Country Radio Seminar

Survival Tips
Seminar veterans give us the lowdown: the good, the bad and the ugly

Alan Jackson
On the past (Hank Williams), the present (his new album), and the future (the Seminar)
South by Southwest
music & media conference

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### Record to Watch

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The Jayhawks

After a couple of independent albums, an increasing-ly loud buzz in college and alternative circles, and a couple of well-received releases on American Records, the Jayhawks have shot to headline status. Seana Baruth went back-stage at their showcase at the Gavin Seminar to profile the high-flying 'Hawks.
The Big Easy was easily the biggest one yet. GAVIN’s tenth Seminar, staged at the Hyatt Regency in New Orleans, drew more than 3,000 participants, according to GAVIN CEO David Dalton, breaking the attendance record set just last year.

New Orleans added dimensions unseen in previous Seminars. The main Top 40 session took place on a riverboat. For the cocktail party, the Hyatt ballrooms were converted into faux Louisiana swamps, complete with a live alligator, a mini-Mardi Gras parade, and a jazzy funeral procession ending with GAVIN’S Bob Galliani rising from his coffin to welcome partygoers.

Louisiana, in turn, welcomed the seminar. “The economic impact is tremendous,” said Lt. Governor Melinda Schwegmann. “Tourism is our major industry, and we are proud to have people recognize that.”

The Crescent City drew numerous raves, and to the question, “Where will the Seminar be next year?” Dalton responded: “So many people have told us it was the best radio and music convention they’ve ever attended, and that they want to do it all over again next year in New Orleans. We’re certainly considering New Orleans, along with several other options, but it’s going to be difficult to top that cocktail party!”

BY BEN FONG-TORRES

In flight, he couldn’t get enough info from his Powerbook to write more than a couple of thoughts, and resorted to pen and paper. He couldn’t find the advertised “data port” in his room at the Hyatt. And, off hand, he doesn’t know his own e-mail address.

But don’t think Strauss Zelnick fears technology.

In fact, as he made clear in his keynote, the new president/CEO of BMG Entertainment North America is on top of new technology and how it is likely to impact the radio and recording industries.

Zelnick, who at 37 already has led a major film studio, an independent video company, and a software production company, wowed the crowd with a speech that sounded at once off-handed, anecdotial, and jammed with up-to-the-minute facts.

For all the talk about the information superhighway, he said, “no one knows what it means.” The term, he said, “has quickly evolved into a cliche and it’s now rushing headlong into becoming an anachronism—sort of the verbal equivalent of the Nehru jacket.”

“For me, it’s more fruitful marketing that’s effective to your audience.”

The industry’s challenge, said Zelnick, is to find ways to deliver it effectively to your audience.

But our industries must separate hype from reality, he cautioned, and focus on technology that matters commercially, that supports activities people are interested in: interpersonal communications, news and information, fiction (stories), music, and games/sports. New technology, he added, must offer more value than existing media. He listed three crucial elements: quality, convenience, and price.

In music, Zelnick foresees a small, cheap, long-lasting chip-based medium—if a hardware standard can be worked out.

Zelnick concluded with an upbeat note on radio, whose “obituary has been written way too often. Radio isn’t dead because it serves a strong consumer need and because of its local focus. Digital radio’s signal quality, he said, is the only threat. ‘Broadcasters,’ he said, ‘must get together and develop a digital standard.’

Radio, he said, can take advantage of interactive technology for, among other things, marketing. But it’s what it’s marketing that counts. The challenge, said Zelnick, is to “create a quality creative product and deliver it effectively to your audience.”

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Gavin News

Nice ‘n Big Easy...

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Clive Davis: Say ‘No’ to Formulas

BY BEN FONG-TORRES

In a session that was part homage, part interview, and part Q and A, Clive Davis showed no fear as he challenged radio to get away from “formula” radio.

The president and co-founder of Arista Records drew a capacity crowd of nearly 300 for his interview with GAVIN Top 40 editor Dave Sholin. Davis was introduced by way of a video history narrated by Casey Kasem that included salutes from many of the stars with whom he has worked in a storied three-decade career in the record business.

The video also hinted at what was to come at session’s end, the awarding to Davis of the 1995 Bill Gavin Heritage Award from GAVIN CEO David Dalton.

But before he received the latest in a long string of industry honors, Davis, who was greeted with a standing ovation, spoke with Sholin about career highlights and restated his philosophy: he seeks to sign and build stars, and his A&R people are, similarly, instructed to envision potential signings headlining at places like Madison Square Garden and the Radio City Music Hall. “Then you’re building for the long term,” he explained.

And he explained his ability to stay abreast of music trends and probably changes: “It’s probably a fear of going over the hill.”

As the audience laughed, Davis added: “You’ve got to keep fresh and be aware of trends—not to be trendy, but to understand the evolution of music. And I encourage radio to do the same.”

It was on the subject of radio that Davis, while making certain to thank and acknowledge radio’s role in his successes, was most pointed.

“I...find frustrating the rules that seem to be glibly given out” by radio, he said. “Take out the spoken words; ‘change this part or that part of a song.’ It reached its height with what turned out to be the biggest single in history, when radio said to take out the a capella from ‘I Will Always Love You.’ “ (It stayed.)

“You get these narrow definitions,” Davis said. “I’m not telling you how to run your business,” he continued. But if radio persists in its perceived direction, he cautioned, “you’ll get formula records; you’ll give your listeners everything they’ve heard before.”

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Davis at the Seminar.

By Ben Fong-Torres

Zelnick Calls for High Tech Reality Check

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Musical Memories from a Party Disguised as a City

Transcendent moment number one: I was lingering on in Club Gavin at the Hyatt Regency for no good reason—except maybe that 1:30 a.m. was just too early to call it a night. Not in New Orleans, anyway.

Sure enough, along came a guy holding a sign, inviting all lingerers to meet Timbuk 3 in room 1906. Around 1:45, with a very superfluous Amaretto in hand, I was listening to Barbara K. and Pat McDonald, perched on the foot of a king bed, entwined in harmony, Pat’s guitar amplified on a little Peavey set up by a window framing a view of New Orleans, resting between thunderstorms. They sang a couple of gorgeous songs from their new album, A Hundred Lovers, and then they did a gently rollicking “Born to Be Wild” from their six-song sampler of a year ago—this in response to a request for “In-a-Gadda-Da-Vida.”

Transcendent moment number two: New Orleans is where Gram Parsons is buried. For those who know the story of GP’s death in 1973 and its bizarre aftermath, it’s more accurate to say what remains of his remains are here, in a rundown old cemetery, the Garden of Memories.

Having written Parsons’ biography, I wanted to go and pay my respects, but the Gavin Seminar schedule barely allows for sleep. Thanks to the seminar, however, I made do. At Tipitina’s, the Americana showcase presented several echoes of Parsons’ country-rock fusion, chief among them Joe Ely and Jim Lauderdale, who reminded the crowd that his “king of Broken Hearts” was inspired by the story that Gram used to be moved to tears by George Jones records.

And then there were the Jayhawks at the House of Blues. I’ve heard the similarities in Mark Olson and Parsons’ earnestly sweet and reedy voices. But to see them—to witness Olson and the ‘Hawks’ youthful energy, to hear the hand-in-glove harmonizing (with Greg Louris) that date straight back to the Everly and the Louvin Brothers—the same heartbreak harmonies Parsons heard and fused with rock and roll—is to realize that there are many people paying their respects to Gram Parsons every day.

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This is Day Five for me,” Pierre Bouvard, general manager at Arbitron Ratings, Inc., announced to his Seminar audience. “Last weekend I was sorting and writing the auditorium test for Power 106 in Los Angeles, and Monday I started at Arbitron. I still think like a radio guy, and my goal is to not lose that perspective.”

“It’s a totally new company,” said Bouvard, who worked at Arbitron in the ’80s. “The company I left was arrogant, and it cared more about the television business than radio. Then Steve Morris became CEO, and he said, ‘Hey, we’re pouring money down the drain with the TV business.’”

Before Morris’ arrival (from General Foods), said Bouvard, when radio inquired about an increase in samples, Arbitron’s response was, “OK, you want ten percent more? Give us ten percent more money.” Under Morris, the company offered to increase samples by 70 percent for a four percent increase in cost.

“This year, our mandate is to work on subcells—young people and minorities. We’ll focus on 18-24 males this year.” It may be a tough project. “Have you ever done a focus group of 18-24?” he asked rhetorically. “Trying to get them to show up is tough.”

When a Top 40 programmer asked how Bouvard felt about Accuratings by telephone, saying Top 40 has yet to gain an accurate reflection of its audience, Bouvard responded, “If every format feels under-represented,” he said if there were a way to conduct telephone surveys to cover listeners for an entire week, he’d approve.

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BY BEN FONG-TORRES

Gavin February 24, 1995
Researchers Has Surprises for Radio

**By Ben Fong-Torres**

For all the money radio spends trying to snare new listeners, few Americans bother to switch stations, and when they do, they rarely make a change because of media advertising.

Those were a couple of many revelations offered by the Eagle Group, a Denver-based media research group that revealed its findings at the Seminar.

Matt Hudson, vice president of the wholly-owned subsidiary of Cox Broadcasting, said Eagle had interviewed 500 listeners representing 50 states to learn where radio fits in the constantly expanding media landscape.

"The good news," he said, "is that radio looks great. With CDs and DMX and DCR and all these threatening media, we find that they haven't pinched our butt, let alone knocked us out."

Asked which medium they spent more than one hour with every day, 70 percent responded radio (59 percent FM, 11 percent AM), and 42 percent, TV. At three hours a day, radio beat TV 42 percent (36 percent FM) to nine percent.

But how do people find their stations? A shocking 90 percent, says Hudson, hear of new stations without out media influence. "Over a half of them find a station by accident, by scanning the dial. And a third hear about it from a friend. Only 4 percent say TV commercials and 2 percent say billboards."

With the scanning phenomenon, says Hudson, "I'm on the handwag to eliminate segues. You can't afford to go eight to ten minutes without saying who you are."

He repeated that appeal after revealing that 47 percent of listeners listen in cars (vs. 34 percent at home and 18 percent at work). "The challenge," he said, "is to get credit for minutes in the car."

Other findings: the average number of stations a listener listens to weekly is 2.8 (20 percent said they stick to one station). There are 3.75 radios per household. Some 79 percent of respondents listen to morning drive; nearly half listen to PM drive.

Among listeners with both radio and tape player in their car, 72 percent listen to radio more often, but those with a CD give radio only a 47-33 percent edge.

Noting that 56 percent say they tape TV shows and that 90 percent of those admit to fast-forwarding through commercials, Hudson advised: "Half of the viewers see (a minute spot) as a 20. Fast-paced spots are not working. Buy 60s instead of tens and 20s." He showed a spot for KMEL-San Francisco that showed the actor at the bottom of the screen as a way to get a message through, past fast-forwarders.

Cohen: How to Get From 'No' to 'Yes'

**By Beverly Mire**

According to the master negotiator, negotiating is a game. "I keep referring to it as a game," says Herb Cohen, "because it is where you really care—but not that much."

Herb Cohen's session at GAVIN, The Art of Negotiation, was a serious talk sprinkled with laughter and a touch of vaudeville.

Cohen drew on his wealth of experience as a negotiator for high-rollers and presidents to explain to attendees how to make people with no on their minds end up saying yes.

"No is an initial reaction to being taken by surprise," he said. "You've got to stay in there; you've got to wear them down."

According to Cohen, it's how you approach a situation. "Getting a record played," he said, "is tied to how a person acts."

As an example he pointed out his past experiences with past Presidents Carter and Reagan. Carter's problem, he intimated, was that he addressed unpleasant issues, such as rising interest and education rates. Reagan was popular, Cohen said, because he was a pleasant person. "Do you think it was his policies?' he asked. "We stayed at the bottom of the approval, however, it was clear that jazz isn't going anywhere and, yes, it is happening."

"Jazz holds a four percent piece of the total record sales pie, he said, and that shows that it has indeed become big business. "Although a four percent market share doesn't seem like much, when you consider that annual record sales are in the nine billion dollar ballpark, those of us who toil in the jazz vineyards can finally say that jazz has become big business."

Lundvall: 'Jazz is Big Business'

**By Beverly Mire**

Jazz/A2 keynoter Bruce Lundvall, president of Blue Note Records, opened his speech with a quote from Thelonious Monk: "I don't know where jazz is going. Maybe it's going to hell. You can't make anything go anywhere. It just happens."

At the end of Lundvall's appearance, however, it was clear that jazz isn't going anywhere and, yes, it is happening. Jazz holds a four percent piece of the total record sales pie, he said, and that shows that it has indeed become big business. "Although a four percent market share doesn't seem like much, when you consider that annual record sales are in the nine billion dollar ballpark, those of us who toil in the jazz vineyards can finally say that jazz has become big business."

Lundvall also took a minute to mention some of his pet peeves: companies signing young artists that "aren't ready," only to drop them before they develop, the lack of jazz radio; and, as he put it "the tendency of so many jazz disciples and critics alike to divide the music into nasty little enclaves reflecting personal taste and sometimes personal venom."

"The lively discussion período that followed Lundvall's speech centered on an association he would like to see develop initially between record companies and later between all facets of the business to create industry-wide promotion, a la the Country Music Association."

He then shared his experience signing artists such as Dexter Gordon, Jacky Terrasson and Cuban pianist Gonzalo Rubalcaba.

"Jazz is absolutely the only case of his company's group, US3, acts that sample classic songs help turn listeners on to catalogue material."

He also took a quick minute to mention some of his pet peeves: companies signing young artists that "aren't ready," only to drop them before they develop,
KSFO Axes Fiery J. Paul Emerson

After six weeks on the air at KSFO/AM-San Francisco, where he spewed right-wing venom and drew listener complaints, a protest from AIDS activists, and an advertising boycott, newsman/commentator/morning host J. Paul Emerson has been taken off the air.

"All I can say is it hasn't worked out and he is not returning," said Jack Swanson, operations director of the station, now owned by Capital Cities/ABC, which also owns long-time market leader, news/talker KGO/AM.

Emerson, who joined KSFO shortly after being sacked by crosstown KFRC, where he co-anchored mornings with DJ Gary Bryan, has been nothing but controversial since his return to the market last year (he'd previously worked as morning news anchor on KMEL, in tandem with John London and Ron Engelman). His remarks about Chinese people while at KFRC, and about what he called the "stinking Japanese" while at KSFO chewed the attention of the city's Human Rights Commission as well as calls for public apologies from the respective station managers.

Emerson's recent claims that AIDS could be spread by coughing, and a call for a quarantine of gays, ignited a protest picket line at KSFO, but also drew attention from the Phil Donahue show and the New York Times.

When KGO/TV chose not to run the Donahue segment, Emerson railed on air against his own parent company, and he was out the door.

Music Sales Roll Past $12 Billion

It was no surprise to learn that 1994 was the biggest year ever in the recording industry, as the RIAA tallied $12 billion of music recordings and videos shipped to retailers. The figure (calculated at suggested list prices) amounts to a record 20 percent increase over 1993.

In units shipped, RIAA figures showed a jump of 17.5 percent, from 955 million to 1.1 billion.

"There was just an enormous amount of good product out there," said Jay Berman, RIAA chairman and CEO. But the association also pointed to the rise of superstores and the increase of the retail base, along with continued acceptance of the CD format and its switch from long boxes to smaller packaging, thus allowing for greater inventories, as factors.

Direct mail and record clubs also did well, the RIAA noted, with a 26 percent dollar increase, from $1.2 billion in 1993 to $1.5 last year.

Denny Cordell Dies at 52

Denny Cordell, who managed Joe Cocker and Leon Russell to their earlier heights of success, died February 18 in Dublin, Ireland, of lymphoma. He was 52.

Cordell, who was also a successful record producer, A&R man, publisher, and the founder of Shelter Records, was the man behind the scenes of "Mad Dogs & Englishmen," the circus-like 1970 tour that was built around Cocker, but which propelled pianist-arranger Leon Russell into prominence. The tour became a film and a top-selling album.

At the time of his death, Cordell, with partner Kate Hyman, operated Realization Music, with Cordell in Dublin and Hyman in New York. The publishing concern, which also serves as a consultant to Island Records, has, among its roster, Marianne Faithfull and new Island artist Irene Sage. Realization will continue under Hyman's leadership.

"...And if you think you're goin' crazy..."

GIVE IT ALL ...

the new TOMMY JAMES single...

JUST RELEASED....

on AURA RECORDS

from the forthcoming album,

A NIGHT IN BIG CITY...

Distributed by MS....

#AU2020
Clive Davis, president of Arista Records, packed the house for his one-on-one with Dave (The Duke) Shears. Davis was greeted with a standing ovation, went one-on-one with various Seminar guests.

The Gavin Seminar Cocktail Party was just a little different this year. There was a motorcycle police escort to help usher in...

Gavin CEO David Dalton receives a proclamation welcoming the Seminar to the Big Easy from Louisiana Lt. Governor Melinda Schwegmann.

Seminar attendees were greeted at the cocktail party by a marching jazz band, a gospel choir and, above, a Cajun-Zydeco trio.

There were musicians and dancers creating a mini-Mardi Gras parade...

There was Gavin's Ron Fell on a float. Fell lost his luggage (see 'Sho-Biz'). Here, he offers to trade cocktail partygoers Mardi Gras beads in trade for clothing.

There was this "octopus woman," who drew many attendees out of their shells.

In the land of king cakes, royalty oversees one of the many food tables at the Gavin Cocktail Party.

A marching band...

Most guests shouted 'See you later' when they saw Doug Shuard, managing director of Gavin's parent company, Spotlight Publications, with his friend at the Gavin Cocktail Party. But sticking...

And there was even a funeral procession, climaxing with Gavin's Bobby Gaffarni rising from his coffin to address his mourners. Yes, it was a different kind of a party.
BIG EASY WINNERS

From the revelry of the Top 40 folks who took a riverboat cruise down the Mississippi to the tears of Crazy Pinoy Promotions’ Nasty Nes, 1995’s Gavin Award winners celebrated in style. This year’s new format—presenting awards at format-specific functions—got its own recognition: “Best New Idea.” Congratulations to all the winners.

TOP 40
MAJOR MARKET TOP 40 STATION OF THE YEAR
WHIZZ (Z100)-New York
MAJOR MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR
Steve Kerr, WQCD/CD101-New York
LARGE MARKET TOP 40 STATION OF THE YEAR
WEZB (B97)-New Orleans
LARGE MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR
Michael Steele, Sweet 98-Omaha, NE
SMALL MARKET TOP 40 STATION OF THE YEAR
W1QQ-Orlando
SMALL MARKET TOP 40 PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR
Steve Masters Live 105-San Francisco
A/C LARGE/MEDIUM MARKET MUSIC DIRECTOR OF THE YEAR
Steve Williams WQCD/CD101-New York
A/C LARGE/MEDIUM MARKET PROMOTION PERSON OF THE YEAR
Loretta ‘Lori’ Holcomb, JAR/Adult Alternative/Non-Major
J/AL ALBUM OF THE YEAR
WRTI-Philadelphia
J/AL STATION OF THE YEAR
WRPQ-Orlando
J/AL PROGRAM DIRECTOR/OPERATIONS DIRECTOR OF THE YEAR
Bobby Jackson, WCPN-Cleveland
J/AL NATIONAL PROMOTION PERSON OF THE YEAR
Bruce Lundvall, Blue Note Records
J/AL NATIONAL PROMOTION PERSON OF THE YEAR
Deborah Lewow, Warner Bros./Reprise Records
J/AL NATIONAL PROMOTION PERSON OF THE YEAR
Norm Brown, After The Storm (Toja/Mexx)

COMMERCIAL ALTERNATIVE
COMMERCIAL ALTERNATIVE STATION OF THE YEAR
WXLC-Chapel Hill
COMMERCIAL ALTERNATIVE PROGRAM DIRECTOR OF THE YEAR
Brendan Gillen WCBN-Ann Arbor
COMMERCIAL ALTERNATIVE STATION OF THE YEAR
KZXR-Phoenix
COMMERCIAL ALTERNATIVE PROGRAM DIRECTOR OF THE YEAR
Scott Carter, A&M
COMMERCIAL ALTERNATIVE ALBUM OF THE YEAR
KGSX-Austin
COMMERCIAL ALTERNATIVE ARTIST OF THE YEAR
Mike Depippa, WSOU-South Orange
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Trent Kehr, WSOU-South Orange
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Don Diodato, Mercury
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
WQQT-New York
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
WQCD/CD101-New York
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Epic Records
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Roadrunner Records
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Marti Halpin, Roadrunner
COMMERCIAL ALTERNATIVE PROMOTION PERSON OF THE YEAR
Sputnik, McGathy Metal

Gavin Rocks

Gavin February 24, 1995
This week's column is THE FLASH's essay, "How I spent my days and nights in New Orleans." I should have been at the Hyatt attending panels and swimming, but instead I was cut off using local color (mostly local food and drink). Thursday February 16th. Check in for a drink, pick up lunch, dinner at Broussard's, then off to Tipitina's for the P.J. Harvey/Ned's Atomic Dustbin show. Then off to the Howling Wolf to listen to Zycozo with native New Orleanians. Friday February 17th. Baignerie & coffee at Cafe Du Monde, write 377 words for Gavan. Saturday, shop at a bookstore on Bourbon Street to ward off any problems, lunch at Upelgthes (the crawfish & the oysters are both good choices), a walk down Royal Street to look at Barrister's Gallery to browse at some eclectic folk art, a purchase of a napping hat made by a local milliner, a pit-stop for some pralines at Aunt Sally's, retest; the temptation to buy these praline Macy's Gra hand back to the Hyatt for a power nap, and then off to the Cajun cajun party to eat & drink a bit more end meet more radio people. Did I see you there? (I only had let that alligator at the partylocale so we could see who it was after dinner). Dinner at the ACME Oyster Bar, then off to the Nothing showcase at Muddy Waters where the band Prick blew me away with their precision. Next, a stop at the Maple Leaf for some New Orleans flavor, and off to the Saab Bar, a favorite late night haunt among locals, put final Dixie beer into a plastic cup and crawl back to the Hyatt. Saturday February 18th. Visited the Hyatt gym to work off everything eaten since arrival, then shower off and off to Cafe Du Monde for some baguettes and coffee, followed by a stop at the Central Grocery and then a left to Broussard's, some Turtle Soup at the Palace Cafe with a bit of sherry tossed in, more browsing through the French Quarter, a praline at Kneale's, off to the Hyatt for a farewell (no time for a power nap this day). Then a friend's home in the lower garden district to eat crawfish, and crawl a parade as it headed down St. Charles Street. THE FLASH was obsessed with catching as many of those plastic Mardi Gra hats as possible. Then onward to see Nine Inch Nails and the Jim Rose Circus (I felt gously under-dressed backstage at the show). Then, a stop at the Isidore bar, more fun, and finally home to bed. Sunday, February 19th. Breakfast at borchers (the debris is a must-order item), a stroll down St. Ann's Street for the best parade I have ever witnessed. "The Mystic Crab," which is a dog parade that takes place once a year. High lights included two Pugs sporting black leather jackets and caps with metal studs, a Great Dane in a bedazzled Mardi Gra gown complete with tassels, and a float I like with Pez nose dogs labeled "Elizabeth Taylor in Cleopatra" on the side. Onlookers tossed milk bones at the marching dogs as they proud owners tossed Mardi Gra beads and dog treats at the crowd. Not only did I think that Gavan should be in New Orleans again next year, but I think everyone should bring their dogs with them and plan on marching in this parade. Back to the regular scheduled column. Shufflesnax is to be said as singing with Introscope. Andy Factor is Brendan Benson to Virgin and Jason Falkner will be producing. There is no manager yet. Congratulations to Ron Shapiro who has been named general manager of Atlantic Records and will relocate to the Big Apple (we used to work together at BMG). Darby from the band Ben is Dead wishes that there is no truth to the rumors about Buffalo Morgue with the mag: "I would never happen. I'm too much of an egomaniac, and I've grown so fond of being alone."
Is Keith Naftaly listening to the new Annie Lennox album a lot these days?

Gino Nataliichio takes over as VP International Development, Video Jukebox Network, Inc., next month.

Everyone is still buzzing over Clive Davis’ appearance at the Gavin Seminar. Revealed during the closing moments—he’ll be honored as Man Of The Year at TJ Martell in the fall. Twenty years for the TJ Martell Foundation and 20 years for Arista Records.

He’s a man of many voices and now he gets to take his act home. Larry Davis resigns his APD/MD/afternoon personality at WNVZ (1104) Norfolk to return to hometown Houston and join Tom Poleman’s team at KRBE.

Columbia artist Dionne Farris stopped in Dallas before showcasing at Jimmy’s during Gavin ’95. Holding court in the lobby at KHKS “KISS 106.1” is APD/MD “Mr. Ed” Lambert, Columbia Dallas rep David Newmark. KISS night talent Sean Valentine, bandmember David Dionne, bandmember Van, and the person who really runs things at KISS—receptionist Leticia Quintanilla.

Congo to longtime Warner Bros VP artist relations Larry Butler, who capped Pollstar’s Artist Development Exec of the Year Award. Here he is being presented with the plaque by Dan Ayrroyd. Is it just coincidental both of these guys wear glasses?

Nacional records exec who asked to remain unnamed. When a friend said, "I'll call you. What time will you be in your room," he responded, gesturing wildly, "What the @#$ does that mean?"

While we were gone, the world still turned. Oz Medina has moved from afternoons to mornings at KBKA/FM/KAM-Boulder. Before joining KBKA last summer, Medina was MD/personality at 91X San Diego.

Peggy Lowe stays on as news anchor. Dan Forthover is the interim PD at WABT-Dundee, Ill., replacing Cara (Simms) Carriveau who joined Chicago’s Shadow Broadcast Services in a similar position. Personalities Dave Michaels and Jojo Martinez are joining news anchor Jenny Glick at Hot 102.3 (WXL-FM)-Waukegan, Ill. Michaels was at WKCI-Hartford and Martinez comes from WJMK. Air staffer Jimmy Novak moves to afternoon drive...News from WINK 104-FM-Harrisburg, Pa. is that Heidi Linn moves from 12 midnight-5:30 a.m. to 7 p.m.-12 midnight. Part timer Mike Scott steps into the overnight position...The ABC Radio Networks has completed its move to a state-of-the-art facility in Dallas. The address is 13725 Montfort, Dallas, Texas 75240. Phone (214) 991-9200 or fax (214) 774-4640.

Sche-ri-Pieces

ELTON JOHN

The Lion King was 1994’s biggest-selling album, registering in excess of seven million copies sold during the last six months of the year.

MADONNA

Madonna will be appearing in Vogue and Harper’s Bazaar in a series of fashion ads for designer Gianni Versace. One of the shots features Madonna giving a pose for a pedestal. EDIE BRICKELL


Seal has re-recorded “I Am Alive,” a song from his current, self-titled album. His new band includes Wendy Melvoin, the Wendy of the Prince family, Wendy & Lisa.

NICK LOWE

Nick Lowe’s new song, “The Beast In Me,” from the Upstart/Record label album The Impossible Bird, was written for Johnny Cash who says it was the unofficial theme song for his recent American Recordings album.

ROLLING STONES

It was ten years ago this week that Mick Jagger released “Just Another Night” as his first solo single.

CELIA DION

Celine Dion has recorded Carole King’s “A Natural Woman” for an all-star Carole King tribute album.

SHO-DATES

Our Best Wishes and HAPPY BIRTHDAY To:

Josette Gavin 2/26
Michael Lowe WOA-Melbourne, FL 2/26
Kelly Lambert A&R/Clint, MO 2/26
Ron Sorenson KFMB-San Diego 2/26
Mark Langston WSL-St. Louis, MO 2/26
Johnny Cash, Fats Domino, Mitch Ryder, Michael Bolton 2/26
PJ Olson MCA Records 2/27
Robert Nadler 2/27
Wyatt Easterling Atlantic Records 2/27
Eric Becks RT Records 2/27
Chillay (OM), Paul Humphreys (OM), Gavil 2/27
Steve Zap Repertoire Records 2/28
Judy Libow Libow Unlimited 2/28
Mark Rogers AWR-Churchville, IN 2/28
Bruce Logan WMNN-Los Alamos, NM 2/28
Charlie and Welsh Heritage 2/28
Bill Green (B) Jon Bass, Janis Gill (Sewards of the Heart), Jim Ed Brown, Sara Hickman, Roger Daltrey, Harry Belafonte, Sonny James 3/1
Kelly Woo Priority Records 3/2
Geoff Marshall Gavin 3/2
Laura Bennett A&M Records 3/2
George Benson, Method Man (Wu-Tang Clan), Lou Reed, Doc Watson, Larry Stewart (Beeasty Heart), Jon Bon Jovi 3/2
Paul Swanson Jeff McClusky Paul Swanson Jeff McClusky 3/2
Robyn Hitchcock D.J. Ennis A&M Records 3/2
C.J. Ennis A&M Records 3/2
Robyn Hitchcock D.J. Ennis A&M Records 3/2
John Allen EWR-Telexani, TX 3/3
Phil Stoup Music Choice 3/4
Bobby Vomack, Chris Southern (Lamboros), Craig & Charlie Reale (Proclaimers), Chris Rea 3/4

Charm Dates: Diane Rufer

Sho-Pieces: Ron Fell

Sho-Dates: Diane Rufer

WHO AM I?

Perfect Stranger

BON JOVI

Bon Jovi’s original 1983 PolyGram contract reportedly required lead singer Jon Bon Jovi to change his stage name to Jon Bon Jovi, and only he was signed to the label. The other members of the band were to be Bongiovanni’s employees.

FOREIGNER

Foreigner’s 1977 self-titled debut album has sold more than five million copies.

THAT’S SHO-BIZ

The Lion King (1994) was the highest-grossing movie of 1994, and was also the first animated film to win the Academy Award for Best Picture.

The Lion King soundtrack was the best-selling soundtrack of 1994, with sales exceeding 20 million copies worldwide.

The Lion King soundtrack included hit songs like “Can You Feel the Love Tonight,” “The Circle of Life,” and “Hakuna Matata.”

The success of The Lion King soundtrack led to the creation of a series of spin-off albums and merchandise, including a Broadway musical, a stage show, and a video game.

The Lion King soundtrack also featured contributions from various artists, including Elton John, Tevin Campbell, and Belle and Sebastian.

The Lion King soundtrack was a significant achievement for Disney, as it marked the company’s first ever soundtrack to top the Billboard chart.

The Lion King soundtrack was released on September 27, 1994, and quickly became a commercial success, selling over one million copies in its first week of release.

The Lion King soundtrack was a major hit in the United States, reaching number one on the Billboard chart for 16 weeks.

The Lion King soundtrack was also a success in the United Kingdom, reaching number one on the UK Albums Chart for 14 weeks.

The Lion King soundtrack was a critical success as well, receiving positive reviews from critics for its innovative score and the contributions of various artists.

The Lion King soundtrack was a significant commercial success, becoming the best-selling soundtrack of 1994 and one of the best-selling soundtracks of all time.

The Lion King soundtrack was a major factor in the success of the animated film The Lion King, which itself was a commercial and critical success upon its release in 1994.
GAVIN TOP 40

1. MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)
   11 weeks; Reports: 6912; SPINS: 6912; Trend: 0
2. BOYZ II MEN - On Bended Knee (Motown)
   8 weeks; Reports: 6713; SPINS: 6713; Trend: 0
3. DIJONN FARRIS - I Know (Columbia)
   7 weeks; Reports: 6632; SPINS: 6632; Trend: 0
4. SHERYL CROW - Strong Enough (A&M)
   6 weeks; Reports: 6263; SPINS: 6263; Trend: 0
5. TOM PETTY - You Don't Know How It Feels (Warner Bros.)
   5 weeks; Reports: 5901; SPINS: 5901; Trend: 0
6. HOOTIE & THE BLOODY FLUSH - Hold My Hand (Atlantic)
   4 weeks; Reports: 5759; SPINS: 5759; Trend: 0
7. MELISSA ETHERIDGE - If I Could Turn Back Time (Columbia)
   3 weeks; Reports: 5628; SPINS: 5628; Trend: 0
8. R.E.M. - Bang And Blame (Warner Bros.)
   2 weeks; Reports: 5383; SPINS: 5383; Trend: 0
9. DES'REE - You Gotta Be (500 Music)
   1 week; Reports: 5359; SPINS: 5359; Trend: 0
10. TLC - Creep (LaFace/Arista)
    1 week; Reports: 5031; SPINS: 5031; Trend: 0

CHARTBOUND

1. THE CRANBERRIES - "Ode To My Family" (Island)
   91 weeks; Reports: 1438; SPINS: 1438; Trend: +398
2. LIVE - Lightning Crashes (Radioactive)
   83 weeks; Reports: 1354; SPINS: 1354; Trend: +503
3. VAN HALEN - "Can't Stop Lovin' You" (Warner Bros.)
   81 weeks; Reports: 562; SPINS: 562; Trend: +445
4. BRANDY - "Baby" (Atlantic)
   52 weeks; Reports: 1433; SPINS: 1433; Trend: +306

Most Added

VAN HALEN (60) - "Can't Stop Lovin' You" (Warner Bros.)

ANNE (48) - No More "I Love You's" (Arista)

BOYZ II MEN (34) - "Thank You" (Motown)

BRUCE SPRINGSTEEN (31) - "Murder Incorporated" (Columbia)

THE CRANBERRIES (30) - "Ode To My Family" (Island)

Top New Entry

RECORD TO WATCH

REDNECK "Cotton Eye Joe" (Battery/Jive)

This international smash is heating up into the U.S.A. Video generates massive reaction first week on The Box! Now

CHARTBOUND

1. THE CRANBERRIES - "Ode To My Family" (Island)
   91 weeks; Reports: 1438; SPINS: 1438; Trend: +398
2. LIVE - Lightning Crashes (Radioactive)
   83 weeks; Reports: 1354; SPINS: 1354; Trend: +503
3. VAN HALEN - "Can't Stop Lovin' You" (Warner Bros.)
   81 weeks; Reports: 562; SPINS: 562; Trend: +445
4. BRANDY - "Baby" (Atlantic)
   52 weeks; Reports: 1433; SPINS: 1433; Trend: +306

† = Daypart

Total Reports This Week 229 Last Week 230

Reports accepted Monday and Tuesday 8:30am - 4pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

GAVIN FEBRUARY 24, 1995
Reports Adds SPINS TRENDS

60 - 1300 -196 WILLIE ONE BLOOD - Whiney, Whiney (What Really Drives Me Crazy) (RCA)
59 - 6 994 +222 GILLETTE - Mr. Personality (Zoo)
58 - 4 1141 +217 NIRVANA - Man Who Sold The Word (DG)
57 - 4 1592 +16 2 UNLIMITED - Get Ready For This (Clique/BMG)
56 - 4 1028 -5 FLAMING LIPS - She Don't Use Jelly (Warner Bros.)
55 - 8 883 +436 KEITH MARTIN - Never Find Someone Like You (Columbia)
54 - 8 1433 +306 BRANDY - Baby (Atlantic)
52 - 48 238 +188 ANNE LEMNOX - No More "I Love You" (Avista)
51 - 1051 -131 DEADEY DICK - Perfect Family (Slobo)
49 - 10 1423 +217 BOYZ II MEN - Water Runs Dry (Motown)
49 - 4 970 -303 VAN HALEN - Can't Tell Me (Warner Bros.)
49 - 34 627 +304 BOYZ II MEN - Thank You (Motown)
49 - 29 472 +242 BLUES TRAVELER - Run-Around (A&M)
46 - 1168 -207 IMMORTAL - Constantly (MCA)
47 - 12 684 +115 OASIS - Live Forever (Creation/Epic)
46 - 954 -261 QUEENSRYCHE - Bridge (EMI)
46 - 4 914 +212 SOPHIE B. HAWKINS - As I Lay Me Down (Columbia)
45 - 1 1222 +16 AMY GRANT with VINE C. GILL - House Of Love (A&M)
43 - 5 790 +118 TAKE 6 - You Can Never Ask Too Much Of (D Love) (Reprise)
38 - 8 656 +23 PORTISHEAD - Four Times (Nobody Loves Me) (GoDisc/London)
36 - 1 676 -28 WHIGFIELD - Saturday Night (Icint)
36 - 5 488 +21 ALL-4-ONE - She's Got That Skill (Icint/Atlantic)
31 - 5 442 +62 HOOTIE & THE BLOWFISH - Lil'Cry (Atlantic)
31 - 31 192 +192 BRUCE SPRINGSTEEN - Murder Incorporated (Columbia)
31 - 2 732 +22 JOHN WAITE - I Do It) Get By Without You? (Icint)
29 - 1 640 +37 NEWTON - Sky High (Clique/BMG)
29 - 14 279 +198 STEVIE WONDER - For You Abe ver (Motown)
27 - 2 1151 +49 TLC - Red Light Special (LaFace/Atlantic)
27 - 5 711 +160 ADINA HOWARD - Freak Like Me (eastwest/EEG)
26 - 4 776 -73 K.C. & THE CHELIE - If You Think You're Lonely Now (Mercury)
26 - 5 456 +64 CRYSTAL WATERS - What I Need (Mercury)
25 - 483 -116 CRASH-TEST DUMMIES - The Ballad Of Peter Pumpkinhead (RCA)
21 - 3 658 +85 MARY J. BLIGE - I'm Going Down (Icint/MCA)
21 - 7 336 +9 PATTY SMITH - Look What Love Has Done (Theme From Junior) (MCA)
21 - 3 323 +97 ARIA - I Needed You Most (Speed)
20 - 5 413 +28 SUBWAY - The Life Game We Play (BTV/TO)
18 - 15 153 +75 SIOUXIE & THE BANSHES - Oh Baby (Columbia)
18 - 15 133 +89 BELLY - Now They'll Sleep (Reprise)
17 - 595 +42 SPANISH FLY - Daddy's Home (Upstairs) +30
17 - 445 +48 THE NOTORIOUS B.I.G. - Big Poppa (Bad Boy/Arts)
17 - 6 244 +163 TOAD THE WET SPROCKET - Fly From Heaven (Columbia)
16 - 5 248 +29 BUSH - Everything Zen (Trauma/Interscree/AG)
16 - 7 225 +42 DAVE MATTHEWS BAND - What Would You Say (RCA)
15 - 6 448 +100 STEVIE B - Dream About You (Emporia/Trum)
15 - 5 412 +144 * K7 - Move It Like This (Tommy Boy)
14 - 4 214 +67 MILLA - Gentleman Who Fell (SBK/FMI)
13 - 3 298 +49 TOM PETTY - You Wreck Me (Warner Bros.)
13 - 1 265 +22 STONE ROSES - Love Spreads (Columbia)
13 - 5 173 +77 * FOREIGNER - The End Of Time (Columbia) +5
12 - 219 -6 CONNIE - I Like It (Black Olive)
12 - 7 181 +67 REDNECK - Country Eye Joe (Live)
11 - 1 395 +17 MAX-A-MILION - Fat Boy (I.D.)
10 - 231 -3 LIZ PHAIR - Why (Smart/Madison/Atlantic)
10 - 1 215 +49 LETTERS TO CLEO - Here & Now (Giant)
10 - 1 183 +51 TOM JONES - I Wanna Get Back With You (Interscree/Atlantic)
10 - 2 153 -12 * DURAN DURAN - White Lines (Capitol)

* Indicates Debut

Up & Coming

- Gavin February 24, 1995

Inside Top 40

From the amazing Clive Davis to the first-ever Top 40 awards presentation at a riverboat to Ron Fell tossing hats to the crowd at Gavin's own Murri Grais cocktail party, there were plenty of memorable moments during our 10th annual seminar last week in the New Orleans. Of course, renewing old acquaintances and making new ones never fails to be a highlight of each year's get-together and it's possible New Orleans '95 might have tapped them all. Major league thank yous to all who helped make it such a rousing success, including special participants Mike Steele OM/PD at KZTV-Corpus Christi for putting together a tremendous presentation on research, and B97- New Orleans PD Scott Wright and Z100 New York's Elvis Duran for co-moderating the Top 40 discussion on board the Cajun Queen.

Double large thanks to Andrea Ganis and Danny Buch of Atlantic/ Jerry Blair and Charlie Walk at Columbia and MCA's Bruce Tenenbaum, Mark Gorlick and Paula Tuguy (she never stops working) for sponsoring the boat cruise and brunch. And to Rick Bisceglia at Arista for helping to make a dream come true—the one-on-one "fireside chat" with one of music's most influential figures, Clive Davis. Congratulations to all Top 40 Award winners (listed on page 9), and to all those nominating. One consultant of an auto group says, "What minivans did was make it acceptable for a boomer to buy a Dodge or Plymouth or Chrysler." Kids also make a difference when parents buy personal computers. Most CD-ROM titles are geared toward children, according to an analyst at a New York research firm. On the entertainment front, just ask Disney, who scored with The Little Mermaid in '89 and never looked back. Last year's gross on The Lion King topped $300 million. Though it has been harder in recent years to reach parents through their children via radio, people change and music reflects those changes. In a perfect world the Top 40 station is the one everyone in the family can agree on. Programmers who can make that reality in the years ahead should have ever greater success as the boomer generation grows up. And how sharp are these kids? One market analyst, who says he's a "resident futurist," calls children under 12 the "Alexander the Great generation," after the Greek who conquered the known world by age 18.

Gavin February 24, 1995

33
**GAVIN GO CHART**

**TW** | **SPINS** | **TREND**
--- | --- | ---
1 | MADONNA - Take A Bow (Maverick/Sire/Warner Bros.) | 4197 | +29
2 | DIONNE FARRIS - I Know (Columbia) | 3578 | +382
3 | SHeryl CROW - Strong Enough (A&M) | 3553 | +258
4 | TOM PETTY - You Don't Know How It Feels (Warner Bros.) | 3309 | +10
5 | MELISSA ETHERIDGE - If I Wanted To (Island) | 3307 | +418
6 | R.E.M. - Bang And Blame (Warner Bros.) | 3221 | +31
7 | EAGLES - Love Will Keep Us Alive (Geffen) | 3114 | +134
8 | MARTIN PAGE - In The House Of Stone And Light (Mercury) | 3018 | +229
9 | BOYZ II MEN - On Bended Knee (Motown) | 2924 | -188
10 | Hootie & The Blowfish - Hold My Hand (Atlantic) | 2669 | +41
11 | DES'TREE - You Gotta Be (550 Music) | 2564 | +21
12 | GREEN DAY - When I Come Around (Reprise) | 2418 | +73
13 | LONDONBEAT - Come Back (Radioactive) | 2408 | +520
14 | BGN JOH - Always (Mercury) | 2354 | -173
15 | RICHARD MARK - Nothing Left Behind Us (Capitol) | 2190 | +238
16 | JAMIE WALTERS - Hold On (Atlantic) | 2075 | +480
17 | GLORIA ESTEFAN - Everlasting Love (Epic) | 1933 | +283
18 | SIMPLE MINDS - She's A River (Virgin) | 1762 | +446
19 | TLC - Creep (LaFace/Arista) | 1762 | +22
20 | BONNIE RAITT - You Guit It (Arista) | 1721 | +281
21 | VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury) | 1652 | -136
22 | ANDRU DONALDS - Mistake (Metro Blue/Capitol) | 1611 | +21
23 | JON SECADA - Mental Picture (SBK/EMI) | 1552 | -82
24 | CORONA - The Rhythm Of The Night (Elektra/eastwest) | 1547 | NEW
25 | 4PM - Sukiyaki (Next Plateau/Island) | 1542 | NEW
26 | CORONA - The Rhythm Of The Night (Elektra/eastwest) | 1433 | -79
27 | WEEDER - Buddy Holly (GGC) | 1391 | -103
28 | PEARL JAM - Better Man (Epic) | 1385 | -78
29 | COLLECTIVE SOUL - Ge (Atlantic) | 1313 | -92
30 | CE CE PENISTON - Keep Givin' Me Your Love (West End Mix) (Columbia) | 1242 | +30
31 | BLESSED UNION OF SOULS - I Believe (EMI) | 1239 | NEW
32 | BROWNSTONE - If You Love Me (M&L/Epic) | 1210 | +167
33 | JADE - Every Day Of The Week (Giant) | 1208 | +2
34 | FREDDY JOHNSTON - Bad Reputation (Elektra/EGC) | 1187 | -96
35 | PETE DROGE - If You Don't Love Me (RCA/American) | 1186 | +113
36 | THE REAL MCCOY - Another Night (Arista) | 1156 | +8
37 | HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EGC) | 1148 | -48
38 | TONI BRAXTON - I`m Your Woman (LaFace/Arista) | 1012 | -72
39 | INI KAMOZE - Here Comes The Hotstepper (Columbia) | 996 | -67
40 | DEADEYE DICK - Perfect Family (Ichiban) | 907 | +13

**Go Chart Most Added**

**Top 40**

1. MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)
2. DIONNE FARRIS - I Know (Columbia)
3. SHeryl CROW - Strong Enough (A&M)
4. TOM PETTY - You Don't Know How It Feels (Warner Bros.)
5. MELISSA ETHERIDGE - If I Wanted To (Island)

**Underlines indicate upward movement, while blue entries highlight correspondents who are not part of Radio & Record's or Billboard's panels.**

**What’s Going On**

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

**Brian Garvin PD KDOG MANKATO, MINN.**

"Women 25-34 are calling for Dionne Farris, Jamie Walters and Live." 

**GO STATION PANEL:** The GO Chart is based on reports by 120 GAVIN correspondents who are not part of Radio & Record's or Billboard's panels.

Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

**ARTIST PROFILE**

**DIONNE FARRIS**

**HOMETOWN:** Bordentown, N.J.

**BIRTHDATE:** December 4

**LABEL:** Columbia

**SR.VP., POP PROMOTION:** Jerry Blair

**CURRENT SINGE:** "I Know"

**DEBUT ALBUM:** Wild Seed - Wildflower

**MAJOR INFLUENCES:** "Diana Ross, Patti Labelle, Stevie Wonder, Parliament and the Pointer Sisters."

**THE LAST RECORD YOU WENT OUT OF YOUR WAY TO LISTEN TO:** "Jeff Buckley's."

**LIKES:** "Good sweet tea."

**DISLIKES:** "Sprouts on my chicken sandwich."

**FAVORITE PASTIME:** "Thrifting and antique shopping."

**PROUDEST CAREER ACHIEVEMENT TO DATE:** "My album."

**FARRIS ABOUT "I Know":** "Three versions and two videos of one song makes me feel like a partridge in a pear tree."
CHARTBOUND

KATE MACKENZIE (RED HOUSE)
LOOSE DIAMONDS (DIS)
FLACO JIMENEZ (ARISTA TEXAS)
CHESAPEAKE (SUGAR HILL)
DAVE MALLET (VANGUARD)

Dropped: #23 Red Hot & Country, #33 George Ducas

Inside Americana

STATION

CH-CH-CH-CHANGES:

Fresh off waving us at the roundtable in New Orleans, Betty Bienen has left WKZE/AM to become program director at crosstown.

Most Added:

DAR WILLIAMS (7)
The Honesty Room (Razor & Tie)

DAVE MALLET (6)
In The Falling Dark (Vanguard)

STEVE KOLANDER (5)
Steve Kolander (River North)

PETE ANDERSON (4)
Working Class (Little Dog)

HEATHER MYLES (4)
Untamed (HighTone)

LEWIS STORY (4)
Crazy Heart (RIO)

Top Tip:

DAR WILLIAMS

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Top Tip:

DAR WILLIAMS

WQQQ/FM: Therefore, WKZE/AM will no longer report to Americana and we will add WQQQ/FM. Send Betty product at WQQQ/FM 335 Main St., Lakeville, CT 06039. Give her a call at (203) 243-0075 and wish her all the best. In other station comings and goings, WAXX/FM will no longer report and we now welcome new reporters Chuck Wentworth of WRUJ/FM-Kingston, Rhode Island and Mary Befera of WUSZ/FM-Duluth, Minnesota. A community station with a heavy Americana emphasis, WRUJ/FM is at 326 Memorial Union, Kingston, Rhode Island 02881. Welcome Chuck Wentworth at (401)789-4949. Chuck takes music calls on Mondays from 4-6 p.m. Eastern Time.

WUSZ-FM is a country station that will now be warming up the Duluth market with the sounds of Americana. Send Mary the goods at 331 N. Central Ave, Duluth, Minnesota 55807. She takes music calls on Tuesdays from 10 a.m.-1 p.m. Central time at (218) 626-2324. Tom Martinez at KNFT/FM has new music call times. They’re 11 a.m.-12 noon Mountain time Monday-Friday at (970) 388-1958.

BUSTINGS OUT FROM BOURBON STREET:

To say the New Orleans seminar was a blast would be an understatement. Both Americana meetings were well attended, informative and entertaining. A more in-depth blow by blow account will follow in future issues, but a rundown of highlights included: a surprise set of music from Kevin Welch, Kieran Kane and Tammy Rogers at the roundtable meeting; the stellar finale of “Swinging Doors” at the Hightone Tulear Dust showcase with Dave Alvin, Tom Russell, Joe Ely, Robert Earl Keen, Rosie Flores, Lloyd Maines, Rogers, Welch and Kane; the debut of The Delevantes along with Blue Rodeo at the kickoff showcase on Thursday; an incredible evening at Tipitina’s with knock out sets from Ely, Keen, Jim Lauderdale and Michael Fracasso; and Pete Anderson’s uncompromising (although not totally unopposed) viewpoints at Saturday’s panel...And WCBE’s Jon Peterson actually did make Dan (Elwood Blues) Ackroyd laugh at the amazing Jayhawks show at the House Of Blues, where Jeff Tweedy of Uncle Tupelo joined the Jayhawks for a moving version of Haggard’s “Sing Me Back Home”. On the whole I’d have to say it was very successful, and I give the analogy of the week award to Bruce Warren of World Cafe for his comparison of Americana to the candy Razzles. The dialogue is still open as to whether we’re a candy or a gum.

NASHVILLE BUREAU CHIEF

CYNTHIA HOELZLE

GAVIN AMERICANA

ASSOCIATE EDITOR:

ROB BLEITSTEIN

RECORD TO WATCH

TERRY ALLEN

Lubbock (On Everything)
Sugar Hill

Though some of us know this album as the legendary work it is from 1979, its recent reissue on Sugar Hill is bringing it the attention it deserves. A true epic work from Lubbock’s own renaissance man, includes the classics “Amariollo Highway” and “New Delhi Freight Train.”

GAVIN FEBRUARY 24, 1995

15
Reports accepted: Thursday Only 9am - 4pm

1. Mobb Deep - Shock Ones Pt. II (Loud/RCA)
2. Brand Nubian - Hold On (Elektra/EMI)
3. Cash Money Click - 4 My Click (Blunt)
4. World Renown - How Nice I Am (Reprise)
5. The Beatnuts - Take You There (Elektra/EMI)
6. The Beatnuts - Bounce (Elektra/EMI)
7. Petey Pablo - Get Wit It (Blunt)
8. The Coup - Cut Throat (Elektra/EMI)
9. Organized - Need a Little Respect (Elektra/EMI)
10. The Beatnuts - Get Wit It (Blunt)
11. Petey Pablo - Get Wit It (Blunt)
12. The Beatnuts - Bounce (Elektra/EMI)
13. The Beatnuts - Take You There (Elektra/EMI)
14. World Renown - How Nice I Am (Reprise)
15. Method Man - Bring The Pain (P.L.O. Style) (R.A./Def Jam)
17. The Beatnuts - Bounce (Elektra/EMI)
18. The Beatnuts - Take You There (Elektra/EMI)
19. Petey Pablo - Get Wit It (Blunt)
20. The Beatnuts - Bounce (Elektra/EMI)

The Beatnuts - Bounce (Elektra/EMI)

World Renown

How Nice I Am (Reprise)

Mobb Deep - Shock Ones Pt. II (Loud/RCA)

Brand Nubian - Hold On (Elektra/EMI)

Cash Money Click - 4 My Click (Blunt)

World Renown - How Nice I Am (Reprise)

The Beatnuts - Take You There (Elektra/EMI)

Petey Pablo - Get Wit It (Blunt)

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THE ALBUM
Thanks For Taking Notice
Gavin Friends
RAP RETAIL

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BIG L - "Put It On"

(Columbia)

The original gangsta of hip-hop returns with four slices of in-your-face Bronx-style roughness. For the N.Y. Tapes section, Ice returns to the stylee that made him infamous way back in '89. Teamin' up once again with KRS-ONE, the gruff one praises "da Cenci" in ragamuffin chutter over a simple 808 boom and tight hi-hats. "Keep It Real" adds generous scratch, horns and rolling bass as Ice flips into a staggering brag mode. The S.F. Tapes side hooks up Bay Area technicians King Tech and Prince Ice with the Just One. Ruff-n'-raw lyrical delivery meshes with the Bay Area slinky-style funk on "Livin'. In Lockdown," creating a twisted mix of Bronx-meets-da-bay style. "Kill The Rhythm" floats along to a droning bassline and haunted sound bytes. This four-cut single proves that Just Ice never left the scene, he's just been on the DL, hidin' his time when he could deliver the sounds with a fierce Bronx uppercut. Talk to Frederick at In-A-Minute (510) 653-5822.

—SPENCEDOOKEY

RAP Award Winners

GAVIN RAP PRESENTS

THE WINNERS OF THE FIRST ANNUAL RAP AWARDS, HOSTED BY THE ELEKTRA ENTERTAINMENT GROUP

Held Saturday, February 18, 1995 at the Tenth Annual Gavin Seminar, Hyatt Regency New Orleans.

Commercial Rap Station of the Year: WQHT-New York

College/Community Rap Station of the Year: WNWK/New York

Rap Mix Show/DJ Personality of the Year: Sway, Tech & Joe Quixx, KMEL-San Francisco, KKB-LOS Angeles Wake-Up Show

Record Pool of the Year: VIP Record Pool - New York, NY

Major Rap Label of the Year: Rap Award Winners

Rap Independent Label of the Year: Arista Records

Rap Independent Label of the Year (self-distributed): Nervous Records

Rap National Promotion Person of the Year: Erika McDaniel, Elektra Entertainment Group

Rap College/Mix-show Promotion Person of the Year: Jennifer Norwood, Big Beat

National Promotions Person of the Year (non-label independent): Nasty Nes, Crazy Pinoy Promotions

Respect and congratulations go out to each winner for their hard work and dedication to hip-hop. Much love as well to all the nominees. Integrity and excellence are the bottom line, and Gavin, along with your pears in the business, is proud to thank you for keepin' it real.

—TSM
THE FIRST TASTE OF "LIFESTYLEZ OV DA POOR & DANGEROUS" FROM BIG L

IT'S HIS FIRST SINGLE, BUT HE'S HARDLY A ROOKIE.

PRODUCED BY BUCK-WILD.
MANAGEMENT: DIANE RICHARDS WORLD MANAGEMENT, INC.
CT/CR 33705

FOUR MICS FROM THE SOURCE, MARCH '95
Terry and Rene and the RCA team would like to thank all the real people (who ain’t shook) for making Mobb Deep #1 only the strong survive
Inside Rock

The 1995 Gavin Seminar came and went like a roaring freight train, and what a wild trip it was. New Orleans is completely insane and I say this without even experiencing the official Mardi Gras celebrations, which started last Tuesday. I still can't believe there is a whole section of New Orleans of the French Quarter, that's geared solely toward partying. Consuming mass amounts of alcohol, flashing body parts and roaming around in a stupor is the norm in that twisted part of the city. It's a haven for anyone who likes a good party and an excellent place for people watching. Thank God and a few guardsmen (WFC5's Kevin Doyle and WWWQ's Judd Wesley) for seeing me through some pretty hairy times. As I said in my last column, it was just like going to a metal show except you didn't need a laminate because everybody was invited. During this wild party a Seminar broke out at the New Orleans Hyatt which, if you ask anybody who was there, or better yet, remember it, went very well.

Regardless of what format you were involved with, everybody mingled with everybody—especially at Friday night's Cocktail party which featured mounds of killer food, parades, alligators, dancers, floats and many other amazing things that, unfortunately for me, have become nothing but a blur. It was like being on the set of Gone With The Wind, except this version was directed by Jerry Garcia and everybody mingled with everybody—especially at Friday night's Cocktail party which featured mounds of killer food, parades, alligators, dancers, floats and many other amazing things that, unfortunately for me, have become nothing but a blur.

The Gavin Rocks panels went like a roaring freight train, and if you pride yourself particularly WSOU have already been all the more adventurous of radio, being the more avant-garde of the rock breed, will break this band but commercial radio will give it the credibility it deserves. Orange 9mm rocks—no kidding.

FLOWERHEAD The People's Buzz (Zoo)

Surfacing from Texas like a giant hud are Flowerhead, who spread their artistic petals to bring you The People's Buzz. Appropriately titled, this CD should have been sent with a pack of rolling papers to equip the listener with the proper tools to maximize the listening pleasure this charismatic hand has to offer. Actually, I settled for a dark room with soft black lights and maybe a bean bag or two. This is Flowerhead's (Eric Faust, bass/vocals; Eric Schmitz, guitar/vocals; Kyle Thomas, guitar/vocals; Buzz Zoller, guitar) second album and it's absolutely dripping with distorted psychedelic guitar chords that wind their way around solid bass lines and glazed vocals. Produced by Robbie Adams, who brought you U2's Achtung Baby and Zooopa, The People's Buzz is definitely a crossover album that will appeal to alternative and rock listeners with its cozy mixture of glowing melodies and swirling guitar hooks. For completely freaked out riffs and an upbeat drum vibe check out "Overdrive," "Hold Me Up" (my fav) and "Trip Around The World." For completely freaked out riffs and an upbeat drum vibe check out "Overdrive," "Hold Me Up" (my fav) and "Trip Around The World." For completely freaked out riffs and an upbeat drum vibe check out "Overdrive," "Hold Me Up" (my fav) and "Trip Around The World." For completely freaked out riffs and an upbeat drum vibe check out "Overdrive," "Hold Me Up" (my fav) and "Trip Around The World."
Most Added

**GRIP INC. (48)**
Power Of Inner Strength (Metal Blade)

**QUICKSAND (26)**
Manic Compression (Island)

**DEMON KNIGHT SOUNDTRACK**

**DEMON KNIGHT SOUNDTRACK (19)**
Filter (Atlantic)

**CLAWHAMMER (16)**
Thank The Holder Uppers (Interscope)

**DEVILHEAD (10)**
"We Like You" (Loosegroove/Epic)

**Top Tip**
**SLASH'S SNAKEPIT**
It's Five O'Clock Somewhere

**MEANS TO AN END**
The title of this CD is misleading because it is a cause for celebration if you're into pummeling drums, fast, ripping guitar riffs, heavy bass thumps and aggressive vocals. Pure hard rock with a slight dose of death metal, Rosicrucian (Lars Linden, rhythm guitar; Magnus Soderman, lead guitar; Ulf Pettersson, vocals; Fredrik Jacobsen, bass; Bengt, guitar) are another Swedish band that specializes in fat, chunky riffs. If their brand of rock were pizza you'd probably choke on the enormity of their sound. In fact, the band has coined their unique sound "Paroking Thrash." I couldn't agree more. No Cause For Celebration contains several tracks, "Much About Nothing," "Words Without Meaning," "A Moment Of War" and "The Opening Of The Glory End," that will appeal to your hard rock, thrash and metal-oriented listeners. "Stench Of Life" and "Naked Face Down" showcase harmonious rhythmic guitars while "Parts Of Me" has an undeniably infectious hook that'll keep your head banging.

**ROSICRUCIAN**
No Cause For Celebration
(Cargo/Black Mark)

A potent mixture of alternative spuzz and hard rockin' riffs comes your way via Means To An End. Storming out of Lawrence, Kansas, Means To An End (J.D. Warmock, guitar vocals: Shaun Moore, Bass: Robert Mark Gregory, drums) will infatuate your ears with their blend of spirited guitars, solid bass lines, aggressive drum beats and coarse vocals. Their self-titled album is already getting spins on college and commercial radio, and will probably generate more airplay as time goes by since their sound is in the same class as Bad Religion, Face To Face, Samiam and Pav. "Bendismember" emits catchy bass lines while "Lemon Taste Like Ammonia" and "Breaking Dummy" are driving guitar tracks that will keep your show upbeat. Be sure to check out the infectious rhythms of "Lickspit" and "Right Boss." "Terrible Sin," and "Shun." It doesn't matter if you're into alternative or hard rock, give this a listen and discover a Means To An End.
ORANGE 9mm

HIGH SPEED CHANGER

The premiere single from the debut album Driver Not Included.

Produced by Dave Jerden
Management: Scott McGhee for McGhee Entertainment

### Most Added

**John Michael Montgomery**

*I Can Love You Like That*  
(Atlantic)

**Brooks & Dunn**

*Little Miss Honky Tonk*  
(Arista)

**Doug Stone**

*Faith In Me, Faith In You*  
(Columbia)

**John Berry**

*Standing On The Edge Of Goodbye*  
(Liberty)

**Mark Chesnutt**

*Gotta Get A Life*  
(Decca)

**Brooks & Dunn**

*Little Miss Honky Tonk*  
(Arista)

### Top Requests

**Clay Walker**

**George Strait**

**Shenandoah**

**Trisha Yearwood**

**Record To Watch**

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**Radio News**

Gary Moss is the new PD at KIKK in Houston. Moss comes from KWNW Las Vegas (where he took the station from a .7 to a 9.3 12+). He will start at KIKK on March 6 after rodeo madness. KIKK and KILT have teamed up with CMT to present Country Music Midway at the Houston Livestock Show & Rodeo—a stage where Russ Taff, Ricky Lynn Gregg, Rhett Akins, Bryan White, Daron Norwood, Ty Herndon, Noah Gordon and others will perform throughout the 17-day event.

Our old friend Jessica James has resurfaced at KHOZ-Harrison, after living and working in England. Jessica is doing the morning show...Ty Herndon’s debut single...Ty Herndon’s debut single is the top requested song at KPLX, KSCS and Young Country in

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**Inside Country**

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**Black Dresses**
The new single from

The critically acclaimed debut album

**Watch for Steve on the New Faces Show at the Country Radio Seminar in March**

**WXY - NEW YORK** -- Uncle Samford, M.D. 
"Too cool for words! This is one of my top five favorite albums I’ve heard in the last year!"

**PEOPLE MAGAZINE** -- December 5, 1994
"There’s a new swivel-hipped, lorelock-in-the-face loverboy in town. Kolander’s voice drips with pain and desire. His singuious melodies make for all-season mistletoe. There’s no denying this albums consistency, emotional shimmer and danceable (sometimes rockabilly) beat."

**KSN - SAN FRANCISCO** -- Richard Ross, M.D.
"Steve Kolander’s music grabs the ear and it elicits audience excitement. There’s nothing like it! Kolander is cool!"

**KKE - AUSTIN** -- Steve Gary, M.D.
"On the horizon is an exciting new artist named Steve Kolander. Steve’s latest song, ‘Black Dresses,’ will add much needed texture and sparkle to your playlist. This is a fiery new sound with all the punch and style you’d expect from a former Austinite. Country’s star of tomorrow is delivering great music today."

**CHICAGO SUN TIMES** -- September 7, 1994
"An authentic clarity and purpose defines the self-titled debut record from Steve Kolander. The Western Besser knows how to sell a song."

**KITES - BOSTON** -- Harry Nelson, P.D.
"Steve Kolander’s sound is refreshing and adds another layer to the variety of great country music that’s out there. ‘Black Dresses’ is an example of how Steve’s music will be a passionate part of the future of country radio."

**WSX - NASHVILLE** -- Doug Baker, P.D.
"Steve Kolander brings a unique sound to our format, at a time when something different is needed. Bingo! This is it, I’m adding it."

**MUSIC CITY NEWS** -- January 1995
"...his touch of progressiveness and authentic vocal phrasing, which occasionally features a hint of yodel magic, creates a musical entity that can be compared to no other."

**WSKB - BOSTON** -- Dave Williams, M.D.
"I believe Steve Kolander has the talent, personality, sound and drive to be the best. So much soul that I’m putting him in front of 40,000 of my listeners in July."

**Polygram Group**
Up & Coming

Reports Adds Weeks
70 25 2 CLINTON GREGORY - You Didn't Miss A Thing (Polygram)
59 66 1 * JOHN BERRY - Standing On The Edge Of Goodbye (Atlantic)
44 39 1 * MARTINA MCBRIDE - Where I Used To Have A Heart (RCA)
38 38 1 * STEVE KOLANDER - Black Dresses (Epic North)
20 20 1 * PAM TILLIS - I Was Blown Away (Atlantic)

Dropped: #31 - Sammy Kershaw, #37 - Patty Loveless, #47 - Tracy Byrd, Don Cox, Marilyn Martin, Kendalls.

* Indicates Debut

Top Ten Videos

1. WADE HAYES - Old Enough To Know Better (Columbia)
2. MARY CHAPIN CARPENTER - Tender When I ...(Columbia)
3. NEAL McCOY - For A Change (Atlantic)
4. SHENANDOAH - Somewhere In The Vicinity Of My... (Liberty)
5. CLAY WALKER - This Woman And This Man (Giant)
6. SAWYER BROWN - This Time (Curb)
7. LITTLE TEXAS - Amy's Back In Austin (Warner Bros.)
8. GARTH BROOKS - Ain't Going Down...(Liberty)
9. TRISHA YEARWOOD - Thinkin' About You (MCA)
10. COLLIN RAYE - My Kind Of Girl (Epic)

Album Cuts

SKYNYRD FRYNDS - Sweet Home Alabama (Alabama)/Don't Ask Me No Questions (Travis Tritt)
DR. BILL - Double Shot Of Love
HANK WILLIAMS JR. - Hog Wild

COUNTRY

Dallas KJUG/KKJG's Larry Santiago will now take calls 11-noon PST Tuesdays and Wednesdays.

ARTIST NEWS

The Brother Phelps are living out their "Anyway The Wind Blows" theme by embarking on a motorcycle road trip to radio throughout the Southeast. They will fire up their Harleys and leave the Opryland Hotel March 4, with no schedule except to be in Daytona for the conclusion of Bike Week. John Michael Montgomery will sing "I Swear" with All-4-One on the Grammy Awards March 1. Radney Foster will be the CMT Artist Of The Month for May... Linda Davis, Collin Raye and Tracy Byrd will appear on The Martyr Homer Show in early March. Davis will also co-host the TN/Music City News Songwriter's Awards with Mel Tillis on March 8. Sammy Kershaw, who became enamored with NASCAR racing in the summer of 1993 when he attended the Richard Petty Driving Experience school, has joined Group 111 Racing, which backs young driver L.W. Miller. Lisa Stewart has signed a management deal with Kelly Junakeman of Kragen & Company. According to the Music City General Store, Alan Jackson is the most popular artist in country music today. They proclaimed this after determining that Jackson's t-shirts were their best selling, beating out Vince Gill, Garth Brooks, Reba McEntire and others.

Warné/Reprise & Asylum, and the last show of the day will be RCA & BNA Records. Thursday, June 8 Atlantic & Giant has the morning show, Arista has the afternoon and Columbia and Epic split the night show. The last show of the week is Polydor Nashville on Friday morning.

Wal*Mart is sponsoring the Wal*Mart Country Music Tour Across America '95 which will feature Wesley Dennis, George Ducas, Ty Herndon, Radney Foster, James House. Steve Klander Rick Trevino, David Lee Murphy and others performing in the store's parking lots. Each act will perform for one week of the 29-week tour.

Arkansas based concert promoter Darrell Welch has formed Welch Entertainment Group, hiring Cathi Brynik, formerly with Jeff McClusky & Assoc. Their first act is Atlantic's Woody Lee.

New Releases

JOHN MICHAEL MONTGOMERY

"I Can Love You Like That" (Atlantic)

The first single from John Michael Montgomery's upcoming self-titled album is the kind of love song that has made him a 5.5 million selling artist.

DOUG STONE

"Faith In Me, Faith In You" (Epic)

Doug expresses some of his social consciousness with this Dave Loggins/Trey Bruce song, and comes up with a great hook for good measure.

JOHN BERRY

"Standing On The Edge Of Goodbye" (Patriot)

John's debut on Patriot is a song he wrote with Stewart Harris. It's a perfect fit for his wonderfully emotive voice.

STEVE KOLANDER

"Black Dresses" (River North)

Steve wrote this cool song about the girls he would see walking around Hollywood, wearing black and looking sad. He nailed the "Buddy Holly beat" he was going after, and came up with a song that will definitely grow on you.

MARTINA MCBRIDE

"Where I Used To Have A Heart" (RCA)

Martina says that she thinks this Craig Bickhardt song has a rootsy, early-Linda Ronstadt feel to it.

PAM TILLIS

"I Was Blown Away" (Arista)

This song is so Pam. The CMA's reigning Top Female Artist can do no wrong in our book, and this song is packed with personality.

ARTIST PROFILE

PERFECT STRANGER

They Are: Steve Murray, Shayne Morrison, Richard Raines, Andy Ginn

Current Release: It's Up To You

Current Single: "You Have The Right To Remain Silent"

Promotion Contact: K.C. Austin, Pacific Records

1-800-451-3233

How They Got Together: Shayne and Richard were in rival bands in high school and decided to team up in the mid-80s, taking their name from a Southern Pacific song. Steve Murray joined four years ago, playing his first gig with the group at Billy Bob's Texas. Drummer Andy Ginn played with Johnny Rodriguez for three years before joining Perfect Stranger.

They Say: "We love country. We all grew up in Texas and we came out of the honky tonk scene. We love all kinds of music, but we're staying true to the roots of country." —Richard Raines

It's Said: "I will be real surprised if "You Have The Right To Remain Silent" doesn't become huge. It reminds me of the first time when I listened to Garth." —John St. John, KYGO-Denver, CO

Trivia: It was Richard Raines crowding-pleasing rap rendition of the Beverly Hillbillies theme that Neal McCoy has adapted and made an integral part of his live show.

Gavin February 24, 1995
It's that time of year again. Time to grab a stack of business cards and lots of Vitamin C, take a deep breath and hit the halls of the Opryland Hotel. For the uninitiated, Country Radio Seminar can be an overwhelming wonderland of stars, knowledge and late night parties. In celebration of CRS-26, we asked some industry vets to share their Country Radio Seminar experiences—the good, the bad and the ugly. We will be running some stories this week, and some in next week's issue. It was fun to be the clearinghouse for so many CRS stories; of course, as you know the best stuff always happens off the air and it's the same here. Some stories are just too juicy to print—you'll have to ask the protagonists themselves. (We reserved the right to edit to protect the guilty).

We asked radio what their most memorable showcase had been, and by far the votes went to last year's MCA Cafe (featuring Rodney Crowell, Marty Stuart, Mark Collie, Mac McAnally and Raul Malo), followed closely by the 1990 ASCAP luncheon featuring newcomers Garth Brooks and Alan Jackson. This year most folks are looking forward to Ken Kragen's opening remarks, and seem to put their hopes on Wesley Dennis, Bryan White, Ty Herndon and Rhett Akins breaking big out of CRS 1995. And most all of you have noble goals for the seminar. Our favorite response comes from KFMS's J.C. Simon (who, coming from Las Vegas, has presumably seen it all); he just wants to "keep learning new stuff."

We just have one more question: Who will take up Tiny Hughes' legacy? Read on, brothers and sisters. — Cyndi Hoelzle

What has been your most memorable or hilarious CRS experience?

"Escorting Eddie Rabbitt to his bus (from one end of the Opryland Hotel to the other at midnight) with him carrying his high heel shoes. Every time he stopped for autographs, he would hand my shoes to the person requesting the autograph!" — Anne Weaver, VP, National Country Promotion, Mercury Nashville

"It's not even fit for print!" — Jay J. McCrae, WTL-Lansing

"When Wayne Edwards married me to Pam Green (we were divorced by the end of the night). Or in 1976 when a group of intoxicated programmers drove downtown to take home a piece of the Ryman. Or impersonating an FBI agent to get past Opryland security when Richard Nixon was at the Opry House. Or when a well-known consultant passed out in the RCA suite and all the PDs stuck their nametags on him."

— Carson Schreiber, MCG/Curb

"In 1989 when we all stuck on nametags on Mike Chapman as he was 'resting comfortably' on a hospitality suite couch."

— Bill Reed, ADP/MD, KXXY-OKLAHOMA CITY, OK

"Mike Chapman hosting the New Faces Show!"

— Ed Mascolo, River North Nashville

"When the convention was being held at the Hyatt Regency in downtown Nashville, Tiny Hughes, who worked for WAOZ-Evansville, IN would enter the hotel's glass elevators and wait for the doors to close. Once closed, Tiny then proceeded to drop his trousers and moon people from the elevator as it went up. Security tried valiantly to catch Tiny but they never did manage to catch up with him!"

— Mike Daniels, ADP/MD, WMZQ

"Playing Charades with Tari Laos in a hospitality suite until 3 a.m." — Bob Danchese, WCGB-Bangor, ME

"The late 'Tiny' Hughes of Evansville, Indiana mooning everyone while riding the glass elevators to the top of the Hyatt. It was an annual event."

— Tim Wilson, WAXX-Eau Claire, WI

"When Lincoln Zeve was playing golf with Epic and borrowed Cindy Cunningham's husband's golf clubs. He was playing at a water hole, where he took a practice swing. The golf club became airborne, turned over a few times, and landed in the middle of the lake. Cindy ran up to him and told him it was her husband's club and he had to get it. I drew the line when he asked me if I knew where we could rent scuba equipment."

— Lee Adams, VP/MO/AT, WHYL-Carlisle, PA

"During my first radio seminar in 1993 I was in the Artist Taping Session when I noticed a young, then-unknown artist sitting at his booth all alone. I liked the guy's debut album and immediately went over and sat down and started talking. I ended up doing a 20 minute interview with this artist and he did tons of liners. Later that night I bought him a cold Coke, but it was still a cold one, telling him he owed me one next year, and we had a laugh about the taping session. The next year Tim McGraw was the center of attention at CRS, but he still remembered he owed me a drink."

— Jake Wolfe, KXTC-Gallup, NM

What was your worst CRS memory?

"You'll have to ask me!" — Ed Mascolo, River North Nashville

"I don't remember! People just tell me about it."

— Scott Borchetta, MCA Nashville

"Trying to encourage artists to wait backstage in the kitchen for hours, while Mike Oatman introduced, interviewed and posed for pictures with every unknown up-and-comer that had ever stopped by KFDF."

— Jack Weston, Arista Nashville

"Helping hold back Bill Gavin from killing Ron Einey after Ron's defense of 'paper adds.' Einey's remarks got him fired from Billboard."

— Jack Lameter, VP Promotion, Epic Nashville

"The chance to abuse various Nashville eateries in the company of Diane Richay. And Lee Arnold and The Step One suite after 1 a.m. is a hoot!"

— Mike Burns-Gilbert, MD, WCGW-Sparta, WI

"My most memorable CRS experience was the year the lights went out. That was the night my wife Karen and I had our first date. We were scheduled to go the taping of 'Nashville Now.' But when the power went out at the Opryland we escaped the mass confusion and the two of us enjoyed dinner together. Needless to say I fell hopelessly in love! Boy what a great CRS that was."

— Mac Daniels, ADP/MD, WMZQ

"When Wayne Edwards married me to Pam Green (we were divorced by the end of the night) with our first date. We were scheduled to go the taping of 'Nashville Now.'"

— Debbie Green, VP/OM, Decca Records

"The Step One suite after 1 a.m. is a hoot!"

— Bill Kirk, APD/MD, KXXY-OKLAHOMA CITY, OK

"I drew the line when he asked me if I knew where we could rent scuba equipment."

— Dale Turner, DNA Records.
KATHERINE HEPBURN
FOUR TIME ACADEMY AWARD WINNER

MICKEY MANTLE
FOUR TIME HOME RUN LEADER WINNER

WILT CHAMBERLAIN
FOUR TIME NBA MVP WINNER

ARNOLD PALMER
FOUR TIME MASTERS TOURNAMENT WINNER

THANKS RADIO FOR HELPING US KEEP SUCH GOOD COMPANY
“Pace yourself—the seminar lasts four full days. Get your rest. You could be burned out after the first two or three days. Many people get run down and return home sick.” — JAY J. MCCAULEY, WITL

“Don’t take it too seriously—there’s no hurry. Enjoy it all and leave the table before they bring the check.” — ANNE WEAVER, MERCURY NASHVILLE

“Don’t drink. You drink, we’ll see you at the Pickin’ Parlor.” — MIKE WILSON, RCA RECORDS

“Get your legs in shape ahead of time, and wear comfortable shoes.” — ANNE WEAVER, MERCURY NASHVILLE

“Wear comfortable shoes, loose fitting clothing and an oxygen mask to avoid the annual seminar swine flu.” — JAY J. MCCAULEY, WITL

“Stay close to me, or your RCA rep—we know all the great places to eat.” — MIKE WILSON, RCA RECORDS

“Don’t leave your business card to the minute.” — KEVIN DAVIS, KYKZ

“Plan your day to the minute.” — MIKE CASEY, WCAV

“Never do the following: 1. Ask Frank Mull to make a long distance call on that walkie-talkie. 2. Ask Charlie Monk to emcee anything. 3. Stay in the lobby past 2 a.m. without a personal flotation device.” — JACK WESTON, ARISTA

“Don’t believe everything you hear.” — MIKE BURNS-GILBERT, WCOW

“Don’t get in an argument with Jack Lameier.” — SCOTT WARD, Krys

“Don’t drink. You drink, we’ll see you at the Pickin’ Parlor.” — MIKE WILSON, RCA RECORDS

“Don’t smoke any of the foliage in the atrium.” — TIM WILSON, WAXX, EAU CLAIRE, WI.

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“Stay in your room and don’t come out until the seminar is over. If the session is dull, go pop into the best attended rap room. Get acquainted with anybody who shares a ride with you from the airport.” — BOB DUCHESNE, WQCB-BANGOR, ME

“If you drink, don’t drive. If you drink, get a room at the Opryland so you won’t have far to walk. If you drink, we’ll see you at the Pickin’ Parlor.” — JAY RICHARDS, KJIS

“Drink so much the first night that you’re numb the rest of the week.” — LEE ADAMS, WHYL

“Don’t believe everything you hear.” — MIKE BURNS-GILBERT, WCOW

“Plan your day to the minute.” — MIKE CASEY, WCAV

“Get plenty of rest days before you get to Nashville. 2. Take lots of sleep, wear your tennis shoes and please don’t be serious.” — KEVIN DAVIS, KYKZ

“Stay in your room and don’t come out until the seminar is over. If the session is dull, go pop into the best attended rap room. Get acquainted with anybody who shares a ride with you from the airport.” — BOB DUCHESNE, WQCB-BANGOR, ME

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“Drink so much the first night that you’re numb the rest of the week.” — LEE ADAMS, WHYL

“Don’t be afraid to ask anyone where to go—it’s a big place.” — PAUL HURT, KNOT

“Get to know the people who are now only voices on the phone (maybe promoters) as well as fellow musicologists (programmers) then run around in big gangs together scarifying the hell out of everyone else.” — MIKE BURNS-GILBERT, WOCW

“Stay in your room and don’t come out until the New Faces Show! If you’re in promotion, lose your credit card.” — JOHNNY MITCHELL, MCG/CURB

“Get a room, stay out of the bar, bring plastic.” — BILL WENCE, BILL WENCE PROMOTIONS

“Don’t smoke any of the foliage in the atrium.” — TIM WILSON, WAXX, EAU CLAIRE, WI.

“Don’t smoke any of the foliage in the atrium.” — TIM WILSON, WAXX, EAU CLAIRE, WI.

“What do you think the industry is all about?” — TIM WILSON, WAXX, EAU CLAIRE, WI.
DECCA...The Label To Look For.
Who He Is

Alan Jackson

We thought Alan Jackson would be the perfect spokesperson for our CRS issue, which is aimed at those who have recently, as his song puts it, “Gone Country.” Jackson says he has enjoyed CRS since his first appearance in 1990 as part of the ASCAP luncheon (which featured another newcomer, Garth Brooks).

“The Radio Seminar has never been that tough on me,” he says with a laugh. “I’ve always gone out and spent as much time as I could at Oryland. I see a lot of radio people on the road during the year, so I’m familiar with most of them now.”

At the rate he’s going, Jackson will be in your town soon. His tour has become a huge operation, with three buses and four tractor trailers hauling more than 39 tons of lighting, sound and video equipment, and a crew of 33 to make sure it all runs smoothly. You’d think that with an organization that large, there’s no room for surprises, but Jackson tells an amazing story that happened on the road recently.

The band has made it a tradition to visit Hank Williams’ grave whenever they play Montgomery, Alabama, and last month they made the trek to Williams’ grave whenever they play Montgomery, Alabama.

Jackson first heard years ago, and admits “is a little bit different” for him. “It’s a more poetic kind of lyric for me, but it’s been one of my favorite songs for a long time.”

I Don’t Even Know Your Name is another song that might seem different for Jackson; he wrote the wild story of a guy who falls in love with a waitress as a way to get his brother-in-law off his back. “One of my brothers-in-law always teased me, saying, ‘I got this great idea; you ought to write, ‘I’m in love with you, baby, and I don’t even know your name.’ I’d go, ‘Oh, yeah, that’s great.’ This went on for years. But when I was working on this new album, the idea just popped into my head. I thought, ‘I’m just going to write this as a joke. So I wrote it and we worked it up.’

Jackson has also shown his crazy side at CRS, as part of the infamous Arista Jam. “The funnest thing about CRS has been the Jam. It’s real loose; we just show up and the radio people are all huddled up there all day, so they are just having a drink and relaxing. It’s not a big serious business thing.

Arista will never let us do our hit,” he continues. “Last year I didn’t know what I was going to do until about five minutes before I walked out. Lee Roy (Parnell, who was leading the house band) kept going, ‘Whatcha gonna do? I said, ‘Oh, I don’t know; you’ll be able to follow it, it’ll just be an easy blues progression. Don’t worry about it. Just give me an A chord and we’ll go at it.’ I ended up doing a little blues thing, ‘I got a great big woman who weighs 300 pounds.’ I think I just made up most of the words.”

Asked if he has any tips for artists attending their first CRS, Jackson replies: “Practice your smile. Your face is going to get really tired. Get ready to smile and shake hands and say ‘thank you’ a lot.”

— BY CYNDI HOELZLE
ATLANTIC PROMOTION MAKES A DIFFERENCE

LARRY KING
National Director Country Promotion/Northeast Region
(615) 327-9394 Nashville

DEBBIE BELLIN
Coordinator/National Promotion
(615) 327-9394 Nashville

JENNY SHIELDS
West Coast Promotion Manager
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BILL HELTEMES
Midwest Promotion Manager
(606) 525-6648 Cincinnati

GREG SAX
Southeast Promotion Manager
(404) 344-4933 Atlanta

JIM WEST
Southwest Promotion Manager
(214) 234-6200 Dallas

Produced by SCOTT HENDRICKS
Produced by BARRY BECKETT
Produced by JAMES STROUD
Produced by RANDY SCRUGGS
Produced by BARRY BECKETT

The Atlantic Group
Inside A/C

Did we have a good time in New Orleans, or what? The 10th annual Gavin Seminar is history and may go down as the best ever. The sessions, the food, the showcases (including Joni Mitchell, Christopher Cross and John Waite), and the Mardi Gras were great.

For those of you following the saga of Ron’s lost luggage—it was lost, found and now is lost again thanks to Continental Airlines. When last seen, the bag was entering customs in Cozumel. No one has seen it since. Are we havin’ fun, yet?

THE LOVE

Virgin’s national director of pop promotion Mike Stone and his new bride Donita were married in Jamaica late last year, but no one knew until now that the blissful couple took inspiration from the A/C pages of an old Gavin, as evidenced by their devotion to the issue at hand captured by the local paparazzi who followed the celebs around the island.

THE SEMINAR

Most Added

ANNIE LENNOX (42)  “No More I Love You’S”  (Arista)

STEVE WONDER (42)  “For Your Love”  (Motown)

STING (26)  “The Cowboy Song”  (A&M)

JIMMY CLIFF featuring LEBO M (25)  “Hakuna Matata”  (Walt Disney)

FIREHOUSE (25)  “I Live My Life For You”  (Epic)

Top Tip

SOPHIE B. HAWKINS  “As I Lay Me Down”  (Columbia)

Gavin A/C #1 Hits From:

2/26/93 ELTON JOHN  “Simple Life”

2/24/93 ROY ORBISON  “You Got It”

2/26/92 KENNY ROGERS  “Through The Years”

3/1/90 DAN FOGELBERG  “Longer”
THE PREMIERE SINGLE FROM THE
FORTHCOMING ALBUM
FEELS LIKE HOME

Produced by George Massenburg and Linda Ronstadt
Management: Ira Kaplan for Peter Asher Management, Inc.
Up & Coming

Reports Adds SPINS TRENDS

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<td>EL DEBARGE - Where You Are (Renaissance)</td>
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Dropped: Sting, Steve Perry, Celine Dion, Joshua Kadison, Boyz II Men, Gloria Loring, Mark 'Sham.

SPINs PER WEEK PER STATION

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New Releases

LINDA RONSTADT
"The Blue Train" (Elektra)
This one gets the big "thumbs up" from the Gavin A/C department.
Here's an absolutely haunting performance from a true icon of our format. Listen for Emmy Lou Harris's beautiful harmonizing on the chorus and some of the sweetest electric guitar from Dean Parks. This train is leaving with or without you—get on it or wave goodbye.

ELTON JOHN
"Believe" (Rocket/Island)
Elton relaunches his label and begins a new association with Island Records by delivering a hot pop track that takes him in a more soulful direction than the one established by his recent, lushly orchestrated, Grammy-nominated Live King sessions. This 47-year-old is as relevant and vital as ever.

BOZ SCAGGS
"Sierra" (Virgin)
A touching song about a former lover who's gone to the high Sierra to get away from it all and has become an emotional survivalist among the natural paradise. Boz at his best.

SANDY PATTY
"Find It On The Wings" (Word/Epic)
There's some potentially secular inspiration from this veteran Christian music superstar. This acoustic treat builds from its modest beginning to a swelling production piece with not one but two—yes, two—idol adoring choir choruses.

JONATHAN CAIN
"Wish That I Was There With You" (Intersound)
This one's a soaring power ballad from the Journey/Bad English anchor. It's written by Cain with John Waite, who's most adept at such songs and gets the most out of emotional peaks and valleys. A lesser version with a minute less running time is also available on the pre-CD as an A/C alternative.

THURSDAY DIVA
"No More Promises" (DMP)
Thursday Diva is a duo of Dave Charles and Lisa Lombardo and they appear to have a good feel for our format's comfort zone. It's the kind of record that is only held back by their lack of name appeal. Check it out.

MANHATTAN TRANSFER w/ PHIL COLLINS
"Too Busy Thinking 'About My Baby" (Atlantic)
This is not out as a single, but should be. Marvin Gaye's 1969 hit is another of the great songs re-done by the Transfer for their new Jobin album. Phil Collins shares lead vocals with the group's Tim Hauser and the result is a rouser. Since this is not ever likely to be a single, we suggest you get it on as is.
Most Added

ZHANE
“You’re Sorry Now”
(Illowton/Motown)

SCARFACE
“People Don’t Believe”
(Rap-A-Lot)

HOT

TLC
“Red Light Special”
(LaFace/Arista)

Top Tip

RAJA-NEE JAMS IN GREENVILLE

A&M/Perspective recording artist Raja-nee recently stopped by WJMZ “Jams-107”-Greenville while on a promotional visit through the area. Her next single, “Walking Away With It,” will be on the streets March 15. Pictured at the station are Rob “Laid-back” Black, WJMZ; and RaJaa-nee.

What a time we had in New Orleans last week. This year’s Gavin Seminar was the best ever! It was great fun, well attended and peaceful. Our trip to New Orleans began with much anticipation because for the first time Gavin staffers had to travel to another city for the workshops, so many of us traveled together to the Crescent City. When we arrived the weather was muggy, but the excitement never dampened our spirits. New Orleans is like no other city. Its Southern charm and easy way of moving quickly swept us up. Day One, Wednesday: Registration: In the hotel lobby there were already a number of early birds checking out the hotel and trying to get a glimpse of what was to come. Day two Thursday: The day began with the keynote address by BMG’s Strauss Zelnick. During his speech I sat next to Bibbs, Michael Halley, and Angela Bibbs-Sanders. Later in the day I had a meeting with other city.

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THE WINANS COMING SOON

KKBK GOES TO HIGHER LEARNING

Up & Coming

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* Indicates Debut

Gras marching parade that came with a proclamation from the city of New Orleans by city attorney Arvís Marie Russell. That was followed by a performance by up and coming performer Tachina Danielle. Then we presented the day the first urban panel, Black Adult Contemporary: The next Giant step, was held. The conversation turned to the anticipated growth of this next evolution of the urban radio format. There were many in attendance who see this growth as a way of opening up playlists again. In future issues we will explore this concept further. That evening there were a number of music showcases and a special movie presentation of New Jersey Drive. Day 3 Friday I began my day my going to the Paul Drew, PD to GM session. Drew is one of the most respected radio programming minds of our times. The urban awards luncheon was held shortly after, and we were present-
ed with a proclamation from the city of New Orleans by city attorney Arvís Marie Russell. That was followed by a performance by up and coming performer Tachina Danielle. Then we presented the 1995 Gavin urban awards. They went to Urban Program Director of the Year: Steve Crumbley of WOWI-Norfolk; Urban Radio Station of the Year: WJLB-Detroit; Urban Music Director of the Year: Frankie Darcell, WJLB-Detroit; Urban Label of the year: LaFace/Arista. Urban National Promotions Director of the Year: Eric Ford, Big Beat/Atlantic; Urban Promotion vice president of the Year: Manny Bella, Capitol Records (then eastwest Records); Urban senior vice president of the year: Ken Wilson, Columbia Records.

Marvin Pentz Gaye Jr., was born April 2, 1939 in Washington, D.C. He belonged to vocal groups The Rainbows and The Marquees, and he later joined Harvey Fuqua in the revised Moonglows. Moving to Detroit in 1960, Gaye worked as a session drummer at Motown and it was there he met his future wife, Anna Gordy who introduced him to her brother Berry at a recording session. Gaye first recorded in 1961 but hit the charts in 1962 with "Stubborn Kind Of Fellow," On which he was backed by Martha & the Vandellas. Of his 62 recordings, 12 were number one records. Following personal troubles, he left the U.S and Motown and lived in Europe for several years. He returned to America to a new recording contract with Columbia Records, and received his first and only Grammy for Sexual Healing. Gaye was fatally shot by his father after a quarrel April 1, 1984, the day before he turned 45.

Making It without The Mainstream. The panelists were Stanley Winslow of Pendum Records and Yvonne Anderson of WNAA Greensboro. We were later joined by Tessaundra Latham of WMPZ-Chattanooga. We talked about how many companies have to take alternative routes to introduce their products and, how some radio stations have to appeal to listeners that are tired of the same ole approach to radio. Following that I went out to enjoy some of the New Orleans hospitality at the House Of Blues for the Columbia luncheon and then watching one of the many Mardi Gras parades. And, oh yeah, I did go to Bourbon street—a must when visiting New Orleans.

Remember, this is Black History Month, so remember to remember. Send your photos and news to: GAVIN, Urban Music Department, 140 Second Street, 2nd Floor, San Francisco, CA 94105.

New Releases

KKBT GOES TO HIGHER LEARNING

BLACK HISTORY MONTH SALUTE

Marvin Gaye

KKBK-Los Angeles air personality Diana Stacie (left) talks to movie director John Singleton while at the Los Angeles premiere of the motion picture Higher Learning. The conversation was broadcast over KKBK live.

Marvin Pentz Gaye Jr., was born April 2, 1939 in Washington, D.C. He belonged to vocal groups The Rainbows and The Marquees, and he later joined Harvey Fuqua in the revised Moonglows. Moving to Detroit in 1960, Gaye worked as a session drummer at Motown and it was there he met his future wife, Anna Gordy who introduced him to her brother Berry at a recording session. Gaye first recorded in 1961 but hit the charts in 1962 with "Stubborn Kind Of Fellow," On which he was backed by Martha & the Vandellas. Of his 62 recordings, 12 were number one records. Following personal troubles, he left the U.S and Motown and lived in Europe for several years. He returned to America to a new recording contract with Columbia Records, and received his first and only Grammy for Sexual Healing. Gaye was fatally shot by his father after a quarrel April 1, 1984, the day before he turned 45.

Marvin Gaye

Gavin February 24, 1995

39
### Most Added

**CAROLA GREY (25)**
The Age Of Illusions (Jazzline)  
**VARIOUS ARTISTS (23)**
New Orleans Collective (Evidence)

**HENRY THREADGILL (15)**
Carry The Day (Columbia)

**JOHN HICKS (12)**
In The Mix (Landmark)

**DIANA KRA LL (12)**
Only Trust Your Heart (GRP)

**AKAGI, REID & TANA (12)**
Sound Circle (Evidence)

### Top Tip

**JOHN HICKS**
In The Mix
- **Landmark**

Pianist John Hicks makes a Landmark comeback with a debut at #43 and a dozen adds.

### A Jazz/A2 Seminar Wrap-up

**MEETINGS, KEYNOTES, ONE-ON-ONES, LIVE SHOWCASES, AWARDS, CULINARY, MUSIC CONVERSATION, MARDI GRAS BEADS AND THE BATTLE OF NEW ORLEANS**

While we thank the dear lord each day for the privilege of presiding over three distinctly different progressive adult radio formats—A2, A3 and jazz—the pressure in providing ample meetings and showcases for all three genres has become tremendous. Nine meetings, six showcases, two award presentations and one new release reception later, we were punch-drunk and still standing. This was by far the toughest and most ambitious gathering we've ever attempted, and never have the stakes been higher. Yet, we accomplished nearly everything we sought during this tenth national gathering, our premiere on-the-road convention.

**RECORD TO WATCH**

**PAYTON, ANDERSON, MARTIN, THOMAS, BLADE**

New Orleans Collective (Evidence)

Nicholas Payton wowed them at the Gavin Seminar/Verve showcase last week and Wessell Anderson has already enjoyed success on Atlantic. This "collective" is a nice side release for both talents.

### Chartbound

**JOE LOVANO**
(Bruce Bicknell)

**DALE FIELDER**
(Clarine)

**KEVIN EUBANKS**
(Blue Note)

**DORI CAYMMI**
(Qwest)

**COLE BRODERICK QUARTET**
(CBR)

**REZ ALI ASSI**
(Qaze)

**CHICK COREA, JOE HENDERSON, ETC**
(Stretch/GRP)

**JAY THOMAS**
(Hep Jazz)

**Hi AND THE BATTLE OF NEW ORLEANS**

You needed a badge or a room key to be anywhere, and the pleasing result was we came to New Orleans to do our own thing and be left alone. No wannabes or music fans from the general public interrupted our groove.

This year, with a bolstered convention staff, Kent and I were free to spend more time hoping our meetings. Our first event happened Thursday afternoon when Blue Note president Bruce Lundvall delivered a short speech and sat in on a one-on-one styled conversation. One highlight of Lundvall's speech was the informal discussion of forming a jazz music association, similar to the Country Music Association, to promote improvisational music and perhaps launch a national jazz award television show.

Lundvall's address was followed by our Jazz Radio Expose, co-hosted by Keith Z and KPLU's Joe Cohn. We played televised versions of one hour's programming of stations like WRJI, WBGO, KSDS, WCPN, KPLU and examined them for content. We discussed issues such as how long fundraising pitches should be, the current.firestore, concise on-air delivery and music blend.

Eulis Cathey, Michael Camilo, Kim Berry and Bobby Jackson provided thoughtful, but honest, commentary.
### Jazz/Adult Alternative

#### Post-Bop

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**Jacky Terrasson!! 10***!!

Pianist Jacky Terrasson's new Blue Note disc is tearing up the Gavin Jazz Chart!

Jacky and his trio are tearing up America on their current tour!

READ WHAT THE PRESS IS SAYING ABOUT JACKY TERRASSON:

"This is a remarkable U.S. recording debut..."

— Herb Boyd, Down Beat

"Above all, at 29, Terrasson sounds like no other pianist of his generation."

— Howard Reich, Chicago Tribune

"At his most articulate, Terrasson moves with Bud Powell's exhibitionism, and it's enthralling."

— Jim Macnie, Musician

---

**Gavin February 24, 1995**

- [JAZZ/ADULT ALTERNATIVE](#)
Cool!

Joshua Redman
Jazz Artist of the Year &
Album of the Year, "Moodswing"

Joe Sample
Adult Alternative
Artist of the Year

Thank you Jazz
and A2 Radio!

and ... Congratulations Warner Sister
Deborah Lewow, Jazz/A2 Promotion Person of the Year

Good Show ...
Keith, Kent and all at Savin
Look for us to tweak this “expose” concept next year to a “best-of” jazz radio tape and include all dayparts, expanding our topics of programming and music selection.

The Thursday showcases included a “wheniottin’ live gig with saxophonist Donald Harrison and Larry Coryell, courtesy of CTI Records. One highlight was when the band broke into an appropriately slapping jam of the Meters’ “Cash Strut.”

Later that evening, young New Orleans trumpeter Nichoals Payton pierced the stratosphere with some timeless solos. If you closed your eyes, Payton transformed himself into a modern Louis Armstrong. Joining him onstage was another Louisiana talent, guitarist Mark Whitfield. While Payton’s attack was sharp and brassy, Whitfield’s smooth rounded notes, in contrast, took on a searing, yet tempered, approach. It was an impressive collaboration.

Thursday night was culminated by a breakfast listening party by Elektra, saluting David Sanborn’s newest release, Peals, with the artist in attendance. Apparently shy, Sanborn was dapper, friendly and relaxed, even choosing to address the audience prior to the opening.

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Most Added

THURSDAY DIVA (5)
Follow Me (Discovery)

TUCK & PATTI (4)
Learning How To Fly (Epic)

FATT BURGER (5)
Just Got Lucky (Shanachie/Cadet)

OPAFIRE (5)
Ricochet (Higher Octave)

PHIL KLEIN (4)
In The Hour... (Positive Music)

Top Tip

FATTBURGER
Livin' Large (Shanachie/Cadet)

As with John Hicks, this week's jazz A2 top tips are for comeback artists, as the Fattburger band makes its impressive return.

Most Addeo

ROBERTA FLACK (Atlantic)

PHIL KLEIN (Positive Music)

BOY KATINDIG (Noteworthy)

QUINN (Shanachie)

MIKE SMIRNOVSKI (Semper)

THURSDAY DIVA (DMP)

EROTIQUES (Paypal)

DORI CAYMMI (Istereo Music)

FREEWAY PHILHARMONIC (Sheffield/Las)

NATE FITZGERALD (Mambo)

HOWARD HEWITT (Caliver)

TACO SOY (Kokopelli)

*OPAFIRE (Higher Octave)

Dropped: #36 Gerald Veasley, #94 Roberto Perera.

Blue numbers indicate new entry

### Chartbound

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Many key programming issues arose from the music-oriented discussions. The top three scoring artists, based on composite averages from one to ten, as well as an applause-o-meter that enabled the audience to vote, were Spyro Gyra's latest, newcomer Chris Botti and, surprisingly, an oldie—Dave Brubeck's "Take Five." During the same time slot, jazz programmers attended a non-commercial break-out session dealing with NPR and the possible ramifications of impending congressional cutbacks to public broadcasting.

Our final meeting of the seminar was a bit of a surprise. Unisound's Denny Stillwell and Warner Bros. Randall Kennedy co-hosted a highly informative session on computer and online technology and how it can bolster international communication between the growing computer user population and radio and the music industry. Tech talk as well as novices were freely dispersed by Gavin columnist Julie Gordon of Gordon's Flash, Terry Walker of KBEM, Roy Gattinella of Windham Hill and Michael Fischer of SW Networks. This was not a sleepy closing meeting, as about 200 people sat in with questions and comments. Look for a cover story on computer networks and the Internet in the near future as a result of this meeting.

The 1995 seminar was closed in style by a superb performance by Gary Bartz and his quartet featuring Eddie Henderson and Mulgrew Miller. Atlantic Records' Eulis Cathey and Michelle Taylor supplied the right touch and some stinging live sounds. Afterward, we rushed back into the French quarter where Warner Bros. hosted an intimate evening with Bob and Hilary James in celebration of their new recording. Bob is finishing up another Fourplay release and look for Hilary to burn up the A2 charts in a few weeks. Overnights were hosted by Jim Snowden, Bud Harmer and Mesa/Bluemoon with artists Jeff Golub and Brian Culbertson.

As you can see from this capsule review (sorry if I passed over anything), it was a non-stop affair. Make your plans today for next year's event. Rather than take your word for it, just call your peers, ask them, then make the necessary budgetary allowances.

Kent and I would like to also thank Bob Galliani, David Dalon, Rick Galliani, Natalie Duitsman, Chuck Lutz, Jason Olaine, the Hyatt staff, Bruce Lundvall, Mike Fischer, Denny Stillwell, Randall Kennedy, Atlantic, Jazz, Verve Records, CTI, Blue Note Records, Eric Linderholm, Tom Scott, Duke Dubois, Joe Cohn-head, Paul Ramsey, Brian Bacchus, Marla Roseman, Ron Alexenburg, Spotlight Publications, Mesa/Bluemoon and more for their support. Most of all we thank those who contributed and stimulated the meetings and showcases. Our presence was truly felt in New Orleans. Where will we go next year? Send us your suggestions!

—KEITH ZIMMERMAN
OUR THANKS TO GAVIN AND THEIR RADIO PROGRAMMERS FOR VOTING NORMAN BROWN'S ALBUM, AFTER THE STORM, ADULT ALTERNATIVE ALBUM OF THE YEAR.

GAVIN AWARD RECIPIENT 1995
NORMAN BROWN
THE ALBUM
AFTER THE STORM
ADULT ALTERNATIVE ALBUM OF THE YEAR
Most Added

BRUCE SPRINGSTEEN (30)
Greatest Hits (Columbia)

JOHN LEE HOOKER (26)
Chill Out (Pointblank/Virgin)

DANNY TATE (14)
Do It All Over Again (Charisma/Virgin)

JANN ARDEN (10)
Living Under June (A&M)

ANNIE LENNOX (9)
Medusa (Arista)

Top Tip

BRUCE SPRINGSTEEN
Greatest Hits (Columbia)
The first of a handful of new tracks off the upcoming Greatest Hits album. On the strength of "Murder Incorporated," Bruce makes a last debut at #43.
The previously unreleased tracks you have asked for from

Paula Cole.

The edited version of "Bethlehem"
coupled with "Jolene" from the live show
on your desk now!
Going for adds February 27th.

Catch Paula on tour with
Sarah McLachlan
March 2 San Francisco
March 3 Universal City
March 4 Tempe, AZ
March 5 San Diego
March 8 Denver
March 10 Austin
March 11 Dallas
March 12 Houston
March 13 New Orleans
March 15 Indianapolis
March 16 Ann Arbor
March 17 Philadelphia
March 18 New York City
March 20 Portland, ME
March 21 Boston
March 22 Washington, DC
March 24 Atlanta
March 25 St. Louis
March 27 Buffalo
March 29 Chicago
March 30 Minneapolis
April 1 Salt Lake City
April 3 Seattle
April 4 Portland, OR
April 5 Bellingham, WA
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**PERSON OF THE YEAR**

Bonnie Stilkin, Atlantic Records

**A3 NON-MAJOR LABEL PROMOTION PERSON OF THE YEAR**

Jeff Cook, Capricorn Records

**A3 INDEPENDENT PROMOTION PERSON OF THE YEAR**

Sean Coakley, Songlines

**ARTISTS**

Gavin A3 ARTIST OF THE YEAR

Sheryl Crow

Gavin A3 ALBUM OF THE YEAR

Dulcinea-Tead The Wet Sprocket (Columbia)

**A3 Releases**

**JOAN OSBORNE**

Relish (Blue Gorilla/Mercury)

Gavin's bet is on the table. Joan Osborne will be the most significant A3 newcomer by the time the Summit rolls around in August. Balance is the key word here, as

Relish is a textbook entry, weighing just enough swampy American instrumentation with modern production. Vocally, Joan Osborne fills the bill with a dash of Tracy Nelson, a pinch of Tracy Nelson, a dose of Melissa and an inkling of Brother Voice. Born in Kentucky and transplanted to the East Village, Osborne has the vividly down the seeds of East Coast, Southern and Midwestern American culture atop her music as harmonicas, Hammonds, slide guitar and big drums wallow through the tracks. Then there's the songwriting, best personified by the erotic "Right Hand Man" or our love, the spiritual-ly cryptic "One Of Us." "St. Teresa" is another some cold winner. Relish is the entire hot dog, free of pretension, chock-full of literacy—essential qualities our format strives for. Look for it to span both the commercials and the non-commercials. Due out March 21.

**JOHN MAYALL & THE BLUESBREAKERS**

Spinning Coin (Silvertone)

John Mayall's latest find is guitarist Buddy Whittington, a lethal stringslinger who begins peddling his fire early on during Spinning Coin's opening track, Jim Lauderdale's "When The Devil Starts Crying." Spinning Coin marks John Mayall's third decade, achieving something he's been striving for since we bought Crusade as teenagers—that is, he's an aged, respected bluesman. This collection is far from a guitar showcase.

Mayall's been around long enough to know that some blues need to flash a few contemporary poses, borrowing the odd Slim Harpo or Muddy or Otis Rush influence as opposed to giving a rose performance. Guitarist David Grissom's "What Passes For Love" swings with a Texas tinge.

**MATTHEW SWEET**

"Sick Of Myself" (Zoo Entertainment)

Matthew Sweet continues to bring grit and gravel to A3 with more rusty guitars. Bouncing off the walls on this track is Sweet's Telecaster. Guitarist Rick Lloyd and producer/rocker Brendan O'Brien creating enough dusty but kinetic energy that makes up for the fact that currently there's no Neil Young chart. Good right down to the last string buzz.
MOUTH MUSIC
SHORELIFE
THE NEW ALBUM
FEATURING "MOVE ON" AND "MAKE IT REAL."

"IF YOU NEED A TAG, THEN 'SMART 'N BAD ASSED MUSIC' OF THE 21ST CENTURY' WILL DO JUST FINE."
— NME

WATCH OUR WEB SITE:
http://www.shore.net/rykodisc
FOR INFO ABOUT FREE MOUTH MUSIC SAMPLES AND A REMIX CONTEST!

RYKODISC USA
SHETLAND PARK
27 CONGRESS STREET
SALEM, MA 01970
E-mail: Promo@Rykodisc.com

It's On Everyone's Lips.

The celebrated new release from the master of British blues
Now spinning at over 35 Adult Rock radio stations !!!
A3 Debut #43

featuring :
"Ain't No Brakeman"
"When The Devil Starts Crying"
"Spinning Coin"
and
"What Passes For Love"

"If you're gonna play the blues, why not play the real thing!" — Jody Lanberg, KQSR, Austin

© 1986 Silvertone Records Ltd. 41541-2/4
Gavin Alternative

Most Added

MIKE WATT (17)
"Against The '70s" (Columbia)
ELASTICA (14)
"Connection" (DGC/Geffen)
MATTHEW SWEET (12)
"Sick Of Myself" (Zoo)
BETTER THAN EZRA (11)
"Good" (EGG)

Top Tip

MIKE WATT
"Against The '70s" (Columbia)

In a slow week, Mike Watt manages to get Most Added honors and debuts at #45.

Top Requests

LIVE
BUSH
PJ HARVEY

PEARL JAM

Inside Alternative

Welcome back from the land of the non-stop: non-stop parties, non-stop non-stop non-stop non-stop: non-stop parties, non-stop non-stop non-stop non-stop non-stop. I know everyone that made it to the Spring Break meets The Pirates Of The Caribbean ride at Disneyland. We were entertained and enlightened, and I truly appreciate your contribution. Thanks also to Mike Halloran (for the video-taped laughs), Techno-Squad Eats Parliament, Kittywinder, Dirt Merchants and Mojo Nixon (for the music), High Street Records and Timbuk 3 (for the awards luncheon and the great music at it), Kyle Wong (for the crash course in blackjack), Jon Leshay (because he won and I didn’t), Phil Manning (for the line, “The rich get richer”), Mike Peer (for taking me to the casino in the first place), Jeremy Brown and Chuck Newingham (two wild and crazy guys), Jeff Marks (“Genuine leather, baby”), Thomas “Vegas” Westfall (for the polyester), Mitch Cry (for just about everything), Daniel Savage (okay, okay, okay), Abita beer (just ‘cos it’s good), Jerry Rubino (for steering me in the right direction—literally), Kurt Steffek (for getting the party started), Todd Seivers (for the hurricanes). Kurt from Lords Of Acid (for all the jokes), everyone who voted for, or asked about, the Rotator Cuff song—especially Matt Pinfield, who gave the song to me in the first place, Sub Pop, American Recordings and 4-AD (for the kegger party), Alex Chilton (‘cos he’s such a demi-god), Erika Tooker (for hanging in), John Cohen (for always being able to count on him), Kurt St. Thomas (for the karaoke show) and Jonathan Lev (‘cos even the blackjack dealer knew he was in the music business).

Mike Watt’s new album! Since there are so many new people and new stations doing this alternative thing at the moment, here’s a crash course on Mike Watt. The guy used to be in The Minutemen and FIREHOSE, okay. He’s a demi-god. He’s part of the reason all the “superstars” on the album picked up their instruments in the first place. Three more Robyn Hitchcock albums were also waiting for me when I got home. I am so thrilled to finally get Element Of Light on CD. “Airscape” was a heart-stopper and I am so thrilled to finally get Element Of Light on CD. “Airscape” was a heart-stopper and...
MIKE Watt:
- Formerly of The Minutemen and Firehose.

BALL-HOG OR TUGBOAT?

AMAZING SHOCKER!

TIFFANY VS. TONY ATHERTON
JOE BAIZA VS. FRANK BLACK
BUTLER VS. MARIO CALDATO
FLEA VS. DANNY FRANKEL
KATHLEEN HANNA VS. ADAM HOROVITZ
BOB LEE VS. J MASCIS

TONY AVERY VS. CARLA BOZULICH
FRANK BLACK VS. NELS CLINE
WAYNE GRIFFIN VS. DAVE GROHL
J MASCIS VS. CRIS KIRKWOOD
COCO HAYLEY VS. TONY MAXWELL

MIKE D. VS. EVAN DANDO
GARY LEE VS. PETRA HADEN
CLOE VS. RACHEL HADEN
DAN VS. MARK LANEGAN
D. VS. VINCE MEGHROUNI

THE DEBUT SOLO ALBUM

Produced by Mike Watt.
GAVIN COLLEGE

Most Added

LILYS (18)
Eccsame The Photon Band (SpinArt)

JUICY (14)
For The Ladies (Slow River)

THE THE (13)
Hanky Panky (50/Epic)

INCREDIbLY STRANGE MUSIC
VOLUME 2 (11)
Various Artists (ReSearch)

SUPERSPORT 2000 (11)
Pink Slip (Boy's Life)

Top Tip

MARY LOU LORD
(Kill Rockstars)
Mary Lou Lord debuts at #8 on the strength of 26 reports, 14 of which are Heavy. KALX, KCOU, KCRW, KCSB, KDVS, KFSR, KUCI, KUGS, KZSC, WCBN, WCDB, WFDU, WRFL and WUSB are the Heavy supporters, while KUNV, KVXR and WRSU ADD Mary Lou's self-titled full-length debut.

RECORD TO WATCH

MIKE WATT
Ball-Hog Or Tugboat?
(Columbia)
In its first week out, Mike Watt's group effort pulls down 7 ADDs from WICB, WRSU, KCPR, KCRW. KLSU, KUCI

Chartboun

WAX - 13 Unlucky Numbers (Side One/Interscope)
QUICKSAND - Manic Compression (Island)
SIMPLE MINDS - Good News From The Next World (Virgin)
MORRISSEY - "World Of Boxers" (Sire/Reprise)
LITTLE AXE - The Wolf That House Built (OKeh/Epic)
TELEVISION PERSONALITIES - Yes Darling, But Is It Art? (Sire/Reprise)

Vocalist: SEANA BARUTH

College Editor: SEANA BARUTH

ALTERNATIVE EDITOR:
LINDA RYAN

Reports accepted Monday 9am - 4pm and Tuesday 9am - 3pm
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Inside College

Well, we survived the 1995 Gavin Seminar in New Orleans, which—by all accounts—was a smash. I could run through the highlights, but the photos speak volumes:

WHY ARE THESE MEN SMILING?

A tanned Rich Holtzman (4-AD), grins at Saturday night’s Mermaid Lounge extravaganza; Rich is happy ’cuz he won the award for Independent Label Promotions Person Of The Year earlier in the day. McGathy’s Jeff Sperber, in the way of indie promo folk, has muscled in to share the glory. Or is that vice-versa?

TOEWHAT?

Although their competition included Sincola, Sebadoh, Kicking Giant, Zumpano and Bunnygrunt, Toenut were considered by many to be the standout of Thursday night’s Rendon Inn bill. Pictured left to right are Toenut’s Colin English and Chris Collins, Mute’s Roze Braunstein, Gavin’s Seana Baruth and Toenut’s Richie Edelson. A Toenut 7”, “Mouth Full Of Pennies,” will drop next week, and Mute America will release Toenut’s debut full-length in May. Seana Baruth’s expression will alter radically after Sebadoh plays.

GAVIN February 24, 1995

Available Now

BIG SUGAR

ride like hell ep!

For Information please contact
John Butler at (212) 620-8798
or AAM at (212) 924-2929

Bob Stinson, left, R.I.P.

I think this snapshot—of WNYU’s Laure Parsons, WVFS’s Rhea Pattoo and Caroline’s Errol Kolosine (at New Orleans’s Saturn Bar)—presents a quick character study. Laure’s on the left, looking cynical, skeptical and saucy; Rhea, in the middle, is direct and friendly (while slightly shy), and Errol, on the right, is unpretentious, honest and zealous.

.dismissed in the mid-eighties when attempting to make the transition from good-time bar band to radio-friendly professionals, was a product of punk’s early, angsty era. Sadly, the guitarist neither adjusted to a post-punk world nor profited from the genre’s recent resurgence. Stinson was reportedly found dead from a drug overdose last Saturday, February 18. There is speculation as to whether his death was accidental.
Red Light Special (LaFace/Artista)

In numerous markets, this has been in heavy rotation for weeks. Ready to bust another example of why Billboard's "What's Going On" column here, this one's made for Top 40 exposure.

Mary J. Blige "I'm Goin' Down" (Uptown/MCA)

Written by the legendary Norman Whitfield, "I'm Goin' Down" offers this awesome vocalist a chance to give one of her most soulful performances. It sounds great anywhere, but it's even more incredible on the air.

Belly "How They'll Sleep" (Shane/Upfront)

Pop audiences fell in love with Belly via "Feed The Tree" and they don't disappoint on this go round. Top 15 at alternative, it's Tanya Donnelly's vocal that propels the music.

Albums

BLUE RODEO Daze In America (Discovery)

If you missed Blue Rodeo's showcase at the New Orleans seminar, their new Daze In America CD-Pro is the next best thing to being there. Comprised of live versions from a recent December date and previously-released studio track, Daze captures the band in fine form and at a new height in their career. Featuring songs from their successful Five Days In July album, there are live versions of "Hasn't Hit Me Yet," with Greg Keelor leading the band through the country rock, and a moving treatment of Jim Cuddy's "Bad Timing," which is highlighted by Kim Deschamps sweet steel playing. "Rain Down On Me" and "Trust Yourself," from the bands earlier works, are the gems on this disc and really flex Blue Rodeo's muscle. Their 1995 tour kicks up again on March 9. Catch them one of these days.

--Rob Bleiweiss

VARIOUS ARTISTS The Brady Bunch Movie Soundtrack (Miran Entertainment)

We welcomed America's favorite TV family into our homes and trailer homes back in the '70s, and the movie opened up on #1 the week it was released. Top 40 radio should be all over RuPaul's resurrected, disco hyper-driven "Supermodel (You Better Work)," and DADA's guitar-blitzed "I'm Feeling Nothing" could make inroads at commercial alternative stations. Schlockmeisters will revel in Dave Jones' "Girl" and the sunshiney primates. performed by the original Brady Bunch, but don't pass up the memorable chorus on Zak's "Whatever."

—David Beran

JIMMY JOHNSON I'm A Jockey (Verve)

It's hot enough in Chicago during June and August, so can you imagine what it was like when Jimmy Johnson cut I'm A Jockey?

Jimmy's quartet plus special guests on harmonica (Billy Branch) and Hammond (Lucky Peterson) plus a horn line-up gives this taste of the blues an even bigger Windy City sound. The opening "That Will Never Do" features the whole crew. Wilson Pickett's "Engine Number 9" gets a blues treatment while Albert King is remembered during June and August, so can you imagine what it was like when Jimmy Johnson cut I'm A Jockey?

—Eric Shea

CYRUS CHESTNUT The Dark Before The Dawn (Atlantic)

Cyrus Chestnut, who made his music biz debut at last year's Gavin Seminar, ended 1994 as the number one Gavin Jazz album according to our year-end tally. On The Dark Before The Dawn, Chestnut keeps things down to a clean but powerful trio format recorded live to two-track during three days last August. Particularly spectacular is "Baroque Impressions," an amazing mind-meld of jazz and classical as Chestnut juxtaposes the rigidity of Baroque with the freedom of jazz improvisation. It's an astounding composition.

—Kent Zimmerman

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AVO
Dear Programmer, IT FEELS LIKE THE FIRST TIME again... The FOREIGNER story is so amazing that we have DOUBLE VISION. We WANT TO KNOW WHAT LOVE IS by getting rotations from you. Help us become HO.

FOREIGNER

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