1995: Year Of The Dancehall

Patra and Terror set it off in '94, and this year, Dancehall will rule. GAVIN gets the story from powerful women in the know, and previews new releases from Super Cat and Snow. Plus: A tribute to Bob Marley on the 50th anniversary of his birth.

This Week......

'The '90s it has become obvious that the musical genre creating the most excitement on the streets, radio, and in the clubs of the United States and elsewhere is a vibrant form of Jamaican reggae known as Dancehall.' So says Tomas Palermo in the liner of his Rhino compilation, Mash Up the Place! The Best of Reggae Dancehall. And, as our rap editor, Thembisa S. Mshaka demonstrates in this issue, it's the 'Year of the Dancehall.' Named for the environment in which the music is often enjoyed, dancehall's infectious sounds are crossing borders much the way the music's kin, reggae, did. As Thembisa notes, 'Where reggae found its way into the hearts and ears of America through rock and roll, dancehall is trailblazing its own path via soul, R&B and hip-hop.' While always on the edge, we don't forget pioneers, like Bob Marley (top). In News, longtime country producer and record exec Jimmy Bowen (middle) steps down, Boyz II Men (bottom) dominate the American Music Awards, Pearl Jam brings back a bit of the old free-form radio of the past, KMEL scores amidst Super Bowl fever, the music biz gets caught up in various Internet webs, and there's more good news for those attending the 10th Gavin Seminar. On the GO Chart, Richard Marx, Queensryche and Collective Soul are gathering steam. Finally, we don't mean to be boars, but we do want to wish you Gong Hay Fat Choy.
SHE'S A RIVER
from the new album
GOOD NEWS FROM THE NEXT WORLD

Produced by Keith Forsey & Simple Minds
Worldwide representation: Clive Banks for

from the new album
GOOD NEWS FROM THE NEXT WORLD

6*1* A3 RADIO
20-12 BDS ALBUM TRACK
#11 BDS MODERN ROCK TRACK
OVER 200,000 ADVANCE ORDER ON THEIR NEW ALBUM
ALREADY ON THESE TOP 40 STATIONS:

2/100 WPRO 89.7 WKSE
2/PLY Q99 99X WRQK
2/KROQ WHYT WGLU

2/5 SEATTLE WA 2/21 DETROIT MI
2/11 SAN JOSE CA 2/22 CLEVELAND OH
2/12 SAN DIEGO CA 2/23 TORONTO ONT
2/13 LOS ANGELES CA 2/25 BOSTON MA
2/14 SALT LAKE CITY UT 2/26 WASHINGTON DC
2/16 DENVER CO 2/27 NEW YORK NY
2/19 MINNEAPOLIS MN 3/8 ATLANTA GA
2/19 CHICAGO IL

tour dates subject to change
Gavin at a Glance

Top 40

Gillette
"Mr. Personality" (Zoo)
Rap

Pharcyde
"My Soul" (Wide Sounds/Motown)
Urban

Five Star
"Surely" (Tom)
A/C

R.E.M.
"Bang and Blame" (Warner Bros.)
Country

Rick Trevino
"Looking For the Light" (Columbia)
Americana

Pete Anderson
Working Class (Little Dog)
A3

Boys on the Side
Soundtrack (Arista)
Jazz

Jacky Terrasson
(Blue Note)
Adult Alternative

Adult Alternative Project
"Sax On the Beach" (GTS)
Alternative

Better Than Ezra
"Good" (Elektra/EEG)
College

Three Mile Pilot
The Chief Assassin Te The Sinister (DG)
Gavin Rocks

Slush
Step Inside (Warthog)

Most Added

Mellisa Etheridge
"If I Wanted To" (Island)
Rap

Brand Nubian
"Hold On" b/w "Alladat" (Elektra/EEG)
Urban

Boyz II Men
"Thank You" (Motown)
A/C

Bonnie Raitt
"You Got It" (Arista)
Americana

Alison Krauss
Now That I've Found You: A Collection (Rounder)
Country

Tanya Tucker
"Between The Two Of Them" (Liberty)
A3

Timbuk 3
A Hundred Lovers (High Street)
Jazz

Gonzalo Rubalcaba
Diz (Blue Note)
Adult Alternative

Billy Joe Walker, Jr.
Life Is Good (Liberty)

Gavin Hot

Belly
"Now They'll Sleep" (4AD/Sire/Reprise)
College

Throwing Muses
University (Sire/Warner Bros.)
Gavin Rocks

Extreme
"Hip Toddy" (A&M)

Gavin February 3, 1995

Next Week

Clive Davis
Golden Ears

We are proud to have exec extraordinaire Clive Davis of Arista Records as part of the 10th Gavin Seminar. Before he goes one-on-one with our Duke, Dave Sholin, meet the man who picks the songs that make the whole world sing.

On the cover: Terror Fabulous, Snow, Super Cat and Patra.

Gavin is published 50 weeks a year on Friday of each week. Subscription rates $325 for 50 issues or $180 for 25 issues. Subscription and circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved. Materials may not be reproduced in any format without the publisher's permission.

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**Bowen Bowing Out At Liberty Records**

Citing health problems, Liberty Records president Jimmy Bowen will be retiring. He is also stepping away from his position as co-chairman of EMI's Christian Music Group. Bowen underwent cancer surgery in December. It was initially reported that Bowen would only be retiring from the Christian Music Group, but the Nashville Tennessean reported on Wednesday that he is leaving the company entirely.

"Jimmy Bowen put together a terrific company with a lot of wonderful people," said EMI Records Group North America chairman/CEO Charles Koppelman. "Since Jimmy took ill they've been running the company and doing a really good job.

In the near future we'll have to have a president of Liberty Records and that's something I'll be evaluating over the next month."

Reports say that while Koppelman mulls over a replacement for Bowen, Wayne Halper, who is senior vice president, business affairs and Catino, who is senior vice president, promotion will oversee operations at both Liberty and Patriot Records. Bowen helped found Patriot just last year.

Some Nashvillean insiders questioned whether or not the acclaimed producer, who had his own hit, "I'm Stickin' With You," in 1957 on Roulette, and who has worked with everyone from Frank Sinatra to Reba McIntire, could be coaxed out of retirement for the right offer. EMI spokeswomman Cathy Gurley has said she believes the retirement is permanent.

Bowen himself has been recovering in Hawaii and has not commented.

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**Evergreen Buys BPI**

Evergreen Media, which has stations in the fourth, third and second largest markets in this evergreen land of ours, has purchased its way into New York. The Texas-based company has agreed to purchase the New York-based Broadcasting Partners, Inc. (BPI). Evergreen, with chairman/CEO Scott Ginsburg, will be the surviving entity in a merger that results in a 22-station group. BPI chairman/CEO Perry Lewis will join Evergreen's board.

The deal is estimated at some $243 million in stock purchases and the refinancing of BPI debits. Evergreen will get not only BPI's New York property—country WYNY—but it will also have four FMs in Chicago—Evergreen's WLUW and WRCX, and BPI's WVAZ and WEJM. Evergreen and BPI will reportedly request a waiver from the FCC to retain all four Windy City FMs “for a limited period of time.”

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**Clive Davis Makes Deal With BMG**

Arista Records founder and president Clive Davis is reportedly set to resign with the company for some $70 million for five years, which would make him the highest paid executive in music business history. Davis, signing bonus alone is said to be $40 million.

If the published reports are true, Davis would be rewarded, in part, for a $500 million year for Arista, by far the best performer in the Bertelsmann Music Group. In 1993 and 1994 the company rode high on hit records from Whitney Houston, Toni Braxton, Kenny G, and Ace of Base. In the last six months, Arista has broken previous company profit records.

When he signs his contract, which he's expected to do after returning from MIDEM, Davis will officially be making more than any music executive. "Good, he deserves it," responded one high-level official.

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**Pearl Jam Jams on Radio**

It was known variously as Radio Free Pearl Jam and The Monkey Wrench Radio Special. For many listeners, Pearl Jam’s live special, broadcast Sunday, January 8 over some 300 stations around North America (and internationally via short wave) was a refreshing break from format radio.

The four and a half hour show came out of Eddie Vedder’s home recording studio in Seattle and a mobile trailer parked outside (with a satellite truck parked nearby) and included not only P-Jam performance sets, but also members of fellow Seattle area bands Soundgarden, Mudhoney, Alice in Chains, Sonic Youth, Slant, Clark Kent and Zeke), a spoken word piece by Nirvana’s Krist Novoselic, and a premiere of new music from former Nirvana drummer Dave Grohl. Vedder also tried phoning Neil Young, but got no answer.

As Brad Kava, radio columnist for the San Jose Mercury News, wrote, “Vedder’s rambling wasn’t always coherent; he swore a lot and may have been offensive to some, but he was entertaining.”

**Cohen, ARB’s Bouvard Join Seminar Lineup**

Herb Cohen and Arbitron’s Pierre Bouvard are the latest distinguished additions to the GAVIN Seminar line-up of participants.

Cohen, known for his book, *You Can Negotiate Anything*, will preach that message in a special presentation in association with Jeff McCluskey and Associates. In past years Jeff McCluskey has been associated with the appearances of Joe Calloway and Bill Walsh.

Dr. Cohen is internationally renowned as a corporate and governmental consultant on negotiating strategy, commercial dealings, and crisis management.

During the past three decades, Herb Cohen has been intimately involved in some of the world’s headline dramas, from hostage takeovers to hostage negotiations. His clients have included business executives, entrepreneurs, sports and theatrical agents plus large corporations as well as governmental agencies, such as the Department of State, FBI, the Conference of Mayors, and the U.S. Department of Justice.

Pierre Bouvard is the new general manager of Arbitron, and the GAVIN Seminar represents his first industry appearance in that hot seat role.

Bouvard, formerly with Coleman Research, will address the challenges facing Arbitron as it aims to get "out of the data business and into the radio business." After a brief presentation, he will discuss the burning issues on radio’s agenda with leading radio consultant Guy Zapoleon.
KMEL Joins 49ers In Winners’ Circle

BY BEN FONG-TORRES

As might be expected, many radio stations—especially in San Diego and San Francisco—tried to join the 49ers’ advertisers. ABC-TV, and ticket scalpers as winners in the Super Bowl XXIX sweepstakes.

But it was KMEL-San Francisco that appeared to come out on top. While KNBR/AM, the sports-plus-Rush Limbaugh station, offered full coverage, and KGO/AM enjoyed its status as the Niners’ flagship station, and K-101/FM morning man Don Bleu crowed from a cable car in a TV spot aimed at San Diego viewers, it was the dance/Top 40 station that got the most play for its efforts.

Rick Chase, the afternoon drive host, earned a front page feature in the San Francisco Examiner—"Diss Jockey Raps Chargers"—simply for inviting listeners to send in songs and raps with a Niners theme.

Respondents included rapper Rappin’ 4-Tay and Dr. Elmo (of "Grandma Got Run Over by a Reindeer" fame), who performed "Chargers Got Run Over by the Niners"). Rapped 4-Tay, "Got some money, well place a bet, because we been four times and we ain't lost yet."

With the Super Bowl campaign as a hook, Chase got KMEL a station profile, including mentions of the station’s Street Soldiers show, which spotlights youngsters who want to get away from gangs, and its M.O. of hiring the streets and hosting parties at nightclubs.

But it was Chase, a brash nine-year veteran at the station, who got the majority of the story, which detailed his baseball cap (with the slogan "Chargers Suck"), his bet on the Super Bowl coin toss (he won $1,000 on a $500 bet), his recent Howard Stern-like episode, in which he talked a young girl out of committing suicide, and his long-time devotion to the 49ers.

"Judy Ellis, Emmis' senior vice president, said African-Americans account for 75 percent of the station's employees. "When Emmis bought the station, she said, 'African-Americans represented 64 percent of its employees.' Emmis purchased the station in late 1994."

"Letting Bragg go, she said, was a programming decision. "We have a fairly large staff for a non-news radio station," she noted. "The station has two full-time news reporters.""

Emmis' New York City duo-poly sister Hot 97 (WQHT)-New York is the number two-rated station in town.

Newscaster Suing WRKS, Charging Discrimination

Emmis Broadcasting had barely settled in at its newest New York property, WRKS, when it was threatened with a racial discrimination suit by veteran news reporter Joe Bragg.

Bragg, who was dismissed last week after eight years at the station, had applied to become general manager. "They didn't want me to have the job," he said. "There are no blacks in policymaking positions." Saying he was "shocked" to be fired, Bragg said he had hired an attorney and would file complaints with, among others, the Equal Employment Opportunity Commission.

In ceremonies in which the audience made as much noise as any of the performers, Boyz II Men took three American Music Awards to lead the field.

The Motown act won in the Pop-Rock category for favorite single ("I'll Make Love to You"); and in the Soul-R&B slot for the same single and for favorite band, duo or group.

And even Joe Montana will agree...
Music Biz Spinning World Wide Web

**BY JENNIE RUGGLES**

As the Internet becomes more and more attractive to non-techies, the World Wide Web is becoming more than just water cooler conversation in the music industry.

Established in 1992, the Web is a rapidly growing neighborhood in the Internet which lets publishers dress up text with images, sound clips and video. A visitor to the Web can call up information by clicking on a highlighted word or a phrase, known as a link.

Major labels, including American Recordings and Geffen, have recently hired computer consultants to introduce them to the wonderful world of the Web.

One of these consulting services is called Buzznet, whose latest collaboration was with the producers of the San Francisco Noise Pop Festival, which took place last week.

The festival is a reflection of the West Coast independent/commercial rock music "scene," with bands from San Diego, Seattle, and the host town of San Francisco such as the Fastbacks, Fluf, and Jawbreaker. Buzznet producer Marc Brown said the World Wide Web widened the festival's audience by going on line. "We made it possible for people not in the Bay Area to get a feeling for what was going on at Noise Pop '95," he told GAVIN.

"Buzznet's purpose," he continued, "was to allow people to get information about the event beforehand, to see the event in progress, and to view events the day after the fact with live photos, and reviews uploaded onto the Web."

"This all contributes to the idea that the Web is a living organism," says Buzznet president Anthony Batt. Services like the Web give 24-hour coverage a different dimension. Locate Buzznet at the following Web site address: http://www.buzznet.com.

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**American Recordings Buys Music Web**

American Recordings has purchased the Web Wide World of Music, an upstart Internet site that, through its "The Ultimate Band List," attempts to offer on-line information on any band, from stars to local unknowns.

The WWWM, which was launched last spring by Joe Cates and Aure Prochazka, two California college students, allows users to input their own band information, as well as concert and record reviews, song lyrics, and gossip. The web also offers trivia contests and a polling booth.

*Entertainment Weekly* cited the "Ultimate Band List" as one of 1994's "Top Five Best Internet Sites."

American, which was the first major label to launch its own site on the Internet, promises not to mess with the web. Said Marc Geiger, the label's technical specialist: "Joe and Aure have developed a stunning site, and we don't want to go in there and mess with what they've done. We want to help to further its development in terms of content, access and public awareness. But we're letting them run it." American, Geiger said, can lend the Web not only financial support, but also contacts and access to major artists and industry sources, along with early information on tour dates, news, and backstage photographs.

American's first contribution will be the "Post Apocalyptic Wish List," which, the label said, will offer the 30 million-plus users of the Internet a glimpse into the lives of some of the biggest names in music.

Steve Rogers will be the record company's liaison between the web's creators and American's artists.

The address for WWWM is: http://american.recordings.com/wwwofmusic.

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**Dylan Gets Interactive**

**BY DAVID BERAN**

Fans of Bob Dylan can now explore the singer-songwriter's music—if not his personal life—in a CD-ROM, *Highway 61 Interactive.*

The Graphix Zone, producers of the successful *Prince Interactive* CD-ROM, has released *Highway 61,* in conjunction with Columbia Records.

The project had Dylan's approval. However, the artist stipulated that the CD-ROM stick to his music, and he offered no new interview.

Even so, the CD-ROM takes visitors through Dylan's 32 years in music by way of video animation, detailed graphics, unreleased music, and past interviews with Dylan and fresh ones with various associates.

"Bob wanted it to be more serious, and not along the lines of video games," says Angela Aber of the Irvine, Calif.-based Graphix Zone.

One of the revolutionary aspects of the CD-ROM is that it allows users to navigate linearly or by specific events. Eight 3-D environments include a Greenwich Village coffee house in 1961, backstage at Dylan's 30th anniversary TV special and Columbia's recording studio in New York in the early '60s. Users journey through rooms such as a recording studio, a re-creation of a coffee house stage, and can view Madison Square Garden from an onstage vantage point. By clicking on various objects users gain access to celebrity interviews, poetry readings, video clips and original charcoal sketches by Dylan.

"We opened up the Dylan archives and there's photographs, audio and video that's never been seen," Chuck Cottright, president of Graphix Zone, told GAVIN. "*Highway 61 Interactive* contains 10 full-length music tracks, clips from 42 other songs and unreleased versions of "House Of The Rising Sun" and "Like A Rolling Stone." Four full-length videos and rare photographs round out the visual portion. In addition, a database encompasses an unabridged lyric compendium of all songs from his 41 albums, a list of the artists who covered them and cover artwork.

*Highway 61 Interactive* is a hybrid title, operable on Macintosh and Windows, and retails for $59.
I used to work at Kentucky Fried Chicken as a packer, and in my teenage years I was in country and pop bands. My major at the Berklee College of Music was guitar, and I’m also noted for my acting talents. If I wasn’t involved in music I’d either be writing or acting, and when I moved to L.A. back in 1982 I had to hock my typewriter to stay afloat. Who am I? See page 9 for the answer...

What do San Francisco 49ers offensive coordinator Mike Shanahan and Interscope’s Sean Lynch have in common? Both leave winning teams in the same week and get new titles. Lynch becomes senior director of promotion at EMI based in L.A. as part of what appears to be a final transition at the label. Exiling the label are senior VP, promotion Ken Lane, Denver rep Julie Traub and Jeff Foster, who worked out of Dallas. On board replacing Foster is Zoo Entertainment Chicago rep Tony Davis, while Sharon White, formerly at Geffen, takes over the L.A. territory. At Interscope it seems the only question is when the official announcement will be made regarding the long-rumored addition of Hollywood senior VP, promotion Brenda Romano.

Exactly what does KLYV-Dubuque PD Joe Dawson have planned for WWKX (KIX 106)-Providence when he arrives as the new PD? Contrary to what you might have heard, Joe claims that “no decision has been made—stay tuned.” Current PD Scotty Snipes will remain at the station until President’s Day. Also leaving are APD Tom “Jammmer” Naylor and the morning team of MoJo and Curty Cut.

Lots of activity at the Capitol Tower where director of A/C promotion Leslie Marquez leaves after six years with the label. Taking her place is Nick Bedding of Callahan & Associates who will not only oversee A/C, but A3 as well. Look for Greg Sceese, currently working A3, to shift over to L.A. local duties sometime after the Gavin Seminar. Onward—speaking of A3 and seminars, will August’s A3 Summit remain in Boulder for another year? Only the Zimmermen know and they ain’t talking—yet. Plus, will Capitol’s John Fagel be making an announcement soon?

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**Sho-Pieces**

**ELTON JOHN**

The soundtrack to the film *The Lion King*, featuring two hits from Elton John, has attained RIAA-certified sales of seven million copies in the last eight months.

**DIONNE FARRIS**

Dionne Farris is a native of Bordentown, New Jersey, but got her career breaks in Atlanta where she worked with TLC, El DeBarge and eventually Arrested Development.

**BONNIE RAFTT**

Bonnie Raitt's new single, "You Got It," was a huge hit for the late Roy Orbison in early 1989. Did you know that Orbison wrote it with two of his fellow Traveling Wilburys, Tom Petty and Jeff Lynne?

**JULES SHEAR/ROBIN LORING**

Gloria Loring's current single, "Slow Dancing," was written back in 1976 by Jack Tempchin for a group he formed with Jules Shear called the Funky Kings. Johnny Rivers also had a hit with the song a year later.

**THE STONE ROSES**

It can now be told that back in 1987 a Manchester, England group called English Rose was going to re-name themselves The Angry Young Teddy Bears, but deferred to better judgement and settled on The Stone Roses. Their first gig, in Stockholm, Sweden attracted four paying customers.

**LUTHER VANDROSS**

Twenty years ago Luther Vandross wrote a song called "Everybody Rejoice (A Brand New Day)" which was included in the movie version of *The Wiz* and later became the theme of a Kodak commercial.

**CHRIS REA**

Back in 1973 Chris Rea joined his first band, Magdalen as its guitarist, replacing David Coverdale who had left to join Deep Purple.

**VANESSA WILLIAMS**

Vanessa Williams has made a video with the artist formerly known as Prince for his song "The Undertaker." Williams plays a drug addict who bears a Prince song and is miraculously cured of her addiction.

**WYNONNA**

Prior to launching her solo career, Wynonna had sold 15 million albums as part of the mother/daughter duo, The Judds.

**MARTIN PAGE**

Martin Page has written hit songs including Starship's "We Built This City," Go West's "King Of Wishful Thinking" and Heart's "These Dreams."

**LEVERT**

Gerald Levert is working on an album of duets with his father, Eddie Levert. The senior Levert is no stranger to hit music as he was a founding member of The O'Jays.

**GEORGE DUKE**

Multi-talented George Duke scored the themes to two recent network television talk shows: *Marilu* and *Leezo.*

**GLORIA ESTEFAN**

Gloria Estefan has a bachelor's degree in psychology from the University of Miami.

**SIMPLE MINDS**

It was 17 years ago this month that Simple Minds made their professional debut in their native Glasgow, Scotland. All of the original members, including Jim Kerr, had been in the band The Self Abusers, but left the group the day its first single was released.

**THE STORY**

Jonatha Brooke and Jennifer Kimball of The Story have decided to disband their group The Story and Brooke is already planning a solo career.

**BOB DYLAN**

Fifteen years ago this month, Bob Dylan won a Grammy in the Best Rock Vocal Performance category for "Gotta Serve Somebody."

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**TAKE A RIDE ON THE RIVER BRUNCH**

Discussion On The State Of Top 40

**Top 40 Awards Presentation**

Saturday, February 18 - 9:30 a.m.

We’ll parade through the streets of New Orleans then board the Riverboat for this Gavin first - ever event.

Sponsored by Atlantic, Columbia and MCA Records
LYLE LOVETT
The only obvious reference to Lyle Lovett's marriage to Julia Roberts on his new album, "I Love Everybody," is in the song "They Don't Like Me" where he quotes his in-laws. "He's really not that ugly, dear. She could have done much worse."

JOHN WAITE
In between solo projects, John Waite has been a veteran of two bands. The Babys (1977-80) and Bad English (1989-91).

ASS PONYS
Ass Ponys' A&M debut, "Electric Rock Music," was going to be the band's third independently-released album, but a tape of the completed album was sent to A&M who signed the band and proceeded to release the original without re-recording a lick.

VAN HALEN
Van Halen was formed 24 years ago in the Van Halen family's Pasadena, California garage. Brothers Alex and Eddie Van Halen were both born in The Netherlands, but as children moved with their parents to Southern California.

TONY BENNETT
Anthony Dominic Benedetto was performing under the stage name of Joe Benedetto in Long Beach, California, until one day at New York City's Paramount Theatre Bob Hope introduced him to the audience as Tony Bennett.

RESTLESS HEART
Restless Heart is no longer under contract with RCA/Nashville, but the band is not calling it quits even though various members are planning to write and/or record away from the group over the next year's self-imposed hiatus.

Sho-Bltz: Beverly Mire
Who Am I? David Beran
Friends Of Radio #1 |
Annette M. Lai
Sho-Pieces: Ron Foll
Sho-Dates: Diane Rufer

PROGRAMMING ADVICE FROM COACH WALSH

Former Stanford University and San Francisco 49ers football coach Bill Walsh writes a continuing column in Forbes ASAP, the new quarterly supplement to Forbes magazine.

In a recent issue, Walsh gives advice that's uncan-"nily targeted to a great many program directors. "The importance of recognizing a talented, effective employee may seem obvious," he says, "but a sur-
establish that by throwing their weight around.

As for respect, staffers want to give that to their bosses. Programmers don't need to be infallible, just human. Strong leaders will reveal weaknesses and it won't undermine them to admit a mistake or seek advice.

When morale is high," Walsh continues, "it might stand to reason that no one needs a psychological boost. But that's exactly at the person who impro-
vise a solution.

Air talent are at their most vulnerable when they are attempting to add "personality" to their work. Since this intangi-
tele is the most important way to differenti-
itate your station from its competitors, and the most important way to build a bond with the listener, it's more and more in demand these days. Yet many personalities have... a surprising number of managers find face-to-face, personal, public recognition difficult.
**GAVIN TOP 40**

**EDITOR:** Dave Sholin  
**ASSOCIATE EDITOR:** Annette M. Lai

**RECORDS TO WATCH**

**GILLETTE**  
"Mr. Personality"  
(Zoo)

Steve Perun and Tracy Austin report it's blowing up at KIIS Los Angeles. Need a song that reacts fast? Steve says this is it!

**RE = Re-Entry**  
† = Daypart

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**Chartbound**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist/Song</th>
<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
<th>TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LONDONBEAT</strong></td>
<td>&quot;Come Back&quot; (Radioactive/MCA)</td>
<td>106</td>
<td>93</td>
<td>592</td>
<td>+303</td>
</tr>
<tr>
<td><strong>COLLECTIVE SOUL</strong></td>
<td>&quot;Got&quot; (Atlantic)†</td>
<td>88</td>
<td>17</td>
<td>1390</td>
<td>+419</td>
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<tr>
<td><strong>GLORIA ESTEFAN</strong></td>
<td>&quot;Everlasting Love&quot; (Epic)</td>
<td>86</td>
<td>32</td>
<td>1251</td>
<td>+540</td>
</tr>
<tr>
<td><strong>PETE DROGE</strong></td>
<td>&quot;If You Don't Love Me&quot; (RCA/American)</td>
<td>80</td>
<td>17</td>
<td>1304</td>
<td>+169</td>
</tr>
</tbody>
</table>

RE = Re-Entry  
† = Daypart

Total Reports This Week 230 Last Week 233

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**Most Added**

**LONDONBEAT (93)**  
"Come Back" (Radioactive/MCA)

**BONNIE RAITT (54)**  
"You Got It" (Arista)

**GLORIA ESTEFAN (32)**  
"Everlasting Love" (Epic)

**RICHARD MARX (31)**  
"Nothing Left Behind Us" (Capitol)

**NIRVANA (30)**  
"The Man Who Sold The World" (DGC)

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**Top New Entry**

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

---

**Hot**

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

---

**Simple Minds**  
"She's A River" (Virgin)

---

**Crossover Action**

**URBAN/DANCE**

**CRYSTAL WATERS**  
"What I Need" (Mercury)

**MARY J. BLIGE**  
"I'm Goin' Down" (Uptown/MCA)

**SOUL II REAL**  
"Candy Rain" (MCA)

**IMMATURE**  
"Constantly" (MCA)

**TLC**  
"Red Light Special" (LaFace/Arista)

**BRANDY**  
"Baby" (Atlantic)

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

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

**BOYZ II MEN**  
"Water Runs Dry" and "Thank You" (Motown)

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

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

2 UNLIMITED  
"Get Ready For This" (Clyde/BMG)

**ALTERNATIVE**

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

**PORTISHEAD**  
"Sour Times (Nobody Loves Me)" (GoDiscs/London)

**DEADLY DICK**  
"Perfect Family" (Ichiban)

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

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

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

**THE CRANBERRIES**  
"The Ballad Of Peter Pumpkinhead" (RCA)

**ERASURE**  
"I Love Saturday" (Mute/Epic)

**HOOTIE & THE BLOWFISH**  
"Let Her Cry" (Atlantic)

---

**Association Editor's Notes:**

- **THE REAL McCOY** - Another Night (Arista)
- **TOM PETTY** - You Don't Know How It Feels (Warner Bros.)
- **TONI BRAXTON** - I Belong To You (LaFace/Arista)
- **JON SECADA** - Mental Picture (SBK/EMI)
- **EAGLES** - Love Will Keep Us Alive (Geffen)
- **ANDRU DONALDS** - Mishale (Metro Blue/Capitol)
- **JON SECADA** - Mental Picture (SBK/EMI)
- **THE REAL McCoy** - Another Night (Arista)
- **GAVIN** - A Bow (Maverick/Sire/Warner Bros.)
- **BOYZ II MEN** - On Bended Knee (Motown)
- **PEARL JAM** - Better Man (Epic)
- **BLACKSTREET** - Before I Let You Go (Interscope/Atlantic)
- **JAMIE WALTERS** - Hold On (Atlantic)
- **BRANDY** - "Baby" (Atlantic)
- **K-CI HAILEY** - "If You Think You're Lonely Now" (Mercury)
- **BOYZ II MEN** - "Water Runs Dry" and "Thank You" (Motown)
- **SPANISH FLY** - "Daddy's Home" (Upstairs)
- **ADINA HOWARD** - "Freak Like Me" (Elektra/EEG)
- **2 UNLIMITED** - "Get Ready For This" (Clyde/BMG)
- **OASIS** - "Live Forever" (Creation/Epic)
- **PORTISHEAD** - "Sour Times (Nobody Loves Me)" (GoDiscs/London)
- **DEADLY DICK** - "Perfect Family" (Ichiban)
- **FLAMING LIPS** - "She Don't Use Jelly" (Warner Bros.)
- **THE CRANBERRIES** - "Ode To My Family" (Island)
- **NIRVANA** - "The Man Who Sold The World" (DGC)
- **THE CRANBERRIES** - "The Ballad Of Peter Pumpkinhead" (RCA)
- **ERASURE** - "I Love Saturday" (Mute/Epic)
- **HOOTIE & THE BLOWFISH** - "Let Her Cry" (Atlantic)

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**Reception and Popularity Trends:**

- **106** reports for **LONDONBEAT**
- **88** reports for **COLLECTIVE SOUL**
- **86** reports for **GLORIA ESTEFAN**
- **80** reports for **PETE DROGE**

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**Station Reporting:**

Station Reporting Phone: (415) 495-1990  
Gavin Fax: (415) 495-2980

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**February 3, 1995**
### Up & Coming

- **Up & Coming**

### Inside Top 40

- Other than a short stint at now-defunct Y95-Dallas and traveling back and forth to Australia for a year working with a Top 40 client of consultant Jeff Pollack, Charlie Quinn has spent the '90s out of radio. While many spend a lifetime chasing their dream, Quinn turned his into reality when he pulled up stakes in Philadelphia, where he was PD of Eagle 106 (WEGX) and moved to Los Angeles to pursue a career writing screenplays.

- He sold script ideas to Columbia Pictures, Tri-Star and New World Pictures, but quickly found out that for most, the real money comes after years of waiting for scripts to turn into working projects.

- Quinn then reconceived with radio as VP, station relations for Cutler Productions, but this year he returned to programming when he took over for John Ivey at WYHY (Y107) Nashville. By virtue of his years away from broadcasting, Charlie Quinn can probably identify with what it’s like to be a radio listener better than anyone.

- One of the most obvious things he noticed during this four year salubrious was that we place so much importance on nuances. "We tweak things here and there thinking they’ll make a difference," he says. "Though I understand the need to be diligent and keep everything in sync, some of those details seem laughable. It’s important to keep in mind that radio is like water to people. They don’t think, 'Hey, when I turn on the tap I sure hope it’s there.' The water just flows and they give it a second thought. Radio has all the importance of water coming out of the tap. It’s just radio—free on the air, everywhere. As a listener I’m now the radio listener better than anyone."

- Expect personality to be a big part of Quinn’s game plan in Nashville. Experience has taught him the importance of believing in yourself. "Maintain allegiance to yourself above everything else," he says. "You don’t have to be a great job for your company, you do it for yourself—your own self-respect. People who do it for someone else have the worse motivations in life. Do it for yourself." Welcome home Charlie—it’s great having you back in the fold.

#### SEMINAR UPDATE!

Programmers will get to question Arbitron’s recently appointed general manager, Pierre Bouvard, in a session that’s just been added. Want to know how much you’re worth to your GM? Don’t miss Paul Drew, who’ll reveal all you need to know to make the GM/PD relationship profitable in more ways than one. Also, the word is out on the first-ever off-site Top 40 brunch/discussion and awards presentation. It all happens aboard a riverboat following a parade (band and all). Since Atlanta, Columbia and MCA are sponsoring this event, I hope the marching band knows how to play the new hits by Hootie & The Blowfish, Dione Farris and Londonbeat! Finally, there is no more knowledgeable about hit songs and hit artists than Arista president Clive Davis, who has agreed to sit down and talk music, the industry, and more in his first appearance in front of programmers in ten years. We hope to see you in Nawlins.
### Gavin Go Chart

<table>
<thead>
<tr>
<th>TW</th>
<th>SPINS</th>
<th>TREND</th>
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<tbody>
<tr>
<td>1</td>
<td>MADONNA - Take A Bow (Motown/Sire/Warner Bros.)</td>
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<tr>
<td>2</td>
<td>BOYZ II MEN - Da Bump (Motown)</td>
<td>3720</td>
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<tr>
<td>3</td>
<td>TOM PETTY - You Don't Know How It Feels (Warner Bros.)</td>
<td>3527</td>
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<tr>
<td>4</td>
<td>NOOTIE &amp; THE BLOWFISH - Hold My Hand (Atlantic)</td>
<td>3032</td>
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<tr>
<td>5</td>
<td>BON JOVI - Always (Mercury)</td>
<td>3001</td>
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<td>6</td>
<td>R.E.M. - Bang And Blame (Warner Bros.)</td>
<td>2929</td>
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<td>7</td>
<td>EAGLES - Love Will Keep Us Alive (Columbia)</td>
<td>2777</td>
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<td>8</td>
<td>SHERYL CROW - Strong Enough (A&amp;M)</td>
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<td>9</td>
<td>VANESSA WILLIAMS - The Sweetest Days (Warner Bros.)</td>
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<td>10</td>
<td>DESSREE - You Gotta Be (500 Music)</td>
<td>2455</td>
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<tr>
<td>11</td>
<td>JON SECADA - I Need You To Want Me (Epic)</td>
<td>2409</td>
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<tr>
<td>12</td>
<td>MARTIN PAGE - In The House Of Stone And Light (Mercury)</td>
<td>2395</td>
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<td>13</td>
<td>4PM - Sukiyaki (Next Plateau/Island)</td>
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<tr>
<td>14</td>
<td>DIONNE FARRIS - I Know (Columbia)</td>
<td>2236</td>
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<td>15</td>
<td>GREEN DAY - When I Come Around (Reprise)</td>
<td>2153</td>
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<td>16</td>
<td>JADE - Every Day Of The Week (Giant)</td>
<td>2032</td>
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<td>17</td>
<td>ANDRU DONALDS - Mishale (Metro Blue/Capitol)</td>
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<td>18</td>
<td>TONI BRAXTON - I Try (Arista)</td>
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<td>19</td>
<td>MELISSA ETHERIDGE - I Want To (Island)</td>
<td>1896</td>
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<td>20</td>
<td>FREDY JOHNSTON - I'm Gonna Be Me (Epic)</td>
<td>1890</td>
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<td>21</td>
<td>ANI KRAMOZ - More Comes The Hotstepper (Columbia)</td>
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<td>22</td>
<td>WEEZER - Buddy Holly (Epic)</td>
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<td>23</td>
<td>CORONA - The Rhythm Of The Night (Elektra/Eastwest)</td>
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<td>TLC - Creep (Lafayette)</td>
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<td>HUEY LEWIS &amp; THE NEWS - The Power Of Love (Elektra/EAG)</td>
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<td>THE REAL MCCOY - Another Night (Arista)</td>
<td>1526</td>
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<td>27</td>
<td>GIN BLOSSOMS - Allison Road (A&amp;M)</td>
<td>1515</td>
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<td>28</td>
<td>RICHARD MARX - Nothing Left Behind Us (A&amp;M)</td>
<td>1400</td>
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<td>29</td>
<td>CECE PENISTON - Keep Givin' Me Your Love (West End Mix) (Columbia)</td>
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<td>30</td>
<td>QUEENSRYCHE - Bridge Of Sighs (EMI)</td>
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<td>COUNTING CROWS - Rain King (CSC)</td>
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<tr>
<td>32</td>
<td>MELISSA ETHERIDGE - I'm The Only One (Island)</td>
<td>1050</td>
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<td>33</td>
<td>PEARL JAM - Even With You (A&amp;M)</td>
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<td>34</td>
<td>Celine Dion - Only One Road (505 Music)</td>
<td>1040</td>
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<td>35</td>
<td>THE CRANBERRIES - Zombie (Island)</td>
<td>1033</td>
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<tr>
<td>36</td>
<td>JAMIE WALTERS - Hold On (Atlantic)</td>
<td>1009</td>
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<tr>
<td>37</td>
<td>AMY GRANT with VINCE GILL - House Of Love (A&amp;M)</td>
<td>1007</td>
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<td>38</td>
<td>COLLECTIVE SOUL - Gel (Atlantic)</td>
<td>984</td>
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<tr>
<td>39</td>
<td>JOHN MELLENCAMP - Dark Naked (Mercury)</td>
<td>935</td>
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<tr>
<td>40</td>
<td>JANET JACKSON - You Want This (Virgin)</td>
<td>931</td>
</tr>
</tbody>
</table>

### What's Going On

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

**DAVE BAVIDIO, PD, WDER-DE KALO, ILL.**

- "We're having good success with Andru Donalds' 'Mishale' and Martin Page's 'In The House Of Stone And Light.'"

**TOM MORGAN, PD, 94X (WQXK)-SELINGROVE, PA.**

- "We're getting a nice buzz on Foreigner's 'Until The End Of Time.' John Waite's 'How Do I Get By Without You?' is getting great reaction action."

**STEVE GLINSKY, PD, WQRG-BRIDGEPORT, N.Y.**

- "We're getting lots of calls for Hootie & The Blowfish's 'Lad Her Cry' and are still getting a ton of requests for 'Hold My Hand.' Bonnie Raitt's 'You Got It' is taking off quickly on the phones."

**DAVE CHRISTOPHER, PD, KSLY-SAN LUIS OBISPO, CALIF.**

- "Gillie's 'Mr. Personality' is one that will cause a lot of reaction. We're testing Collective Soul's 'Gel' and have opened the rotation based on heavy advertising of The Jerky Boys trailer."

**STEVE MCKAY, PD, WSBG-FM-STEINBOURG, PA.**

- "We're having good success with Tom Moaosm, PD, 94KX (WQKX) - "We're having good success with Tom Moore's 'Mishale' and Martin Page's 'In The House Of Stone And Light.'"

**ANDRU DONALDS - Mishale (Metro Blue/Capitol)**

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**ARTIST PROFILE**

**PEARL JAM**

**Vocal(s):** Eddie Vedder

**Drums:** Jack Irons

**Bassist:** Jeff Ament

**Guitarist:** Stone Gossard

**Current Album:** Vitalogy

**Current Single:** "Better Man"

The band's current album, Vitalogy, features a more experimental sound compared to their previous releases, reflecting their growth and evolution as a band. "Better Man" is a popular single from this album, showcasing the band's ability to create impactful and introspective music. The band has continued to push boundaries and evolve, maintaining a strong connection with their fans through their unique style and storytelling in their music.
Spend President's Weekend With These Presidents


Strauss Zelnick, president and CEO of BMG Entertainment, North America.

Clive Davis, a special guest star one-on-one conversation with Dave Sholin by the founder and president of Arista Records and one of the most influential record executives of all time. This is the first time Clive Davis has spoken before the industry in over 10 years! Seating is limited to this rare and special event.

Howie Klein, president, Reprise Records.

Pierre Bouvard, general manager, Arbitron (He'll be President some day).

Bruce Lundvall, president, Blue Note Records.

John Lund, president of Lund Media Research.

Brace Milligan, president, Blue Note Records.

Paul Drew, president, Paul Drew Enterprises.

Official Performances by...

(Alisted alphabetically)

August Sons
Dave Alvin
The B.B.M.S.
Bad Religion
Bare Naked Ladies
Belly
Better than Ezra
Blue Rodeo
Blues Traveler
Bone Pony
Boxing Grandis
Brooklyn Funk Essentials
Bunnygrunt
Capleton
Cash Money Click
The Caulfield Dirt
Chad & The Chew
Christopher Cross
Dave Matthews Band
Deadeye Dick
The Dellevantes
Dirt Merchants
Dishwalla
Pete Droge
Joe Ely
4D Thievz
Dionne Farris
Rosie Flores
Steve Forbert
Fossil
Michael Fracasso
Funkoobiest
Gary Bartz Quintet
Gee God Dolls
Goodie Mob
P.J. Harvey
Home
Jayhawks
DJ Jazzy Nice & Andrew Jervis
Jim Lauderdale
Junior Brown
K-Dee
Robert Earl Keen
Kicking Giant
Kittiwinder
Korn
Sonny Landreth
Large Professor
Lazy
Magnapop
Moist
Morphine
Keith Murray
Neo's Atomic Dustbin
Ivan Neville
Nine Inch Nails
Heather Nova
D.C.
Omar
Joan Osborne
Graham Parker
Nicholas Payton
Peabody
Pop Will Eat Itself
The Poster Children
Prick
Rampage the Last Dayscout
Ras Kass
Rotting Razkals
Tom Russell
Skuf
Saafir
The Samples

Special Top 40 Riverboat Awards Brunch brought to you by Atlantic, Columbia and MCA Records

1995 Gavin Seminar
Hyatt Regency, New Orleans
February 15th-18th
Seminar Registration Hotline: (415) 435-3200
Hotel Reservations: (504) 561-1234 (Ask for reservations)
Plane Reservations: (800) 747-2144
Sign Up For Service
Good service is crucial to any business. In music, radio needs record service, so this year we’re offering “Sign Up for Service” at the Seminar. Radio stations can fill out a quick form at the Seminar Information Desk, and Gavin will make sure it gets to the right people at the right labels. Record service—with a smile.

Wednesday, February 15
3 p.m.-9 p.m. Registration

Thursday, February 16
8 a.m.-9 p.m. Registration

10:30 a.m.
KEYNOTE ADDRESS: STRAUSS ZELNICK
With his background in film (president/CEO of 20th Century Fox) and software (president/CEO of Crystal Dynamics), BMG's president can place radio and music into the context of the much-vaunted information superhighway.

12:00 Noon
DENNY PEKLE 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 really a panel, it's not quite a game show, but it's certain to be both entertaining and informative.

Radio's Place In The New Media Landscape
A multi-media presentation from the strategic and tactical research firm, The Eagle Group outlines who listens to radio, why and how much they listen, and why they don't. Where is the real competition to radio and what can radio expect in the near and distant future? This $50,000 survey conducted in 1994 is presented by Eagle's Matt Hudson.

12:30 Noon
THE OFFICIAL JAZZ/A2 WHENJAGETTIN?
CTI presents a special Gavin Showcase with Larry Coryell and Donald Harrison.

The Official A3 WHENJAGETTIN?
Gavin showcase gig THA

2:30 p.m.
WAY SALES IS IMPORTANT TO PROGRAMMERS
A session devoted to the roles of sales programmers conducted by John Lund of The Lund Consultants. We'll explore the ways programmers can most effectively deal with their sales and promotion departments, how sales presents each station's programming to its clients, and how programmers can sell ideas up and down each station's chain of command.

1995 Rap Radio Olymipics
Programmers and DJs will be asked to register by applause the quality and competitive radio playability of newer-released songs. Roundtable discussion to follow. Guest: Gavin rap editor Theresia S. Middle 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 transforming hard music into formats that have been held hostage to conventional wisdom and a business-as-usual atmosphere? Panelists include Mike Morten/WSGI-Port Huron, MI (moderator), Jon Nardachone/Atlantic Records, Sheri Sinclair/Energy Records, Sudi Gauschke/McGathy Metal, Judd Wesley/WWQW-Glenside, PA, Rob Fiend/Gavin.

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 KBQQ's Lisa Warden, WDRB's Russ Motla and more THA

4:15 p.m.
Black Adult Contemporary: The Next Giant Step
This panel discussion will focus on the growing trend of urban stations that are taking the giant step toward re-defining their on-air image, and marketing themselves to an adult audience.

Cynemarketing: Jazz/A2
A discussion on the proliferation of jazz and adult alternative music over the Internet. How can the computer age help benefit jazz's lineage and A2's progressive?

Maximizing Top 40's Potential In The '90s
K2FM-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.

American Recordings and Gavin Present The Second Annual College and Alternative Southern Mixer
Break the ice, charm the legs and get first-round schmoozing, your demands for servicing and debases on programming out of the way. 4+1+D and Sub Pop sponsor the microbrew.

Friday, February 17
8 a.m.-8 p.m. Registration

10:00 a.m.
ARRIOTH'S PIERRE BOUVARD
Incoming General Manager of Arrioth makes his debut appearance to field any questions you may have (and we know you have em!). Get ready for a lively presentation and the liveliest Q&A of the seminar.

11:00 a.m.
PD TO PD
Is your GM listening? Paul Drew, former Gavin PD Of The Year, first recipient of The Bill Gavin Heritage Award and one of the first six Gavin correspondents, explains how to derive the most benefit from the PD/GM relationship. Culled from his numerous seminars, this session will give programmers insight on their worth.

Putting The A Back In Alternative
Hosted by KUTQ's Jonathan Rosen. Session in the round with X-96's Sean Zeilhatten, Rev.105's Kevin Cole and more THA

American Roundtable
An informal gathering to map out the format's course and meet your peers. Special musical guests will perform. Immediately following will be a luncheon sponsored by Counterpoint Music Group.

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 and the Gavin Adult Contemporary Awards ceremony. Event sponsored by McD Promotion, Donna Brake Promotion and Rhythm Safari with a special acoustic showcase by Christopher Cross.

Adult Alternative Radio Expo
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 keep out any IDs so you 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.

12:30 p.m.
Jazz/A2 Benchmark Showcase And Awards Presentation Featuring Jacky Terrasson
So you know you like jazz and you 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 waste time. Plus, we get the results a day earlier.
11:00 a.m.  
ALTERNATIVE URBAN: MAKING IT WITHOUT THE MAINSTREAM

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

9:30 a.m.  
THE GAVIN JUKEBOX JURY

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.

3:00 p.m.  
A3 AWARDS LUNCHEON

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

1:00 p.m.  
HERB CORBIN: THE ART OF NEGOTIATION

Special Gavin address, in association with Jeff McCluskey and Associates, by the bestselling author of "You Can Negotiate Anything." During the past three decades, Herb Corbin has been a practicing negotiator, intimately involved in some of the world's headline dramas, from hostage takeovers to hostage negotiations.

9:00 a.m.  
HERB CORBIN: THE ART OF NEGOTIATION

Join us for a one-on-one in which 91X's Mike Halloran and KALX's Anthony Bonet attempt to discover the width of 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.

2:30 p.m.  
PRESSURE, PROMOTION AND PRIORITIES IN RAP RADIO

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

4:30 p.m.  
PRESSURE, PROMOTION AND PRIORITIES IN RAP RADIO

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

10:00 a.m.  
A2 JUKEBOX JURY

Everybody else has shamelessly copied our Jukebox Jury concept. But fear not. We have improved it immeasurably as the top radio cars 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 Gavins Applause-O-Meter to measure responses from the audience.

3:00 p.m.  
A3 AWARDS LUNCHEON

Starring Giant Recording artist Steve Forbert. Live music as an old friend and his buddies who will provide a perfect backdrop, as Gavins honors A3's best.

1:00 p.m.  
HERB CORBIN: THE ART OF NEGOTIATION

Special Gavin address, in association with Jeff McCluskey and Associates, by the bestselling author of "You Can Negotiate Anything." During the past three decades, Herb Corbin has been a practicing negotiator, intimately involved in some of the world's headline dramas, from hostage takeovers to hostage negotiations.

9:00 a.m.  
HERB CORBIN: THE ART OF NEGOTIATION

Join us for a one-on-one in which 91X's Mike Halloran and KALX's Anthony Bonet attempt to discover the width of 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.

2:30 p.m.  
PRESSURE, PROMOTION AND PRIORITIES IN RAP RADIO

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

3:00 p.m.  
PRESSURE, PROMOTION AND PRIORITIES IN RAP RADIO

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

10:00 a.m.  
A2 JUKEBOX JURY

Everybody else has shamelessly copied our Jukebox Jury concept. But fear not. We have improved it immeasurably as the top radio cars 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 Gavins Applause-O-Meter to measure responses from the audience.

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Most Added

ROTTIN RAZKALS
Ohh Yeah! (Iiltown/Motown)

BANDIT
All Men Are Dogs (Creative Control/London)

Like That!? 

**THES ARE THE BREAKS...** After struggling for four years as a new label and experiencing moderate success with *Intelligent Hoodlum* and *Dred Scott*, Tuff Break was closed down by A&M Records. According to Rockhardy, the parent company “Could not support or promote the label the way we needed them to. However, A&M is being very fair with the Tuff Break staff and the artists.” As of now, the fate of Str8-G, Gripsta, and the yet-to-be-released Tasc4orce are in limbo. Barry and the artists “Are not sure what we need to do. However, A&M is being very fair with the Tuff Break staff and the artists.”

**NEW**

**26** STATE OF EMERGENCY - "Phatville: My Soul (Mad Sounds/Motown)

**22** DR. DRE & ICE CUBE - "Put It On (Creative Control/London)

**20** LIKE MO... (Tuff Break/EMI)

**19** JERU THE DAMAJA - "Can't Stop the Prophet (Payday/FFRR)

**18** BRUCE RUSSELL - "The Watcher...Dru Down will get a crown for that fly 'do in L.A. February 6. Luniz and Relativity's all-live fundraising week, and "The Watcher...Dru Down will get a crown for that fly 'do in L.A. February 6. Luniz and Relativity's all-live fundraising week, and"

**17** BANDIT - "All Men Are Dogs (Creative Control/London)"

**16** PHARCYDE - "My Soul (Mad Sounds/Motown)"

**15** JERU THE DAMAJA - "Can't Stop the Prophet (Payday/FFRR)"

**14** ELVIRA - "Like MO... (Tuff Break/EMI)"

**13** BANDIT - "All Men Are Dogs (Creative Control/London)"

**12** STATE OF EMERGENCY - "Phatville: My Soul (Mad Sounds/Motown)"

**11** LIKE MO... (Tuff Break/EMI)

**10** JERU THE DAMAJA - "Can't Stop the Prophet (Payday/FFRR)"

**9** BRUCE RUSSELL - "The Watcher...Dru Down will get a crown for that fly 'do in L.A. February 6. Luniz and Relativity's all-live fundraising week, and"

**8** BANDIT - "All Men Are Dogs (Creative Control/London)"

**7** PHARCYDE - "My Soul (Mad Sounds/Motown)"

**6** JERU THE DAMAJA - "Can't Stop the Prophet (Payday/FFRR)"

**5** BANDIT - "All Men Are Dogs (Creative Control/London)"

**4** STATE OF EMERGENCY - "Phatville: My Soul (Mad Sounds/Motown)"

**3** LIKE MO... (Tuff Break/EMI)

**2** BRUCE RUSSELL - "The Watcher...Dru Down will get a crown for that fly 'do in L.A. February 6. Luniz and Relativity's all-live fundraising week, and"

**1** BANDIT - "All Men Are Dogs (Creative Control/London)"

K-DEE FOUND WITH MACK 10

The self-proclaimed "Freshest MC In The World" (left) and Mack 10 (right, last seen recruiting Ice Cube for a heat in the clip for "What Can I Do"), respectively. During the Lench Mob's video shoot for "Chocolate City," Mack 10 is coming to a soundtrack, Friday, near you.

TV show, and you can catch the *Chief Keef Eccentric* as Chief Veyrer in *United Paramount Network's The Watcher...Dru Down will get a crown for that fly 'do in L.A. February 6. Luniz and Relativity's all-live fundraising week, and"

Reports accepted: Thursday Only 9am - 4pm
Station Reporting Phone: (415) 495-1900 Gavin Fax: (415) 495-2580

GAVIN FEBRUARY 3, 1995
BRAND NUBIAN

The new single and video from
EVERYTHING IS EVERYTHING.

HOLD ON

"Another breathtaking achievement by one of hip-hop's hardest and most uncompromising groups."

--The Source

Produced by Lord Jama for 7G Productions / Co-produced by Sadat X

PULL YA HOE CARD

The premiere single and video from Made In America

Produced by E-A-Ski and CMT Productions, A Division Of Infrared Music Group

On Elektra and EastWest compact discs and cassette
RAP RETAIL

SINGLES

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ALBUMS

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New Releases

OL' DIRTY BASTARD
Brooklyn Zoo/Give It To Ya Raw (Elektra)

This Shaolin warrior from the Wu-Tang clique is doin' more than holdin' his own with his explosive, spitfire-spewin' declarations of lyrical superiority. He's puttin' down 17 years of hard work in hip-hop on wax with a skillful comix intensity that is unmatched and on point. Let yourself go and give in to this irresistible treat of crazy rhymes and frenetic beats, the first of which ODB himself produced. Get your vote with Eric Skinner at Jive (212) 475-4175.

TheMBISA S. Mshaka

FU-SCHNICKENS
"Sum Dum Munkey" b/w "Visions 20/20" (Jive)

This double A-side represents the range of this trio of rapid-fire rhyme innovators. "Sum Dum Munkey" is an odd blend of a looming bassline, up-tempo drums and the crew's frenzied vocal acrobatics. Though it has an improvisational feel which is great for radio, it goes back to the days when people were proud to be Black and committed to action, which is exactly where Digable Planets are now.

BUTTERFLY ON THE ALBUM'S ATTITUDE: "We felt the need to talk about how mainstream American society deals with diversity, intelligence and self-love that is often suppressed. It goes back to the days when people were proud to be Black and committed to action, which is exactly where Digable Planets are now."
The song that's on every woman's lips!

**BANDIT**

ALL MEN ARE DOGS?

The first single featuring the phat re-mix from Sean "Puffy" Combs

---

**I-800 Suicide**

As featured in the Film Tales From The Crypt: Demon Knight

Featuring the "Poisonous Mix" by RZA

Album approaching GOLD

Video added at The Box! Request it on the Box. NOW Video #175!

GEE STREET

Gee Street Records Inc.
GAVIN URBAN

Chartbound

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<td>Brownstone - If You Love Me (MJU/Epic)</td>
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<td>TLC - Creep (LaFace/Arista)</td>
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<td>Soul IV Real - Candy Rain (MCA)</td>
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<td>Tiony Braxton - I Belong To You (LaFace/Arista)</td>
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<td>Anita Baker - I Apologize (Elektra/EGG)</td>
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Heavy or Medium rotation.

Hit Factor is a percentage of

---

Total Reports: This Week 80 Last Week 78

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

Reports accepted: Monday at 8am through 5pm Tuesday

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

GVA

---

Most Added

BOY II MEN

"Thank You" (Motown)

PORTRAIT

“I Can Call You” (Capitol)

JOHNATHAN BUTLER

“Can We Start All Over Again?” (Mercury)

Hot

BOY II MEN

“Thank You” (Motown)

Top Tip

PHIL PERRY

“If only You Knew” (MCA)

Inside Urban

DOING IT IN PITTSBURGH

Kaper/RCA recording artists Blackgirl made a special appearance at Pittsburgh’s popular nightclub Club Vegas. The trio had a great time with fans and local radio personalities. Their current single, “Let’s Do It Again,” debuted on the urban chart at #30. Pictured backstage are left to right: Blackgirl’s Tye-V and Rochelle; WAMO’s Al. B. Sylk and Blackgirl’s Pam. WAMO’s J.J. Stone.

It’s already February and there’s a lot going on. The seminar is just about two weeks away and I hope you have all your plans together. While the seminars are going on the New Orleans mayor Marc H. Morial will be hosting a meeting of industry executives on the Black Music Hall Of Fame committee. The groundbreaking ceremony was held this past November, and now it’s time to get down to building the institution. If you are on a committee and have not been notified about the meeting contact Jackie Harris at (504) 565-8104. Harris is the city’s director of the Music and Entertainment Commission... February is Black History Month so be sure to celebrate by remembering to remember. Remember those who’ve have passed through, and those who are living examples as well... Thom
you've heard the grunge, now feel the groove

Seattle's Own

The new vocal quartet that expertly combines smooth ballads, street savvy grooves and tight harmonies.

first single

can u show me
(From the forthcoming debut album "What Comes Natural")

GOING FOR ADDS ON FEBRUARY 13th

On January 16th, Martin Luther King's Birthday, over 62 stations united to play "lift every voice & sing" in honor of our slain civil rights leader.


Totally Crazy Promotions & Marketing 313.961.8236
Beres Hammond

Terror Fabulous

Ini Kamoze

Snow

Nadine Sutherland
zigsy marley
Radio stations have begun their look for more news here...Blacktor at WKWM-Grand Rapids to
has left his post as program director. He comes from WMPZ (Z-93)-Chattanooga as pro-
Henderson has joined the staff at music director Dana Hall (far right).

Heart & Song. Pictured at the WILD in Boston promoting their album Mind Giant Records artists Jade were recently in Boston promoting their album Mind Heart & Soul. Pictured at the WILD radio gathering with group members are

Black History campaigns. Have Your...Here are some of the events that are happening. WTLK-Indianapolis is airing Black History vignettes and saluting local living legends. The station is also hosting a Black film festival at the Madam C.J. Walker building. (Walker actually had the building built.) The festival runs each Wednesday in February. KJIMZ-Dallas is featuring ABC Radio Networks' Profiles In Pride, hosted by Norm Hall.

Program director Thomas Bacote, says, "We're taking a look into 40 years of Dallas' African-American history. We're taking listeners on a four-hour tour every Saturday in February to Dallas neighborhoods that have local African-American history. We're also doing our annual Black film festival in celebration. The first year we featured early African-American films. Last year we looked at the Black exploitation era. This year our theme is true stories. We're bringing in Lynn Whitfield, who played Josephine Baker in the HBO movie produc-

when we screen the film. We're also showcasing other films, such as The Medgar Evers Story and Glory. We're working with the SMU film archives. WUFO-Buffalo is celebrating with on-air vignettes featuring some historic items of interest. "We're focusing on local outstanding African-Americans and this year we're also featuring efforts from children," says program director Leneore Williams. WBLS-New York is hosting Black history profiles and debuting a Black history trivia contest. The grand prize is a trip to Senegal. The first 50 prize winners will receive a Black History Month commemorative swashbuck. The contest features daily questions. Listeners can stop by participating McDonald's to pick up entry forms. WJJJ-Jacksonville is celebrating by holding a Black History Awareness Gospel Extravaganza in Mayport, the Naval station outside the city. The station is also having a cultural fair at a local African-American high school. WJBT along with the local Urban

ALL-4-ONE SHOW
SKILLZ

Blitz/Atlantic recording artists All-4-One is shown here receiving a double platinum award for their self-titled debut album She's Got Skillz. The single, "She's Got Skillz," is #38 on the urban chart. Shown
celebrating are left to right: All-4-One's Tony Borowiak, and Jamie Jones; Atlantic Records president Val Arzoli; All-4-One's Delious; Blitz Records president Tim O'Brian; All-4-One's Alfred Nevarez; Atlantic Records, vice president/West Coast general manager, Ron Shapiro.

MISTA GRIMM
"Situation: Grimm"
(550/Epic Street)

Rap artist Mista Grimm first came to light on the soundtrack to filmmaker John Singleton's Poetic Justice. Now Grimm and Singleton continue their partnership with this smooth jammie taken from The Higher Learning soundtrack. Like his Long Beach companions Snoop, Domино and Warren G, Mista Grimm delivers laid back rhymes that are ripe with SoCal slang. The addition of some searing soul vocals (supplied by Val Young) and slinky wah wah guitar make this track a smooth blast of G-funk tinged R&B.

According to Cornelius, event will be co-hosted by Patti LaBelle, Anita Baker and Kenny "Babyface" Edmonds. Remember to send us your photos and news to: GAVIN, Urban Music Department, 140 Second Street, 2nd Floor, San Francisco, CA 94105.

—Peace, Bill

Celebration. Each of these words describes the essence of the fiery and sensual genre of reggae dancehall music. Where reggae found its way into the hearts and ears of America through rock n' roll, dancehall reggae is trailblazing its own path via soul, R&B, and hip-hop. Join GAVIN as we pay tribute to four women who regulate the pulse of the industry, several artists who keep reggae's life blood flowing, and the incomparable Bob Marley, one man whose legacy represents the heart and soul of the sound.

Give thanks and praises!

---

DANCEHALL '95 PREVIEW

This is just a sample of what some labels have to come this season on the dancehall tip. This represents everyone who responded to our request for their upcoming releases and is just the beginning, for '95 is looking like dancehall's year to shine!

**CAPITOL**

**SPRAGGA BENZ**

This veteran deejay's debut album, entitled *Uncommonly Smooth*, arrives in May. Danny Brownie produced its lead single, "A-Lover," which hits next month. A&R woman Stacy Greenberg signed him last February, and *Uncommonly Smooth* features duets with Ben E. King and Cocoa Tea. Contact Clint Works at (212) 492-5318.

**LOOSE CANNON**

**BUJI BANTON**

Buju has come to Loose Cannon with label President Lisa Cortes, who signed him to Mercury in 1992. His groundbreaking new album, *Shiloh*, is slated for late spring release. Contact Lesley Pitts at (212) 603-7692.

**HIND STRICT IA COMPILATIONS**

Volume I highlights wicked deejays and features Daddy Screw, Buju Banton, Bounty Killer, and Terror Fabulous. Volume II will spotlight the singers. Johnny Osbourne's classic "Buddy Bye" will be the lead single on Volume II, boasting a phat remix by Kenny Dope. Both sets are due in March.

**LOVE PONANT IAA**

A compilation "all about sex," as A&R man Murray Elias put it. Features Lovindeer, Yellowman, and General Degree. Due in March.

**WITTY URNS**

Cutty Ranks will cut a full-length due in May. Classic smash single "A Who Seh Me Dun (Wake The Man)" will have new remixes by the Dynamic Duo, set for March release. A brand new single drops with the album. Hip-hop collaboration of the season: Cutty and Black Moon.

**UNICA SILVER B BON YOUTH**

Quick Silver & Don Youth will release "Pump It," a single produced by Mykey Bennett, the man who produced "Mr. Loverman" for Shabba Ranks. Look for that at the end of March. For vinyl contact James Azor at (212) 627-8000 or K-Woo and Roddy Rod in L.A. (800) 235-2300.

**ELEKTRA ENTERTAINMENT GROUP**

**SNOW**

Murder Love is the sophomore effort from triple-platinum seller Snow. Nadine Sutherland graces the first single "Anything For You" with her sultry vocals. Snow collaborates with Junior Reid and Ninjaman, among others. Release date: February 28.

**NADINE SUTHERLAND**

Speaking of Nadine, she's also coming with a full-length album this summer. It's in production now, but judging from her chart-topping performance on Terror Fabulous' "Action," it promises to be hot.

**SHAKA**

This brother is currently in development with Elektra. A test pressing was sent to DJs to get a feel on the reaction he'd have at radio. "Assalaam-Alaikum" is blowin' up the request lines along the Eastern seaboard.

**ZIGGY MARLEY & THE MELODY MAKERS**

Ziggy is newly-signed to Elektra from Virgin, and is currently in production in Jamaica. Look for the album sometime this summer. For product contact Erica McDaniels at Elektra (212) 275-4175.

**FREEZE**

Capleton is reeling from the success of "Tour," remixed by Atlanta's Dynamic Duo. An album of some previous hits and new material is forthcoming. For vinyl, contact Hershey at (212) 243-1189.

**PROFILE**

**DANCEHALL DAYS: OLD TO THE NEW**

A compilation of six hard-to-find classics with brand new cuts from Bounty Killer and Terror Fabulous. Due this spring.

**DANCEHALL STYLEE: BEST OF REGGAE DANCEHALL VOL. 5**

Brings deejays and vocalists together on a high-powered collection featuring Garnett Silk, Terry Ganzie and Mega Banton. Due this spring.

**COLUMBIA**

**SUPER CAT**

The Struggle Continues

April

**CARLA MARSHALL**

Self-titled debut

Stated for spring release
DANCE HALL '95

SISTERS OF THE DANCE

Women are in a constant struggle to meet the challenges of sexist society. This struggle intensifies in the workplace where her responsibilities are innumerable, yet her voice remains undervalued. In this issue, I felt it important to bring to light the tremendous success that comes from the strength and confidence of women who run things in the world of dancehall.

While you read about the accomplishments of Columbia A&R director Maxine Stowe, eastwest marketing director Karen Mason, Loose Cannon Records president Lisa Cortes, and on-air personality Tamu D'la-Eva, give thanks and praise for the dynamism and spirit of dancehall music and all Sisters of the Dance.

ON A MISSION:

MAXINE STOWE, A&R DIRECTOR, COLUMBIA RECORDS

Music was her destiny. Maxine Stowe is the niece of reggae icon Clement Dodd, the mainstrea behind Studio One, which is known as "The Motown of Reggae". Among the incredible talents who called Studio One home were Bob Marley, The Wailers, Burning Spear and Sugar Minott. Young Maxine called Studio One, "a place of magic and creation where dreams come true."

For six years, she toured the globe with him, meeting all the artists she would eventually sign to Columbia. She spent two years in distribution management at VP Records, where she worked with and befriended Shabba Ranks and Super Cat. Every working day showed her the ugliness and exploitation of the reggae artist and the absence of an organized industry, where the singer's despair and lack of knowledge kept producers and studios paid. She sought to swing the balance of power into the hands of the artist.

Reggae has never relied on industry to flourish. The music business, as Stowe put it, "is merely satisfying a natural demand created by migration of Caribbean people" and the emotional power of the genre. Stowe came to know that power first hand as the manager and wife of internationally renowned singer Sugar Minott. For six years, she toured the globe with him, meeting all the artists she would eventually sign to Columbia. She spent two years in distribution management at VP Records, where she worked with and befriended Shabba Ranks and Super Cat. Every working day showed her the ugliness toward and exploitation of the reggae artist and the absence of an organized industry, where the singer's despair and lack of knowledge kept producers and studios paid. She sought to swing the balance of power into the hands of the artist.

The same can be said of Ace of Base and Big Mountain, who have achieved pop success in the pop world with reggae sounds. When asked to comment on the true reggae artist's journey to such heights of success, Stowe acknowledges the double standard, but points to larger social dynamics. "I tell my artists to understand their realities in mainstream music without allowing it to define them," she says. "Our progress must be measured in relation to ourselves, not other groups. Pop music in particular thrives on light characters, and our music brings a kind of struggle and energy that pop can't take."

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THOUGHTS ON BOB MARLEY

If he were alive, Bob Marley would be 50 years old on February 6. Rap Editor Themebisa S. Mbakha asked some of the industry's notables to share their thoughts on one of reggae's legends.

"At both high and low points I've gone back to Marley's timeless messages. His music gives me much peace, comfort, and hope."

- LISA CORTES, CEO, LOOSE CANNON

"I wish reggae artists of today would pay closer attention to the innovation and message of Bob Marley."

-MONCH, ORGANIZED CONFUSION

"In reggae, he is the pinnacle toward which all artists reach. He was remarkable in that he had a positive influence the world over."

-MAXINE STOWE, A&R DIRECTOR, COLUMBIA

"He introduced Rastafarianism to me as an ideology that has no barriers, no low person or high person, that we're all very important. He also inspired me to wake up earlier and go to bed later than everyone else."

- ARTIST DONI O'DIERE

"One of the most important musical forces of our time."

-KAREN MASON, DIRECTOR OF MARKETING, EGG

"Helped music tremendously as a Black man whose message reached across the world. He opened doors for us to speak our minds."

-JERU THE DAMAJA

"I was raised on Bob Marley. To me, he was the newest prophet, and the only living prophet of our generation. His was pure knowledge, and we need to listen more to his words. Truly one of the greatest musicians of all time."

-A-PLUS, SOULS OF MISCHIEF

DIANA KING

Tougher Than Love

April

Also: look out for her on the Bad Boy soundtrack from the film starring Martin Lawrence and Will Smith. Contact Tyesh Harris at (212) 833-8872.

WRECK/NERVOUS

MAD LION

The Real Ting

Due late April. Features production from KRS-ONE and Lion himself, and the next single, "See A Man's Face," will precede the album.

LADY APACHE

Will drop "Rock And Come In" to the "Flava In Ya Ear" track for a dancehall twist. Look for that at the end of summer.

Contact Just O at (212) 730-7160.

VP RECORDS

Generating reggae hits for decades, VP Records has three scouring hot underground relatives for you to jam this month, and lots more due this spring to be released for you to jam this month, and lots more due this spring to be released.

COCOA TEA

New album: Come Love Me
Producer: Digital
Release date: February 6

GARNETT SILK

New album: Nothing Can Divide Us
Producer: Roof International
Release date: February 13

BOUNTY KILLER

New album: Down In The Ghetto
Producer: King Jammys
Release date: February 14
For product contact James Goring at (718) 291-7058.
BLOWING UP IN 95'

NOTHING CAN DIVIDE US
(VP 1401)
IS ONE OF THE LAST PIECES OF WORK TO
BE CREATED BY GARNETT. THE FIRST
SINGLE BEING RELEASED OFF THE ALBUM
IS ENTITLED "MAMA". THIS TRACK IS
BEAUTIFULLY PRODUCED AND DESTINED
TO BECOME A CLASSIC.

VP Records
89-05 138th Street
Jamaica, NY 11435
Tel: (718) 291-7058 Fax: (718) 658-3573

VP Florida
5893 S.W. 21st Street W.
Hollywood, FL 33023
Tel: (305) 966-4744 Fax: (305) 966-8766
Jamaican industry became defensive and time out, but this album is real - THE STRUGGLE CONTINUES and farther to claim its due respect. For 1995 is poised to take reggae high-dom as possible. Columbia's lineup innovation and as much artistic free-possibility in the U.S., a new reggae mar-
singles -driven genre artist -driven via-
dancehall. The next part was giving a
from traditional to hip -hop flavored
of formidable reggae talent spanning
mission by assembling a diverse roster
with me, as well as my support."
A GAEL ENTERTAINMENT GROUP
B LACK MUSIC MARKETING,
K AREN MASON, DIRECTOR OF
marketing strategy.
As radio outlets for reggae grow, more
product seems to emerge. How can
dancehall gain more acceptance and
Dancehall is finding a home on main-
stream radio, but it isn't wide open.
Community and college radio are still
the pioneering champions of the
groove of reg-
rhythm & blues shaped our harmonies.
knowledge of the
culture is important, but timing,
and an understanding of
radio's climate are basic parts of any
product that lend themselves naturally
to the product's success. I never try
to make the artist something they aren't. In reggae, knowledge of the
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to make the artist something they aren't.
Brooklyn than her home borough, the Bronx. Tamu inherited her love of reggae from her father, who would dub tapes for her to listen to until they wore out. She recalls, "Reggae wasn't very accessible then. Eventually, I was able to actually buy the records, and that inspired me to play them for the people."

She came to the San Francisco Bay Area in 1986. Her first job was as the soul 45s buyer at Leopold Records in Berkeley. Her fierce connection to reggae led her to apply for the position of reggae buyer. "At that time, the music was at a spiritual high," she says. "Peter Tosh had just passed, and reggae became even closer to my heart."

By 1987, DuEwa was DJing on community stations KALX and KPFA, and spinning in clubs during a time when a swarm of reggae and dancehall artists came to the area on tours. It was an exciting moment in the Bay's dancehall history. DuEwa says, "The arrival of Shelly Thunder and Shina placed the blending of hip-hop and reggae on the air flow naturally, and that's what I was doing on my shows. I wanted more exposure for the music, so I suggested a show to KMEl way back in 1988."

Though the program was her idea, members of KMEl's then-mixing staff asked for her advice, got records from her, and DuEwa even got sponsorship for the show. KMEl thanked her by inviting her to do a one-time guest slot. "It's always been hard to get my respect as a female DJ, but I didn't give up," she says. Now she co-hosts a two-hour reggae dancehall program on KMEl with Sauliki Nia. It debuts on Bob Marley's birthday, February 6. What's her advice for programmers who want to do reggae shows?

- Explain to your PD or MD that reggae is a growing format, that major labels sign and support it, and serving as a reggae outlet may give your station a competitive edge in the market.
- Get the support of your hip-hop mixshows if politics allow. If they don't, try to squash the conflict between the two formats so you can support each other.
- Pay attention to and involve your audience. My top ten has songs and history, artist profiles and trivia to familiarize the people with the music.
- Try to mix the old with the new for balance and familiarity.

Lisa Cortes, CEO, Loose Cannon Records

Of South American heritage, Lisa Cortes came to recognize Caribbean music as part of her culture and her self. This realization would prove prophetic as she built her career in the music business from a founding executive at RUSH Management to A&R director at Mercury Records, to label president of her own company. Here, Lisa shares an update on controversial deejay Buju Banton, some thoughts on reggae and radio and her newest venture.

How did Buju get to Loose Cannon? He was part of the Loose Cannon negotiation. I felt I had just begun to build with him and wanted to continue that, considering that Voice of Jamaica sold 300,000 copies with limited exposure on radio.

Loose Cannon Set to Explode

Loose Cannon Records

Of South American heritage, Lisa Cortes came to recognize Caribbean music as part of her culture and her self.
**Most Added**

**BOYS ON THE SIDE SOUNDTRACK (28)** Various Artists (Arista)

**TIMBUK 3 (13)**

A Hundred Lovers (High Street)

**IVAN NEVILLE (13)**

Thanks (Iguana)

**JOHN MAYALL & BLUESBREAKERS (12)**

Spinning Coin (Silverstone)

**WOLFGANG PRESS (12)**

Funky Little Demons (4AD/Warner Bros.)

**Top Tip**

**TIMBUK 3**

A Hundred Lovers (High Street) Heads up the highest and hottest debut at #27!

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**Gavin A³ New Orleans Updates**

Mesa Bluemoon will be hosting an exclusive A³ Whenorgettin featuring the Boxing Ghandis. Festivities start at 12:30p.m. Thursday, February 16 (after Strauss Zelnick's keynote) directly across from the Jazz/A³ Whenorgettin featuring Larry Coryell and Donald Harrison. Coryell and the Ghandis will be coordinating their sets so those of you who work both A³ and Jazz/A³ can attend both.

Just added is the Howlin Wolf's Saturday, February 18 Justice/ Antone's/dos New Orleans Showcase featuring Doug Sahm, Loose Diamonds, Tab Benoit, Pat McLaughlin and Jesse Dayton. Location is 828 S. Peters. Gavin badges and invites welcome. Call Tracy O'Quinn at 512-322-0617 for more info.

Deadline for any On The GRID submissions is Friday, February 10, CD or DAT, please.

---

**Gavin A³ BOOMER GRID**

**Album Adult Alternative**

**Gridbound**

- BOYS ON THE SIDE (Arista)
- DEBORAH HOLLAND (Dog & Poney)
- STONE ROSES (Geffen)
- WOLFGANG PRESS (4AD/Warner Bros.)
- MASSIVE ATTACK (Virgin)
- PAT METHENY GROUP (Geffen)
- KRISTY MacCOLL (RS)
- COURAGE BROTHERS (Eastern Front)
- BETTIE SERVEERT (Vulgar/Atlantic)
- JOHN MAYALL & THE BLUESBREAKERS (Silvertone)

**RECORD TO WATCH**

**BOYS ON THE SIDE SOUNDTRACK** Various Artists (Arista)

Destined to be the biggest female "buddy film" since Thelma & Louise, look for a massive debut next week!

**A³ New Releases**

**BOYS ON THE SIDE** Various Female Artists (Arista)

Boys On The Side will be the biggest soundtrack of 1995, which is good news for A³ since our artists define the power core of this all-star lineup. Bonnie Raitt, Melissa Etheridge, Sheryl Crow, Pretenders, Stevie Nicks and Sarah McLachlan
knowing is everything

GAVIN A3: 23*-17*
ALBUM NETWORK ADULT ROCK DEBUT-26* 380 SPINS

SEE DIONNE FARRIS ON TOUR
Tuesday, February 7 - Los Angeles (The Roxy)
Thursday, February 9 - Los Angeles (Luna Park)
Sunday, February 12 - Dallas
Tuesday, February 14 - Houston
Sunday, February 19 - Memphis
Monday, February 20 - Nashville

Meet Dionne at the GAVIN Seminar
Thursday, February 16, 9:30PM at Jimmy's!

BUZZ BIN
LARGE ROTATION

"wild seed - wild flower"
the debut album featuring the single
i know.

dionne farris

produced by dionne farris, david harris, milton davis and randy d. jackson.
management: mcwilliams - general inc.

COLUMBIA
### Gavin A3 Boomer Grid

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**Medium: 7 - 13 plays per week**

**Lite: Less than 7 plays per week**

**Add**

**Heavy: 14+ plays per week**

---

### MIKE + THE MECHANICS
#### "Mea Culpa" (Atlantic)

Zimmerman's Guilty Pleasure of the Week. Shamelessly pop and AOR. Slick, but babbling. We love it. Go figure.

---

### SIOUXSIE & THE BANSHEES
#### "0 Baby" (Geffen)

It's not inconceivable that the A3 audience have roots in some of the more progressive elements of the original punk movement. It's even more plausible when one of the seminal bands from the era takes a melodic side road somewhere as good as "Oh Baby." The Banshees core is intact with Siouxie singing better than ever, Budgie brushing the skies and Severin spinning the standup. Produced by no less than John Cale.

---

### 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 Okeh Records. Yeah, it's blues. On TWTB, the hand fuses Howlin' Wolf and Robert Johnson with sub-zero modern city grooves. Fortunately, it's hard to pigeonhole. For instance, if you dig Wolf with light hip hop and ambient overtones, chances are, like me, you'll find Little Axe innovative. In the spirit of Keb Mo and G. Love, 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."
DOUG SAHM
Antone’s

JESSE DAYTON

Jesse Dayton approaches country music as an alternative art form where there is room to grow and breathe artistically through the songs, the musicians and the imagery.

PAT MCLAUGHLIN

March 7th heralds the release of Pat’s long awaited, GET OUT AND STAY OUT. Pat is an American Classic whose time is now...songwriting doesn’t get any better than this.

DOUG SAHM

The lone star who has more than once adorned the cover of Rolling Stone presents the quintessential release of his career. You’ve never REALLY heard “Texas Music” until you’ve jacked into THE LAST REAL TEXAS BLUES BAND, featuring the West Side Horns!

TAB BENoit

Sweet, B.B. King-style lyricism, stinging string-squeezing that would make the late Albert King holler “Have mercy!” and butt-wiggle-worthy grooves — this is the real deal.

- Mark Warren, CREATIVE LOAFING

LOOSE DIAMONDS

Over miles of parched pavement and open highways comes the latest from Austin’s Loose Diamonds, NEW LOCATION. Tune in and listen to what the buzz is all about...

CONTACT TRACY O’QUINN (512)232-6017
NO COVER FOR GAVIN ATTENDEES WITH BADGES OR INVITATIONS

Copyright 2001, Iguana Records

Justice/Antone’s/dos Records
New Orleans SHOWCASE

ительное Данию

Ivan Neville
"Don’t Cry Now"

KXRV
KFMU
KFWK
KFOG
KIOF
KOPN
KRCC
KRSH
KTAD
KUNI
KUVR
KVHF
WBEZ
WBJB
WCBF

CONTACT TRACY O’QUINN (512)232-6017
NO COVER FOR GAVIN ATTENDEES WITH BADGES OR INVITATIONS

"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

#2 Most Added -Gavin 2/3
From the forthcoming album Thanks
Appearing at Gavin 2/16 - House Of Blues
For more information contact Michele Clark Promotion - 609-589-4225

IGUANA RECORDS
(914) 428-5100
**Gavin Country**

### Weekly Chart

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<td>COLLIN RAYE - My Kind Of Girl (Epic)</td>
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<td>DOUG STONE - Little House (Epic)</td>
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<td>MARY CHAPIN CARPENTER - Tender When I Want To Be (Columbia)</td>
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<td>GEORGE STRAIT - You Can't Make A Heart Love Somebody (MCA)</td>
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<td>SAWYER BROWN - This Time (Curb)</td>
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<td>CLAY WALKER - This Woman And This Man (Giant)</td>
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<td>BLACKHAWK - Down In Flames (Atlantic)</td>
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<td>SAMMY Kershaw - Southbound (Mercury)</td>
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<td>BOY HOWDY - True To His Word (Curb)</td>
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<td>JAMES HOUSE - Little By Little (Epic)</td>
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<td>DOUG Supernaw - What'll You Do About Me (BNA Records)</td>
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<td>DAVID BALL - Look What Followed Me Home (Warner Bros.)</td>
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<td>BRYAN WHITE - Look At Me Now (Asylum/EEG)</td>
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<td>KEN MELLONS - For A Change (Atlantic)</td>
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<td>LARRY STUART - Losing Your Love (Columbia)</td>
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<td>VICE GILL - Which Bridge To Cross (MCA)</td>
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<td>JOE DIFFIE - So Help Me Girl (Epic)</td>
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<td>RHETT AKINS - I Brake For Brunettes (Decca)</td>
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<td>THE MAVENICKS - I Should Have Been True (MCA)</td>
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<td>LARI WHITE - I Wonder What You Know (RCA)</td>
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<td>THE TRACTORS - Tryin' To Get To New Orleans (Atlantic)</td>
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<td>DIAMOND RIO - Bubba Hyde (Atlantic)</td>
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<td>108</td>
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<td>PAT TILLIS - My Kind Of Girl (Atlantic)</td>
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**Most Added**

- **TANYA TUCKER** (96) - "Between The Two Of Them" (Liberty)
- **RANDY TRAVIS** (94) - "The Box" (Warner Bros.)
- **ALABAMA** (86) - "Give Me One More Shot" (RCA)
- **TREVINO** (82) - "Looking For The Light" (Columbia)
- **TERRY MCBRIDE & THE RIDE** (66) - "Somebody Will" (MCA)
- **HAL KETCHUM** (68) - "Stay Forever" (MCG/Curb)

### Top Requests

- **GEORGE STRAIT**
- **JOHN BERRY**
- **WADE HAYES**
- **COLLIN RAYE**
- **SAWYER BROWN**

### Record To Watch

**RICK TREVINO** - "Looking For The Light" (Columbia)

The first single from Trevino's sophomore album was added on 82 stations, including KRST, KSEX, WKJN, WSSL, and KBUL.

### Inside Country

**Industry Talk**

The big talk around town is *Jimmy Bowen's* expected resignation from Liberty. Nothing's official, but check out the news section for the scoop.

Lisa Austin has re-joined Gavin as head of Nashville sales and marketing. Austin returns to Gavin (where she was the Nashville sales rep for seven years before working with RCA Nashville) as Lisa D'Addario returns to Connecticut to accept a marketing position with the Oakdale Theatre. Welcome Austin back at (615) 329-3231.

Congratulations to ASCAP media guy Greg McGarr, who was promoted to the newly created position of marketing manager, and to Heather McBea who moves over from an administrative assistant position at BNA to become RCA's product manager.

SESAC has added some impressive feathers to its cap by signing two of America's great songwriters—Bob Dylan and Neil Diamond. The deal covers all catalog, as well as songs written in the future.

Rounder and BNA have joined forces to co-promote Alison Krauss'...
Anyway The Wind Blows

ADD DATE FEBRUARY 6

The New Album And Single From Brother Phelps
Top Ten Videos

1. ALAN JACKSON - Gone Country (Arista)
2. PATTY LOVELESS - Here I Am (Epic)
3. SAWYER BROWN - This Time (Curb)
4. DOUG STONE - Little Houses (Epic)
5. MARY CHAPIN CARPENTER - Tender When I Want... (Columbia)
6. JOHN BERRY - You And Only You (Liberty)
7. PAM TILLIS - Mi Vida Loca (Arista)
8. WADE HAYES - Old Enough To Know Better (Columbia)
9. MARY CHAPIN CARPENTER - Tender When I Want (Columbia)
10. NEAL MCCOY - For A Change (Atlantic)

Album Cuts

SKYNYRD FRYNDS - Sweet Home Alabama (Alabama)/Simple Man (Confederate Railroad)/I Know A Little (Sammy Kershaw)/Don't Ask Me No Questions (Travis Tritt)

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

What is it about Reno that causes grown men to act this way? Caught making the silly face are KBUL's Tom Jordan, Doug Stone and Epic's Jim Dorman.

new single, a cover of Keith Whitley's "When You Say Nothing At All," which is on both BNA's Keith Whitley tribute and Alison's upcoming Rounder album Now That I've Found You.

Magnatone has added Dianna Maher as vice president of Magnatone Music Publishing, formerly known as Moraine Music Group.

Asylum has promoted Shari Reinschreiber (you remember her: from the Gaw video outtake reel, don'tcha?) to Northeast regional promotion manager, and added Kristi Brake, formerly with R&R Nashville, to replace Shari as Promotion Manager.

Our thoughts are with BNA's Chuck Thagard, whose son survived the Kobe earthquake. Devon Thagard is an English teacher in Japan; he originally chose to reside in Kobe because, unlike Tokyo, the city hadn't had an earthquake in 50 years. Chuck says his building was miraculously spared, while several others in the neighborhood were completely demolished.

The battle continues between CMT and the Canadian government, who have pulled the video network from the Canadian cable system, in favor of a Canadian-produced video channel. CMT responded by pulling all Canadian -produced video from CMT, and the Canadian government, who have pulled the video network from CMT, were invited by the King family to attend the bash, and spent time with them afterwards.

RADIO NEWS

John Simmons tells an amazing tale of how the Marshalltown, Iowa community pulled together to benefit the family of a local murder victim. News of the senseless murder rocked the small town, and KJIA went into action, organizing a benefit and auction which raised $35,000 for the family.

Congrats to Tom Kelly at KEWB, who pulled in some impressive numbers, going from an 8.2 to a 12.1 12+ and beating longtime market leader KNCQ. WFMS just got back their 10th consecutive #1 book, pulling in a 12.0 12+.

In Indy news, morning co-host Jim Denny will sing the National Anthem at the Indiana Pacers/Boston Celtics game Saturday March 4.

WOOZ has promoted former News Director Juli Ingram to MD. Wes McShay is the new operations manager/PP at KOEL. Waterlo, Iowa, coming from crosstown KKCV/PM.

Rick Lawrence, former APD/MD/middays at KIDX-Billings, Mont. has landed in LA at Big Sky Records, whose first act is Mitchell John.

New Releases

RANDY TRAVIS
"The Box" (Warner Bros.)

There's no doubt about it—this song is classic Randy Travis. He's given us some great sentimental family songs in the past, and this one's no exception.

TANYA TUCKER
"Between The Two Of Them" (Liberty)

Tanya has been releasing quality records since she was a teenager, and to our delight, is still recording great songs. This should be another jewel in her crown.

RICK TREVINO
"Looking For The Light" (Columbia)

This title cut from Rick's upcoming album shows us once again why so many people are predicting superstar status for him. He wrings emotion out of every heartbreaking line.

TERRY McBRIDE & THE RIDE
"Somebody Will" (MCA)

Terry McBride has really settled into his style. This is the kind of song he excels at—a slow-building love song, with a definite groove.

ALAN JACKSON
"Song For The Life" (Arista)

Alan Jackson obviously has affection for this beautiful Rodney Crowell song—he pours his heart into it and makes it his own.
## GAVIN CHART CONNECTIONS

**Top 40**

| 1 | MADONNA - Take A Bow (Maverick/Sire/Warner Bros.) |
| 2 | BOYZ II MEN - On Bended Knee (Motown) |
| 3 | TOM PETTY - You Don't Know How It Feels (Warner Bros.) |
| 4 | HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic) |
| 5 | BON JOVI - Always (Mercury) |
| 8 | 4PM - Si, Kyak (Novel Pipes/Island) |
| 9 | DES'REE - You Gotta Be (505 Music) |
| 10 | TLC - Creep (LaFace/Arista) |
| 11 | JADE - Every Day Of The Week (Giant) |
| 13 | SHERYL CROW - Strong Enough (A&M) |
| 15 | VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury) |
| 19 | EAGLES - Love Will Keep Us Alive (Geffen) |
| 20 | JON SECADA - Mental Picture (SBK/Epic) |
| 21 | MELISSA ETHERIDGE - If I Wanted To (Island) |
| 22 | TONI BRAXTON - If I Wanted To (Island) |
| 24 | MARTIN PAGE - In The House Of Stone And Light (Mercury) |
| 26 | MELISSA ETHERIDGE - I'm The Only One (Island) |
| 29 | JAMIE WALTERS - Hold On (Atlantic) |
| 30 | BROWSTONE - If You Love Me (M.J.Eric) |
| 31 | BLACKSTREET - Before I Let You Go (Interscope/Atlantic) |
| 34 | BRANDY - I Wanna Be Down (Atlantic) |
| 36 | RICHARD MARX - Nothing Left Behind Us (Capitol) |
| 37 | HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EGG) |
| 40 | AMY GRANT with VINCE GILL - House Of Love (A&M) |
| 41 | LUTHER VANDROSS - Always And Forever (Island) |
| 42 | ANITA BAKER - I Apologize (Elektra/EGG) |

### Inside Connections

**Madonna**

With 237 A/C reports, 80 urban and 230 Top 40s, the grand total of contributing playlists for this week’s Gavin Connections chart is 547.

Madonna’s “Take A Bow” is #1 at both Top 40 and A/C with a saturation base of 457 out of a possible 467. Spins are up to 15,000 a week. Whew!!!

When you factor in urban radio on Boyz II Men’s “On Bended Knee” you will see 457 out of a possible 547. It’s the only three-way single in pop music at the moment. In the realm of the unconnected, Bob Seger’s “Night Moves” at #11 is the highest-ranking A/C record not to have a number in any other format. At Top 40 the highest-ranking stand-alone is R.E.M.’s “Hang On The Bomb” at #6 and in urban radio the highest solo is Soul IV Real’s “Candy Rain.”

**Bonnie Raitt**

“Come Back” ranks second, despite the fact that nearly all the initial play came from Top 40. Gloria Estefan’s “How Will We Live?” at #7 while #19 on the main. Martin Page’s “In The House Of Stone And Light” is at #12 on the GO and #24 on the main. Top GO chart debut is Richard Marx’s “Nothing Left Behind Us” with a #28 to go with the main chart’s #50.

**Richard Marx**

Bonnie Raitt’s “You Got It” scored 154 first-week ADDs in the combined Top 40 and A/C ranks. Londonbeat’s “104 ADDs on ‘Come Back’” ranks second, despite the fact that nearly all the initial play came from Top 40. Gloria Estefan’s “How Will We Live?” at #7 while #19 on the main. Martin Page’s “In The House Of Stone And Light” is at #12 on the GO and #24 on the main. Top GO chart debut is Richard Marx’s “Nothing Left Behind Us” with a #28 to go with the main chart’s #50.

**Congratulations** to Chris Rolcean at Hilights Network, who won the last Trivia Clip contest for knowing that every June is the former Monkey who’s starting in a stage production of *Grendel*. This week’s Trivia Clip question: Which well-known singer starred in the movie *Mad Max Beyond Thunderdome*? One winner will be drawn from all correct answers received, and will be awarded soundtracks from Milan Entertainment, Epic Soundtrack and Varose Sambano, and movie passes to a General Cinema Theatre. Fax answers along with your address to my attention at (415) 495-2580, or phone Gavin at (415) 495-1990 ext. 501. Long may you run, and we’ll see you on the big island.

**David Beran**

**The Media Connection**

The 10th Annual Gavin Seminar in New Orleans will feature a screening of Gramercy Picture’s *New Jersey Drive*, executive produced by Spike Lee. It features a Tommy Boy rap soundtrack with the likes of Coolio, MC Eiht, and Queen Latifah.

The only three-way single in pop music at the moment is R.E.M.’s “Bang And Run.” The highest-ranking A/C record not to have a number in any other format is *Dancing With The Moon* by Elton John at #1. The highest-ranking A/C record not to have a number in any other format is *Dancing With The Moon* by Elton John at #1. The highest-ranking A/C record not to have a number in any other format is *Dancing With The Moon* by Elton John at #1. The highest-ranking A/C record not to have a number in any other format is *Dancing With The Moon* by Elton John at #1.
Most Added

**MELVINS (29)**
“Revolve” (Atlantic)

**CLAWFINGER (27)**
“Warfair” (Metal Blade)

**PITCH SHIFTER (27)**
The Remix War (Earache)

**NATIVITY IN BLACK (26)**
Ugly Kid Joe (Columbia)

**BIOHAZARD (18)**
“Five Blocks To The Subway” (Warner Bros.)

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

Top Tip

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

Last week’s record to watch captures this week’s highest debut thanks to reports and heavy spins from WSPR(10), THE ROCKS(11), KNDH(10), WKNX(6) and WWQ(6).

Top Request

**CORROSION OF CONFORMITY**
KORN
SLAYER
MEGADETH
DEMON KNIGHT SOUNDTRACK

Inside Rock

**GAVIN ROCKS WELCOMES THE FOLLOWING STATION TO OUR REPORTING PANEL:**

**WBGU** 88.1 FM
120 West Hall
Bowling Green University
Bowling Green, OH 43403
Phone: (419) 823-1830
Fax: (419) 372-8600

Watts: 1,000
22 hours of hard rock/metal programming.

**Contact: Jimmie Frederick**

Most of you will be happy to learn that this is the last time I’ll mention the San Francisco 49ers in this column. Well, until next August anyway. I’ve been bragging, gloating and boasting about the Niners success for the last several months much to the chagrin of many non-Niners fans. I didn’t really believe there were football enthusiasts who disliked the 49ers until I started receiving anti-Niner propaganda via fax and on my voice mail. I wasn’t fazed by any attempts to discredit my team. Rather, it made me feel sorry for the individuals who just can’t accept the fact that the 49ers are the best team in football. With five Super Bowls under our belts there’s really nothing else to be said except that the Niners rule—and will continue rule the game...The 1995 Seminar is just a few weeks away. Ahhhhh! I suggest you get your registration post marked before February 3 so you will avoid paying a higher rate. If you’re still having problems finding a place to stay call me and I’ll do my best to accommodate you.

Since the untimely death of my friend, the Rocks Jukebox Jury. Who’s been tallied and the winners will be announced in the next few weeks. Also, the Gavin Rocks award nominees have been tallied and the winners will avoid paying a higher rate. If you’re still having problems finding a place to stay call me and I’ll do my best to accommodate you.

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Rock Releases

BRUTALITY
When The Sky Turns Black (Nuclear Blast/Relapse)
To alleviate pent up aggression, take a large dose of Brutality and catapult yourself onto the newest unsuspecting person. Nine out of ten metal connoisseurs will tell you that Brutality is the fastest and most effective way to rid yourself of stress. The only side effect, tests show, is permanent addiction. Specializing in aggressive death metal, Brutality (Scott Hiegel, lead vocals, Jeff Acras, bass/vocals, Don Gates, guitar, Bryan Hopp, guitar, Jim Coker, drums) presents When The Sky Turns Black; their second album on Nuclear Blast/Relapse Records. Like a jungle cat stalking its prey, Brutality are masters at deception. They string the listener along with slow melodic guitar riffs that suddenly transform into blistering metallic hooks, sonic drum slams, screaming bass lines and sinister vocals. When The Sky Turns Black offers ten tracks and will please listeners with its brutal approach to metal and use of cohesive rhythms and melodies. With amount of unpredictable guitar hooks and tight time changes, Brutality can't be accused of being another repetitious death metal band. The instrumental plucks of “Awakening” and “Epicentrc” showcase the band’s harmonic side, while the title track, “Artistic Butchery,” “Foul Liar” and “Shrine Of The Master” show where the band got their name. Tampa Bay's death metal morgens will fill any position in the hard, heavy, grinding, metal department. Be sure to check out the cover Black Sabbath’s “Electric Funeral,” and be very afraid When The Sky Turns Black.

THORN
“Pacing” (Roadrunner)
It’s always refreshing to listen to new music from a group that doesn’t sound like a million other bands, as is the case with Roadrunner Record's Thorn. Veterans of New York's post-punk and hardcore scene, Thorn (John Jesse, vocals/bass, Roy Mayorga, drums/programming, Stephen Flam, guitar) conjure up a mysterious sound using elements of metal, industrial and alternative technology programming. “Pacing” is the first single from the band's full-length album Bitter Poison, which is due out in April, and should be added February 6. “Pacing” introduces Thorn’s labyrinth of techno rhythms and metallic guitar grinds which pulse to a never-ending beat. Also included is “Murphy,” which features a Middle Eastern flavor—mystic chanting backed by growly guitar hooks and heavy drum bashing. Metal radio will either hate this track or succumb to its seclusive melodic grooves. Laced withمري guitars and accusing vocals, the last track, “She Rises Like The Sun,” will appeal to those who are into the dance techno thing. Thorn’s smorgasbord of electronic effects and heavy guitar deserves a few spins. Check it out.

BITCH FUNKY SEX MACHINE
Love Bomb (Dr. Dream)
There’s always a band that stands out from the rest after radio reporters are completed. It doesn’t necessarily have to be in the most added column or even debut on the chart to attract attention. Most of the time I don’t even receive a CD from the band that rock radio seems to be buzzing about. Last week’s non-official most-talked about and most-reported band was Bitch Funky Sex Machine. With a catchy name like Love Bomb, the band got several noes of approval from rock radio. It’s not the name that has me blasting this down Gavin’s hallway, rather, it’s the heavy guitar riffs, funky bass lines, hip hoppin’ drum beats and ripping vocals. Surfacing from Orange County, Bitch Funky Sex Machine (Jo, vocals/guitar; Ron Richter, guitar; Brad Campbell, vocals/Paul Stream, bass), deliver groove-ridden slabs of rock n’ roll. An energetic and aggressive listen, BFSM will have your listeners slamming to their brand of hard rock with songs like “Sugar Coated” and “Santa Claus Wants Some Lovin’” and the title track. Rock radio will surrender to Love Bomb’s shredded chords and overpowering funk rhythms.

NEVERMORE
Nevermore (Century Media)
Before Seattle was considered the capitol of grunge the city had an active metal scene that propelled bands like Queensrhyce into the limelight. AnotherSeattle metal band that received nominal success was Sanctuary, who put out two major label releases and toured with Megadeth, Testament and Fates Warning. Rising from the ashes of the now defunct Sanctuary is Nevermore, featuring former Sanctuary vocalist Warren Dane and bassist Jim Sheppard who have joined forces with guitarist Jeff Loomis and drummer Van Williams. Produced by Neil Kernon (Queensryche, Dokken and Flostam & Jetset). Nevermore re-introduces old-school metal with their self-titled debut album. From the hard hitting metal hooks of “What Tomorrow Knows” to the melodic ballads of “The Hurting Words,” Nevermore deliver a symphony of guitar and bass chords that swirl around Dane’s dark vocals and Williams’ crushing drum blows. This CD will turn on those with an ear for ‘80s metal and anyone with a passion for solid musicianship.

NORTHWEST POST-GRUNGE
Another Elemental Compilation (Elemental)
The Northwest has been the breeding ground for talented rock’n’roll bands that have since made it to major labels, major success and major bucks. For these bands, success often means growing beyond the local scene and focusing on the national audience, which sometimes results in losing touch with the fans that brought them initial success. The term grunge has lost its meaning somewhere in the slimy maze of commercialism’s lust for money but Eugene, Oregon’s Elemental Records would like to remind you that there still is a strong rock scene in the Northwest and is the home to several bands who still deliver fresh music with an alternative—June I say grunge-twist, Northwest Post-Grunge is loaded with contributions from 17 Northwestern bands that range from heavy guitar riffs to funky horns to melodic industrial grooves. Tracks that stand out and will appeal to alternative and current rock listeners include “Cynemologous” by Blowing Corn (my fav), “Gog,” “Godgun” by Floater, “Nothing Song” by Neros itone, “Oh Well” by Running With Scissors, “Come” by Rorschach Test and “Edible Cousins” by Imit. If you’re interested in hearing untainted alternative hard rock check out Northwest Post-Grunge, home of guitar spuzz and Spoonman.
Most Added

**JACKY TERRASSON (59)**
Jacky Terrasson (Blue Note)

**GARY BARTZ (58)**
The Red And Orange Poems (Atlantic)

**DIETER ILG, MARC COPLAND, JEFF HIRSFIELD (35)**
What's Goin' On (Jazzline)

**AHMAD JAMAL (29)**
I Remember Duke, Hoagy & Strayhorn (Telarc Int'l)

**CHRISTIAN McBRIEDE (17)**
Gettin' To It (Verve/PolyGram)

**JOE FARRELL/ART PEPPER (17)**
Darn That Dream (Drive Ent.)

**Top Tip**

**CHRISTIAN McBRIEDE**
Gettin' To It (Verve/PolyGram)

**ERIC REED**
The Swing & I (MoJazz/Motown)

Christian McBride leads Eric Reed in display 77 to 65, but both titles already have seven stations in heavy rotation.

---

**RECORD TO WATCH**

**JACKY TERRASSON (Blue Note)**
Jacky gets top Most Added honors by one station.

### Chartbound

* **GARY BARTZ** (Atlantic)
* **JACKY TERRASSON** (Blue Note)
* **JOHNNY ABAMS** (Rounder)
* **JEFF JARVIS** (Positive Music)
* **ILG, COPLAND, HIRSFIELD** (Jazzline)
* **JACK DEJOHNETTE** (Blue Note)
* **BILLY CHILDS** (Stretch/GRP)
* **THOMAS DE PAZ** (Kokopelli)
* **CHICK COREA, ETC** (StretchGRP)
* **JAZZ AT THE MOVIES BAND** (Discovery)
* **TOM PERON /BUD SPANGLER QUARTET** (LSM)
* **AHMAD JAMAL** (Telarc Int'l)

Dropped: #36 Ron Jackson, #38 Wessell Anderson, #1 AHMAD JAMAL (Telarc Int'l)

---

**FROM:** Los Angeles

**LATEST RELEASE:**
Night Creatures

**LABEL:** GRP

**REMARKS FROM SCOTT'S IN PROFILE INTERVIEW CD:**

"(Night Creatures) is a little bit of a concept album in a way. Most of the songs—with the exception of the last one—in my mind evoke a bit of a nighttime mood. Then the final song of the album, which is called 'Daybreak,' ends that night journey that we've been taking."

"Anytime, Anyplace" is a cover tune that was recently recorded by Janet Jackson. It came on one of the video channels I was watching and it really hit me right away as a tune that would adapt itself for the saxophone...I enjoy doing instrumental interpretations of popular songs. Jazz has always been based largely on interpretations of current popular music."

"Daybreak" is a tune I sat down and basically wrote in a day. I had the idea swimming around in my head and it didn't really crystalize until it was time to finish the album...it features a whole lot of Tom Scott playing soprano, keyboards, strings, woodwinds and bass and a strong supporting role from a Macintosh computer."
"Recognized across the world of jazz as one of the two or three finest...one of the very best who has ever picked up the instrument." - Stanley Crouch
Most Added

<table>
<thead>
<tr>
<th>Artist</th>
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<tbody>
<tr>
<td>TOM SCOTT (28)</td>
<td>Night Creatures (GRP)</td>
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<tr>
<td>GEORGE DUKE (19)</td>
<td>Illusions (Warner Bros.)</td>
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<td>OYSTEN SEVAG (15)</td>
<td>Global House (Windham Hill)</td>
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<td>MASSIVE ATTACK (12)</td>
<td>Protection (Virgin)</td>
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<tr>
<td>GREG ADAMS (10)</td>
<td>Hidden Agent (Epic)</td>
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Top Tip

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<th>Artist</th>
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<tbody>
<tr>
<td>LARRY CORYELL</td>
<td>I'll Be Over You (CTI)</td>
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Jazz/Adult Alternative New Releases

JAZZ AT THE MOVIES

Band + Strings

One From The Heart, Sax At The Movies II (Discovery)

Boy, we don't know about you all, but a couple of selections on the latest Jazz At The Movies collection really hit the mark. Two songs in particular, Tom Waits’ “This One’s From The Heart,” from Coppola’s One From The Heart and the Last Tango In Paris theme are truly clever picks. The original “... Heart” recording featured a stunning, and at the time, highly unlikely, duet with Tom Waits and Crystal Gayle. The original Last Tango... soundtrack on the old UA label has, sadly, never surfaced on CD, so the soundtrack from the video disc of the film will have to suffice. The kick we get from the JATM CDs—and no doubt your sophisticated audiences do too—is the nostalgic Hollywood buzz already generating from these relatively modern themes. Ernie Watts does a masterful job recreating the aforementioned “... Heart” as well as the love theme from Out Of Africa. Rick Woodard is certainly no Guru Bhati when he comes to covering “Last Tango,” but, hey, it’s the thought that counts.

Record to Watch

JOHN TESH PROJECT
Sax On The Beach (GTS)
20 reports, over half already in quick rotation!

Chartbound

- TOM SCOTT (GRP)
- GEORGE DUKE (Warner Bros.)
- OYSTEN SEVAG (Windham Hill)
- QUINN (Shanachie)
- MASSIVE ATTACK (Virgin)
- JAZZ AT THE MOVIES BAND (Discovery)
- BILL MACPHERSON (Third Blade)
- MIKE SMIRNOFF (Smear)
- EROTIQUE (Planet)
- DORI CAYMMI (Cachet)
- BOY KATINDIG (Noteworthy)
- GREG ADAMS (Epic)

Blue numbers indicate new entry

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

Gavin February 3, 1995
Most Added

ALISON Krauss (20)
Now That I've Found You: A Collection (Rounder)
HEATHER MYLES (11)
Untamed (HighTone)
TRACY NELSON (7)
I Feel So Good (Rounder)

Top Tip

HEATHER MYLES
Untamed (HighTone)
Making a nice debut at 29, Heather Myles' second HighTone release is a dandy. Major emphasis should be given to "Cadillac Cowboy" and the splendid "Indigo Moon." Excellent backing by many of L.A.'s country standards

Record To Watch

PETE ANDERSON
Working Class (Little Dog)
Five Days In July (Discovery)

Blue Rodeo (6)
Wood (Eastern Front)

Blues Rodeo (6)
I

Inside Americana

Willie Nelson's Justice
Recording Moonlight Becomes You has been nominated for a Grammy in the Traditional Pop Vocal category, marking the first time Nelson's been nominated outside the country arena. Capitol has just made two major gains by signing Rosanne Cash and John Hiatt...Dar Williams' folk star is on the rise as she signs up with Razor & Tie Records. Her debut Honest Room has been re-released with several new cuts and remakes and should be in your hands soon...Former NRBQ hench Al Anderson has signed up with Bluewater Music Publishing...Be on the lookout for Trisha Yearwood's cover of Melissa Etheridge's "Sleep While I Drive" on her new album, Thinkin' About You.

SEMINAR UPDATE:
Junior Brown will not be appearing at the Tipitina's showcase on Friday February, 17. Taking his place will be Rounder recording artist Michael Fracasso.

Bringing the Americana panel up to 50 reporters is Bo O'Connell of KAFR/WM-FM-Angel Fire, New Mexico. Give him a welcome call at (505)377-2596 and send the essentials to KAFR, Auga Fria Business Park, Highway 34, Angel Fire, NM 87710.

Inside Americana

WILLIE NELSON

Moonlight Becomes Americana

"Moonlight Becomes You"

Inside Americana

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**Gavin A/C**

**Most Added**

**BONNIE RAITT (80)**  
"You Got It" (Arista)  

**FOREIGNER (76)**  
"Until The End Of Time"  
(Generama/Rhythm Safari/Priority)  

**JOHN WAITE (31)**  
"How Did I Get By Without You?"  
(Imago)  

**TAKE 6 (28)**  
"You Can Never Ask Too Much Of Love"  
(Reprise)  

**"GLORIA ESTEFAN (26)**  
"Everlasting Love" (Epic)  

**"MELISSA ETHERIDGE (26)**  
"If I Wanted To" (Island)  

**Top Tip**

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

**Inside A/C**

We wish to WELCOME our new A/C correspondents to Gavin:

Mark Elliott, KBBY, 6150 Olivia Park, Ventura, CA 93003 (805) 644-9535 FAX: (805)-644-9999  
Jim Egert & Doug Julius, KDIO, 264 Route 1, Orangeville, N.D. 58757 (701) 839-2581 FAX: (701)-839-2571  
Larry McKay, KZUZ, 9001 Rogers Avenue, Memphis, TN 38104 (901) 452-0105 FAX: (901)-448-7808  
John Wada & Jason Yotsuda, Generama/Rhythm Safari/Priority  

**Gavin #1 Hits From:**

2/10/89 MIKE + THE MECHANICS - "The Living Years"  
2/7/86 SADE - "The Sweetest Tabu"  
2/11/83 BOB SEGER - "Shame On The Moon"  
2/6/81 BLONDIE - "The Tide Is High"  
2/9/79 NICOLETTE LARSON - "Lotta Love"  

**Record To Watch**

R.E.M.  
"Bang And Blame" (Warner Bros.)

**Chartbound**

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**Total Reports:**  
This Week 237 Last Week 227  

Reports accepted: Monday at 8am through 2pm Tuesday.  
Station Reporting Phone: (415) 495-1990  
Gavin Fax: (415) 495-2700
"★★★★. He writes pop songs that snap like small but potent firecrackers. Nobody sounds like Freedy Johnston. He's an American original."

--Rolling Stone

"'Bad Reputation' is a gem as good as a pop song gets."

--San Francisco Chronicle

freedy johnston

bad reputation

the premiere single and video from This Perfect World.

On tour.

TOP 40:

• BDS MAINSTREAM 33*-29*
  • OVER 1100 SPINS!
  • MOST PLAYED VH-1
  • LP OVER 125,000 SALES

GOING FOR A/C ADDS
FEBRUARY 6TH & 7TH.

produced by Butch Vig
management: Jamie Kitman / The Hornblow Group USA

On Elektra compact discs and cassette.

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GAVIN FEBRUARY 3, 1995

Ryan Carrington, Foreigner’s Lou (left to right) are 98Q music director morning show interview. Shown welcomed Foreigner (right) for a and Nick.

Best wishes to both Leslie, David Bedding of Callahan & Associates. Marquez will be replaced by Nick.

This week we’re sorry to report two national A/C promotion people are leaving their respective companies.

Leslie Marquez, (right) national director of A/C at Capitol and David Forman, (left) director of national A/C on the West Coast for Columbia are going to pursue other opportunities.

Marquez will be replaced by Nick Bedding of Callahan & Associates. Best wishes to both Leslie, David and Nick.

98Q, Danbury, Conn. recently welcomed Foreigner (right) for a morning show interview. Shown (left to right) are 98Q music director Ryan Carrington, Foreigner’s Lou Gramm and Rick Jones, 98Q morning show host and program director Bill Trotta.

THE MUSIC

A new #1. That’s three this year. Madonna’s “Take A Bow” replaces the Eagles’ “Love Will Keep Us Alive” at the top, even though the Eagles have a slightly better play-per-station average. 27.55 to 27.36.

But then “Take A Bow” is only seven weeks old vs. “Love Will Keep Us Alive” at eight weeks.

It’s worth noting that the top three, which includes Boyz II Men’s “On Bended Knee,” all have more than half their play reports at 28 or more spins per week.

There’s only one new single in the national top ten and that’s Martin Page’s “In The House Of Stone And Light.” A full half year since we recommended it to you, this fabulous track scores 23 ADDs this week including WGMT, K103, RSEQ, KGK, KIWN, WLDN, KBLQ, KMMO and K1MQ. There are still 68 stations to go!!!

On Bended Knee, 98Q morning show host and program director Bill Trotta.

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0475 FAX: (901)-272-9186
Jeff Davis & Captain Chris, WMEE, 2915 Maple Road, Ft. Wayne, IN 46816 (219) 447-5511
FAX: (219)-447-7946
Steve Knupp & Curt Foster, WQPO, P.O. Box 752, Harrisonburg, VA 22801 (703)-434-0331 FAX: (703)-434-7087
Jimmy Holmes, WQKW, P.O. Box 1327 Valdosta, GA 31603 (912) 244-8642 FAX: 912-242-7620
Dave Mason & Bobbi Maxwell, WNNK, 2601 West 8th Street, Cincinnati, OH 45204 (513) 471-9465 FAX: (513)-253-9590

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SALES - 'Love Will Keep Us Alive (Geffen) 27.55
MADONNA - 'Take a Bow (Maxi/Rick/Warner Bros.) 27.36
BOYZ II MEN - 'On Bended Knee (Motown) 26.56
VANESSA WILLIAMS - 'The Sweetest Days (Wing/Mercury) 25.56
JON SECADA - 'If You Go (SBK/EMI) 25.33
JON SECADA - 'Mental Picture (SBK/EMI) 25.21
HOOTIE & THE BLOWFISH - 'Hold My Hand (Atlantic) 25.01
DES'TREE - 'You Gotta Be (550 Music) 24.81
AMY GRANT - 'You're Gone (B) 24.60
MELISSA ETHERIDGE - 'I'm The Only One (Island) 24.39
TOM PETTY - 'You Don't Know How It Feels ( Warner Bros.) 23.95
RICHARD MARX - 'Nothing Left Behind Us (Capitol) 23.89
THE REAL McC. D - 'Another Night (Arista) 23.32
BON JOVI - 'Always (Mercury) 22.28
LUTHER VANDROSS - 'Always And Forever (LV/Epic) 22.20
HUEY LEWIS & THE NEWS - 'Little Bitty Pretty One (Elektra/EEG) 21.88
GLORIA ESTEFAN - 'Turn The Beat Around (Crescent Moon/Epic) 21.09
BOYZ II MEN - 'Make Love To You (Motown) 20.91
HUEY LEWIS & THE NEWS - 'But It's Alright (Elektra/EEG) 20.06

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

SPINcreases

BONNIE RAITT - 'You Got It (Arista) 1099
GLORIA ESTEFAN - 'Everlasting Love (Epic) 964
MARTIN PAIR - 'In The House Of Stone And Light (Mercury) 901
FOREIGNER - 'Ungame Time (Mercury/ESG) 901
MADONNA - 'Take a Bow (Maxi/Rick/Warner Bros.) 782
JOHN WAITE - 'How Did I Get By Without You? (Imago) 714
DES'TREE - 'You Gotta Be (550 Music) 705
PATTY SMITH - 'Look What Love Has Done (Theme From Junior) (MCA) 593
EAGLES - 'Love Will Keep Us Alive (Geffen) 537
R.E.M. - 'Bang And Blame (Warner Bros.) 462
SHERYL CROW - 'Strong Enough (A&M) 456
MELISSA ETHERIDGE - 'If I Wanted To (Island) 427
4PM - 'Sukiyaki (Next Plateau/Island) 417
HOOTIE & THE BLOWFISH - 'Hold My Hand (Atlantic) 406
HUEY LEWIS & THE NEWS - 'Little Bitty Pretty One (Elektra/EEG) 366
TOM PETTY - 'You Don't Know How It Feels ( Warner Bros.) 345
JON SECADA - 'Mental Picture (SBK/EMI) 327
JOE COCKER - 'Have A Little Faith In Me (550 Music) 316
BOYZ II MEN - 'On Bended Knee (Motown) 292
MANHATTAN TRANSFER - 'Let's Hang On (Atlantic) 257

There's only one single new to the top 20 this week and that's Sheryl Crow's 'Strong Enough,' which is now half way up the chart at #20 in six weeks with 123 stations. The six-week mark for 'All I Wanna Do' found it in Up & Coming with just 8 stations.

Two chart weeks and already John Waite's 'How Did I Get By Without You?' is at #22 and it's once again a MOST ADDED with 1,099. It's also our #1 MOST ADDED with 810. Trivia fans might remember that when the late Roy Orbison debuted with the original version of the song on January 13, 1989 it too was a #1 MOST ADDED with 101 out-of-the-box.

Right on Raitt's heels is Foreigner's A/C re-entry, 'Until The End Of Time.' It is second only to Raitt in ADDs with 76 new, and it's our sure-shot to debut highest among all possible chart debuts next week. Among the 76 ADDs are WLIF, WMGN, K99, KRNO, KUDI, and WMJQ.

Our new RECORD TO WATCH is R.E.M.'s brilliant 'Bang and Blame.' Expect this one to cross from the 'hot' to the 'mainstream' elements of our format in short order. Already it's on at 47 stations with WTTR, WJSB, WSGI, Q93, Z106, WFPS, WTSX, KVIC, KBOZ, WCKQ and K99 among the posted players.

New Releases

FREEDY JOHNSTON

"Bad Reputation" (Elektra/EEG)

A fluid potent folk/pop essay that demands ears, "Bad Reputation" is the latest in a string of must-play acoustic understated productions that have been warmly embraced in our format when given the opportunity to play 'em.

FIREHOUSE

"I Live My Life For You" (Epic)

Every A/C station has a dozen of these power ballads as staples in their oldies library, and after a half-year of play as a current, look for this passionate love song to settle in for perpetual play. The band has been on verge of A/C success before, but this one closes its quest for a durable impression on the format. Please note, there's a version available that trades one kind of power guitar bridge for another, and increases the chances of A/C play.

AMY FRADON & LESLIE RITTER

"Take Me Home" (Shanachie/Cachet)

This nicely-matched duo of female voices leads to an attractive single capable of following in the footsteps of their 1994 debut, "Your Move." It's a wonderful lyrical testimony to all the metaphors of home.

"Dream Baby Dream"

Going for adds on February 13th!

From the album Insanity Lane
Most Added

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<td>&quot;Wonderful&quot;</td>
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Top Requests

- BUSH
- GREEN DAY
- FLAMING LIPS
- PORTISHEAD
- LIVE

Inside Alternative

Hello. Greetings from San Francisco, home of football champions, the San Francisco 49ers. Ha. Just had to get that in. And to celebrate, I'm running my Christmas picture of me and our "close, personal friend," Deion "Prime Time" Sanders.

I hope you got your copy of GAG that we sent out last week. Included in those pages is a schedule of panels and gigs for the seminar in New Orleans, so please hang onto it. You'll find it very helpful if you bring it to New Orleans with you next week. Next week? Oh my gawd!

I was listening to my Lords Of Aad CD the other day, and while I was checking out the liner notes, I noticed that WHTG-Asbury Park's Matt Pinfield was thanked between Open Roberts and a porn star. Hmmmm. Pinfield assures me that he's never even met LOA, and doesn't know how he got thanked on the album. I guess his reputation proceeds him. And by the way, it's official. Matt's off to MTV land! Congrats, Matt.

Congratulations also to Music Matters' Tim Hyde and wife Terese on the birth of their son, Francis Stallworthy Hyde IV. Congratulations to the entire staff at RCA Records. Not only has Dave Matthews gone to number one on Gavin's A3 chart, "What Would You Say" was added to KROQ-Los Angeles and into Buzz Bin rotation this week!

If you were interested in getting your hands on the latest Charlatans single, "Crashing In," give Tod Elmore a call at (212) 275-2575 and (310) 205-7452, or 275-2575 and (310) 205-7452, respectively. Tod tells me that he's never even met LOA, and doesn't know how he got thanked on the album. I guess his reputation proceeds him. And by the way, it's official. Matt's off to MTV land! Congrats, Matt.

Inside Alternative...
keep their eye out for a CD by Guns 'N' Wankers, who, for the most part, used to be Snuff. They have a very nifty album out on San Francisco's Fat Records (mark my words, by June they'll be as sought after as Epitaph). KUKQ-Phoenix has added "Nervous" and is spinning it 14 times a week. Call Pete Burness at (415) 284-1790 for your copy—and keep your eyes peeled for future releases by No Use For A Name and Tilt.

New Releases

**PJ HARVEY**

"Down By The Water" (Island)  
Do I need to tell you about this one? I doubt it, since the name PJ Harvey has been on the lips of everyone I talked to this week. And what are people saying about "Down By The Water"? How 'bout that it's the song for Polly Harvey and company; words like "dark," "radio-friendly" and "breakthrough" popped up regularly. KROQ's Lisa Worden says it's "chillingly seductive in classic PJ Harvey style," which sums it up perfectly. And everyone's said they were stoked to see the band at our seminar in New Orleans (Thursday, February 17 at Tipitina's, in case you've been under a rock or something). —Linda Iyan

**SUGAR**

"Gee Angel" (Ryko)  
Objects of desire have always made great subjects for songs (think of the Doors' "Hello, I Love You" or Liz Phair's "Supernova"), and Bob Mould adds his addendum to the list. Mould's sound is so instantly recognizable that it practically advertises itself, and "Gee Angel" is as radio-friendly as Sugar songs get. The guitar is out of the gate in a blur until Mould's smooth singing takes center stage, telling the story of buying shoes from an angel. Toward the end, sound envelopes everything and ballistic drums are in tandem with the gut-crunching guitar. This one should get more spins than a frat boy pounding beers on an empty stomach. —David Beran

**WAYNE KRAMER**

The Hard Stuff (Epitaph)  
All too often, veteran musicians massacre their classic songs, forgoing writing fresh, relevant new songs. On the other hand, there are artists who still know what time it is and continue to put out great music—the recent works of Moe Tucker, Big Star, Arthur Lee and The Creation come readily to mind. Now, you can add Wayne Kramer to the list. Kramer was the guitarist for the legendary band MC5, who've influenced everyone from The Black Crowes to Whiteout to Primal Scream (who covered 'Ramblin' Rose'). His latest release, The Hard Stuff, is turbo-fueled by the same rock 'n' roll rolling feedback that made albums like Kick Out The Jams and High Time so classic. Songs like "Poison" and "Junkie Romance" have the same soul saturation of Kramer's past works, while sounding very contemporary. Another classic. —Eric Shea

Inside College

Eastwest's Pete Rosenblum is now back in the office, but you stations might have noticed that he hasn't been on your phone much in the past couple of weeks. That's 'cause Pete has been in the hospital being treated for a brain infection that might, doctors speculate, be related to that hockey puck accident he was involved in last year. From what I'm told, Pete's illness seems to have been fairly serious, so take it easy on him in the ensuing weeks and give him good wishes the next time he calls.

Although she recently secured a small part in an upcoming Robert DeNiro film, it appears that Diamanda Galas won't be completing her move from music to movies. In the film, the opinionated Galas was cast as a fortune teller, and when she refused to wear rings to cover the HIV+ tattoos on her fingers, she was unceremoniously dismissed.

WTUL is proud to announce that the station turned 35 last Thursday. Music director Anthony DeRosario said that he suspects that 'TUL is the oldest continuous-ly run FM station in New Orleans. In order to help WTUL celebrate its big day, the entire GAVIN staff is flying to New Orleans on February 15.

At press time the details are hazy, but on Tuesday I got a message on my (new and groovy) voice mail from Rudy at Priority. Quite casually, Rudy noted he was working at home that day since "some disgruntled guy with a rifle" was perched atop Priority's building and gunning for a former boss. Now you know why nobody walks in L.A...

And, Brian at KUGS faxed me a press release and newspaper article regarding the station's becoming available on the Internet. On January 9, KUGS joined an elite group of college stations (including GAVIN reporters WXYC and KJHK) that are available worldwide on the much-touted...
proudly presents

PRICK
and

PWEI

pop will eat itself

performing live at

muddy waters club

8301 oak street in new orleans

(take st. charles until it ends at carrollton and turn right. at the first light turn left onto oak. two blocks down)

GAVIN seminar badges accepted
for more information call 800-992-6553
**NEW 16** CRASH WORSHIP - Triple Mania II (Chamel Music)

**NEW 17** NEW BOMB TURKS - Information Highway Revisited (Crypt)

7 7 10 GASTR DEL SOL - Mirror Repair (Drag City)

32 19 19 JESSAMINE - Jessamine (Kranky)

— 20 20 ZUMPANO - Look What The Rookie Did (Sub Pop)

— 39 21 MASSIVE ATTACK - Protection (Virgin)

— 40 22 SWANS - The Great Annihilator (Invisible)

**NEW 23** TEAM DRESDEN - Personal Best (Chair真人/Candy-Ass)

4 23 24 VERUCA SALT - Seether, Number One, Victoria, Spiderman (Minty Fresh)

9 10 25 TREEPPEOPLE - Actual Re-enactment (GZ)

3 8 26 JOHN SPENCER BLUES EXPLOSION - Orange (Matador)

8 9 27 DEAD CAN DANCE - Toward The Within (4-AD)

**NEW 28** JENNIFER TRYNN - Cockamamie (Suqoi)

5 17 29 PALACE SONGS - Hope (Drag City)

**NEW 30** WALLY PLEASANT - Houses Of The Holy Moly (Miranda)

16 28 31 CRANES - Loved (Dedicated/Artside)

— 32 32 NEW RADIANT STORM KING - August Revival (Grass)

44 33 33 BLAST OFF COUNTRY STYLE - Rainbow Mayonnaise Deluxe (Teen Beat)

— 34 34 TECHNICAL JED - Southern States (SpinArt)

**NEW 35** THIS IS FORT APACHE - Cold Water Flat, Billy Bragg, Belly, Sebadoh (MCA)

**NEW 36** LAUGHING HYÉNAS - Hard Times (Touch & Go)

15 26 37 LOU BARLOW AND FRIENDS - Winning Losers (A Collection Of Home Recordings) Vol. 2 (Mint)

11 29 38 LORDS OF ACID - Voodoo U (American/White Label)

— 44 39 LOVE 666 - American Revolution (Amphetamine Reptile)

**NEW 40** EIDEL - Detroit Folly (Grass)

— 45 41 SAMMY - Kings Of The Inland Empire (Smells Like Records)

6 11 42 ALL VARGAS ARE MAD - K. Smith, Red House P., Wolfgang P., Air Miami (4-AD)

22 22 43 CHROME CRANKS - Chrome Cranks (PCP)

**NEW 44** CASPER BROTTZMANN MASSAKAR - Home (Thirsty Ear)

36 36 46 PLASTIKMAN - Musik (NovaMute)

**NEW 46** THREE MILE PILOT - The Chief Assassin To The Sinister (4AD)

**NEW 47** THE THE - I Saw The Light (SST/Epic)

12 25 48 CATHERINE - Sonic (TVT)

28 30 49 R.E.M. - What’s The Frequency, Baby? (4AD/Warner Bros.)

50 50 50 LATIMER - World’s Portable (World Domination)

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**PIRATE 0 Ftrim, 10 YEAR ANNIVERSARY**

1995 Basura

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**BASURA!**

Band: Dave Gomez (Beck, Oiler), Amery "AWOL" (Beastie Boys), John Napier (Ethyl Meatplow) and Evan Mack (Oiler)

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**MILK CULT**


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**PIRATE 10 YEAR ANNIVERSARY**

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Gavin February 3, 1995

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Reports accepted Monday 9am - 4pm and Tuesday 9am - 5pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

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Gavin February 3, 1995
Most Added

TRENCHMOUTH (17)
Vs. The Light Of The Sun (east-west/EEG)

LOIS (16)
Bet The Sky (K)

THREE MILE PILOT (13)
The Chief Assassin To The Sinister (DGC)

TEAM DRESCH (12)
Personal Best (Chainsaw/Candy-Ass)

Top Tip

CRASH WORSHIP
Triple Mania II (Charnel Music)
Triple Mania II debuts at #16.

RECORD TO WATCH

THREE MILE PILOT
The Chief Assassin To The Sinister (DGC)
Three Mile Pilot scores 13 ADDs this time out. Those, along with last week's ADDs (which converted to rotations this week), boost the band's first DGC effort to debut at #46. Watch to see if the momentum continues...

Chartbound

CHRIS CONNELLY - Shipwreck (Wax Trax/TVT)
PERISCOPE - Another Yoyo Compilation (Yoyo Recordings)
ELECTRAFIXION - Zephyr (Warner Bros.)
HIGHER LEARNING - Soundtrack
PEST 5000 - Toast EP (No Life)
CERTAIN DISTANT SUNS - Happy On The Inside (Giant)
Dropped: #21 Silver Jews, #31 Stolen Moments, #35 Wedding Present, #37 Guided By Voices, #41 Antietam, #42 Liz Phair, #43 Laurie Anderson, #44 Air Miami, #47 Pastels, #48 Why Popstars Can't Dance, #49 Ween

Information Highway. When Internet users access KUGS, they not only hear the station, but they see a live video image of the official KUGS fishtank, an aquarium that's "complete with fish and a GI Joe figure." According to the station's promotions director, to reach KUGS on the Internet, you need a "Macintosh with a point-to-point connection capable of handling four kilobytes per second"; then, run a World Wide Web client. The KUGS address is http://pacificrim.net/~kugs/.

"The Suns combine a hazy ambient production style, catchy pop choruses, fluid hip-hop rhythms, and some very intriguing samples to come up with a sound that's distinctly their own." — Jim DeRogatis, Request Magazine

MOUNTAINS OF MADNESS
H.P. ZINKER
Add Date February 6, 7

"The Suns combine a hazy ambient production style, catchy pop choruses, fluid hip-hop rhythms, and some very intriguing samples to come up with a sound that's distinctly their own." — Jim DeRogatis, Request Magazine

C O L L E G E
NICHING THE INDIVIDUAL

Business and War

An interview with Alvin Toffler (Future Shock, The Third Wave) in Wired magazine focuses on his book, War And Anti-War. Toffler describes the similarity of methods in commerce and war, and how to deal with what is increasingly becoming an information-based society. He uses the U.S. Army as an example of an organization that reinvented itself for peak performance. He cites the Gulf War as only the beginning in the use of "information superiority". Toffler says it's better to know where to be and when, instead of trying to match your opponent across the board.

Toffler also attributes the growing number of small, local conflicts to the "niching" of warfare. Conflicts are more focused, dealing with local cultural or territorial issues. Increased communication allows those with common interests and priorities to circumvent the usual avenues of contact to form their own alliances, or niches.

Meeting Listeners' Needs

The explosion in information technology and information availability is also effecting a change in society from massification (mass production, mass communication) to an increasingly niched marketplace. Technology is making customization more cost-effective...allowing you to even address a niche of one. While "personal radio stations" are not practical or imminent, you can surf this wave and touch the individual listener by meeting his/her unique needs. Several of these techniques include Database Marketing and Contesting, Broadcasting from a listener's home, and forming a Listener Advisory Committee.

Know Thy Listener

In the interview, Toffler stresses the need to occupy a niche...to have a distinct image and/or identity. While your individual market conditions will dictate how narrow or broad you can be, it is important to personify your station, even if that personality is a non-obtrusive "easy listening" Light A/C station — in effect, you've become your low-key friend listeners can de-stress with.

Information based technologies and the quantity and availability of information make individual choices more plentiful - so now, more than ever, programmers must engage in research and study listeners and program directly to them.

Cocooning is an emerging trend today, and it has a great impact on our radio audience. Cocooning is the idea of staying home; making the house the prime venue for entertainment, leisure, and frequently employment, as popularized by Faith Popcorn in The Popcorn Report. Rather than going to movies, more people are opting for video rentals, pay-per-view cable offerings, and conventional TV. Giant screen TVs and home theater systems are hot sellers. Carry-out restaurants are doing well along with home delivery food outlets. What does this mean for radio? As an example, some programmers focus on "killer night jock". We lost another one to a bigger market. If you're hungry to grow and you know generation X, send us your stuff. Females encouraged to apply. No calls please.

TOFFLER: Tom Martens, Box 2636 Waco, TX 76702. EOE

POWER 103.7 is seeking a morning show host. Motivated self starters, great ideas and understanding of music required. Multifaceted personality. Excellent benefits. PAUL: (612) 686-5279. [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-p-b plus. T&R: Stacy Barnes, 140 Second St., San Francisco, CA 94105. EOE [1/27]

Q99 is searching for a morning news host. Motivated self starters for overnight. T&R: Craig Michael, PO Box 2077, Cape Girardeau, MO 63702. EOE [12/3]

WAXY/FM is looking to relocate. No experience. A/C copywriter. T&R: (904) 371-5935. [2/3]

ICWTX/FM Waco, TX is seeking a part-time AT position on a major market East Coast news report. T&R: (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. SDN: (217) 359-1624. [1/27]

HARDWORKING, reliable, young, talented, Brown Institute Graduate looking for first-on-air position. Relocation is not a problem. PAUL: (612) 257-5148. [1/27]

RECENT GRAD looking for first-on-air shot. Energetic, professional, hardworking, and willing to do anything. Shift/format open. CHRISTOPHER: (612) 257-5148. [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) 314-5867. [1/27]
Boy's on the side
Original Soundtrack Album (Arista)

This exciting soundtrack to the new Whoopi Goldberg, Drew Barrymore and Mary-Louise Parker road film is a 12-track anthology performed almost exclusively by women. It has its tender and tough moments and captures the essence of an emotional rollercoaster. Great moments include: Sheryl Crow's "Keep On Growing," Bonnie Raitt's "You Got It," Stevie Nicks' "Somebody Stand By Me" and the Pretenders' "Everyday Is Like Sunday" are highlights. Also, check out Goldberg's version of "You Got It" near the end of the set. It won't be ever be confused with the original or the Raitt re-do.

—Ron Fell

PETE ANDERSON
Working Class (Little Dog)
Pete Anderson has finally stepped into the limelight with his solo debut Working Class. Venturing far beyond the country realm, Anderson digs deep into a funky R&B meets country on the way to blues gumbo. He struts his stuff on the title track, and his mega single, "Hold On," now spread for last week's airplay. The Pretenders' "Everyday Is Like Sunday" is a highlight. Also, check out Goldberg's version of "You Got It" near the end of the set. It won't be ever be confused with the original or the Raitt re-do.

—Ron Fell

JAMIE WALTERS
The Red And Orange Poems (Atlantic)
Also saxophonist Gary Bartz released his first major label date in 14 years and last week jazz stations across the country scrambled to add it to their playlists. Bartz has a sturdy, hard-edged sound, and many critics compare his compositional depth to John Coltrane. Bartz likes to categorize his music to certain colors, hence the title The Red And Orange Poems. He's especially visible on this new CD because he's reverted to what he does best—playing forceful bop tunes.—KEITH ZIMMERMAN

IVAN NEVILLE
Thanks (Iguana)
Ivan Neville has always been the black (or white?) sheep of the Neville family, keeping heavy company with the likes of Keith Richards and Bonnie Raitt. After recording his first solo album and touring the world with Richards, Ivan laid low for a few years. Thanks sounds like the product of some soul-searching and internal revvaluation. Start with "Don't Cry Now." Ivan appears at the GAVIN Seminar in New Orleans with Blues Traveler Thursday, February 16 at the House Of Blues. —KURT ZIMMERMAN
from the band that brought you the no. 1 smash "I've been thinking about you"...

**LONDONBEAT**
come back the first single from their self-titled new album

Top 40's #1 Most Added record—over 90 stations out-of-the-box!
Chartbound 106/93 • Close to 600 first-week spins!

Dave Sholin Personal Pick 1/27/95 "Uptempo pop music is what mainstream Top 40s are demanding, and this trio’s unbeatable hit formula couldn’t arrive at a better time."

First week believers include:

- FUN107
- WJET
- B106
- KYYY
- KYYA
- KWNZ
- WERZ
- WSTW
- TOWER98
- WBIZ
- Q99
- Q106
- WFLY
- WZNY
- WVIC
- WIFC
- KZMG
- KFFM
- WQGN
- 93QID
- Z93
- KMGZ
- ZFUN
- KISS108
- WDJX
- K0KZ
- KQIZ
- HOT 97.7

produced and mixed by john waddell /tim bran
management: sandra turnbull and the team at hyper/kinetics ltd.
Dave Matthews Band

Released September 15, 1994 to A3 Radio
January 31, 1995 #1 Gavin A3

Added at KROQ...and a whole lot more.
This is just the beginning!

RED LIGHT MANAGEMENT