moment to date?

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

Your proudest achievement to date?

My two children, Nayth and Emily.

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

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

Future ambitions:

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

Friends Of Radio

EMILIO ESTEFAN, JR.

Grammy Award-winning producer Miami

THAT'S SHO-BIZ

ROTATIONS: This week, it was officially announced that Jon Leshay has joined Columbia Records as senior vice president, special projects.

Leshay was at Elektra Entertainment for four years, most recently senior vice president, promotion. "Jon's varied skills combined with his knowledge and love of music, will surely have a positive impact on the success of Columbia Records Group artists," said label president Don Lenner...Doug Daniel, formerly vice president, black music promotion, has moved to Elektra Entertainment, where he's been named senior vice president, black music promotion. Also made official this week was Brian Sampson's appointment at MCA Records as national director of promotion and marketing, rap music, black music division. Formerly at Mercury, Brian rose to fame as Gavin's first rap editor...Steve Griffin has been named president of EMI Christian Music Group's new distribution arm

Chordant Distribution Group. He segues from Nest Entertainment, Inc. where he was president and CEO...The Warner Music Group has started up a joint venture with Paloma Pictures. Their projects will include videos, long-form programming and interactive entertainment.

The company is headed up by Anne-Marie Mackay, Jonathan Ker and Tony Shiff...This column can't end without a mention of the 40ers. We want a win, but no matter what happens on Super Bowl Sunday, it was a Super Season. We hope our favorite addition, Deion Sanders (who, by...
the way, came to Gavin's Christmas party), runs back a touch
down for our favorite Sanders fan, the rap/urban department's Jackie
McWilliams... 

GARTH BROOKS

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

JON SECADA

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

CRASH-TEST DUMMIES

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

HENRY ROLLINS

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

PHIL COLLINS

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

BOB SEGER

It was 26 years ago this month that Bob Seger had his first hit single, "Ramblin' Gamblin' Man." He was performing under the group name the Bob Seger System. It wasn't until seven years later, in 1976, that he formed the Silver Bullet Band.

DAN HARTMAN

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

TLC

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

PEABO BRYSON

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

EDDIE BRICKELL

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

BABYFACE

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

SAM PHILLIPS

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

LYLE LOVETT

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

MELISSA MANCHESTER

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

BRANDY

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

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

PRINCE

February 1 marks the anniversary of Prince's song "Giri Gaan," which the group hoped to make a single. "I Can Dream About You" became Prince's biggest hit of the mid-'70s that had a modest hit with a cover of Marvin Gaye's "Ain't That Peculiar" on Big Tree.

BRUCE SPRINGSTEEN

Bruce Springsteen's "Grooves" album due next month will include "This Hard Land," a song leftover from a batch of songs that were intended for his newest album. The set will also include two newly recorded songs with a re-formed E Street Band said to include Stevie VanZandt and Nik Lentz.

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**GAVIN TOP 40**

**Editor:** Dave Sholin  
**Associate Editor:** Annette M. Lai

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**Most Added**

**MELISSA ETHERIDGE (42)**  
"If I Wanted To"  
(Island)

**RICHARD MARX (39)**  
"Nothing Left Behind Us"  
(Capitol)

**GLORIA ESTEFAN (38)**  
"Everlasting Love"  
(Epic)

**JAMIE WALTERS (31)**  
"Hold On"  
(Atlantic)

**DIONNE FARRIS (30)**  
"I Know"  
(Columbia)

**MARTIN PAGE (28)**  
"In The House Of Stone And Light"  
(Mercury)

**Top New Entry**

**DIONNE FARRIS**  
"I Know"  
(Columbia)

**Hot**

**MELISSA ETHERIDGE**  
"If I Wanted To"  
(Island)

---

**Crossover Action**

**URBAN/DANCE**

**SOUL IV REAL** - "Candy Rain"  
(NCA)

**IMMATURE** - "Constantly"  
(Warner Bros.)

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

**TLC** - "Red Light Special," "Diggin' On You"  
(Def Jam)  
"Waterfall"  
(LaFace/Arista)

**BRANDY** - "Baby"  
(Atlantic)

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

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

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**ALTERNATIVE**

**SIMPLE MINDS** - "She's a River"  
(Virgin)

**OASIS** - "Live Forever"  
(Creation/Epic)

**PORTISHEAD** - "Sour Times (Nobody Loves Me)"  
(EMI)

**DEADEYE DICK** - "Perfect Family"  
(Ichiban)

**SPANISH FLY** - "Daady's Home"  
(Upperstair)

**JEWELL** - "Woman To Woman"  
(Despinal)

**BOYZ II MEN** - "Water Runs Dry"  
(Matown)

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**Chartbound**

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** Alleged Town**

**RICHARD MARX** - "Nothing Left Behind Us"  
(Capitol)

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**Rec Rack**

**BLESSID UNION OF SOULS**  
"I Believe"  
(EMI)

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**Top Tip**

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

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**Gavin January 27, 1995**
### Up & Coming

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**Inside Top 40**

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

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

If "the hits" theory drives the music then the other piece of the puzzle is attitude, which in the case of Kiss, says Lambert is one word—fun! "The fun factor is in the morning with market veteran and former KEGL personality Kidd Kraddick. According to Lambert, "Kraddick's addition was a big part of this station's success because he brought a lot of listeners with him and has a solid fan base in this city." Lambert also subscribes to the belief that it's possible to feel the vibe of a winning or losing station in the lobby. "Everybody wants to win," he says. "They can't wait to come to work, and that comes through the speakers. Listeners can't verbalize it but they can hear it and feel it."

As Lambert and PD John Cook seek to determine what the hits are for Dallas each week they are careful to insure that the Kiss sound remains consistent. "Anytime someone turns on the radio—morning, noon or night they know what they're going to get when they hit 106.1," Lambert claims. Though the station dipped slightly 12-plus in the fall ARB, it's number one 18-34 and number four 25-54.

"Personally," Ed continues, "I never thought Top 40 was dead. We've weathered the worst and the cyclical nature of radio is pointing to the up cycle for our format. '95 is going to be a good year."

### What's Going On

An overview of early indications from a select panel of Gavin Only Correspondents.

**STEVE GILINSKY, WD, WGRG-Binghamton, N.Y.** "Green Day's 'When I Come Around' is really doing well—it's number one on our Hot Eight At 8. Response continues to be good for Pearl Jam's 'Better Man.' We added Dione Farris' 'I Know' after testing it for two weeks and we're getting some early phone action."

**KARUNA, KD, KLRZ-LaRose, LA.** "We tested 'Move On Baby' by Capella on London over the weekend and go quick response. Same for Whigfield's 'Saturday Night,' which has been in test play for a week."

**STEVEN MCKAY, PD, WSBG-Stroudsburg, PA.** "After just a few plays, the Flaming Lips' 'She Don't Use Jelly' has exploded on the phones. Huge 12-24 response. A friend turned me on to Sponge's 'Plowed.' We're playing this with at track at night. Jamie Walters' 'Hold On' is a personal favorite."

**JIM NORTON, MD, KYYY-Bismarck, N.D.** "Adults are going wild for the new Four Seasons' track, 'Book Of Love.' We put it on Smash Or Trash and it turned out to be an overwhelming smash. Expect us to go with Bonnie Raitt's 'You Got It' next week—we like it a lot."
### Gavin Go Chart

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**Go Chart Most Added**

**MELISSA ETHERIDGE (22)**
**JAMIE WALTERS (17)**
**DIONNE FARRIS (15)**

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

**MARK MURPHY, PD, KQBT-ANCHORAGE, AK:** "We're getting early requests and curiosity calls on Martin Page's 'In The House Of Stone And Light.' We were spiking it in PM drive and evenings."

**MICKY COOLEY, PD/Mark Reid, APD/MD, KQRX-KEARNET, NE:** "The Dumb and Dumber soundtrack is as hot as the movie, with Willie One Blood's 'Whiny Whiny' our number one requested song and Pete Droge's 'If You Don't Love Me' with top ten phones. Green Day's 'When I Come Around' is a solid number two request item. Simple Minds' 'She's A River' is a hit!"

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

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

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TRAFFIC REPORTS: YES OR NO?

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

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

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

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

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

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

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

The question for a music intensive station of course is whether listeners want music interrupted for traffic. Ted Dorf, vice president of affiliations for Metro Networks responds to this concern: “Radio programmers don’t have to abdicate traffic to news/talk stations.” Dorf further explained that the study revealed that listeners that turn away from a music station for a traffic report; living in the test cities that competitor at least five minutes.

There goes a quarter hour! Traffic reports are just one element of the service palette you can select to paint on the radio airwaves. Now there is at least some research that may help you in your decision to include traffic reports in your programming—yes or no? •

Country Programmers!

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

I WANT MY GTV
**GAVIN URBAN**

**Station Reporting Phone**: (415) 495-1990

**Monday at 8am through 3pm Tuesday**

**Reports accepted:**

This Hit Factor is a percentage of Total Reports:

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**Editor: Bill Speed**

**Most Added**

**BRANDY**

"Baby" (Atlantic)

**GERALD LEVERT**

"Answering Service" (eastwest)

**BLACKGIRL**

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

**Hot**

**SHABBA RANKS**

"Let's Get It On" (Epic)

**Top Tip**

**BE BE & CECE WINANS**

"Love Of My Life" (Capitol)

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**Inside Urban**

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

You won't believe some of the things we have in store for you in New Orleans. Anticipation is starting to kick in around here. I'm happy to hear that so many of you are planning to attend the seminars and I'm also glad you decided to come to New Orleans, because at the Gavin seminars, you'll see where our industry is headed—never react to what has happened to it. These are very different times we're working in and it's very necessary to stay abreast of what's happening...I'm very happy and proud that the group Brownstone made it to #1.
Traditional Pop Vocal performance...

The four-time Grammy winner celebrated with the release of her latest album, True Spirit at Luna Park in Los Angeles. Her single, "Mama Said," is on Gavin's up & coming chart. Pictured backstage are Brenda Walker, director of product management; Anderson; and Kaz Utsunomiya, executive vice president, A&R.

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

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their tenth anniversary. What started in 1985 in John Abbey and Nina Easton's garage, is now home to a 40-artist roster... Check out Sherry Winston when she performs and hosts several of BET's Jazz Central programs shows. They will air between January 24 and March 7.

Gerald Levert's second solo album, Groove On, is now gold-plus. Levert is celebrating ten-plus years in the industry with a national tour and an album titled Duets recorded with his dad Eddie Levert, lead singer of the legendary O'Jays. "Fats" Domino will be honored for lifetime achievement by the Rhythm & Blues Foundation's 1995 Pioneer Awards program. The March 2 award program will also bestow $220,000 on eight eminent vocalists and instrumentalists, one duo and three ensembles at the Hollywood Palladium... WJZY-Salisbury is requesting record service. Call Ron Browning at (410) 742-5191. Johanna Johnson, has joined the staff at GRP Records in New York as urban promotion co-ordinator... GRP's George Howard will be part of The Jazz Explosion Tour, SCOPING WITH HOWARD HEWITT

Caliber Records artist Howard Hewett (I) is shown here scoping with Diane Blackman-Bailey and Lee Bailey of RadioScope. The trio were hanging out at RadioScope's Celebirty Caravan, an annual event that benefits the Watts Willowbrook Boys and Girls Club. on the urban chart. When I listened to the album before its release, I knew that record was a hit! Nuff said. Congratulations to the MJJ and Epic staffs for a job well done. Special congratulations go out to Gavin's John Austin, and his wife Sharon on the birth of their third grandchild. Paige Mona Butler came into the world January 24 weighing 7 lbs and 6 oz. David Dickinson has been appointed music director at WHUR FM Washington, D.C. In addition to the music director duties he will handle speciality music programs, assist in music scheduling and act as the station's liaison to record companies. Dickinson begins February 6. He comes from KGRM Granbury, La where he served as operations manager. Ronnie Jones has exited his post as Capitol Records West Coast regional rep... James Boyce has exited his post at EMI records on the West Coast... Atlantic Records recently congratulated Roberta Flack for 25 years with the label. The four-time Grammy winner celebrated with the release of her latest album, Roberta and another Grammy nomination in the category Best Traditional Pop Vocal performance... Ichiban Records are celebrating...[Image 0x0 to 694x918]

New Releases

2ND NATURE

"Can U Show Me" (Inter-Mix)

Those of you who think that slow jams and sports don't mix, need to hear 2nd Nature's first single, "Can U Show Me." This Seattle based group was formed by accident when each member was trying to get their own musical careers. "Can U Show Me," written by group member Darnel Alexander, is a warm slow jam from "Can U Show Me," written by group member Darnel Alexander, is a warm slow jam from "Money Earnin' Mt. Vernon, New York deliver the soulful goods with the second single culled from their latest LP, The Main Ingredient. For this cut, Pete Rock has hooked up a butter smooth track with evokes around samples of Keni Burke's "Rising To The Top" and an infectious chorus featuring a silky voiced female chantuese. Add to this CL Smooth, who comes with the hypnotic flow, letting his rich laid-back tone match each other the silky beats and you've got a track with "HIT" written all over it. Check it out with the quickness...
Winds Of Change

BY BILL SPEED

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

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

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

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

Innovative Radio: Survival Techniques

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

The WDX stands for (Frederick) Douglass (Dr. M.L.) King and (Malcolm) X

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

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

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

How do you decide to add a record?
AM: Yes. For some time programmers didn’t want to admit that but I will. A smoking video can bring a definite reaction from the person who sees it. Video hasn’t affected my older listeners, they’re looking for alternative forms of entertainment so

I can’t play enough Luther, I can’t play enough Sade. Why should I have an hour and thirty minute separation when my audience wants to hear more of that artist? There’s a saying that black radio has to be all things to all people. You seemed to have merged that theory into your programming.

AM: That’s how black radio was born and that’s how it’s going to survive. You’ve got to stay ahead of your core audience tastes, or you’ll lose them. Many programmers say they are single-driven, but black radio’s image has always been the black artists.

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

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

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

Does video affect what you play?
AM: Yes. For some time programmers didn’t want to admit that but I will. A smoking video can bring a definite reaction from the person who sees it. Video hasn’t affected my older listeners, they’re looking for alternative forms of entertainment so

I can’t play enough Luther, I can’t play enough Sade. Why should I have an hour and thirty minute separation when my audience wants to hear more of that artist? There’s a saying that black radio has to be all things to all people. You seemed to have merged that theory into your programming. 

AM: That’s how black radio was born and that’s how it’s going to survive. You’ve got to stay ahead of your core audience tastes, or you’ll lose them. Many programmers say they are single-driven, but black radio’s image has always been the black artists. 

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

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

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Facing The Music: A conversation with Kenny “Babyface” Edmonds

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

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

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

How do you decide to work with an artist?

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

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

It was hearing her voice and seeing her perform. I could hear sincerity in her voice and immediately felt that I could write for her. I knew she could deliver some messages with her people don’t like to listen to them. When you think of it, “Breathe Again” is kind of dark, but that’s the way people feel sometimes when they’re in love. That has nothing to do with a “woman thing”, it just has to do with people.

Who inspires you?

Everyone in music. There are many inspirations; artists like Stevie Wonder, Jackson 5 and The Beatles. Today it can be Luther Vandross, Silk, Boyz II Men, Tracy Chapman. What’s on the horizon for you in terms of business?

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

Marketing and Managing Mass-Appeal Artists

Ramon Hervey II
Hervey & Company
Artist Management

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

You’ve been fortunate enough to work with artists that cross over into the mainstream. Do you think of crossover is a necessary evil, or is it important to how do you do business? Crossing over means selling multi-platinum records. It isn’t easy to understand why some records cross over more easily than others. For African-American artists, it’s important that the doors are open to crossover. It’s just as important that artists don’t compromise their integrity. People used to think you had to homogenize an urban record to get it to crossover, but over the past couple of years more traditional R&B music is crossing over. Crossover fills a void at Top 40 radio. If an African-American artist sounds too pop, their song will go up against pop artists who usually take available slots. A couple of artists haven’t gone airplay because they’ve gone too far away from the middle.

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

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

Very little, particularly when it comes to an artist like Babyface. I can’t tell him what to write but we do bounce ideas off of each other. We talk about what the direction and feel of a record, and what he’s thinking about writing, and the content of a record. But when it comes down to it, I don’t get to choose. I might say we still need this and we still need that, but it’s really up to Babyface to take my opinion into consideration. It seems like your main role is to be a third eye. Most of the artists I work with respect my opinion, but I don’t pretend to be a producer. Most of us are only working on instincts anyway. If anyone had a formula for making hit records, all we’d do is make hit records. But it’s all guesswork on what we think and if it works well to work at radio and what your judgment of a good song really is. It always comes back to the song. An album is a collection of great songs, and if you feel that the quality of the song is going to win out in the end, people are going to respond to it. Now that you’re so successful what’s your biggest challenge?

Finding new talent. It has been a real pleasure to work with someone of Kenny’s (Babyface) stature because he has so much to offer. It’s great to see someone realize their goals. Having him go on his first solo tour is great and the response to it is nothing short of phenomenal. It’s great to be in the initial meetings, to talk creatively about what kind of show we want to put together and then to see him on stage delivering. That’s really rewarding. As long as I can keep that in my life and career I’ll be happy. Another thing I’m most proud of is R&B Live.

Talk about that.

This is my way of paying homage to R&B music. It’s a place for the artists that I’ve worked with over the years to show their wares. R&B Live takes them back to the “chitterlings” circuit. I’m very close to finalizing a television series for R&B Live. I think there are many other things that we can...
realize with this venture. We will try to use established artists, because people want to come out and see the name acts. Our goal is to stress the art of black music. With all of the modern technology and the programming, people forget that 15 or 20 years ago the Marcus Miller and the George Duke's carried the music. R&B Live is about what we feel R&B music has to offer; it's a message to younger musicians who are getting so wrapped up in programming and sampling that they've forgotten the music is all about. The artists that are on R&B Live really have to be able to deliver on stage.

**The Catalog Cache: Selling Gold In Today's Market**

**JIM NEILL, NATIONAL DIRECTOR OF PROMOTIONS**

**JENNI SPERANDEO, NATIONAL MANAGER OF RADIO/VIDEO PROMOTION**

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

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

**JN:** When we hooked up with Atlantic Records a couple of years ago, we became the caretakers of their vault—the proprietors of one of the most impressive R&B libraries in the country, if not the world. We began to release deluxe and straight reissues from many artists that are staples of the R&B world. We released anthologies from artists like Aretha Franklin, Wilson Pickett and Otis Redding.

**JS:** But urban radio radio stations that want to sell us advertising more than program the music. They see us more as a potential client than a library. We understand that part of how a station survives. At this point sales on our catalog material isn't big enough to justify spending a whole lot of money on radio advertising. We also have a lot of retailers who still think advertising needs to be in print. That's the way they're used to working. We're always arguing for as many dollars as we can get for radio because we want to support the stations that support us, and we know that sometimes the dollar speaks louder than a CD.

**JN:** We are a WEA company so we are citywide institutions. We've had a lot of success with urban A/C stations.

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

**JN:** I think a new generation of people are discovering it. It happens in all genres of music. Once people get interested in a style of music they start looking backward. People who grew up with R&B are getting it on CD for the first time now. We want people to know Rhino is in fact a player in the R&B catalog field. What's the profile of your target station? JS: Stations that play the best mix of hits and oldies—stations like WWZ2 Chicago, Mix-92 in Detroit, WBLX-New York. We've also had good success working with heritage announcers like Herb Kent in Chicago and Hal Jackson in New York—people who've been on the air for a number of years and whose weekend shows are citywide institutions. The future looks bright for the past.

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

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Are the boomers keeping the music alive?

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

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

**JS:** Stations that play the best mix of hits and oldies—stations like WWZ2 Chicago, Mix-92 in Detroit, WBLX-New York. We've also had good success working with heritage announcers like Herb Kent in Chicago and Hal Jackson in New York—people who've been on the air for a number of years and whose weekend shows are citywide institutions. The future looks bright for the past.

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

**Video: The movement In Pictures**

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

How important are videos to breaking an artist?

**JS:** MTV is probably the most important tool for rap artists or artists with a heavy urban background.

Radio still isn't rap-friendly, so MTV, BET, The Box, local shows and public access are instrumental because they provide a window to the culture.

Would you say video has saved the record companies time and expense in breaking acts?

**JS:** Yes. As Andy Warhol said, everybody will have 15 minutes of
**SMALL MARKET SUCCESS**

Welcome to beautiful LaCrosse, Wis., which lies right on the Mississippi River. The University of Wisconsin at LaCrosse is located here, as is Western Wisconsin Technical College. And 25 miles from here is the home of Cody the Buffalo, who rose to fame in the Academy Award-winning film, *Dances With Wolves*.

Top 40 radio is alive and well here too at WIZM/FM (Z93), where we catch up and chat with program director Samantha Strong and music director Kelly Wilde.

Tell us a little about Z93.

We’ve been a Top 40 station for 29 years. It’s a heritage station in the market and a mainstay here. Our musical focus has changed over the years. It’s a heritage station in the market and a mainstay here. Our musical focus has changed over the years. It's a heritage station in the market and a mainstay here. Our musical focus has changed over the years.

Here's Kelly and Samantha talking about their top 10 songs.

**FACT FILE**

**WIZM/FM Radio**

432 Cass Street
LaCrosse, WI 54602

(608) 782-1230

Owner: Midwest Family Radio

General manager: Dick Record

Program director: Samantha Strong

Music director: Kelly Wilde

*Consultant: Bill Richards

*Frequency: 93.3 FM

*Watts: 100,000

*Target demo: 18-49 female

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*Target demo: 18-49 female

*Positioning statement: "The best of the '80s and '90s."*

*Major industries: Gunderson Clinic of the '80s and '90s."

*Estimated station ratings for the last nine years. I think staff turnover has some veteran employees.*

*Do you have a good relationship with your retail dots?*

*We do.*

*Do you have a good relationship with your sales department?*

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

*What more could you look for in radio? And it's all in one package.*

Paul E. Swanson is director of secondaries for Jeff McClish & Associates.

*Editorial assistance by Arnette M. Lai.*

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**Inside Connections**

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

Congratulations to Boyz II Men, who've now closed their second consecutive single within the top five of all three connected formats. Both A/C and Top 40 have 15% current players. That's 393 out of a possible 460.

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

Top 40 and A/C agree that Gloria Estefan's "Everlasting Love" and Melissa Etheridge's "I Wanted To" are must-adds, as nearly 20% of the combined stations are out of the box on Estefan and 15% launch the Etheridge, which has already landed inside the GO chart at #53 in just its first full research week.

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

—Ron Fell
Most Added
------------------------------
NONICE
Mix Tapes (Remix)  
(Wild West/American)

STATE OF EMERGENCY
SOUNnACK

PHARCYDE
My Soul  
(Mad Sounds/Motown)

Top Tip
BRAND NUBIAN
Hold On/Alladat (Elektra)

Like That!?  

The Seminar is three weeks away, everybody! Here's some juicy info on what you have to look forward to:

- Gramercy Pictures are presenting a worldwide premiere of New Jersey Drive, which features Tommy Boy's slammin' soundtrack. The flick will run three times on Friday, February 17. If that isn't enough, peek this: Your registration gets you in to our first exclusive awards ceremony, sponsored by the newly-formed Elektra Entertainment Group. Among the artists in the house will be Busta Rhymes, MC Lyte, Pete & CL, and Ol' Dirty Bastard...still looking for a hotel room? Here's a hotline to call for info on what's available at this late date: (800) 366-8882. It's Destination Management, an accommodations placement firm that can point you in the right direction...If you want to place promotional items in Gavin bags, want a video shown on our channels in each room at the Hyatt, or want to place an ad for the Seminar or Dancehall special issues, marketing wiz John Austin is your man. His digits are (215) 424-6571...If you're confused about the Seminar Awards ======
KEITH
MURRAY
get lifted
The second single from his Gold debut album
THE MOST BEAUTIFUL THING IN THIS WORLD
GOING FOR ADDS NOW!
or Jackie and it will be faxed to you. To get the best return, I extended the deadline to no later than February 1, 1995. Sorry for the inconvenience, y'all, but you must vote again for your vote to count! KMLE breaks the market wide open again with the only commercial reggae dancehall show in town, hosted by Bay Area Radio Coalition members Tamu DuEwa and Sadik Nia. They set the irie vibes for dancehall more than ever, so as usual, our timing with another special is perfect. WTCC's James Lewis reports phones on fire over this new single by the name of Shakal (no direct relation). The jam is called "As-Salaam-Alakum" on eastwest and with only a few pieces of test wax on the air, it's hot! WHOV's Jay Wright cites Capleton as a top request, and no wonder—that song is phat! On the not-so-DJ, Wildman Steve is pumpin' a straight up hip-hop jam in response to mad requests. On WBAU, the underground demands to hear The East Flatbush Project, whose cut "Mad Man's Dream" is most requested for the fourth week in a row! Want your copy? Call Spencer at 10/30 Uproar Records (718) 940-4328... What's poppin' right about now? Without question the Showbiz & AG album Goodfellas, Made in America, Kam's monstrous sophomore triumph, and Nikiie Nikolike's track with I Unorthodox on Artist's DCD Project Bootleg Sampler. And if you ain't up on 11/5, then I'm glad to be the one to bring you out of the dark. A Garcia Vega cigar comes in the spine of the CD, so you know it smokes! Call for a clean version of DogDay's first smash at (310) 835-1917... I'm out—gotta answer all your phone calls (smile). 

—One Love, Thembisa S. Mshaka

### New Releases

**Milkbone**

"Keep It Real" (Capitol)

Milkbone hails from Jersey and is down with Naugthy, so it's no surprise that this single has the potential to bubble. "Keep It Real" boasts a head-bobbing dose of piano and solid, steady drums that punctuate Milkbone's call for and end to falsehood in hip-hop. Fully acknowledging rap's debt to soul, the track is even smooth enough to talk over, so keep it at the front of the crate.

Contact Clint Works at Capitol (212) 492-5318.

---Thembisa S. Mshaka

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### Pop Goz The 9

*the single from the forthcoming Tales From The Grip*

Executive Producer: Ice-T for Rhyme Syndicate Records
Produced by Hen Gee For Gee Enterprise and D.Ace for Rhyme Poetic Mafia
© 1995 A&M Records, Inc. All rights reserved.

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

F5F: I try to showcase an artist in the best possible light, and let the video become an extension of what they’re saying on record. That’s one of the video’s main functions. Are videos helping record companies sidestep tight playlists?

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

What’s the future of music video?

F5F: I’m working on a project with MTV currently that’s a concept for a new show that will allow directors to try some new things that will get videos out of the doldrums. Part of the problem with music videos is that a lot of the creativity that should be allowed to flourish is stifled by narrow-minded people at record companies who live a lot of their days in fear of losing their jobs. As a result, they become conformist and don’t allow the directors and artists to perform. They see music videos as an eight-by-ten headshot. The viewing audience is becoming very savvy visually and they’re getting hip to all the latest tricks. Alternative videos that the white kids get to do tend to be more experimental. You’ll eventually see this trickle down to hip hop and urban artists. Part of the idea we’re working on at MTV is to let directors come in and work with artists without having to work directly for the record companies. That way the artists will be able to come in, do something purely creative, and push the format into some new areas. Michael Jackson broke things open, do something different. There’s nothing else would do. I’m not subtle. That’s why Def Comedy Jam has got the energy it has, and the radio network we’re starting will have the energy it’s going to have. Look at the campaigns we do for our clothing company. We’re making a hip-hop movie that may be too scary for some people because of some its energy and attitudes, but it reflects a real part of black culture. For something to be successful it doesn’t have to be commercial. Jazz, blues and rock were alternative in the beginning. You don’t have to be accessible to be successful. Salable is not the same as commercial. I’ve had projects that prove that.

Radio Free Fun: Creating Black Alternative Entertainment

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

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

Why do you think alternative black entertainment is so important?

RS: When you talk about youth culture, alternative black entertainment is what really kicks people in the ass. Young hip culture is all about rebellion. My friend Andre Harrell (CEO of Uptown Records/executive producer of New York Undercover) used to be a rapper and he won’t sell out. He makes some incredible records. Look at Snoop Dogg, he’s a bigger pop star than a lot of other black entertainers who are commercially successful and sell as many records. Snoop Dogg is more energy and more newsworthy. What’s your formula for success?

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

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

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**Chartbound**

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**Gavin A/C #1 Hits From:**

1/26/94 PHIL COLLINS - "Everyday"
2/1/91 WHITNEY HOUSTON - "All The Man That I Need"
2/3/89 ROD STEWART - "My Heart Can't Tell You No"
2/1/85 WHAMI - "Careless Whisper"

**Most Added**

GLORIA ESTEFAN (50) "Everlasting Love" (Epic)
JOHN WAITE (38) "How Did I Get By Without You?" (Imago)
MARTIN PAGE (31) "In The House Of Stone And Light" (Mercury)
TAKE 6 (28) "You Can Never Ask Too Much Of Love" (Reprise)

**MELOTTA ESTHERIDGE (27) "If I Wanted To" (Island)**

**Top Tip**

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

**Inside A/C**

A reminder, To qualify for the $60 discount on full-rate registration to this year's Gavin Seminar in New Orleans (February 15-18), checks must be postmarked no later than this Friday, February 3. Regular, at-the-door registration is $395, but the early rate is just $355.

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

**THE MUSIC**

For the first time since December 10, we have a new #1 A/C single. The Eagles' "Love Will Keep Us Alive" replaces Vanessa Williams' "The Sweetest Days" thanks to a 432 spine rise. Madonna's "Take A Bow" actually leads in station totals, but the desperados have nearly a 400-spin lead over Ms. Maverick. It's possible that by this time next week we'll have seven singles rotating at 200 or more stations. Sometimes we haven't got one
Know What We Had To Do To Get Radio To Play This Single?

NOTHING.

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

I BELIEVE
The debut single

Listen once...and you’ll believe.

produced by: EMOS/A management: Mark Liggett for LIGOSA ENTERTAINMENT
Up & Coming

Reports Adds Spins Trends

43 1 663 +33 EDIE BRICKELL - Tomorrow Comes (Geffen)
43 2 647 -7 JULES SHEAR - The Sun Ain’t Gonna Shine Anymore (Elektra/Atlantic)
42 27 554 +340 MELISSA ETHERIDGE - If I Wanted To (Island)
35 23 395 +263 CHRIS REA - Fool (If You Think It’s Over) (Elektra/Atlantic)
32 7 411 +107 LIVES OF A CELL - Waiter For You (M/M)
32 1 462 +11 3rd MATINEE - Family Tree (Reprise)
32 6 369 +84 GLORIA LORING - Slow Dancin’ (Silk Purse)
30 2 698 +15 THE REAL MCCOY - Another Night (Arista)
28 3 395 +87 BOB DYLAN - Dignity (Columbia)
28 28 283 +286 * TAKE 6 - You Can Never Ask Too Much (Of Love) (Reprise)
27 8 360 +150 MIDSBOUTH - Without You (I Haven’t Got A Prayer) (Reprise)
26 2 302 +63 CLEVE FRANCIS & PATTI AUSTIN - We Fell In Love Anyway (Liberty)
26 26 273 +286 * THE TRACTORS - Baby Likes To Rock It (Arista)
21 6 409 +93 TONI BRAXTON - I’ll Be Over You (MCA)
21 5 399 +101 ANDRU DONALDS - Mishale (Metro Blue/Capitol)
19 6 338 +136 R.E.M. - Bang And Blame (Warner Bros.)
18 6 287 +85 BOSTON - Livin’ For You (MCA)
17 14 202 +130 * LARRY CORRELL - I’ll Be Over You (CTI)
14 1 334 +48 FREDDY JOHNSTON - Red Reputation (Elektra/EFS)
14 8 144 +95 JERRY JORDAN - Where Have You Gone (SVR)
13 11 128 +189 * MANHATTAN TRANSFER with FRANKIE VALLI - Let’s Hang On (Atlantic)
11 6 121 +92 * DIONNE WARWICK - I Know (Columbia)
10 4 138 +51 SOPHIE B. HAWKINS - I Belong To You (LaFace/Arista)

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

* Indicates Debut

Over the 200 threshold. At the very least, Jon Secada’s “Mental Picture” and Boyz II Men’s “On Bended Knee” will clear their second hundred A/C stations.

Huey Lewis & The News crack the top ten with “Little Bitty Pretty One.” The average A/C playing it is now reporting better than three plays per day. Among the heaviest rotations are Q93, KGLF, WIVY, WGST, WLBV, KDWB, WJSQ, KVIC/WGMT, WTSX and KXIO, all of whom report four-a-day or better.

Patty Smyth’s “*Look What Love Has Done*” has certainly outshone the movie from which it came. Arnold Schwarzenegger’s “Junior.” The single is spinning at 160 A/Cs and 18 of ’em are new this week including WLMX, KTGY, K103, WMXJ, KKLX, WKRL and WLEV.

On November 18 we rather boldly picked Des’rees “You Gotta Be” as our A/C RECORD TO WATCH. Now, a little more than two months later, it’s at #17 on the chart with more than half of its total base of 131 stations on it have come from this issue is Martin Page’s “In The House Of Stone And Light.” Sixty of the 131 stations on it have come to the party in the last two weeks. This week’s Page-turners include WAGS, WCKQ, WJBR, KCRE, WKAL, WTSX, WTPI, KESZ, KELO, KKLX, KOSI and JOY 99.

Hottest track in the format is GLORIA ESTEFAN’s three-week-old single, “Everlasting Love.” This week’s spincrave was a mighty 920, that’s 205 better than any other record. That any other record, by the way, is Martin Page’s. The roster of early players includes KBIG, WBMW, WMJQ, KLSY, WQKX, K103, WMXJ, WLEV, WMJQ, KVIL, WKWK and WALK.

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

Last issue’s RECORD TO WATCH, Joe Cocker’s “Have A Little Faith,” picks up a score of ADDs on its way to becoming this issue’s TOP TIP and one of only two CHARTBOUND. Among this week’s “faithful” are WQMF, WLSW, WTSX, WMF, KLOG, KWWT and KJLS.

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

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

Almost making the MOST ADDED box is our sixth most added, The Tractors’ “Baby Likes To Rock It.” The 26 out-of-the-boxers include WCKQ, K99, KTWN, KBMG, Q93, KLMJ, KOKO, WGMT, WEMI, KLOG and WLET. Making the A/C MOST ADDED box in its first week is Melissa Etheridge’s latest, “If I Wanted To.” The credibility she’s built up over the past two strong
singles has just been the currency needed to be embraced by the format out-of-the-box this time around. Among the starters are WHSB, KELI, Z106, KQ99, WSPPT, WALK, WCKQ, WRQX, WQDU, Q93, WBLG, WHAI, WKSQ and KOKO.

Great do-wop always has a place on a discriminating A/C playlist and instant airplay is already in place at 28 A/Cs for Take 6's “You Can Never Ask Too Much Of Love” including WBMX, WTYD, KVIC, KOSO, WEIM, WMT, KFOR and KLZY.

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

New Releases

BONNIE RAITT

"You Got It" (Arista)

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

LONDONBEAT

"Come Back" (Radiative)

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

DAVID GATES

"Save This Dance For Me" (Discovery)

After the minor identity crisis with (Discovery) and the probable hit movie (Boys On The Side) give it a better than average shot. It's a straight-out pop delight of his salad days.

FOREIGNER

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

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

**Reports accepted:** Mondays - 8am through 5pm

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

**Total Reports:** This Week 207  Last Week 208

**Mark Chesnutt - Going Through The Big D (Decca)**

**Chely Wright - Sea Of Cowboy Hats (Polydor)**

**Billy Ray Cyrus**

**Most Added**

- **Vince Gill (133)**
  - "Which Bridge To Cross" (MCA)

- **Joe Diffie (122)**
  - "So Help Me Girl" (Epic)

**Diamond Rio (118)**

- **"Bubba Hyde" (Arista)**

**Top Requests**

- **Alan Jackson**
- **John Berry**
- **Pam Tillis**
- **Brooks & Dunn**
- **Reba McEntire**

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**Inside Country**

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

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

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

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**Total Reports:** This Week 207  Last Week 208

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

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

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**Editors:**

Consulting Editor: Lisa Smith

Editor: Cyndi Hoelzle

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**New**

- **Joe Diffie - Sc Help Me Girl (Epic)**
- **Chely Wright - Sea Of Cowboy Hats (Polydor)**

**New New**

- **Mark Chesnutt - Going Through The Big D (Decca)**
Remarkable Mileage.
Long-Term Dependability.
Loaded With Extras.

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

STANDARD FEATURES
GRAMMY NOMINEE: Best Country Performance By A Group With Vocal
Debut Single: "Baby Likes To Rock It"
Current Single: "Tryin' To Get To New Orleans"

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

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

ROAD PERFORMANCE
On tour with Brooks & Dunn

THE TRACTORS
1995 Series

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

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

“**** (Four Stars)"
-New Country Magazine

“Album of the Year!!!”
-TNN Country News

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

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

ARM 1995 Arista Records, Inc., a Bertelsmann Music Group Company
Up & Coming

Reports Adds Weeks
70 2 3 MARIE OSMOND - What Kind Of Man (Cut)
66 46 1 * BILLY RAY CYRUS - Deja Blue (Mercury)
58 7 6 RUSS TAFF - Love Is Not A Thing (Reprieve)
51 1 5 PATRICIA CONWAY - Somebody's Listening (WEA)
46 19 2 DON COX - Honey, Don't Take The Ransom (DeLater)
43 43 1 * HAL KETCHUM - Stay Forever (MCG/Curb)
39 31 1 * Daron NORWOOD - Bad Dog, No Biscuit (Guidant)
25 25 1 * ALABAMA - Give Me One More Shot (RCA)
25 4 1 * KENDALLS - Make A Dollar (Lonesome Dove)

Dropped: 19-Martina McBride, #22-Diamond Rio, #40-Tim McGraw, #42-Rick Trevino, #43-Aaron Tippin, #45-Aaron Tippin

* Indicates Debut

Top Ten Videos

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

Album Cuts

SKYNVRD FRYNDs - Sweet Home Alabama (Alabama/Don't Ask Me No Questions (Travis Tritt)/Simple Man (Confederate Railroad)/What's Your Name (Steve Earle)/I Know A Little (Sammy Kershaw)

HANK WILLIAMS JR. - Hog Wild/It's A Start (Liberty)

JOE DIFFIE - Good Brown Gravy/Junior's In Love

297-543

KPLX-Dallas sponsored a High School Food Drive last November, and the winning school was just given their prize: A private free concert in the gym. We were so excited about Magnatone's new guitars, we have put them on the front page of our upcoming show, which features presenters Amy Grant, Trisha Yearwood, Martina McBride, Rodney Crowell and Guy Clark. We're looking forward to seeing them all perform live on our set in January.

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

New Releases

VINCE GILL

"Which Bridge To Cross" (MCA)

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

DIAMOND RIO

"Bubba Hyde"

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

BILLY RAY CYRUS

"Deja Blue" (Mercury)

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

HAL KETCHUM

"Stay Forever" (MCG/Curb)

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

CHELY WRIGHT

"Sea Of Cowboy Hats" (Polydor)

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

DARON NORWOOD

"Bad Dog, No Biscuit" (Giant)

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

ALABAMA

"Give Me One More Shot" (RCA)

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

KENDALLS

"Make A Dance" (Lonesome Dove)

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


country

 reports adds weeks
70 2 3 marie osmond - what kind of man (cut)
66 46 1 * billy ray cyrus - deja blue (mercury)
58 7 6 russ taff - love is not a thing (reprieve)
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5. patty loveless - here i am (epic)
6. doug stone - little houses (epic)
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8. garth brooks - the red strokes (liberty)
9. mary chapin carpenter - tender when i want...(columbia)
10. waide hayes - old enough to know better (columbia)

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"Make A Dance" (Lonesome Dove)

A great storyline and Jeannie Kendall's terrific voice make a really special combination.
The Lund Letter

ANALYSIS AND IMPROVING THE FALL RATINGS

Part 3

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

10. Analyze the air staff's performance. Did they:
   - Employ the principles and basics of good radio programming?
   - Follow format requirements and music rotations?
   - Provide important service elements (weather, traffic, etc.)?
   - Provide listener and daypart relatability?
   - Talk too much and for too long?

Was the air staff:
   - Prepared?
   - Genuinely enthusiastic when promoting the station name and position?
   - Bright, friendly, personable, conversational (but not verbose)?
   - Having a good time on the air?

11. Examine commercial content:
   - Was your commercial count too high as compared to competitors?
   - Did the "big winners" feature commercial free hours or promote that they played fewer commercials?
   - Have you adjusted the category and are not satisfied to be in secondary?

12. How's your station's music policy?
   - Are you still executing the format as designed, or have subtle changes occurred over time that change the intended product?
   - Has the timing for current additions changed?
   - Are you exposing new product sooner than your competitors?
   - Are you changing your powers faster than in the past?
   - Have you adjusted the category exposure percentages?
   - Has the era balance shifted?
   - If you made adjustments, were they based on research done for the station?

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

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

Do they match your expectations?
- Are the positive differences being properly promoted as listener benefits?

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

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

17. Design a sales strategy "regardless" of the book:
   - Look for good numbers in any demographic and spotlight them.
   - Use monthly trends (when available).
   - Average past books with current numbers.
   - Sell cume over AQH if cume is up. Ignore the book, sell knowledge, results, station familiarity, and record of effective service for clients.

Call it a fluke.

18. Plan a strategy conference with consultant. Keep him up to speed on Spring.

19. Program Director: [Contact details]

20. {//20]

JOB OPENINGS

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

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

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

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

ZAPS COMMUNICATIONS CORPORATION is currently looking for a professional AT or team for one of our radio stations. We prefer candidates to have experience in this related area. T&R: Lee Zapi, 2510 St. Clair Ave., Cleveland, OH 44114. [1/27]

Available

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

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

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

SEEKING medium to major market East Coast news reporting gig from station seriously looking for hardworking team player. Will relocate. SUSAN: (212) 359-1624. [1/27]

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

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

The FAT MUSIC Show

"an Americana Pioneer now in its 8th year"

"ON-AIR" Job Tip Sheet

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We're the largest, most complete job listing service in radio averaging over 395 of the hottest jobs weekly in all markets/full format for air talent, PD, MD, news, talk, production, promos & more. 22 years of experience helps us understand your needs. Compare us & you'll see the difference! We're BIGGER, BETTER & FASTER! Remember... your career is our business!

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1/271

FRIDAY, JANUARY 27, 1995

G A V I N  C L A S S I F I E D S
### New Releases

**MICHAEL FRACCASSO**  
When I Lived In The Wild  
(Bohemia Beat)  

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

### Inside Americana

**SPANC FAMILY**  
Spanc Family Album  
(East Side Digital)  

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

### SEMINAR AGENDA:

**Americana Welcome Showcase with Discovery Recording Artists Blue Rodeo and Rounder recording artists The Delerevants.**  
Friday Feb.17, 11a.m.  

Americana roundtable: An informal gathering to map out the format’s course, with special musical guests. Luncheon sponsored by Counterpoint Music Group immediately follows.  
Friday Feb.17, 1p.m.  

HighTone Records Tulare Dust Showcase with Dave Alvin, Tom Russell, Rosie Flores, Joe Ely and Robert Earl Keen.  
Friday Feb.17, 1p.m.  

Americana Showcase at Tipitina’s: Tearing the roof off of New Orleans’ legendary club will be MCA artist Joe Ely, Curb artist Junior Brown, Sugar Hill artist Robert Earl Keen, Atlantic artist Jim Lauderdale and Capitol artists Bone Pony.  
Saturday Feb.18, 3p.m.  

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

### SPANCI FAMILY

**SPANCI FAMILY**  
Spanc Family Album  
(East Side Digital)  

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

### Most Added

- **MARTIN ZELLAR (8)**  
- **MICHAEL FRACCASSO (7)**  
- **HEATHER MYLES (7)**  
- **NICK LOWE (6)**  
- **MARY KARLENZ (5)**

### Top Tip

- **WILLY WYLDE & THE WILD WEST SHOW (Cass Three)**
- **MARTIN ZELLAR (Born Under)**
- **MICHAEL FRACCASSO**
- **HEATHER MYLES**
- **NICK LOWE**
- **MARY KARLENZ**

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

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

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

“Five Days in July...a hand’s down winner. Too long overlooked!” — Marilyn Gillen, Billboard

1995 Daze in America Tour continues...

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

Contact: Claudia Stewart / Discovery Records (800) 377-9620
leaves no doubt as to where she's heading. "This Cold Night" and 
"Blue Norther" serve up that perfect blend of country-meets-blue-
grass, with superb backing by Jerry Douglas & Stuart Duncan. But if 
you're looking for that one killer tune to hook you instantly, head 
for "Waiting" and M'Carver will remove any hesitation. "Alimentar 
Mi Alma" could also do for Americana what "Mi Vida Loca" has 
done for country. Inherit this one soon.

KATY MOFFATT 
Hearts Gone Wild 
(Watermelon) 
One of music's true survivors, Katy Moffatt pushes the envelope once 
again with a powerful vocal performance on this collection of 12 
songs from the heart. With co-writing help from the likes of Rosie 
Flores, Wendy Waldman and co-producer Tom Russell, Moffatt cov-
ers lots of musical terrain. There's barroom weepers ("Through With 
You"), love songs of all kinds ("Ruin This Romance," "Hellbound 
Heart") and lots of wild tales ("Crazy Dangerous And Blue"). Katy Moffatt is no red-headed stranger to many folks all over the 
world. If you're unfamiliar with her, Hearts Gone Wild is a perfect 
introduction.

THE VIDALIAS 
Melodyland 
(Upstart/Rounder) 
Good ole country-rock is alive and well and coming straight outta 
Atlanta. Led by Chuck Walston's plaintive writing and melodies, what 
really makes the Vidalias gel is the smooth pedal steel guitar work of 
Henry Bruns. One listen to "Tokens Of Affliction," "End Of The Night," 
or "Innocent Bystander" will most likely make you a believer. The 
heavy Duane Eddy-like twang of "I'm Gone" and the upbeat "Play 
Me For A Fool" could easily become Americana staples. Melodyland is 
high on country melody, with a distinct touch of non-mainstream vocal-
ization. If my ears could drink I'd say The Vidalias are a fine Atlanta 
micro-brewery.

Americana Music Promotion
Get to the source.

Chuck Gregory
Ph: (914) 358-1775 Fax: (914) 358-7673
Most Added

CHRISTIAN McBRIEDE (57)
Gettin' To It (Verve)

PAT METHENY GROUP (42)
We Live Here (Geffen)

JOHNNY ADAMS (35)
The Verdict (Rounder)

CHIP WHITE (34)
Harlem Sunset (Postcards)

JEFF JARVIS (32)
Contents Under Pressure (Positive Music)

DORI CAYMMI (23)
If Ever... (Qwest/Warner Bros.)

ERIC REED (22)
The Swing And I (MoJAll/Motown)

BILL CUNLIFFE (22)
Bill In Brazil (Discovery)

Top Tip

CHARLES McPHERSON
First Flight Out (Arabesque)

GONZALO RUBALCABA
Diz (Blue Note)

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

**RECORD TO WATCH**

PAT METHENY GROUP
We Live Here (Geffen)

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

**Chartbound**

*CHRISTIAN McBRIEDE (Verve)
BILLY CHILD (Stretch/GRP)
*ERIC REED (MoJAll/Motown)
*CHIP WHITE (Postcards)
PAT METHENY GROUP (Geffen)
*DAVE SLETTEN (Midknight)
*JOHNNY ADAMS (Rounder)
*JACK McJOHNETTE (Blue Note)
*BILLY CHILD (Stretch/GRP)
*JEFF JARVIS (Positive Music)

TOM PERON/BUD SPANGLER (Monarch)
BETH ULLMAN/RICHARD HARNEY (Soul Prayer)
*CHICK COREA, ETC. (Stretch/GRP)
JAll AT THE MOVIES BAND (MoJAll/Motown)

**Dropped:**
441 Micael Camila; 1442 Marcus Roberts, #44 Dave Brubeck, #45 Sheila Jordan, #46 Patricia Barber, #48 Clayton/Hamilton.

JOHNNY ADAMS
The Verdict

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

Rounder 2135

JOHNNY ADAMS

KXJZ KSDS
KCBX KUOP
KMHD KPLU
WPVE KCCK
KDSU WOUB
WFPL WTUL
WSHA KNTU
WXXI WDUQ

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

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

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**Top Tip**

**BILLY JOE WALKER, JR.**

Life Is Good (Liberty)

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

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**Record to Watch**

**PAT METHENY GROUP (13)**

We Live Here (Geffen)

**LARRY CORYELL (12)**

I’ll Be Over You (CTI)

**JOHN TESH PROJECT (12)**

Sax On The Beach (GTS)

**BILL CUNLIFFE (10)**

Bill In Brazil (Discovery)

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Windham Hill Records 1995
Mike Pinder
Co-Founder and Keyboardist of the Moody Blues

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

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

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

Among the Stars

This could be your cup of tea!!

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

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

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

Gavin January 27, 1995
JAZZ/ADULT ALTERNATIVE

THURSDAY, FEBRUARY 16
12:30 p.m.
The official Jazz/A2 Whenjagettin? Gawn Showcase Gig TBA
2:30 p.m.
Special Jazz/A2 Keynote Address with Bruce Lundvall
A seminar "view from the top" will feature Bruce Lundvall, the charismatic president of Blue Note Records. Whether it will be strictly an address by Lundvall, a one-on-one chat or a combination of the two, there will be time for questions and comments.

4:15 p.m.
Jazz Radio Expose
Playlists are one thing, but what if you could hear a "scoped" sample of a group of Gawn Jazz radio reporters recorded on the same day at the same hour? Let's examine the state of Jazz radio using actual airchecks. Co-hosted by KPLU's Joe Cohn and Keith Zimmerman.

6:00 p.m.
Jazz/A2 Thursday Early Evening Showcase TBA
To avoid competing with the bustling New Orleans night scene, we've scheduled all of our in-the-box shows during early afternoon early evening so they won't collide with your dinner plans or club-hopping. How considerate!

FRIDAY, FEBRUARY 17
11:00 a.m.
Adult Alternative Radio Expose
Another Gawn first! In the next week or so we'll select various A2 stations around the country, monitor each station at a given, uniform hour, telescope the talks and then play them to the audience. A three-person board of judges will provide commentary. We will keep up any IDs so we can gauge impressions without bias. Then we can tackle key issues of programming and music philosophies.

1:00 p.m.
Friday Jazz/A2 Showcase TBA & Awards Presentation
Not only can you mingle and dig some top musical sounds, now you can cheer on the winners, as the Jazz/A2 Gawn Award winners will be announced immediately after a scintillating performance. No more three-hour banquets with 100 other presentations to wade through. Plus, we get the results a day earlier.

4:30 p.m.
A Gawn Jazz/A2 One-On-One with Tommy LiPuma
Another view from the top with Tommy LiPuma, the new president of GRP, producer, executive and musical jack-of-all-trades. We'll trace LiPuma's colorful career, get his outlook on the GRP empire and explore viable issues pertaining to music and radio. Afterward LiPuma will take questions and comments from the audience.

6:00 p.m.
The Gawn Cocktail Party
SATURDAY, FEBRUARY 18
10:00 a.m.
Jazz/A2 Breakfast Reception
Special Guest TBA
Be on hand as one of jazz and adult alternative's signature artists will be present for this informal get-together. This VIP meet-and-greet promises to be worth waking up for.

11:00 a.m.
A2 Jukebox Jury
Everybody else has shamelessly copied our Jukebox Jury concept. But fear not. We have improved it immensely as the top radio ears examine hot new product that will raise issues and answers we all grapple with every day. No more thumbs up, thumbs down—and the top three highest-scoring records will be named at meeting's end. Also, we'll be using the Gawn Applause-O-Meter to measure responses from the audience.

3:00 p.m.
Jazz/A2 Postpouris: The Zimmermann Group & Cybermarketing Jazz/A2
A doubleheader meeting to round out the seminar. "The Zimmermann Group" will be a lively discussion of programming issues and current musical events of the day modeled after, you guessed it, The McLaughlin Group. Our behinds are on the line with this one. Either we soar like eagles or fall on our faces. Which will it be? Be there to find out for yourself. Following the Zimmermann Group will be a discussion on the proliferation of jazz and adult alternative music over the Internet. How can the computer age help benefit the lineage of jazz and the progressive spirit of A2?

OFF-CAMPUS EVENTS FOR JAZZ/A2
In addition to meetings and showcases, there are at least two night-time events, and possibly a third happening after our officially sanctioned meetings and in-the-box showcases.

Around 8:00 or 8:30 p.m. Thursday, RCA/Novus is scheduling a special event featuring a couple of exciting new signings. Call Marla Roseman at 718-575-5573 for the latest information. On Saturday from 6:00 p.m. - 0:00 p.m. Atlantic will present the Gary Bartz Quartet at a special location. Call Elisa Cathey, Nicole Sutherland or Michelle Taylor for details. We'll let you know more as we announce all the showcase info, both on- and off-campus.

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

PAT METHENY GROUP
We Live Here (Geffen)
Not much more needs to be said about the new Pat Metheny Group offering. The opening track, "Here To Stay," swings a la Marvin Gaye's "We Live Here" with Steve Rodby's thrashing acoustic bass. Besides the consummate Jazz/A2 signature artist, Metheny is still the most inventive soloist going. He takes his time and says his thing without succumbing to post-Wes Montgomery clichés, whether the notes are spinning some kind of dramatic yarn, emulating lively conversation or, as Coltrane used to say, "scrambling them eggs." We Live Here is a toss-up in terms of jazz and A2 appeal. Lyle Mays' keyboards make a much-needed comeback to the group sound, especially on the 2-minute opus, "To The End Of The World."

RAY ANDERSON
Alligatory Band
Don't Move Your Lawn (Enja)
Ray Anderson has always had our vote for being the most inventive and talented trombone player in modern jazz. Onstage, the man is one of the most awesome soloists around, and instead of making his usual avant garde statement on CD, Anderson has opted for a more festive stance, colored with the satirical anti-conformist anthem, "Don't Move Your Lawn." Guitarist Jerome Harris and percussionist Frank Colinti muster a ragged "70s funk sensibility to Anderson's sextet. New York veteran trumpet player Lew Soloff competes head-on with Anderson's brand of jazz frenzy, especially when both men pull out their wah-wah mutes and trade off some raspy tongue-in-cheek phrases. For every arcane Anderson vocal selection like "Don't Move..." or "Blow Your Own Horn" there's an equally wacky dancin' instrumental like "Alligatory Pecadillo" and the James-Brown-meets-Dixieland swing of "Disguise The Limit."

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

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

**BONNIE RAFTT**

"You Got It" (Arista)

Bonne Raitt reworks Roy Orbison's Willbury-written "You Got It." Produced by Don Was, this cover is as much a homage to the late Orbison as it is a part of what looks like a powerful soundtrack to the upcoming movie Boys On The Side also featuring Melissa, Sheryl, Pretenders, Sarah,—a proverbial girls night out!

Okeh Records. Yeah, it's blues. Sure, it's got modern hip hop rhythms as Adrian Sherwood of Tackhead joins forces with one Skip McDonald, Keith LeBlanc and Colour bassist Doug Wimbish. On "TIMBUK3: The Wolf Story," the band fuses Howlin' Wolf and Robert Johnson with sub-zero modern city grooves. Fortunately, it's hard to pigeon-hole. For instance, if you dig Wolf but not rap, chances are, like me, you'll find Little Axe all the more innovative. In the spirit of Keb Mo and G. Love, the classic blues spirit serves as the music's foundation on which a valid modern musical statement is built. Start with "Ride On" and "Wolf Story."

**TIMBUK3**

A Hundred Lovers

(High Street)

Timbuk 3's comeback seems complete with A Hundred Lovers. It's ingeniously recorded with a combination of cleanliness and grit, and there's a whole beehive of catchy tunes, especially the title track and "Just Wanna Funk With Your Mind." A Hundred Lovers is a constant collision of technology...
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Most Added
TIMBUK 3 (31)
A Hundred Lovers (High Street)
MASSIVE ATTACK (14)
Protection (Virgin)
KIRSTY MACCOLL (12)
Galore (IRS)
MARY KARLZEN (9)
Yelling At Mary (Atlantic)
CHUCK PROPHET (8)
Balinese Dancer (Dutch East)

Top Tip
THE JAYHAWKS
"Blue" (American)

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

and Austin funk as Timbuk3 careens between its A3 foundation and an Alternative savviness. After all, this duo's ode to shades was one of the cornerstones of the rock of the eighties movement. As a four-piece, Timbuk 3 is back with sharp guitars and clever lyric work.

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

RECTO TO WATCH
COURAGE BROTHERS
Wood
(Eastern Front)
Stations like KMTT, WNCS, KTAV heed the call of Courage. Adds include KIOT, WXLE, KSPN, WOLZ, KUWR, and KKOS.

Gridbound
* TIMBUK 3 (High Street)
* MARY KARLZEN (Atlantic)
* DEL AMITRI (A&M)
* DEBORAH HOLLAND (Dog & Pony)
* PAT METHENY (Geffen)
* STONE ROSES (Geffen)
* MATT KEATING (Alles)
* KIRSTY MACCOLL (RS)
* LAURIE ANDERSON (Warner Bros.)
* MASSIVE ATTACK (Virgin)
* COURAGE BROTHERS (Eastern Front)
* BETTIE SERVEERT (Matador/Atlantic)
* PETE & MARY KENNEDY (Green Linnet)
* CHUCK PROPHET (Dutch East)
* HAPPY RHODES (Aural Gratification)
* SMASHING PUMPKINS (Virgin)
* SONIA DADA (Casablanca)
* THE HELLECASTERS (Pacific Arts)
* THE THE (550 Music)
* RICHARD SHINDELL (Saranche)
* KEVIN SALEM (Routeminder)
* MARTIN ZELLAR (Kyscoss)
Dropped: #43 Carly Simon, #44 Page/Plant, #47 Black Crowes, #50 Dead Can Dance.

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

Ivan Neville
"Don't Cry Now"

Going for airplay now!
"He plays rock'n'roll the way it was meant to be: lowdown and swampy, with a snarling edge and an unceremonious sense of dread and delight, kindled by a voice as undeniable as a nagging conscience."
- Billboard, 1994

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

IGUANA RECORDS
(914) 428-5100

Early Arplay: KSPN! & WRXR - Heavy Rotation
"Don't Want To Know"
from the album MAMOUNA

Produced by Bryan Ferry & Nick Trujillo

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

©1995 Virgin Records Ltd.

Don't Want To Know

Featuring the first single

"LIE To ME"

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

"Writers — from Dylan to Springsteen — often tell us far
more about the human condition by concentrating on life's
everyday moments. That's the strength of Martin Zellar."
— Robert Hilburn,
Los Angeles Times
A³ Seminar Agenda

1995 GAVIN SEMINAR

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

**THURSDAY, FEBRUARY 16**
12 Noon to 2p.m. A³ Whenjagetin
4:15p.m. First Annual A³ Radio Aircheck Expose
6p.m. Special A³ On-Site Showcase!

**FRIDAY, FEBRUARY 17**
3p.m. A³ On The GRIDdle co-hosted with KSCA's Mike Morrison
5:30p.m. Gavin Cocktail Performance!

**SATURDAY, FEBRUARY 18**
11a.m. A³ Commercial Realities Small Breakout Session
11a.m. Roots, Rock & Jazz Non-Comm Breakout: Newt Vs. Non-Comm
1p.m. A³ Awards Luncheon
5:30p.m. A³ Send-Off Reception

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

**TIPITINA'S**
*Wednesday, February 15*
- Subdudes
- Sonny Landreth
- special guest Todd Snider
  (ask John Vernile about the Crawfish Monica!)

*Thursday, February 16*
- P.J. Harvey
- Ned's Atomic Dustbin
- Peabody

**JIMMY BUFFETT'S MARGARITAVILLE**
*Thursday, February 16*
- Todd Snider
- Marshall Chapman
- special guests Boxing Ghandis

**CAFE ISTANBUL**
*Thursday, February 16*
- RCA Jazz/Groove Town Showcase
- Omar and the Brooklyn Funkessentials

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

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

*Tuesday, February 14*
- Barenaked Ladies
- special guest Jules Shear

*Wednesday, February 15*
- Spin Doctors
- Joan Osborne

*Thursday, February 16*
- Blues Traveler
- Ivan Neville
- The Caulfields

*Friday, February 17*
- Dave Matthews Band
- The Samples

*Saturday, February 18*
- Jayhawks
- Graham Parker (solo)
- Pete Droge
- Timbuk 3

Special House Of Blues/Rhino Doc Pomus Listening Party, 7p.m.-9p.m.

**THE PRALINE CONNECTION**
*Thursday, February 16*
- Gospel and Blues Hall
- Elektra Recording Artists: Better Than Ezra
  (shuttles from Hyatt)

*Saturday, February 18*
- Atlantic Jazz presents at 6p.m.
  Gary Bartz Quartet

**STATE PALACE THEATER**
*Friday, February 17*
- Warner Bros. Showcase
- Belly
- The Poster Children
- Goo Goo Dolls
- Fossil

**CHECKPOINT CHARLIES**
*Thursday, February 16*
- WTUL presents
- Sebadoh
- Kicking Giant
- and Friends
Gavin Rocks

Most Added

**SOLITUDE AETURNUS** (25)
Through The Darkest Hour
(Pavement)

**CIRCLE OF DUST** (24)
Circle Of Dust (R.E.X.)

**KORN** (22)
“Blind” (Immortal/Epic)

**CORROSION OF CONFORMITY** (21)
“Clean My Wounds” (Columbia)

**WIDOMAKER** (20)
“Killing Time” (CMC)

**KYUSS** (14)
“Demon Cleaner” (Elektra/EG)

**BOLT THROWER** (14)
...For Victory (Earache)

Top Tip

**L.A. GUNS**
“Killing Machine”

(A&M)

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

Top Requests

**CORROSION OF CONFORMITY**
KORN

**MEGADETH**

**SLAYER**

**SICK OF IT ALL**

*RECORD TO WATCH*

**SOLITUDE AETURNUS**
Through The Darkest Hour
(Pavement)

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

**Chartbound**

**Flesh** (65) (Coletibind)

-**Bush** (65) (Trauma/Interscope)

-**Butt Trumpet** (62) (Chrysalis/EMI)

At The Gates (59) (Future)

Mesheghah (48) (Relapse)

Dropped: #16 Green Day #41 Gilby Clarke, #43 Reign, #47 Sheer Terror, #48 B-TRONG,

Inside Rock

Gavin Rocks Welcomes

the following station to
our reporting panel:

XBDT 105.3 FM

6543 W. Orange Dr.

Glendale, AZ 85301

Phone: 602-392-7333

Fax: 602-970-5871

Watts: 2,000

40 hours of hard rock metal programming.

Contact: Freeze Fresquez

By the time most of you read this, the San Francisco 49ers will be the world champions unless Steve Young is carjacked or Deion Sanders is abducted at an ATM. As long as members of the Niners keep their weapons on automatic, they should be all right...Our new phone system is slowly coming to life, as all the phones are being soldered out. To reach me directly dial 618 any time during the automated message. I mentioned this before but I guess some people thought I was kidding. Well I'm not. 618 is really my extension...The Seminar is just three weeks away. Can you believe it? The Rocks panels are completed so call me if anyone would like a list of the panelists. I don't have the official list of radio registrants but I do have a pretty good idea of who's attending, so if you're curious about who will be there or just want to know who won't be home so you can break into their house and leave promo material scattered all over the place, give me a ring. The agenda for all format meetings was printed in last week's issue. General sessions and showcase information will be announced in upcoming issues. There's still space available to showcase your bands. I highly recommend showcasing a group, particularly if it's a hard rock band that seems alternative, because it's a great way to expose your artists to radio people from all over the country, regardless of format. Call me for details. I've had requests from college reporters who are interested in volunteering for the Seminar in exchange for a badge. Unfortunately, all positions have been filled. If you're a college station and would like to attend the Seminar, call me for information on how to register without spending your life savings or giving up your first born...This week's chart reflects mostly positive trends because 90 percent of the Rocks reporters are mostly positive trends because 90 percent of the Rocks reporters are...This week's chart reflects mostly positive trends because 90 percent of the Rocks reporters are mostly positive trends because 90 percent of the Rocks reporters are...
the Slayer/Biohazard/Machine Head show last Saturday night (January 21). It was a ripping show that produced one of the largest and most dangerous pits I've ever witnessed. I pity the fool who lost their footing in that tangled mesh of writhing bodies. I must say that Slayer not only rocked but their light show was completely amazing. Make every effort to see this concert even if you have to cut off Granny Newswomb on the way to the show...Until next time sports fans. Vegetables, rice and peace.

**Rock Releases**

**NAKED RHYTHM**

**Fatbox** (Massacre)

The word groove has been used in almost every music review ever written. I'm totally guilty with the over use of this word, but there's no way to avoid when you're reviewing a band like Fort Lauderdale's Naked Rhythm. Whether it's the thrashy rock jams of "Eyeballs" or the funk-riddled rhythms of "Break You," Naked Rhythm (Joseph Roland, vocals; Joe Digiovanni, guitar; Dan Paul, bass; Jeff Barron, drums) have more grooves than a thousand-year-old redwood. This band's distinct sound is already getting spins at several Rocks stations, and was last week's number three most added with 15 adds. Fatbox, the band's debut album, was produced by Phil Varone and it offers several tracks that will appeal to alternative and rock radio. Rock and metal stations should check out the above mentioned tracks as well as "My Fault," "Fuck This Place" (great song) and "Brown Billy Goat" for your fix of edgy guitar hooks. Fatbox is swelling with infectious guitar grooves and intricate melodic schemes. A must-play for anyone into '90s rock.

**BOLT THROWER...For Victory**

**(Earache)**

England’s Bolt Thrower are armed with low-end dual guitars, devilish bass lines, crashing drums and growing vocals. A combination of thrash, hard core and death metal, Bolt Thrower (Karl Willets, vocals; Barry Thompson, guitar; Jo Bench, bass; Gavin Ward, guitar; Andy Whale, drums), delivers their charismatic and bludgeoning approach to hard rock with their latest release...For Victory. This is their fourth release for Earache Records, and it demonstrates their ability to consistently create rhythms and melodies through dark, hostile guitar riffs and sinister bass plucks. Bolt Thrower sidesteps death metal's repetitious bog, and instead presents a fresh dose of speedy guitar rhythms and sordid melodies. "War," "Armageddon Bound," "Graven Image" and "Silent Despair" are just a few of my faves. Besides offering ten new tracks, ...For Victory includes a second CD of live tracks. Recorded at Manchester in '92, this brutal display of death metal merits a listen. For truth, justice and your right to stomp, embrace...For Victory.

**MUMBLESKINNY**

Head Above Water (Sector 2)

Mumbleskinny, a five-piece from Texas, offers a sound that hovers between alternative and hard rock with an infectious blend of psychedelic guitar hooks and hard rock rhythms. This is one of those bands that will struggle for airplay because they don't fit the criteria of what the majority of metal directors consider metal, and they have too much of an edge for most alternative stations. Nevertheless, Mumbleskinny (Mark Thiele, vocals; Gus Salmon, bass; Sean Salinas, drums; Wally, percussion; Earl Schuk, guitar) will attract those with an ear for current rock. Head Above Water offers ten tracks rich with driving rhythms and intricate melodies that follow an unpredictable path of swirling grooves dripping with psychedelia. The percussion sets the groove for each track and is the band's strongest element. The slick mix of percussion and wavy guitar licks, along with Thiele's hypnotic vocals, can be compared to the rhythm section of Mother Earth and Mother Love Bone. "Where The Prison Begins," "Beat Of My Heart," "Devilman" and "Hand's Are Tied" are a few tracks that deserve closer attention. To keep your Head Above Water, throw on Mumbleskinny and let the psychedelic guitars and flowing melodic rhythms carry you to your happy place.

**HOLY GANG**

Free Tyson Free! (Roadrunner)

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

**MARY BEATS JANE**

"Old" (Geffen)

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

BELLY (24)  "Now They'll Sleep" (Sire/Reprise)

BETTIE SERVEERT (16)  "Protection" (Virgin)

MASSIVE ATTACK (15)  "Protection" (Virgin)

WOLFGANG PRESS (15)  Funky Little Demons (4-AD/Warner Bros.)

Top Tip

THE THE  "I Saw The Light" (Epic)

Hank Williams goes alternative? Close. The The debuts at #28 this week.

Top Requests

STONE ROSES  "Satisfaction"
GREEN DAY  "20th Century Boy"
PEARL JAM  "My Name Is"
WEEDER  "Fire Down Below"
PEARL JAM  "Better Man"

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Inside Alternative

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

Big news this week as Howie Klein—host of Gavin’s alternative jukebox jury session this and every year—becomes president of Reprise Records.

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

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

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

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

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

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Gavin January 27, 1995
The Mighty Mighty Bosstones
Pictures To Prove It
From Question The Answers

"Pictures To Prove It" Produced by Paul G. Kolderie and
Mixed by Jason Corsaro
Management: Gary Hobbib High Noon Entertainment
COME SEE

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

COME HEAR

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

BE THERE

1995 Seminar
Most Added

**BETTIE SERVEERT (18)**
Lamprey (Matador/Atlantic)

**CASPER BROTMANN**
Massaker (17)
Home (Thirsty Ear)

**MASSIVE ATTACK (16)**
Wolfgang press (16)
Funky Little Demons (Warner Bros.)

**LOTH (15)**
Bim skala bim (16)
Eyes & Ears (BiB Records)

Top Tip

Loth
Shy Town EP (K)
Kalk, kjs, kuci, wnur, wrfl, WRVE and WXCI report Heavy action on Shy Town this week, that support-along with a slew of Mediums and seven new ADDs—scores the Lost Top Tip honors with an impressive #15 debut.

**RECORD TO WATCH**

**TEAM DRESC**
Personal Best (Chainsaw/Candy-Ass)

**CHARTBOUND**

**THE THE** - I Saw The Light (550 Music/Epic)
**PEST 5000** - Toast EP (No Life)
**CHRIS CONNELLY** - Shopwreck (Wax Trail/TVT)
**NEW BOMB TURKS** - Information Highway Revisited (CpY)
**THIS IS FORT APACHE** - Various Arts (Fort Apache/MCA)
**JENNIFER TRYNN** - Cocksackie (Square)
**EDSEL** - Detroit Fifty (Grass)
**CRASH WORSHIP** - Trip Itania II (Chanel)

**BANDS**

**ASS PONYS - Electric Rock Music (A&M)**
**PORTISHEAD - Dummy (London)**
**THROWING MUSES - University (Sire/Warner Bros.)**
**STONE ROSES - Love Spreads, Begging You, Tightrope (Geffen)**
**RITCHIE DYE - Done (Matador)**
**BETTIE SERVEERT - Lamprey (Matador/Atlantic)**
**GASTR DEL SOL - Mirror Repair (Drag City)**
**JON SPENCER BLUES EXPLOSION - Orange (Matador)**
**ASS PONYS - Electric Rock Music (A&M)**
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**GASTR DEL SOL - Mirror Repair (Drag City)**
**JON SPENCER BLUES EXPLOSION - Orange (Matador)**

**Casualty:**
38 32 19 JESSAMINE - Jessamine (Kramy)

**NEW 15**
LOTH - Shy Town EP (K)

**NEW 16**
Wolfgang Press - Funky Little Demons (Warner Bros.)

**NEW 18**
Brainiac - Beto Superhero (Grass)

**NEW 20**
Zumpano - Look What The Rake Did (Sub Pop)

**NEW 22**
Silver Jews - Starlite Walker (Drag City)

**NEW 24**
Veronica Salt - Seether, Number One, Victrola, Spiderman (Minty Fresh)

**NEW 26**
Lou Barlow and Friends - (A Collection of Home Recordings) Volume 2 (Mint)

**NEW 28**
Silver Jews - Starlite Walker (Drag City)

**NEW 30**
R.E.M. - What's The Frequency, Bang&Blame, Currencies, Crush (Warner Bros.)

**NEW 31**
Red Hot & Cool - Stolen Moments - Phonydo, The Roots, MC Solar (GRP)

**NEW 33**
New Radiant Storm King - August Revival (Grass)

**NEW 34**
Blast Off Country Style - Rainbow Mayonnaise Deluxe (Teen Beat)

**NEW 35**
Technical Jed - Southern States (SpinArt)

**NEW 36**
Plastikman - Mask (NoizeMore)

**NEW 38**
Kitchens of Distinction - Cockroaches And Aliens (A&M)

**NEW 39**
Massive Attack - Protection (Virgin)

**NEW 40**
Swans - The Great Amputation (Invisible)

**NEW 41**
Antietam - Rags A-Dope (Homestead)

**NEW 42**
Liz Phair - Superhero, Whipsmart (Matador/Atlantic)

**NEW 43**
Laurie Anderson - Puppet Motel, In Our Sleep, Bright Red (Warner Bros.)

**NEW 44**
Love 666 - American Revolution (Amphetamine Reptile)

**NEW 45**
Sammy - Kings Of The Inland Empire (Smells Like Records)

**NEW 46**
Air Malaysia - Airplane Rider, Stop Sign (Teen Beat)

**NEW 47**
Pastels - Yoga (Matador)

**NEW 48**
Why Popstars Can't Dance - Jupiter Sun, Boy, Toy Machine, Stereo, Henry's (Slumberland)

**NEW 49**
Wien - Voodoo Lady, Can't Put My Finger On It (Elektra/EGG)

**NEW 50**
Latimer - World's Portable (World Domination)

**Inside College**

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

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

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

Congrats to everyone.

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

I know I haven't been real consistent with Birthdays listings (why bother? Now you can get a complete list in the Gavin 1995 Executive Planner), but there's a run of 'em around now, so shout-outs to Amy Scudenzwurm (1/22), Ben Goldberg (1/22), Anthony Del Rosario (1/24), Linda Ryan (1/25), Dave Sanborn (1/26), Eric Greenwood (1/27), Russell Moench (1/29) and Mark Eitzel (1/30, I think).
ed one of two things: I'd be so much in awe I just couldn't talk to them, or they'd be so full of their own self worth that I wouldn't want to talk to them. But they were so nice! A genuinely down-to-earth bunch of guys. Shortly before I went weak at the knees, this photo was taken to preserve the moment.

L-r: the Stone Roses' John Squire, Gavin's Linda Ryan, the band's Mani, Renni and Ian Brown.

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

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

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

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

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

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

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

FILE UNDER: EASY LISTENING

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

— New York Times

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ALTERNATIVE/COLLEGE

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

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

THE MIGHTY MIGHTY BOSSTONES

"Pictures To Prove It" (Mercury)

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

Linda Ryan

JEFF BUCKLEY

"Last Goodbye" (Columbia)

Until now, Jeff Buckley has been embraced more readily by the music press, while radio kinda sat there with folded arms. Well, "Last Goodbye" is Jeff Buckley's waltz, and with stations like 90X, WORX, WFN, WBCN, KNDD-The End and WOXY signing on, Jeff's dance card might soon be full. He's got the talent, the reputation, and now he's got the radio song. Give this one a spin.

Linda Ryan

MATT KEATING

"McHappiness" (Alias)

Until now, bands like Navana or Green Day had the market cornered when it came to songs about despair and disillusionment. Matt Keating offers a hinting look at life in America that not only makes you think, it makes you feel. And he does it with an acoustic guitar. I guess you could say Matt Keating walks softly and carries a big stick—and McHappiness is one helluva big stick.

Linda Ryan

THE WOLFGANG PRESS

Funky Little Demons (4AD)

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

Sandra Desan

CERTAIN DISTANT SUNS

Happy On The Inside (Giant)

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

David Born

POND

The Practice Of Joy Before Death

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

—Seana Baruth

continued from page 49

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

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

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

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

College Albums

TRANCE MISSION

Meanwhile... (City Of Tribes Records, 3025 17TH STREET, SAN FRANCISCO, CA 94110)

Since the early '90s San Francisco-based Trance Mission have been exploring the outermost regions of multiverse phonics. Their latest effort, meanwhile... is filled with bits and pieces of polyphonic transmissions borrowed from Australia, the Middle East, Asia and the digitized realm of virtual reality, all coming together in one cohesive sonic blend. Comprised of Beth Custer on clarinet, Stephen Kent on percussion, and Kenneth Newby supplying winds and digital noise, Trance Mission have created a nonstop ambient cluster of hypnotic washes of digitized atmospheres, rough-hewn aural emissions from the didgeridoo, clarinet noted to a mournful Middle Eastern tonal scheme and infectious tribal rhythms. Vocal enhancement is provided by Eda Maxym, her ethereal chants further add to the deeply trance-like atmosphere of the music. The rest of the album features richly textured instrumental samples like "Bird," a clarinet-dominated piece with serpentine notes that twist and weave among the raw hum of the didgeridoo and the primal percussive rhythms. With meanwhile... Trance Mission have elevated ambient music to the next plane by infusing ancient musico logic with modern day technology. The result is sonically charged futuristic primitivism, an all encompassing, melodic spiritual enhancement for the dreamtime inclined.

-SPENCEDOOKEY

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

120 MINUTES
**Singles**

**KEITH MARTIN**

Never Find Someone Like You (Ruthless/ Columbia)

By Valentine’s Day expect spins to be out of control for this newcomer for Philly who counts Boyz II Men among his buddies.

Co-written by Marti Sharron (who co-wrote Regina Belle’s “If I Could”) and Danny Simbello, this entry surely sounds like a slam dunk.

**LONDONBEAT**

Come Back (Radioactive/MCA)

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

**BONNIE RAFT**

You Got It (Atlantic)

Somewhere up there one gets the sense that Roy Orbison is looking down with a great big grin. Who better to perform an interpretation of Roy’s last big hit? Now the song gets its proper due.

**K-CI HAILEY**

If You Think You’re Lonely Now (Mercury)

Following a great run at urban radio, the man who powers Jodeci is ready to roll at Top 40. Co-written by the great Bobby Womack, this version is up to 60-plus spins at Power 106-Los Angeles, Jammin’ 94.5-Boston, Hot 97.7-San Jose, KDON-Monterey/Salinas and KMEL-San Francisco.

**ADINA HOWARD**

Freak Like Me (east-west/EG)

Anyone ever tally up how many songs over the years have mentioned the word “freak”? It’s easy to hear why urban and Top 40 music programmers are freakin’ for this sexy lyric and tune borrowed from an old Bootsy Collins song. Added at the Power Pig-Tampa, Z93-Dayton and 290-San Diego.

**TAKE 6**

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

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

**NIRVANA**

The Man Who Sold The World (DGC)

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

**PATTY LOVELESS**

When The Fallen Angels Fly (Epic)

Throughout her career, Patty Loveless has not only been one of country’s finest voices, she’s also never failed to put great songs on all of her albums. When The Fallen Angels Fly just may be the crown jewel in the latter department.

No less does it all on this album too. The ballads “A Handful Of Dust” and “Here I Am” (both written by Tony Arata) are complete scorches, and the rocking covers of Jim Lauderdale’s “Halfway Down” and Gary Burr’s “I Try To Think About Elvis” are unadulterated good times. But it’s Loveless’ tremendous outpouring on Billy Joe Shaver’s title cut that’s icing on this cake. Emory Gordy’s fine production has Patty Loveless flying high again.

—ROB BLEETSTEIN

**VARIOUS ARTISTS**

Music From The Television Series My So-called Life (Atlantic)

The theory that soundtracks are the K-Tel collections of today is proven on this varied, cool-enough-for-school assembly. Juliana Hatfield’s “Make It Home” features meditative vocals meshed with a forlorn acoustic guitar, and captures the TV program’s mutated hopefulness. Madder Resses’ “Drop A Bombs” rousing chorus employs siren-like guitars and carefree vocals, and the Archers Of Loaf turn in an unreleased, distortion-laden jamboree on “South Carolina.” Other standouts are the Lemonheads’ dizzying “Dawn Can’t Decide” and Daniel Johnston’s masterfully “Come See Me Tonight.”

—DAVID BERAN

**SHOWBIZ**

FEATURING AG Goodfellas (Payday/FRR)

No filler, no gimmicks, just raw rhymes and some of the tightest production that the original East-coast style (remember that sound?) has to offer. Their masterful presentation of trap metaphor, sophisticated tracks that glorify rich samples and clever cuts, and thematic consistency combine for incredible listening pleasure. Goodfellas goes to show that if you stay with and improve upon your own style, you can’t lose.

—THEMIS S. MISHARA

**MELISSA MANCHESTER**

If My Heart Had Wings (Atlantic)

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

—KENT ZIMMERMAN

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**Albums**

**PATTY LOVELLESS**

When The Fallen Angels Fly (Epic)

**Showbiz**

FEATURING AG Goodfellas (Payday/FRR)

**Melissa Manchester**

If My Heart Had Wings (Atlantic)

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**By Dave Sholin**

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**Gavin January 29, 1995**

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

Wednesday, February 15

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

Thursday, February 16

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

10:30 a.m.

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

12:00 Noon

The official Jazz/A2 Whenjagettin? Gavin Showcase Gig TBA

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

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

2:30 p.m.

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

Special Jazz/A2 Keynote Address with Bruce Lundvall
A seminar "view from the top" will feature Bruce Lundvall, the charismatic president of Blue Note Records. Whether it will be strictly an address by Lundvall, a one-on-one chat, or a combination of the two, there will be time for questions and comments.

1995 Rap RadioOlympix
Programmers and DJs will be asked to register by applause the quality and competitive radio playability of never-before-released songs. Roundtable discussion to follow. Co-moderated by Gavin rap editor Thembisa S. Mshaka and Darryl James, Rap Sheet's editor-in-chief.

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

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

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

Maximizing Top 40's Potential In The '90s
KZFM-Corpus Christi, Texas PD Mike Steele will lead this session. Meeting features a step-by-step analysis of how to retrieve accurate research on a small pocketbook. Database marketing methods and other ways of marketing small and medium-sized Top 40s will be covered.

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

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

Friday, February 17

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

11:00 a.m.

Putting the A Back in Alternative
Hosted by KUKO's Jonathan Rosen. Session in the round with X-96's Sean Zebrath, Rev105's Kevin Cole and more TBA.

American Roundtable, Plus Luncheon with Special Showcase
An informal kickoff of Gavin's new American format. Come meet your peers as we lay out the format's groundwork and direction.

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

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

Urban Awards Luncheon
Join us as we congratulate Gavin Urban Award winners and network with leading industry personnel.

1:00 p.m.

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

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

Pressure, Promotion and Priorities in Rap Radio
Panelists will discuss preferential treatment of commercial over college/commuinity stations, singles, sales and more! Moderated by Tyesh Harris, Columbia's national director of rap promotion.
JAZZ/A2 BREAKFAST RECEPTION, SPECIAL GUEST DAVID SANBORN
Join us for a one-on-one discussion between an experienced College Radio MD and a commercial programmer. How wide is the chasm?

3:00 p.m.
AN AFTERNOON WITH CLIVE DAVIS
GAVIN's Top 40 editor Dave Sholin speaks one-on-one with Arista's Clive Davis, one of the most successful and innovative record executives of our time. The appearance marks Davis' first before a radio industry conference in ten years. Audience Q&A will follow.

A3 ON THE GRIDDLE—THE INTERACTIVE VERSION
Every year, a new way of doing it. This year we debut the GAVIN Applause-O-Meter allowing the whole room to contribute to the final point ratings of key upcoming releases. By request, we'll be listing all the scores. Also, a very special musical guest.

I JUST WANT TO BE TIED TO THE BACK OF YOUR CAR
...and other ways college radio staffers can navigate and utilize the ever-more-confounding and over-hyped Information Highway.

A GAVIN JAZZ/A2 ONE-ON-ONE WITH TOMMY LIPUMA
Another view from the top with Tommy Lipuma, the new president of GRP, producer, executive and musical jack-of-all-trades. Another view from the top with Tommy Lipuma, the new president of GRP, producer, executive and musical jack-of-all-trades.

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

A GAVIN JAZZ/A2 ONE-ON-ONE WITH TOMMY LIPUMA
Another view from the top with Tommy Lipuma, the new president of GRP, producer, executive and musical jack-of-all-trades. We'll trace Lipuma's colorful career, get his outlook on the GRP empire, and explore viable issues pertaining to music and radio. Afterward Lipuma will take questions and comments from the audience.

URBAN RADIO AT THE CROSSROADS! URBAN OR CHURBAN?
Who really represents the music?

5:30 p.m.
THE GAVIN COCKTAIL PARTY
Get ready for our best gig yet!

Saturday, February 18
9 a.m. - 4 p.m. Registration
9:30 a.m.
TOP 40 BRUNCH/STATE-OF-THE-FORMAT
Where do we go from here? What will be the issues uppermost in the minds of Top 40 programmers and label executives over the next 12 months? Join us in a first-ever off-campus session, that will include our Top 40 Awards ceremony. Event sponsored by Atlantic, Columbia and MCA. Brunch will be served.

10 a.m.
JAZZ/A2 BREAKFAST RECEPTION, SPECIAL GUEST DAVID SANBORN
Be on hand, as one of jazz and adult alternative's signature artists will be present for this informal get-together. This VIP meet-and-greet promises to be worth waking up for. Event sponsored by Elektra.

11:00 a.m.
GAVIN ROCKS JUKEBOX JURY AND AWARDS LUNCHEON
Come hear the latest music going to rock radio. Be it hard rock, metal, thrash or punk—you be the judge of what is and isn't worthy of rock radio airplay. Afterwards, witness the presentation of this year's Gavin Rocks Awards.
YOU WANT IT... YOU GOT IT

PRODUCED BY DON WAS AND BONNIE RAITT

THE FIRST SINGLE FROM
BOYS ON THE SIDE
THE ORIGINAL SOUNDTRACK ALBUM

FILM OPENS FEBRUARY 3rd

OFFICIAL AIRPLAY DATE
JANUARY 30th