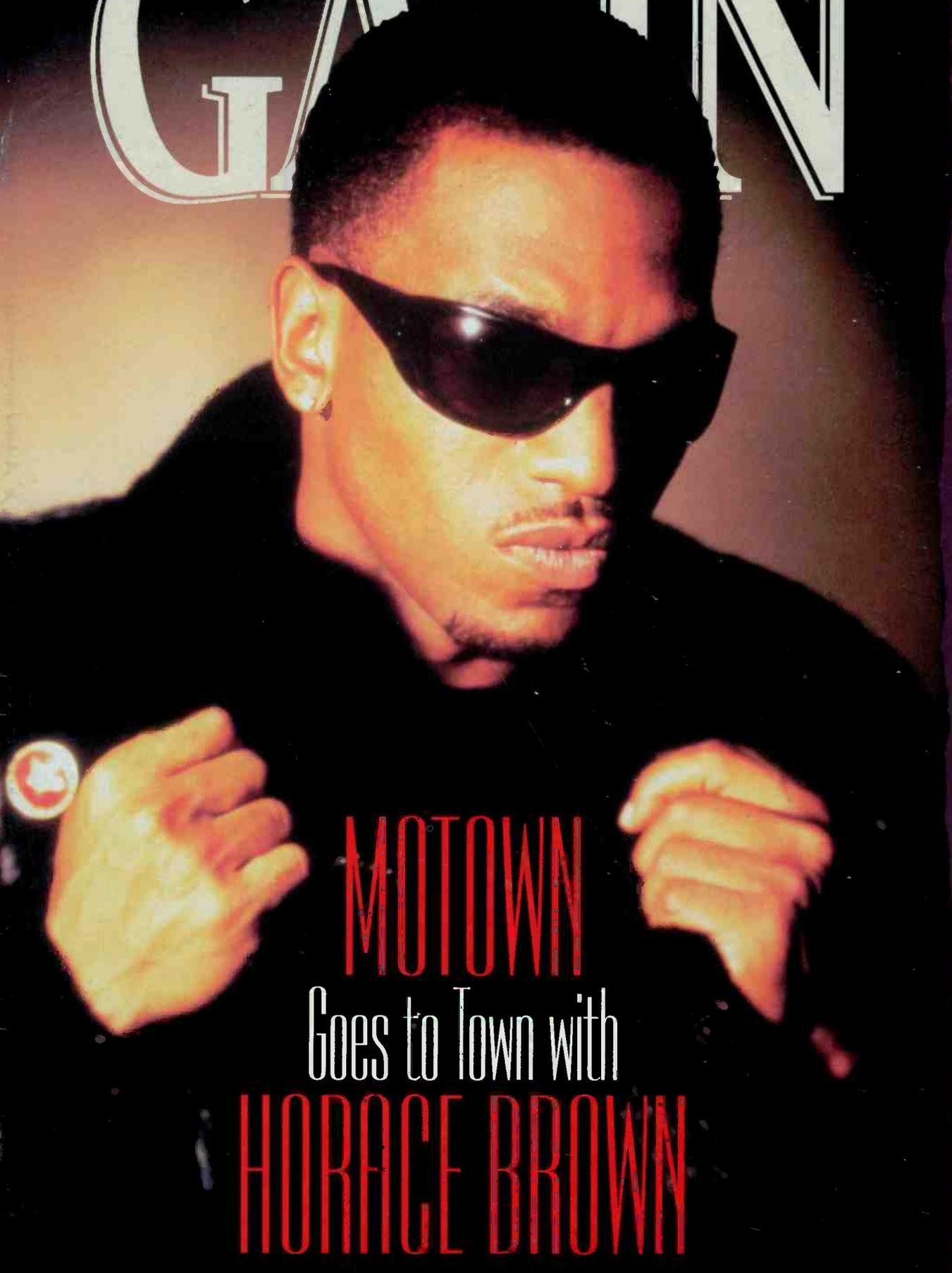


THE MOST TRUSTED NAME IN RADIO

ISSUE 2097

MARCH 22 1996

# GAMTAN



## MOTOWN Goes to Town with HORACE BROWN

**A Tribute to 'The Sound of Young America'  
Past, Present, & Future**

## This Week....

It's only fitting that Motown Records was founded, in 1960, by a boxer. Berry Gordy, Jr., needed and used all the skills he learned in the ring to keep Motown alive in the early years. He was surrounded and supported by a family that



grew to encompass a team of keen ears and musical talent, ranging from wizened jazz pros to kids off the street. It all added up to three houses on Grand Street in Detroit, "Hitsville USA," from which came not only "The Sound of Young America," but sounds that changed America. This issue, we salute Motown's past, and, understanding that you're only as good as your last hit, assess the



challenges it faces today. Under the leadership of new CEO/President Andre Harrell and Executive VP Lamont Boles (middle), Motown seeks to reclaim the heavyweight crown. To do so, it needs to add to a roster topped by Boyz II Men and such legends as Diana Ross, Smokey Robinson, and Stevie Wonder, and get its music on the radio. Like Motown, Urban radio is facing



tough competition. Barry Mayo (top) looks at the state of the industry from his perch at ABC Radio Networks. Mayo spoke with Quincy McCoy, who put together this week's special package, with contributions from Thembisa S. Mshaka, Helen Little, and Jackie Jones-McWilliams. In News, South by Southwest is a smash. The Beatles are back—again. Discount chain Best Buy threatens to upset the record retail world. And Vin Scelsa (bottom), long-time New York DJ, turns his love of free-form music into a series of magazine-styled CDs. He tells Alexandra Haslam all about it.

# SOMETIMES PARADISE

IS RIGHT IN YOUR OWN BACKYARD  
TOMMY BOY CONGRATULATES OUR GRAMMY WINNERS

COOLIO FEATURING L.V.  
"GANGSTA'S PARADISE"  
BEST RAP SOLO PERFORMANCE  
FROM THE DOUBLE PLATINUM ALBUM GANGSTA'S PARADISE

NAUGHTY BY NATURE  
POVERTY'S PARADISE  
BEST RAP ALBUM  
OVER ONE MILLION SOLD IN NORTH AMERICA



AS TOLD TO BEN FONG-TORRES

# Phil Jones

## On 'Motoring' with Stevie and Diana at Motown

*Phil Jones, Executive Vice President at Fantasy Records, was on the sales side of things at Motown Records from 1962 to 1974. But even though he was Director of Marketing and Promotion, he couldn't help getting into the music-making at Hitsville USA. One day, the Detroit-born Jones ran into songwriter-producer-A&R chief William "Mickey" Stevenson and told him about an idea he had, around the word, "Motoring." The resulting song became the B-side of a 1965 Martha & the Vandellas hit, "Nowhere to Run." In keeping with one of the themes of this special issue, Jones offers his memories of Motown.*



Phil Jones

one big family, that wasn't just the artists; that was everybody. Most of the kids who were white who worked for Motown came from integrated neighborhoods in Detroit; I did myself.

All the sales department were close to all the producers, writers, arrangers, artists. I remember doing some foot-stomping on Supremes records; I used to do a lot of crazy stuff like that. One of the kids there, R. Dean Taylor, who later on became an artist (He co-wrote and co-produced the Supremes' "Love Child") used to do all that stuff.

The focus was always on hit singles. Berry Gordy would hear a tune and that was all he cared about. I used to fight for albums. I'd say, "Timing is everything. If you've got a hit single, you've got to follow it up with an album." When Stevie Wonder had a live recording (*Little Stevie Wonder/The 12 Year Old Genius* and "Fingertips" in 1963),

that was the first time in *Billboard* history that a single and an album were Number One at the same time. And the Supremes' (1964) album, *Where Did Our Love Go*, was a monster.

We used to sit around in a circle on the floor with Stevie Wonder, because that's what he liked to do. He'd rock back and forth and we'd talk about ideas. For *Talking Book* (1972), Stevie wanted the title printed in braille on the cover. The album really took off, and I had a reorder for 200,000; it was going to take another week to put the braille on, and I said forget the braille. Three days later, Stevie walked in. "Phil, I found this album in the store; it doesn't have the braille thing on it." So I was caught. He is a genius.

They were all great. I keep hearing all these stories about Diana Ross and what a bitch she was. In my 12 years there, she never had a cross word for anybody in the sales department. She was always cooperative. One day I got her up at 5 o'clock in the morning to go to KHJ and do an interview with Paul Drew for *Lady Sings the Blues*. With a smile on her face, she was there. You can't ask for more than that.

I left Motown to go to work for what was then MGM-Polydor. I moved to New York and stayed there about six minutes. It was just time to leave (Motown), that's all. Anything you grow up with that starts small, things change, and you just get other ideas of things you want to do. Motown was one of the greatest experiences of my life. **GAVIN**

The guy who was running distribution for Motown was Barney Ales, who used to be my Capitol salesman when I was General Manager at Angott's One Stop in Detroit. He came over one day and said, "Why don't you try out these new albums up north, in white country, and see if they sell." It was Mary Wells and the Miracles' first albums. We did, and they did exceptionally well. We were quite shocked. They said, "How'd you like to come and work for Motown and be our album sales manager?" And I did.

When we started, the Southern rack jobbers would not put black people on the racks in the supermarkets. People protested. We put out the greatest hits of Mary Wells and the Marvelettes and Marvin Gaye with big block type. We didn't put any pictures on them.

When they said that Motown was

## First Words

Of many memories of Motown artists I've interviewed over the years, the standout has to be Marvin Gaye. We met at his home just outside Detroit shortly after *What's Going On*, and, just ever-so-slightly stoned, he took me on a whirlwind tour of his psyche. He worried about living up to the reviews and about his next project; he fantasized about playing with the Detroit Lions, and he fretted over family relationships. But the moment came in his living room, when, talking about writing songs, he recalled composing some music specifically for Sammy Davis, Jr. In a flash, he found a cassette of his demo and slipped it into the stereo. And then, conjuring himself in top hat and tails, he began singing over the tape. And yes, at that moment, he was in formal regalia. I could even see the invisible cane he was twirling. And, at that moment, I was the

luckiest guy in the world.

For finding, inspiring, and providing a home for artists like Marvin, Motown has a permanent place in the history of popular music and culture. We wish Andre Harrell well as he and his team work to ensure that, in its fourth decade, the company continues to reflect the Sound of Young America.

Ben Fong-Torres  
Managing Editor



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## NEXT WEEK

### fiftysomething

As the first wave of Baby Boomers hits the big 5-0 this year, A/C Editor Ron Fell and several A/C radio stars reflect on the graying of America and what it means for advertisers and the airwaves.

# GAVIN

Founded by Bill Gavin—1958

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A United News & Media company



**"My listeners have no age, no sex, no color, and no creed."**

— Vin Scelsa

see page 5

## 'Beatles Anthology 2' Record Retailers Can't Will Be Number One Discount Best Buy

BY BEN FONG-TORRES

If first-day sales figures are any indication—and they are—*The Beatles Anthology Volume 2* will be Number One its first week out.

On its release date—March 19—the 45-track, two-CD set sold 132,000 in the National Account Group, Bruce Kirkland, Executive Vice President of Capitol Records, told GAVIN. The group of ten large accounts represents about 65 percent of total first day sales. "This indicates that we'll probably come in at close to 400,000" for the week, he said.

The figure, which should be enough to put the Beatles at Number One, would be about half of the 855,000 first-week sales for *Anthology 1*.

That set, of course, was accompanied by unprecedented marketing and promotion, including an ABC-TV miniseries, and was issued just before the holiday season last year.

While expecting to sell less than the first set, which has reached 10 million internationally (4.6 million in the U.S.), Capitol has not downsized its marketing efforts.

For *Anthology 1*, Capitol-EMI and ABC-TV advertising efforts amounted to more than \$20 million. That figure, however, included the value of ABC's three-night miniseries, *The Beatles Anthology*, and attendant advertising for it.

"In hard dollars, we're spending about the same this time," said Kirkland. How much? "Millions."

Likening the campaign to that for a medium, 1000-theater movie opening, Kirkland, who is working with Capitol's Director of Strategic Marketing, Phil

Sanhous, and Paul Freundlich of Rogers & Cowan, said Capitol "front-loaded television and radio advertising seven days before the in-store date, and



into the first week."

"There's been a major print campaign," Freundlich added, "and we've created strategic alliances, like the 1-800-MUSIC NOW with MCI."

"Our focus this time is the music," said Kirkland. "*Anthology 1* was an esoteric collection of work. On this one, the music is the selling point."

BY ALEXANDRA HASLAM

The music retail world is feeling a new pinch, as high-end consumer stores use discounted CDs to lure in customers, and in the process severely undercut standard record shops. The Minneapolis-based Best Buy chain takes much of the blame for this policy.

Best Buy purchases CDs from manufacturers for the same price paid by other retailers (\$10.80), but sells its discs for drastically less (as low as \$10, compared to an average retail price of about \$18) to bring in potential customers for its electronic goods.

This practice is a double-edged sword for music stores. First, many consumers begin to think of \$10 as the real market value of a CD, and develop an aversion to paying the more

standard price. Second, as retail stores try to compete by slashing their own prices, profits plummet, driving some chains to bankruptcy. (Wherehouse Records, which filed for bankruptcy last year, is based in Los Angeles, where Best Buy has opened 19 stores since 1994.)

Record companies, on the other hand, may be benefiting from these policies. Not only are they making the same profit no matter how cheaply discs are sold to consumers, but because Best Buy sells discs at such low prices, buyers may be more inclined to try a new, untested act; the volume of sales at Best Buy and other such outlets are credited with helping break new acts like Everclear, Live, and Bush.

"Best Buy is more than just a record store," enthuses

Capitol Records Chairman Gary Gersh. "It's a brand new kind of retail environment aimed at consumers who happen to be music fans."

Because of this new threat, record chains are again demanding that manufacturers lower their base price. In a few more years, however, some predict that record companies will be able to bypass retail altogether and market their product (and determine price) direct to consumers via the Internet and other direct marketing sources.

### Block Busts Into Gavin

Billy Block has joined GAVIN as our Country and Americana Sales Rep in Nashville, replacing Lisa Austin, who leaves



us after eight years to be a full-time mom.

Previously of *Music Row* magazine, Block has worked as a record producer and is a bandmember in the Bum Steers. Says GAVIN's Head of Sales and Marketing Lou Galliani, "Billy has magazine experience, a musical background, is a marketing maven, and will make a great third baseman for the GAVIN softball team."

## SXSW: Spring Break for the Biz

BY ROB BLEETSTEIN

Is the mother of all schmoozefests getting too big for its britches?

As the South By Southwest Music and Media Conference celebrated its tenth anniversary this year in Austin, Texas, with an all-time high number of registrants (5,000) and showcase bands (600), many are wondering if too much is enough.

Originally designed to highlight Austin's rich musical diversity and showcase its talent, the conference has grown to become more of a stage for established acts than the unsigned talent pool it originally helped get discovered.

And as attendance reaches higher peaks, the problems posed to the local music fans, who can purchase wristbands to gain access to the club showcases, are



growing, as conference badge-holders are sometimes the only ones permitted into more crowded venues.

The conference organizers know all this. "Austin's such

an intimate place, and this thing isn't intimate anymore," said Louis Black, conference director and editor of the weekly *Austin Chronicle*. "We sell Austin. That's why people come to the conference, but we can't tell people not to come."

SXSW is still the leading music industry festival in the country, and is still a great place to be, even if it has become the spring break for music industryites. And while names like Iggy Pop and Joan Osborne headline the outdoor stage, bands on the verge like the Hangdogs, Whiskeytown, and Gillian Welch are still ever-present at SXSW. You just have to search a little harder.

## Scelsa Still Free-Form, On Radio and on CDs

BY ALEXANDRA HASLAM

Free-form radio may be an old idea, but it's one that New York radio veteran Vin Scelsa continues to define and refine.

After ten years programming his popular *Idiot's Delight* on WXRK (K-Rock)-New York, Scelsa recently returned to WNEW following a format change at K-Rock. It's a move that's agreed with the DJ: "It's nice to be back at 'NEW. It wasn't the first station I worked at in New York, but it's where I made my mark."

Scelsa's show now bears his name, but the mix of eclectic music and tangential discussions remains the same, much to the delight of his fans. "Before I left K-Rock," he explains, "I had conversations with the programmers that were coming in, and they kept talking about changing the focus of my show to appeal to a prime demographic of the 'modern rock world.' To me, that's antithetical to the kind of radio I do. My listeners have no age, no sex, no color, and no creed. All my listener has is open ears and an open mind."

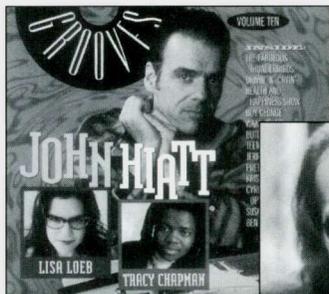
This same musical adventurousness can be found on *Grooves*, a bi-

monthly CD magazine for which Scelsa serves as Editorial/Music Director. The two-year old project is manufactured and distributed by Time-Life Music, but unlike that company's standard reissues and compilations, or other radio-related samplers, Scelsa alone picks the music for *Grooves*.

"On a lot of samplers, record companies buy in and put whatever they want on it, and that's fine—that's what a sampler is. But with *Grooves*, we're trying to make the whole thing have cohesion like a really good set on the radio."

*Grooves* echoes Scelsa's radio mix by showcasing a diverse roster of artists (*Volume 10* features John Hiatt, Teenage Fanclub, Wake Ooloo, Lisa Loeb, and others) and complementing each disc with an informative companion magazine. It's a blend Scelsa's mastered over the years, and which he sums up with a quote from *Rolling Stone* senior writer David Fricke: "There are three essential commandments. Respect the elders, embrace the young, (and) encourage the impractical and improbable without bias."

For more information on *Grooves*, call (800) 801-2214.



Scelsa

## Evergreen Puts Mancow To Pasture—for 3 Days

Mancow Muller, whose every moo seems to make news in Chicago, was suspended for three days by management at WRCX/FM after taking on his bosses on the air.

On the surface, it was a simple tussle: Mancow attacked Evergreen Media Corp. on his show March 6, saying the company had forced out Steve Dahl, the veteran DJ most recently on one of Evergreen's other Windy City outlets, WMVP/AM, and adding that the company also broke up the team of Dahl and Garry Meier in 1993 (Meier reportedly dumped Dahl, and Dahl is said to have resigned from MVP following a contract dispute).

Citing an order issued to Muller not to attack Evergreen executives by name, following a one-day suspension in February for having one of his sidekicks barge into the office of Larry Wert, President/GM of WLUP/FM (another Evergreen station), Mike Fowler, WRCX Vice

President and GM, suspended Mancow for insubordination. He was off the air March 8, 11, and 12.

The local press is wondering whether the suspension is another Mancow publicity stunt (the 28 year-old DJ is still embroiled in legal action over a Bay Bridge traffic jam he allegedly caused while at Wild 107 (KYLD/FM-San Francisco).

If not, Evergreen may have a challenge renewing Mancow when his contract expires this summer. Other stations—particularly WKQZ—are interested, and Muller is unrepentant in the face of management anger.

"If anything I were doing was illegal, I'd stop it immediately," Mancow told the *Chicago Sun-Times*. "But if I give in on this, what's next? Everything I say can make somebody angry. For me to talk about behind the scenes stuff frightens the suits, but I know my listeners love it. I'm not willing to give up freedom of speech."



## ABC's New Target: Alternative Adults

Talk about narrowcasting, ABC Radio Networks will introduce a new 24-hour format next Monday aimed at "the 35 year-old Alternative listener."

The new service, called MR-35, is the result of research by Bolton Research. Its findings, says ABC, led to a "very selective, well-tested playlist that caters to the maturing Alternative Rock audience. MR-35 will focus on such well-known artists as the Police, R.E.M., the Clash, and Natalie Merchant."

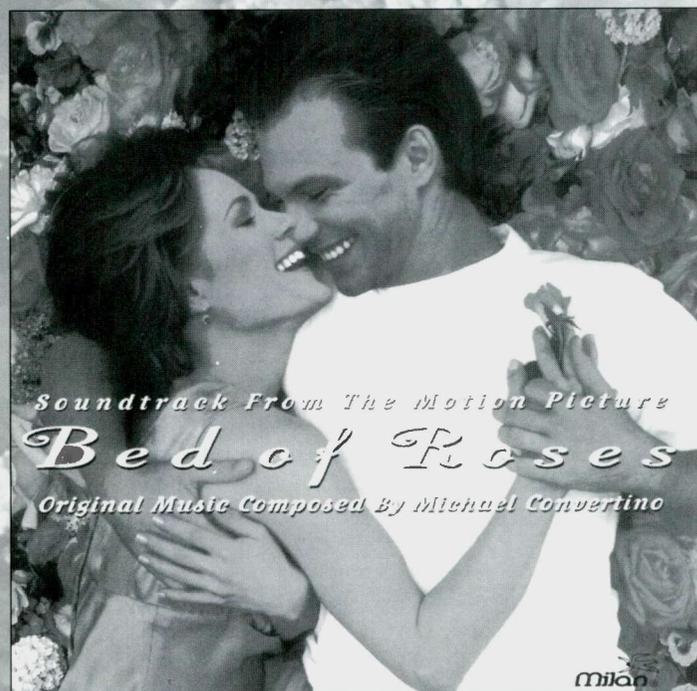
"Alternative stations face a growing crisis," said Robert Hall, the network's Senior Vice President of Programming. "As they are develop-

ing into stations with mainstream ratings, they must play the cutting edge artists and new music to keep their edge. The 30- to 40 year-olds listening to these stations want more of their favorite oldies and the currents that fit their adult tastes. MR-35 is targeted to them."

The first new around-the-clock format from ABC since it introduced Urban Gold in Fall of 1993, MR-35, the network says, is for what it calls "'80s rooted rock listeners, the charter rock video generation." The playlist, put together by Ted Bolton, ranges from New Wave artists of the late '70s to current Alternative hits.

## Bed of Roses

Life may not be a *Bed Of Roses* every day, but Scarlet has brightened the airwaves of over 25 CHR radio stations!!



Scarlet and Milan Entertainment thank you for making "Independent Love Song" Up & Coming this week!!

Milan

LIKE A ROLLING STONE

## A Sports Talk Show's Happy Homecoming

In the midst of post-Telecom station buys by big corporate entities, here's a story about a little guy who's done good.

Ron Barr isn't exactly a little guy. He's average sized. But he began his success story as a sports talk show host in San Francisco. In terms of prestige, sports talkers fall somewhere between traffic reporters and board ops.

I caught up with Barr the other week when he called to invite me over to 300 Broadway, in San Francisco's North Beach, home of two legendary call letters—KSFO and KYA—before they moved, and to go through various memorabilia left behind by the last staffs. If I wished, I could save what I wanted for a radio archives or museum.

Sure, great. But why was Barr making the offer? Because, he said, he'd taken over the building. I was shocked. It didn't seem that long ago that he turned his evening show on (by coincidence) KSFO into a syndicated show, *Sports Byline USA*. He began with a lineup of 13 stations.

Now, he's an empire.

His show, built on the idea of letting listeners talk not only to local heroes, but to a wide range of star athletes, is now on 308 stations in the U.S. and in 135 other countries. Sports Byline USA/Champion Productions, also produces overnight and weekend shows—56 hours of sports talk a week.

Barr can barely contain his glee as he leads a tour through



the various air and production studios. He pokes into one darkened room. "This is where I started," he says. "And now I own it."

As for the memorabilia: Well, that was a letdown. There were a few albums of newspaper clippings from the early '80s, and a fat photo book, mostly of mid-level celebrities dropping in on morning shows of the '80s. One or two photographs flashed back to the KYA of the late '60s, when the station fielded a pretty fair basketball team, the KYA Wonders, to play at charitable events.

The most valuable items are framed photos on the wall, of such greats as Don Sherwood and Al "Jazzbeaux" Collins cavorting in the golden days of KSFO, when it was "The World's Greatest Radio Station." But those belong to the previous owner of KSFO (now a talk station) and KYA (now KYCY, "Young Country").

Barr doesn't own those photographs. At least not yet.

**POSTSCRIPT** to the column about Nancy Walton, the free-form DJ and writer of a long, year-end letter (more like a novella) about her adventures on and off the air in Bozeman, Montana. The letter is sent only to a circle of 50, but half of them are in radio. So, if you want to borrow a copy and know any of the following, here's who to approach: Barbara Blake, Peter Burke, Phil Charles, Mimi Chen, Sean Donahue, Maggie Stone (Cook), Barry Corkery, Dave Cowan, Norman Davis, Thom Ferro, Kim Forbes, Jon Russell, Iris Harrison, Marty Christensen, Dave Roberts, Lori Martin, Belle (Nolan) Starr Nussbaum, Thom O'hair, Billie Sharpe, Bonnie Simmons, Lisa Stanton, Cara Wilder, Johnny Young, Colter Langan, Kate Ingram, Bill Neff, and Moira Haggerty.

Just don't call me.

BY BEN FONG-TORRES

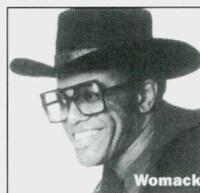
## R&B Foundation Honors Pioneers

Among the big winners during Grammys Week were some vital voices from the past: a dozen R&B greats honored with Pioneer Awards from the Rhythm & Blues Foundation.

The Foundation, which provides economic, medical and other aid to R&B veterans in need, presented its seventh annual awards, totaling \$225,000 in grants, in ceremonies at the Hollywood Palladium. Foundation Chairman Jerry Butler presided over the music-studded event, which Darlene Love and Mavis Staples hosted.

The organization, which has awarded some \$1.5 million to seminal (and underpaid) musicians since 1988, gave the Ray Charles Lifetime Achievement Award

(and \$20,000) to Bo Diddley, whose trademark, shave-and-a-haircut, two-bits beat powered not only his own hits, but recordings by hundreds of artists over the years.



Pioneer Awards, with \$15,000 to individuals and \$20,000 to groups, went to the Isley Brothers, Betty Everett, Eddie Floyd, Johnnie Taylor, Doris Troy, the Cadillacs, the Chantels, the Flamingos, Bobby Womack, Johnny "Guitar" Watson, Dave Bartholomew, and Jay McShann.

All of the honorees spoke and performed, and everyone seemed to be feeling good. Ahmet Ertegun, co-CEO/co-Chairman of Atlantic, introduced pianist McShann, telling the crowd: "They're doing this in alphabetical order. I was sober when the Cadillacs were on."

## Viacom Big in the Apple

Viacom has become one of the largest owners in New York City with a deal for the Alternative station, Q104 (WAXQ/FM).

Viacom, which owns 12 stations, already has a station in New York, WLTW/FM.

To get Q104, Viacom is trading its three Seattle stations (KBSG AM/FM and KNDD/FM) in a transaction valued at \$90 million.

GAF Corporation is selling WAXQ to Entertainment Communications Inc. for the \$90 million, which will then swap it to Viacom for the Northwest trio of stations.

While Entercom gets support for its KMTT in Seattle, "It's a very savvy deal for Viacom," said Gary Stevens, a radio broker in New Canaan, Conn. He noted that the three Seattle stations have a combined cash flow of about \$6 million.

## Seagram's Profit Dips

Seagram reported a drop in fourth quarter profit and attributed it to lower earnings from its beverage and MCA's music division.

Seagram said MCA Music's results were down (operating earnings dropped more than 70 percent to \$27 million for the quarter) because its performance a year ago was strengthened by startups, including Rising Tide Records and its connection with DreamWorks SKG.

The company, overall, posted an operating profit of \$234 million in the three months ending January 31, down from \$253 million in the year-earlier quarter. MCA had operating earnings of \$133 million for its fourth quarter ended December 31, down from \$162 million a year ago.

## REALITY BYTES

### KEEP A-ROCKIN'

**LITTLE RICHARD** was recently crowned King of Rocktropolis to honor the revamping of the site. You can keep knockin' and even get in to Rocktropolis 2.0 at [www.rocktropolis.com](http://www.rocktropolis.com)...*Blender* Volume 2.2 is out now and the latest installment of the CD-ROM entertainment magazine features tons of cool music. Among many offerings, **BECK** discloses secrets about recording and producing, and **TORI AMOS** shares candid views and plays some tunes. Look for *Blender* in the magazine section at your nearest hip bookstore...Jazz Central Station & Ciao Travel are presenting an on-line chance to win a trip for two to the Montreux Jazz Festival in Switzerland. Check into the site to enter at <http://jazzcentralstation.com>...TVT/Wax Trax has released the Enhanced CD *Offbeat: A Red Hot Soundtrip* to honor the Red Hot Organization's AIDS charity. The postmodern disc features selections from **MY BLOODY VALENTINE**, **MOBY**, **DAVID BYRNE**, and the **EMERGENCY BROADCAST NETWORK**...Muzak has launched a new division that will allow music retailers, radio stations, and record labels to tap in to samples of thousands of recordings in real-time. Access Muzak at [www.muzak.com](http://www.muzak.com)...The syndicated country radio program *After MidNite with BLAIR GARNER* has a new Web Site at [www.aftermidnite.com](http://www.aftermidnite.com)...Northeastern Digital's **TOM HAMBRIDGE** CD Plus *Still Running* is available. For information send e-mail to [CDNDR@aol.com](mailto:CDNDR@aol.com)...**MEAT LOAF**'s Web Site is the first to offer free downloadable sheet music. Meat Loaf's "Welcome to the Neighborhood" url is [www.meatloaf.mca.com](http://www.meatloaf.mca.com).

—DAVID BERAN

# THAT'S SHO-BIZ

That's Sho Biz By Dave Sholin

Little did anyone know back in Atlanta about the connection between **Z100 (WHTZ)**-New York and **104 KRBE**-Houston. Both stations tied for the honor of **GAVIN** "Top 40 Major Market Station of the Year" at the Seminar, and now that KRBE PD **Tom Poleman** has been named to replace **Steve Kingston**, Tom poses the best question of the week: "Is this some new GAVIN rule? If you win in a tie, does it mean it's a requirement to program both stations?" Plus, now that **Andy Shane** has made his move to **WKTU**, official speculation swirls around who'll be Poleman's MD at Z100. Look for **Dave Shakes** of **Alan Burns & Associates** to keep Z100 on course during the transition period. As for Shane, he's "ecstatic about being reunited with **Frankie Blue** and looking forward to the the new challenges ahead at 'KTU."



Tom Poleman

Saying that he's happy to finally get to work in New York City, since **Z100** is located in New Jersey, what will **Steve Kingston** be doing to pass the time as he waits for his six month non-compete clause to expire? Expect he and son **Jake** to do a lot of bonding and listening to the radio. Will his wife and Z100 morning co-host **Patti Steele** cross the t's, dot the i's, and remain on board? Expect it will happen.

No confirmation yet on **Evergreen's** plans to purchase **Wild 107 (KYLD)**-San Francisco, but numerous reports say it's imminent.

Is **WPST**-Trenton PD **Michelle Stevens** on the short list to replace **Tom Poleman** at **104 KRBE**? She was a big winner—once again—at last month's GAVIN!

First OM **Kevin Stapleford** is ousted at **91X**-San Diego, and now, a little over a half year later, PD **Mike Halloran** is g-o-n-e. Will he be replaced, or might OM **Tim Dukes** take over? How about talk that Halloran may end up in New York in afternoon drive on **WXRK**?

Could **Disney** be planning to make its presence felt in Music City?

Will **Bob Perry** have a role to play if and when Houston gets a new rhythmic Top 40 outlet?

Deepest sympathies to family and friends of **Arthur Promoff**. Arthur most recently was **Island's** Miami LPM and also spent many years with **Geffen** in Los Angeles. His one-of-a-kind smile warmed many a room. Donations should be sent to the **Health Crisis Network, Inc.**, 5050 Biscayne Boulevard, Miami, FL 33137, attn: **Jose Rivera**. A memorial is being planned for sometime next month.

Hearfelt condolences also go to **David Forman** whose mother, **Jennie**, passed away March 20, in her native Canada.



Trying to convince **Lionel Richie** that Tony, Tommy, and Bobby is a perfect name for a background group are (l-r): **Mercury** VP Field & Singles Promotion **Tony Smith**, **WAYV**-Atlantic City PD **Tommy Frank**, and **WHTO**-Williamsport PD **Bobby D**.

Longtime **Atlantic** VP Artist Relations **Tony Mandich** was among those to exit the label in the recent staff realignment. Close to three dozen employees were pink slipped.

Three-year **KRQR**-San Francisco vet **John McCrae** is stepping down as PD of "The Rocker" in the City by the Bay. McCrae heads east to become PD of **WAQX**-Syracuse, and says he's "excited about joining a growing company with creative vision." The news intensifies the talk about **Dave Logan** being named McCrae's replacement at the **Lee Abrams**-consulted station.

**Gina Barberi** is the new MD at **Q99 (KUTQ)**-Salt Lake City.

The rumored (and premature) announcement of **Michael Steele** joining **Bob Lewis** at **KGGI**-Riverside/San Bernardino, is now reality. Steele has been named APD, and Lewis told us, "I'm lucky to have him on board." Meanwhile, at Lewis' former station **KWIN**-Stockton, MD **Mark Medina** has left the building. Was it something he said? Could he rejoin his former boss, since KGGI is without an MD at present?

**WQCY**-Quincy, Ill. PD **Simon Will** is leaving the biz to enter the world of computer software. Those interested in replacing him (PD/a.m. drive), should rush out the T&R.

Now we'll know who to call for those courtside ducats to the **NBA** finals. These guys look pretty chummy (l-r): **MCA** Chicago rep **Tom Starr**, **Bulls** starting guard **Ron Harper**, and award-winning **B96** MD **Erik Bradley**.



## On the Air



Tom Poleman

**WHTZ (Z-100)**-New York hires **Tom Poleman** as PD, replacing **Steve Kingston**, who turns up

crosstown at **WXRK**. Poleman comes from **KRBE**-Houston...Former **Z-100** Music Director **Andy Shane** is named MD at **WKTU**-New York...**WDDJ**-Paducah, Ky. ups afternoon driver **C.J. Steele** to MD.

He'll take calls Mondays and Fridays between noon and 2 p.m....Middayer **Taylor Richards** moves to mornings on **WNDU (U93)**-South Bend, Ind.; he'll share the slot with **Mark Durocher**. **Casey Daniels** comes from **WHZZ**-Lansing, Mich. to fill mid-days...**WPGC**-Washington, D.C. adds **Georgia Foy** to the **Donnie Simpson** morning team...San Diego's "Love Doctor" moves to **Q106.5 (KKLQ AM/FM)** with an 8-10 p.m. air slot.

**Karen Kay** moves to afternoons at the station, taking over for the departed **Jenna Foxx**...**KSAN**-San Francisco vet **Alan Sledge** to program **KMPS**-Seattle, just in time for that station to begin simulcasting on **KCIN** as the Pacific Northwest country wars heat up...Former **KIKK**-Houston PD **Gary Moss** becomes PD for **WCOL/FM**-Columbus, replacing **Michael Cruise**...The **Park Lane Group** names **Richard Trejo** to GM for **KTPI/KVOY**-Lancaster/Palmdale, and **Beth Tappan** as station manager for **KQMS/KSHA**-Redding.

## In the Grooves



David Steffan

As reported in *Inside Country* this week, **Joe Mansfield** steps in as Co-President/CEO of **Asylum Records**...

**GRP Record-**ing Company appoints **David Steffan** Senior VP/GM; he'll be based in New York and work with all the company's labels, including **GRP Records**, **Impulse!**, **Blue Thumb Records**, and **Decca**

**Jazz**... **Alby Gaulten** becomes VP Interactive Programming for **MCA Music Entertainment Group**... **Relativity** ups **Mohammed Ali** to VP Urban Music Marketing, he will oversee the label's street promotions team as well as campaigns for hip-hop artists and their releases... **MCA Nashville** promotes three: **Jules Wortman** becomes Senior Director of Publicity; **Sarah Brosmer** takes Director of Publicity and International Liason; **Toni Miller** moves to Manager of Publicity...Industry vet **Cameron Carpenter** returns to the trenches as Director of National Press and Artist Relations for **BMG Music Canada**... **Yumi Kimura** is promoted to International Marketing Manager; **Warner/Reprise Nashville**... **Julie Farman** will head the Media & Artist Relations department for **Revolution**; she'll also serve in an A&R capacity... **Zoo Entertainment** has made changes from the top down to beef up its Alternative focus: **Ray Gmeiner** becomes VP Promotion; **Doug Ingold** takes Senior Director Alternative Promotion; **Stephanie Pensyl** is Midwest Regional Promotion/Marketing Manager; **H.M. Wollman** becomes Manager of Marketing and Artist Development; **Michael Rich** takes Marketing and A&R Representative; **Marnie Nieves** is the new Staff Attorney.

## ON THE SIDE

**James G. Berk** becomes President/CEO of **Hard Rock Cafe International**... **Borman Entertainment** has opened a Nashville office, headed by Associate Manager **Sandra Westerman**. Find them at 1303 16th Ave. S., 2nd Fl., Nashville, TN 37212; (615) 320-3000; fax (615) 320-3001...Managers **James Citkovic** and **Jean Sagendorph** have founded **Citkovic & Sagendorph**, headquartered at 110 West 26th St., 3rd Fl., New York, NY 10001-6805; (212) 645-3068; fax (212) 989-6459... **Bernard Porter**, formerly with **Williams, Bell & Associates**, has founded **Big Fish Entertainment** and **Big Fish Management** in Nashville: (615) 360-0955; fax (615) 399-3807... **DG Systems**, which provides electronic distribution services to the broadcast industry, appoints **Jeffrey Byrne** to VP Marketing.

On the Air & In the Grooves: ALEXANDRA HASLAM • The Media Connection: DAVID BERAN • Backstage: JAAN UHELSZKI • Sho-Prep: RON FELL • Friends of Radio: STACY BAINES • Sho-Dates: DIANE RUFER

# BACKSTAGE

BY JAAN UHELZSKI

## THE WINTERS OF THEIR DISCONTENT:

D.C. Comics made the unpardonable mistake of using **Johnny and Edgar Winter** as characters in the horror comic, *Jonah Hex: Riders of the Worm and Such*. The guitar-slinging brothers aren't exactly referred to as the Winters, but they don't miss by much, referring to them as Johnny and Edgar Autumn. These Texas natives weren't going to take this sitting down, and engaged themselves a high-powered attorney and filed a Superior Court lawsuit for unspecified damages, charging "defamation, negligence, and intentional infliction of emotional distress—" as well as wanting a chunk of the change that D.C. is earning from this title.

**A RIO RIOT:** The Ramones' farewell tour was marred by violence after Coca-Cola ran a promotion offering fans free tickets if they turned in a Coke bottle cap. Far too many fans showed up, and they ran out of tickets. South American Ramones fans are among the most rabid, and they staged a riot in a downtown shopping mall in Buenos Aires. Eight minors and six adults were arrested, and eight people sustained slight injuries. Just so you know, **Eddie Vedder**, who accompanied the Ramones on this final sojourn, was unharmed. And so were the audiences, since the illustrious Mr. Vedder was just along for the ride, and never sang a note with the guys...



Selena

The family of slain Tejano superstar **Selena** staged a four-city casting call to recruit actresses to play her in a movie. The producers sought both an actress to play Selena at age 8, and as an 18 year old, in Los Angeles, Miami, Chicago, and San Antonio.

## GOD SAVE THE PRINCESS:

**The Sex Pistols** announced at their press conference held at the 100 Club in London, that they will kick off their reunion tour on June 21 in Finland. When the band

finally gets to London to play the Finsbury Park festival, they'll have **Iggy Pop** in tow—he'll be one of the openers for the festival. Still being their irreverent selves, the Pistols sent a letter to **Princess Diana**, offering to stage a benefit for her, "if the Queen doesn't provide the kind of financial settlement that you're hoping for." The princess politely decline the offer, but that didn't stop the reconstituted Pistols from using her picture as their new logo, with the sobriquet "Queen of Tarts" underneath the likeness...

Sometimes-Sex Pistol **Steve Jones'** other band, **The Neurotic Boy Outsiders**, decided to clean up their act and have changed their name to the Neurotic Outsiders, spelling "Neurotic" the way it God planned it. They got signed to Maverick Records two weeks ago, and have already been in the studio with ace producer, **Jerry Harrison**, who, as you know, was a Modern Lover and a Talking Head in his last life. The Outsiders, who include the aforementioned Jones, former **Duran Duran** guitarist **John Taylor**, and current **Guns 'N' Roses** members **Duff McKagan** and **Matt Sorum**, plan to release their untitled gem later this year...

**Les Claypool, Primus'** bassist and spiritual force has branched out yet again and has now gotten into the business of designing web sites. Claypool and guitarist **Larry La Londe** have opened up new offices in Marin County, north of S.F., for Prawn Song Designs, and have put up their own Web Site at <http://www.primussucks.com>.

JAAN UHELZSKI IS SENIOR EDITOR AT ADDICTED TO NOISE, THE ONLINE MUSIC MAGAZINE

# Sho-Prep

## ROSANNE CASH

Rosanne Cash's Capitol Records debut album, due April 2, consists of 11 songs she submitted to the label in demo form. The label felt so strongly about the tracks that they decided to release them as is. The disc will be called *10 Song Demo*, even though there are 11 cuts.

## VERNON REID

The debut solo album from Living Colour's Vernon Reid is due in May, and it will include one song with actor Laurence Fishburne rapping.

## IMMATURE

The Immature song, "Please Don't Go," is about band member Marques Houston's mother who's battling cancer.

## ELVIS COSTELLO

Elvis Costello and songwriter Burt Bacharach are composing a song together for the soundtrack to Alison Anders' new film, *Grace of My Heart*.

## TRAVIS TRITT

Travis Tritt's next album will be produced by Don Was (Was Not Was, Bonnie Raitt, Rolling Stones, etc.).

## BABYFACE

Producer of the soundtrack to *Waiting to Exhale*, Babyface says getting the likes of Chaka Khan, Brandy, Patti LaBelle, SWV, Aretha Franklin, Whitney Houston, Toni Braxton, TLC, and Chanté Moore together for an album won't likely ever happen again. "That's a lot of egos to deal with," he says.

## BARBRA STREISAND

Two years ago, March 27, 1994, all 250,000 tickets to Barbra Streisand's eleven-city concert tour went on sale for prices ranging from \$75 to \$1,000 per seat. All were sold within one hour.

## POE

Poe's real name is Annie Daniellewski. She lived in Provo, Utah where her father, a documentary filmmaker, worked with Robert Redford's Sundance Film Institute. She says she and her brother were two of just six non-Mormon students in her high school's 1,600 person student body. "We were complete and utter aliens," says Poe.

## MAURICE WHITE

Earth, Wind & Fire's founder, Maurice White, has re-started his record label, Kalimba, in order to release a new album by EW&F's musical director, Freddie Ravel. Kalimba will be distributed through Verve/Forecast.

## BEATLES

When asked why he didn't produce the two new Beatles tracks, "Free as a Bird" and "Real Life," longtime Beatles producer George Martin said, "I didn't want to be a part of that particular process. They didn't really need me, anyway. If I was to be there, I'd be a referee more than anything else."

## PENELOPE HOUSTON

Eighteen years ago Penelope Houston, as lead singer for San Francisco-based punk band, the Avengers, opened the American shows for the Sex Pistols one and only North American concert tour.

## SHO-DATES

<b>Vanessa Adair</b> Arista Records 3/24	<b>(Aerosmith), Charly McClain, Ronnie McDowell, Teddy Pendergrass, Dean Dillon</b> 3/26	<b>Cecilia Dancil</b> (dancer), <b>Charlie McCoy, Reba McEntire, James Saul Atkins</b> (EMF) 3/28
<b>Bill Shahan</b> WVSR-Charleston, WV 3/25	<b>Elroy Kahanek</b> Atlantic Records 3/27	<b>Casey Keating</b> K101-San Francisco, CA 3/30
<b>Hoyt Axton, Aretha Franklin, Elton John, Nick Lowe, Michael Stanley</b> 3/25	<b>Cynthia Salac</b> Motown Records 3/27	<b>Eric Clapton, Celine Dion, Tracy Chapman</b> 3/30
<b>Angie Logan</b> WQWZ-Charlottesville, VA 3/26	<b>Dave Koz, Mariah Carey, Andrew Farriss</b> (INXS), <b>Jann Arden</b> 3/27	Our CONGRATULATIONS to <b>KIM CLARK</b> , of Michele Clark Promotion, and her husband, <b>JOHN HARDNACK</b> , on the birth of their daughter, <b>KAYLA MARILYN</b> . Born March 4, weighing 8 lbs. 4 1/2 oz.
<b>Kevin Weatherly</b> KROC-Los Angeles, CA 3/26	<b>J.J. Davis</b> WROE-Neenah, WI 3/28	
<b>Bill Mitchell</b> WNDU-So. Bend, IN 3/26	<b>John Foster</b> KXXXO-Olympia, WA 3/28	
<b>Diana Ross, Steven Tyler</b>		

F.O.R. # 136

# Friends of Radio

## Kathy Powell



Urban Promotion Coordinator, 550 Music Hometown:

Queens, NY

## What stations did you listen to growing up?

WBLS, WWRL, HOT 97, CD101, and WRKS

## If you owned a record label, you would...

Create a family environment for my team, and have a hands-on label that would be multi-faceted.

## Proudest career achievement to-date?

When Tom Bracamontes offered me the position here at 550 Music.

## Someone you'd like to work with in the future?

Polly Anthony. She's intelligent, creative, and she always sees the big picture. The other person would be Vivian Scott. They are both role models for me. I really admire them.

## Words to Live By:

We don't receive wisdom. It is up to us to discover it for ourselves after a journey that no one else can take for us. Aim for success, not perfection. Never give up your right to be wrong because then you will lose the ability to learn new things and move forward with your life. Allowing yourself the right to be human can make you happier and far more productive.

**MOST ADDED**



- VOICE OF THE BEEHIVE (56)**
- TINA ARENA (43)**
- FOO FIGHTERS (38)**
- RED HOT CHILI PEPPERS (19)**
- LIONEL RICHIE (19)**
- SWV (19)**
- TRACY CHAPMAN (15)**

**TOP TIP**

**VOICE OF THE BEEHIVE**  
*"Scary Kisses"*  
 (Discovery)

Very impressive new airplay stats reflects widespread support for this track. Several reports of immediate listener reaction.

**RECORD TO WATCH**

**LA BOUCHE**  
*"Sweet Dreams"*  
 (RCA)

B96-Chicago played this track last year with great results. Now, the rest of the country starts to believe in "Sweet Dreams," including KTFM-San Antonio, WIOQ-Philadelphia, WFLZ-Tampa, WNVZ-Norfolk, and more.

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>THE TONY RICH PROJECT</b> - Nobody Knows (LaFace/Arista)	14	157	1	7116	-80
2	<b>ALANIS MORISSETTE</b> - Ironic (Maverick/Reprise) †	11	164	3	6755	+698
3	EVERYTHING BUT THE GIRL - Missing (Atlantic)	39	142	0	6082	-382
4	<b>MARIAH CAREY</b> - Always Be My Baby (Columbia/CRG)	9	167	6	5882	+855
5	GIN BLOSSOMS - Follow You Down (A&M)	9	162	0	5687	+105
6	<b>BRANDY</b> - Sittin' Up In My Room (Arista)	13	134	1	5006	+130
7	<b>SMASHING PUMPKINS</b> - 1979 (Virgin) †	16	154	1	4983	+85
8	OASIS - Wonderwall (Epic)	17	141	1	4914	-191
9	MELISSA ETHERIDGE - I Want To Come Over (Island)	14	146	1	4811	-122
10	NATALIE MERCHANT - Wonder (Elektra/EEG)	18	136	0	4671	-336
11	<b>BoDEANS</b> - Closer To Free (Reprise)	16	151	5	4574	+237
12	<b>CELINE DION</b> - Because You Loved Me (550 Music)	6	153	6	4508	+1537
13	<b>ACE OF BASE</b> - Lucky Love (Arista)	7	144	5	4388	+166
14	La BOUCHE - Be My Lover (RCA)	20	110	0	4199	-231
15	COLLECTIVE SOUL - The World I Know (Atlantic)	21	119	1	3998	-291
16	SOPHIE B. HAWKINS - Only Love (Columbia/CRG)	8	126	2	3507	-72
17	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	25	105	0	3443	-905
18	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	31	98	0	3413	-254
19	<b>DOG'S EYE VIEW</b> - Everything Falls Apart (Columbia/CRG) †	7	141	13	3127	+358
20	BLUES TRAVELER - Hook (A&M)	28	90	0	3036	-312
21	BLESSID UNION OF SOULS - Oh Virginia (EMI)	11	104	0	2895	-759
22	3T - Anything (MJJ/550 Music)	25	86	1	2845	+24
23	<b>JANN ARDEN</b> - Inensitive (A&M)	17	109	5	2822	+198
24	MARIAH CAREY - One Sweet Day (Columbia/CRG)	23	87	0	2820	-677
25	<b>THE PRESIDENTS OF THE U.S.A.</b> - Peaches (Columbia/CRG) †	9	117	2	2702	+238
26	HOOTIE & THE BLOWFISH - Time (Atlantic)	23	82	0	2630	-582
27	DEBORAH COX - Who Do U Love (Arista)	11	93	2	2579	-151
28	<b>MARY J. BLIGE</b> - Not Gon' Cry (Arista)	10	69	3	2568	+85
29	SEAL - Don't Cry (Ztt/Warner Bros.)	17	84	2	2359	-554
30	BUSH - Glycerine (Trauma/Interscope/AG) †	16	93	1	2063	-246
31	2 PAC featuring DR. DRE - California Love (Death Row/Interscope) †	11	68	1	1977	-106
32	<b>LINA SANTIAGO</b> - Feels So Good (Show Me Your Love) (Universal)	10	63	3	1794	+133
33	<b>LENNY KRAVITZ</b> - Can't Get You Off My Mind (Virgin)	8	70	4	1700	+99
34	<b>NO DOUBT</b> - Just a Girl (Trauma/Interscope/AG) †	13	82	10	1633	+238
35	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	20	58	0	1571	-559
36	DEEP BLUE SOMETHING - Breaklast At Tiffany's (RainMaker/Interscope/AG)	35	53	0	1497	-187
37	<b>SPACEHOG</b> - In The Meantime (Sire/Elektra) †	10	71	4	1488	<b>NEW</b>
38	<b>TRACY CHAPMAN</b> - Give Me One Reason (Elektra/EEG)	4	87	15	1433	<b>NEW</b>
39	<b>GOO GOO DOLLS</b> - Naked (Metal Blade/Warner Bros.) †	11	67	9	1422	+172
40	<b>WHITNEY HOUSTON &amp; CE CE WINANS</b> - Count On Me (Arista)	6	74	12	1412	<b>NEW</b>

† = Daypart

Total Reports This Week 202 Last Week 205

Chartbound	Reports	Adds	SPINS	TREND
<b>TINA ARENA</b> - "Chains" (Epic)	108	43	1262	+967
<b>FOO FIGHTERS</b> - "Big Me" (Capitol)	63	38	843	+216
<b>LIONEL RICHIE</b> - "Don't Wanna Lose You" (Mercury)	58	19	749	+610

## Inside Top 40 BY DAVE SHOLIN



### Sun City Heats Up



Just a few weeks back, we covered the return of **WDAY/FM (Y94)**-Fargo to Top 40. But did you know that before that station made its ill-fated switch to A/C, **Guy Zapoleon** advised them not to do it? Guy was just beginning his consultancy back then and pitching the station on his services. They didn't choose to listen, and he didn't sign on.

Four years later, though, Guy finds himself very much involved in a similar return to the format at a station and market he knows intimately. Zapoleon, one of the country's most respected programmers, sat in the PD chair at **KZZP**-Phoenix in the late '80s when the station dominated the market, enjoying double-digit 12-plus shares against intense competition. His hires included **Kevin Weatherly** and **Michelle Santosuosso**.

Not that many years later, Guy was gone, the heritage calls became **KVRY**, and the station switched to A/C. But on Friday, March 8, **Nationwide** decided to take **KVRY** off life support, literally, and bring **KZZP** back to Phoenix. Following six hours of an EKG heart monitor sound effect, interrupted every 15 to 20 minutes with drops from **ER**, **KVRY** was flatlined for about ten seconds and **KZZP** signed on with the **Cure**'s "Friday I'm In Love."

Under the direction of **Dan Persigehl**, recently arrived from programming **WKEE**-Huntington, W. Va., "KZZP 104.7 Your Hit Music Station" was born. Dan describes the format as "Pop/Alternative Top 40" and points to gold by acts such as **Modern English**, **Simple Minds**

and the aforementioned **Cure** as being a key to "what separates us from the pack. We're playing lots of music people haven't heard in a long time and really missed." Combined with what he calls "a broad spectrum" approach is the addition of syndicated morning personality **Jonathan Brandmeier**, a longtime favorite of Phoenix listeners. Zapoleon, on board as consultant, agrees. "There is an appetite which wasn't being satisfied," he says. "Make no doubt, we're playing the hits. We're the 20-34 year-olds' station for Phoenix."

As for a return to the vicious Top 40 Phoenix radio wars, forget it. Crosstown **KKFR PD Don Parker** is quick to point out that radio has changed, and it's no longer feasible "to play the exact same music someone else is playing and win. It's part of the reason why **KZZP** and ex- Top 40 player **KOY (Y95)** went by the wayside and no one was making money." **KKFR** consultant and its former PD, **Steve Smith**, who is Director of Programming at **Hot 97 (WQHT/WRKS)**-New York, agrees with Parker that by their very different musical stance, 'ZPP will have little impact. Smith's confidence is bolstered by the fact that **KKFR** is enjoying its biggest 12-plus numbers in its history. He doesn't hesitate in calling Phoenix "one of the roughest markets" he's ever competed in. In the view of **Persigehl** and **Zapoleon**, there's a distinct possibility that others will take a direction similar to **KZZP**. While **Guy** understands the need to be "overfocused" these days, he also believes in the mass appeal "concentric circle theory. Sure, you want to hit the bullseye, but you have to strap a couple of rings around that to get your five or six share. If you want to maximize a three-share, then by all means do it, but you're not going to survive in Phoenix,

Editor: DAVE SHOLIN • Associate Editor: ANNETTE M. LAI

Top 40 reports accepted Mondays and Tuesdays 8:30 a.m.-4 p.m.

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

## Up &amp; Coming

Reports	Adds	SPINS	TRENDS	
62	4	1307	+155	<b>EVERCLEAR</b> - Santa Monica (Watch The World Die) (Capitol)
60	56	224	+184	* <b>VOICE OF THE BEEHIVE</b> - Scary Kisses (Discovery)
53	4	1090	+276	<b>BASS IS BASE</b> - I Cry (Loose Cannon/Island)
53	19	795	+223	<b>RED HOT CHILI PEPPERS</b> - Aeroplane (Warner Bros.)
52	1	1108	-46	<b>THE CORRS</b> - The Right Time (143/Lava/Atlantic)
48	1	1007	-10	<b>STING</b> - Let Your Soul Be Your Pilot (A&M)
48	6	877	+201	<b>BOTTLE ROCKETS</b> - I'll Be Comin' Around (Tag/Atlantic)
44	10	1005	+393	<b>COOLIO</b> - 1, 2, 3, 4 (Sumpin' New) (Tommy Boy)
43	2	901	+119	<b>RADIOHEAD</b> - High & Dry (Capitol)
40	—	976	+25	<b>J'SON</b> - Take A Look (Hollywood)
39	10	520	+145	<b>STONE TEMPLE PILOTS</b> - Big Bang Baby (Atlantic)
38	4	853	+96	<b>INTRIGUE</b> - Dance With Me (Universal)
35	—	938	-187	<b>DIANA KING</b> - Ain't Nobody (WORK/CRG)
33	4	866	+281	<b>SELENA</b> - I'm Getting Used To You (EMI)
31	3	928	+267	<b>D'ANGELO</b> - Lady (EMI)
30	3	550	+71	<b>JACKSON BROWNE</b> - Some Bridges (Elektra/EEG)
29	6	472	+80	<b>GARBAGE</b> - Only Happy When It Rains (Almo Sounds/Geffen)
27	2	515	-73	<b>ENYA</b> - Anywhere Is (Reprise)
26	2	1036	+158	<b>R. KELLY</b> - Down Low (Jive)
26	1	552	-50	<b>THE BEATLES</b> - Real Love (Capitol)
25	—	623	-23	<b>OCCAMS RAZOR</b> - She Said (Totally Oscam Productions)
25	2	570	-199	<b>DEL AMITRI</b> - Tell Her This (A&M)
25	9	457	+71	<b>M.T.S.</b> - I'll Be Allright (Summit)
25	13	349	+149	<b>La BOUCHE</b> - Sweet Dreams (RCA)
25	19	273	+259	* <b>SWV</b> - You're The One (RCA)
24	—	584	+96	<b>TORI AMOS</b> - Caught A Lite Sneeze (Atlantic)
22	2	773	+149	<b>JOE</b> - All The Things Your Man Won't Do (Island)
22	—	533	-75	<b>GREEN DAY</b> - Brain Stew (Reprise)
21	4	843	+276	<b>FUGEES (Tranzlator Crew)</b> - Killing Me Softly (Ruffhouse/Columbia/CRG)
19	—	383	-28	<b>TEARS FOR FEARS</b> - Secrets (Epic)
19	2	355	+39	<b>QUAD CITY DJS</b> - C'mon n' Ride It (Big Beat/Atlantic)
19	7	237	+158	<b>ALL-4-ONE</b> - These Arms (Blitz/Atlantic)
18	3	275	+105	<b>QUINCY JONES</b> - Slow Jams (Qwest)
18	8	151	+67	<b>BILLY MANN</b> - Turn Down The World (A&M)
16	2	362	+14	<b>ROD STEWART</b> - So Far Away (Lava/Atlantic)
16	1	349	+28	<b>THE BLENDERS</b> - Let It Fall (Orchard Lane)
16	—	325	-48	<b>THIS PERFECT DAY</b> - I'm In Love (Orchard Lane)
15	—	316	+6	<b>SPEECH</b> - Like Marvin Gaye Said (EMI)
15	—	231	-149	<b>PRETENDERS</b> - Angel Of The Morning (Reprise/Warner Bros.)
15	14	54	+54	* <b>KOOL &amp; THE GANG</b> - Salute To The Ladies (Curb)
14	1	486	+2	<b>XSCAPE</b> - Do You Want To (So So Def/Columbia/CRG)
14	1	289	+30	<b>SCARLET</b> - Independent Love Song (Milan/BMG)
14	1	261	+11	<b>STABBING WESTWARD</b> - What Do I Have To Do? (Columbia/CRG)
13	—	251	-11	<b>P-HUX</b> - Every Minute (Black Olive)
13	9	107	+67	* <b>BARENAKED LADIES</b> - Shoe Box (Reprise)
12	4	404	+75	* <b>ANGELINA</b> - Release Me (Upstart)
12	1	370	-6	<b>EXPOSE</b> - I'll Say Goodbye For The Two Of Us (Arista)
12	—	285	+75	<b>JEWEL</b> - Who Will Save Your Soul? (Atlantic)
12	3	284	+12	<b>JARS OF CLAY</b> - Flood (Silvertone)
12	2	284	-47	<b>CHANTAY SAVAGE</b> - I Will Survive (RCA)
12	—	249	+60	<b>k.d. lang</b> - Sexuality (Warner Bros.)
12	5	98	+53	* <b>DISHWALLA</b> - Counting Blue Cars (A&M)
11	—	181	-100	<b>N-TRANCE</b> - Stayin' Alive (Radikal)
11	1	161	+69	* <b>EMILY</b> - Missin' You Again (Grey Wolf)
11	3	137	+63	* <b>ALEXIA PHILLIPS</b> - I Never Needed (Interhit)
10	5	252	+19	* <b>THE REAL McCOY</b> - Sleeping With An Angel (Arista)
10	—	237	-26	<b>DEADEYE DICK</b> - Blues King (Ichiban)
10	4	136	+35	* <b>LOVE &amp; ROCKETS</b> - Sweet Lover Hangover (American Recordings)
10	4	130	+38	* <b>BUSH</b> - Machinehead (Trauma/Interscope/AG)

\* Indicates Debut

Arizona with a three-share." KZZP, with the huge resources of Nationwide behind it, has big marketing plans for the future, but Persigehl acknowledges, "It will take awhile before everything falls into place. This wasn't a move made out of desperation, and we're not looking for a quick fix. This plan is long term and one we strategized on for months. KZZP was a legend for a reason. We want to create that same kind of legendary radio station, and that takes time."

This 5 p.m. hour from March 15 is one MD Dave Cooper feels is representative of the reborn KZZP: **Fixx**, "One Thing Leads to Another," **Alanis Morissette**, "Ironic," **Simple Minds**, "Don't You Forget About Me," **Ace of Base**, "All That She Wants," **Joan Osborne**, "One of Us," **Def Leppard**, "Love Bites," **Deep Blue Something**, "Breakfast at Tiffany's," **Blind Melon**, "No Rain," the **Pretenders**, "I'll Stand By You," **Madness**, "Our House," **Blessid Union of Souls**, "Oh Virginia," **Seal**, "Kiss From a Rose," **Asia**, "Heat of the Moment," and **Enigma**, "Sadness." ●

## Signals &amp; Detections

**M.T.S.**' "I'll Be Allright" picks up another believer as **WFLZ**-Tampa adds with 17 spins...**Sweet 98**-Omaha MD **Jimi Jamm** reports he's "never seen a single sell as big in this town as **Celine Dion**'s "Because You Loved Me." It's doing two to three times what a Number One selling single usually does. It's top three on the phones and gaining. But in requests it's six or seven to one for **Weird Al** right now." **Sweet 98** is also close to adding **M.T.S.**...**Coolio**'s "1, 2, 3, 4" is the one that "blew up" for **Michael Martin** at **Wild 107**-San Francisco. Michael also shouts that "in less than a week of play, **Bone Thugs & Harmony**'s 'Crossroads' is our most requested"...The only add at **KHFI**-Austin is the **Fugees**' "Killing Me Softly." Single or no single, here's a mass appeal smash just sitting there for the taking...**Exposé**'s "I'll Say Goodbye For the Two of Us" is the most played track at **KTFM**-San Antonio with 65 plays, followed by **Intrigue**'s "Dance With Me" (64), and **Mary J. Blige**'s "Not Gon' Cry" (62)...**Star 100.7**-San Diego re-adds **Seal**'s "Don't Cry" and **Dog's Eye View**'s "Everything Falls Apart," and adds **Tracy Chapman**'s "Give Me One Reason." By the way, **Jann Arden** stopped by the station and played an acoustic version of "Insensitive" that they played all weekend and it generated tons of calls...**WPLJ**-New York adds **Lenny Kravitz**'s "Can't Get You Off My Mind" and **Tina Arena**'s "Chains"...**PRO/FM**-Providence is one of the first to add **Kool & the Gang**'s "Salute to the Ladies"...**Coolio** is the only add at **KIIS**-Los Angeles.

## ARTIST PROFILE

## CHANTAY SAVAGE



HOMETOWN: Chicago

BIRTHDATE: July 16

LABEL: RCA

SENIOR VP, PROMOTION:

Butch Waugh

CURRENT SINGLE:

"I Will Survive"

CURRENT ALBUM:

I Will Survive (Doing It My Way)

LIKES: "Silver, platinum, down to earth people, and good music."

DISLIKES: "Anything or anyone fake."

FAVORITE PASTIMES /

HOBBIES: "Shopping for people close to me, writing songs, doing nothing, working out."

BEST PERSONALITY TRAIT:

"I'm spiritual and grounded."

WORST PERSONALITY TRAIT:

"I'm impatient."

FAVORITE JUNK FOOD:

"Anything chocolate."

WHEN YOU WERE YOUNG, YOU

WANTED TO GROW UP AND BE...

"...a famous singer."

YOUR PROUDEST CAREER

ACHIEVEMENT TO DATE:

"I Will Survive."

IT'S SAID: "Chantay Savage's

sophomore effort has catapulted her from new jack funk to silky, sweet, sultry soul.

I think Chantay has tremendous vocal ability and her range sings for itself." —Kimberly

Hughes, National Director

Pop/Crossover Promotion,

RCA Records

SAVAGE ON HER SINGLE:

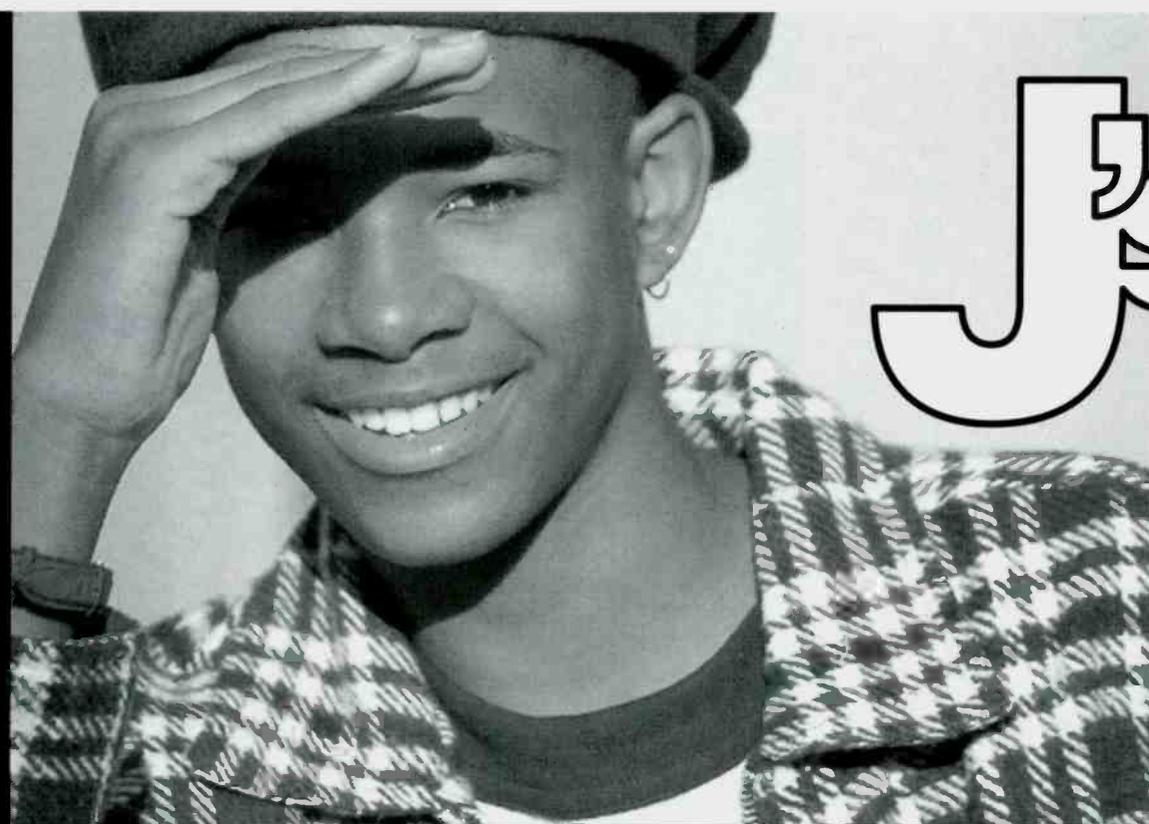
"It's the story of my life!"

# GO Chart

**GO STATION PANEL:** The GO Chart is based on reports by 110 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

**GO MOST ADDED**  
**VOICE OF THE BEEHIVE (38)**  
**TINA ARENA (25)**  
**FOO FIGHTERS (18)**

TW	SPINS	TREND	TW	SPINS	TREND
1	3678	-17	21	1752	+147
2	3670	+78	22	1646	-15
3	3632	+373	23	1548	-69
4	3261	-70	24	1522	-157
5	2997	-129	25	1509	+126
6	2929	+11	26	1421	-12
7	2921	+26	27	1404	-93
8	2897	+116	28	1324	-49
9	2804	+550	29	1186	-160
10	2742	-118	30	1037	+71
11	2688	+82	31	971	+230
12	2682	+248	32	970	<b>NEW</b>
13	2669	+830	33	938	+176
14	2435	+133	34	921	+122
15	2241	+6	35	897	+56
16	2161	+272	36	891	-51
17	2102	+84	37	886	+148
18	2081	-96	38	868	-30
19	1876	-186	39	788	<b>NEW</b>
20	1809	-76	40	780	<b>NEW</b>



# J'son

*"take a look"*  
 the debut single

**Monitor Rhythm Chart 39 - 36**  
**Billboard Hot 100 80 - 76\***  
**SoundScan 103 - 86**  
**R&R Rhythmic Chart 29\***

**KDON-Monterey 73 spins**    **KLUC-Las Vegas 51 spins**  
**WNVZ-Norfolk 25 spins**    **WWST-Knoxville 32 spins**  
**WFHN-New Bedford/Providence 32 spins**

**KKFR-Phoenix** "What another quote? Isn't radio convinced yet?!" — **Don Parker**

**194-Hawaii** "This song never ceases to amaze me. Just when I think it's going to burn, callout comes!" — **James Coles**

**WNVZ-Norfolk** "It is a great mass appeal, fun sounding record that keeps building every day." — **Don London**

**WMGI-Terre Haute** "Top 10 phones...40 spins again this week...it's a *HIT* for us here...everybody should 'Take A Look' at this record!" — **Beau Richards**

**KZFM-Corpus Christi** "This song's getting 27x this week; dayparted to days only now because it's doing better with adults, which surprised us. It's leaning 18-34...they ask for the cute little kid." — **Tony Manero**

**KWTX-Waco** "I think this is a record, a very strong song. Every time we put this one on, people want to know who was that?! *What was that?!*" — **Tom Martens**

**WFHN-New Bedford** "Song sounds great on the air. Young adult women are telling us they want to hear it." — **J.R. Reitz**

**MOST ADDED**

**SWV**

"You're the One" (RCA)

**HORACE BROWN**

"One For the Money" (Uptown/MCA)

**MONICA**

"Why I Love You So Much"

(Rowdy/Arista)

**TOP TIP**

**SWV**

"You're the One" (RCA)

Most added this week, SWV is definitely back with their new single, "You're the One." Debuting at number 34 this time with +620 spins, this trio has proven that they really are "Sisters With Voices." Stations reporting spins this week include WJMH (53), WCDX (38), and WEJM (37).

**RECORD TO WATCH**

**INTRO**

"Feels Like the First Time" (Atlantic)

One of the strongest debuts this year, Intro jumps on the Landzcape at number 30. The song is breaking big with Southeast and Southwest reporters. Feels like a hit. Stations reporting spins are WJJN (41), WESE/FM (40), and KFXZ (35).

# Gavin Urban Landzcape

TW	SPINS	TREND	TW	SPINS	TREND
1	D'ANGELO	- Lady (EMI)	27	GERALD & EDDIE LEVERT	- Wind Beneath My Wings (eastwest/EEG)
2	JOE	- All The Things Your Man Won't Do (Island)	28	M.C. LYTE	- Keep On Keepin' On (Flava Unit/EastWest)
3	R. KELLY	- Down Low (Jive)	29	PATRA	- Scent Of Attraction (550 Music)
4	MARIAH CAREY	- Always Be My Baby (Columbia/CRG)	30	INTRO	- Feels Like The First Time (Atlantic)
5	CHANTAY SAVAGE	- I Will Survive (RCA)	31	MONICA	- Before You Walk Out Of My Life (Rowdy/Arista)
6	BRANDY	- Sittin' Up In My Room (Arista)	32	THE ISLEY BROTHERS F/RONALD ISLEY	- Let's Lay Together (Island)
7	PURE SOUL	- Stairway To Heaven (StepSun)	33	A FEW GOOD MEN	- Have I Never (LaFace/Arista)
8	DEBORAH COX	- Who Do U Love (Arista)	34	SWV	- You're The One (RCA)
9	MARY J. BLIGE	- Not Gon' Cry (Arista)	35	L.L.COOL J	- Doin' It (Def Jam Recording Group)
10	H-TOWN	- A Thin Line Between Love & Hate (Warner Bros.)	36	FUGEES (Tranzlator Crew)	- Killing Me Softly (Ruffhouse/Columbia/CRG)
11	XSCAPE	- Do You Want To (So So Def/Columbia/CRG)	37	JON B.	- Isn't It Scary (Yab Yum/550 Music)
12	ART AND SOUL	- Ever Since You Went Away (Big Beat/Atlantic)	38	FAITH EVANS	- Ain't Nobody (Bad Boy/Arista)
13	WHITNEY HOUSTON & CE CE WINANS	- Count On Me (Arista)	39	FAITH EVANS	- Soon As I Get Home (Bad Boy/Arista)
14	THE TONY RICH PROJECT	- Nobody Knows (LaFace/Arista)	40	RANDY CRAWFORD	- Give Me The Night (Warner Bros.)
15	2 PAC	- California Love featuring Dr. Dre (Death Row/Interscope)			
16	GROOVE THEORY	- Keep Tryin' (Epic)			
17	MONA LISA	- Can't Be Wasting My Time (Island)			
18	TOTAL	- No One Else (Bad Boy/Arista)			
19	QUINCY JONES	- Slow Jams (Qwest)			
20	JESSE POWELL	- All I Need (MCA)			
21	TONI BRAXTON	- Let It Flow (Arista)			
22	LIONEL RICHIE	- Don't Wanna Lose You (Mercury)			
23	SILK	- Don't Rush (Keia/Elektra/EEG)			
24	TERRY ELLIS	- What Did I Do (eastwest/EEG)			
25	NONCHALANT	- 5 O'Clock (MCA)			
26	SOLO	- Where Do U Want Me To Put It (A&M/Perspective)			

## Making Noise

The Regional View

**WEST COAST**

TONI BRAXTON +111 - "Let It Flow" (Arista)

H-TOWN +95 - "A Thin Line" (Warner Bros.)

JOE +76 - "All the Things Your Man Won't Do" (Island)

**SOUTHWEST**

INTRO +63 - "Feels Like the First Time" (Atlantic)

SWV +59 - "You're the One" (RCA)

FAITH +55 - "Ain't Nobody" (Bad Boy/Arista)

**MIDWEST**

SWV +62 - "You're the One" (RCA)

MARIAH CAREY +61 - "Always Be My Baby" (Columbia/CRG)

LIONEL RICHIE +56 - "Don't Wanna Lose You" (Mercury)

**MID-ATLANTIC**

R. KELLY +162 - "Down Low" (Jive)

JOE +131 - "All the Things" (Island)

THE FUGEES +125 - "Killing Me Softly" (Ruffhouse/Columbia)

**SOUTHEAST**

INTRO +194 - "Feels Like the First Time" (Atlantic)

LIONEL RICHIE +179 - "Don't Wanna Lose You" (Mercury)

SWV +158 - "You're the One" (RCA)

**CAROLINA/VA**

SWV +141 - "You're the One" (RCA)

MONICA +60 - "Why I Love You So Much" (Rowdy/Arista)

LIONEL RICHIE +59 - "Don't Wanna Lose You" (Mercury)

GET WITH THE FUTURE

TM

www.loosecannon.com

Editor: QUINCY MCCOY • Assistant: STACY BAINES

Urban reports accepted through Tuesday 3 p.m. Station Reporting Phone: (415) 495-1990 • GAVIN FAX: (415) 495-2580

# SHAGGY

WHY YOU TREAT ME SO BAD

FEATURING GRAND PUBA

The new single from the gold album **BOOMBASTIC**

with new remixes by  
**Salaam Remi** and **Sting Int'l**

Virgin

LIVINGSTON  
MANAGEMENT

Produced by Robert Livingston and Shawn "Sting Int'l"  
Pizzonia for Big Yard Production  
Remixes produced by Salaam Remi/  
Dashik Productions Inc. and Shawn "Sting Int'l"  
Pizzonia for Big Yard Production  
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# On-line

BY QUINCY MCCOY

## Barry Mayo, Entrepreneur

Barry Mayo should write a book about his 20 year career in radio. His history is like a Cinderella story of how hard work, perseverance, and aggressiveness can lead to success. Mayo has accomplished what many program directors only dream of. As a PD, Mayo led stations like WGCI/FM Chicago and WRKS (KISS FM)-New York from nowhere to Number One music stations. He became one of the very few African American general managers in the business at WRKS. In 1988, Mayo formed Broadcasting Partners Inc., with his long time associate Lee Simonson, and they successfully ran the five-radio station company. Today, as the country's leading Urban consultant, Mayo, president of MaYOmedia, has used his programming and management background to lead numerous radio stations to success. Mayo entered an exclusive agreement with ABC Radio Networks early this year to consult them on further urban programming.

**As a former owner of a chain of radio stations, that just a few years ago would have been considered large, what did the passage of the Telecommunications Bill signal to you?**

It was very obvious to me if that bill got passed, it would be very difficult for anybody new to get involved in the business, if their goal was to build a big company, particularly in major markets.

**What is your take on the current state of Urban radio?**

From a programming standpoint, I think the state of Urban radio is just fine. Fragmentation is happening in Urban radio the same way it happened in general market radio back in the '70s. Then, there was one or two black mainstream stations in a town. Then came the adult urban, hip-hop, and oldies black stations. But now you have owners who are looking for economical ways to program these different formats.

What's not so wonderful is from the black ownership standpoint. The regulatory atmosphere in America has just about killed any type of an entrepreneurial chance for poor black and white broadcasters. Deregulation isn't just anti black — it's anti small.

**Why the move to ABC syndication?**

Back when I was a GM, I was an ABC affiliate mostly for compensation. I noticed that they were getting seriously involved in the urban scene. As you know, from being a major market PD, most of the programming stuff these big general market networks have is useless. But ABC was the first company that started putting together stuff we could really use. Their show prep package was excellent. They put together a consortium of black programmers and picked their brains about what they needed. Then they signed Tom Joyner. I knew then this network is serious.

I saw very clearly, with deregulation, what direction the business was going. We were going to have single owners with all these properties. The economics of that are plain; no one is going to own two, three, or four stations and have two, three, or four traffic managers, two, three, or four PDs, two, three or four air staffs. It just wasn't going to happen. ABC began offering products to fill that programming niche. I

started consulting ABC's *The Touch*, (24-hour Urban A/C format) syndication about four years ago, and I got more impressed with what they're doing.

**What does deregulation mean for personality radio?**

A few years ago, I was asked to give a keynote speech. When I got up there I apologized to the industry, because in the late '70s and early '80s I was one of the PDs who was in the forefront of the "more music less talk" format. While it worked for ratings, I think we killed a generation of up and coming air talent. All the successful black jocks today were in the business prior to 1980.



Barry Mayo

Back then, I was into research. Today, everybody's got the same research so they're all playing the same music. So what's the difference between two stations that are both playing the hits?—Personality. All the stations are going to

become satellite-delivered, so there will be room for true personality to rise and shine.

**What are your responsibilities as consultant?**

I'm working with them on different levels. One is to try to improve and be a support mechanism for their existing products. That includes the Tom Joyner and Doug Banks shows, plus *The Touch* and *Urban Gold* formats. Two, is to help them create new programming for the future. The third thing is to help get new affiliations in the top 30 markets. For instance, Tom Joyner is doing tremendous right now, but there are still a few markets in the top 20 that haven't signed on yet, and I will be dealing with that.

**It must be hard to overcome programmers who believe it's important to have a locally based morning show.**

The irony of me being involved with ABC is that anybody that knows me knows that most of my experience has been in major markets, and I'm a huge fan of local radio. I've never been down with satellite programming, but then I didn't know the capabilities of satellite hook ups. With the *Tom Joyner Show*, Tom has the ability to download information, traffic, time checks, and weather information instantly. This gives him the ability to relate locally and in essence makes him a part of the local scene. What has really changed my mind is the fact that this show is working.

**Give us a couple examples of how the Tom Joyner Show has worked against established morning shows.**

In Washington D.C., Tom's show was let go by WKYS and picked up by WHUR. Tom and WHUR fit like a glove. Both target 25-40 year olds. In three months, Tom was number one 25-54, then WHUR became number one 25-54. Now that was up against hometown talent. In Chicago's last fall book, Tom was number one 25-54. Here's what I found out: Just like Letterman and Leno, true entertainment and personality supersedes the local thing. The combination of him having people on that others can't get, and the new technology, has made the show bigger than the shows that have been ruling these markets. —Q

# Urban Picks

BY QUINCY MCCOY

## THE BRAND NEW HEAVIES

### Excursions: Remixes & Rare Grooves (Delicious Vinyl)

The UK's Brand New Heavies are bringing acid jazz from the underground to the land of mass appeal. This album of jazz-funk remixes contains songs previously released only in England and tunes that never made it on the groups three previous albums. This disc is full of fun beats and flavor, but what makes it really special is the outstanding singing of N'Dea Davenport.

## THE ISLEY BROTHERS

### "Let's Lay Together" from the Don't be a Menace soundtrack (Island)



After the first note you'll feel instantly comfortable and at home because, it's the Isley Brothers. This legendary group has made another trademark lullaby—smooth, sexy, and sensual, with a fiery guitar solo moaning in the background. This is an automatic for Quiet Storm, Black A/C, and Smooth Jazz stations.

## THE WHITEHEAD BROS.

### "Feel Your Pain" (Motown)

The hit single factory at Motown is again open for business. The first record off the line was Horace Brown's "One For the Money," followed now by the Whitehead Brothers first release from their sophomore album. "Feel Your Pain" is an edgy song about the mental stress, heart-break, and longing that a broken relationship can produce. The Whitehead Brothers are terrific singers who really make you "feel" this story of despair.

## 5 MEN FOR HIRE.

Ready to provide. Willing to protect.  
Able to please. Full-time only.

“House Keeper” The first full-service  
single from **Men of Vizion**.

### Rotation Leaders

<b>WXYV</b>	<b>18x</b>
<b>WDKX</b>	<b>14x</b>
<b>WCDX</b>	<b>10x</b>
<b>WBLS</b>	<b>7x</b>
<b>WOWI</b>	<b>7x</b>
<b>KCEP</b>	<b>5x</b>

“House Keeper” reflects a  
real 90’s man with a real  
90’s groove. This is my  
kind of record!

— **HELEN LITTLE, MD**  
**WBLS, NEW YORK**



“If you’re a programmer  
with a Vizion, you can’t miss  
**House Keeper**. Your women  
listeners will love this one!”  
—**STEVE CRUMBLEY, OM/PD**  
**WXYV, BALTIMORE**

“This record is like a breath  
of fresh air. Right now,  
**House Keeper** is my  
favorite record.”  
—**AARON MAXWELL, PD**  
**WCDX, RICHMOND**

“When I found this record on  
a sampler CD, I started play-  
ing it immediately! **House**  
**Keeper** is a guaranteed **HIT!**”  
— **L.C. CONNER, PD**  
**KCEP, LAS VEGAS**

From the forthcoming album, “Personal” 66947.

Executive Producers: Michael Jackson & Jerry Greenberg, Teddy Riley, Sydney (JR) Joseph  
Produced by Spanky Williams & Teddy Riley.

Management: Jade Management, Inc. <http://www.sony.com> “550 Music” and design. “SONY,” “Epic” and  Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1996 MJJ Music.



**The knock has been  
answered at:**

**WBLX**

**WZFX**

**WWWZ**

**WOWI**

**WQOK**

**WSOJ**

**WWDM**

**WBLX**

**WVAZ**

**WBLK**

**508**

**...TIL THE COPS COME KNOCKIN'**

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# Motown Records

A Glorious Past, A New Beginning, A Promising Future



**F**or four decades, Motown has musically captured the highs and lows of black history in song. Even more importantly, Motown put the elegant face of young black America on television. With the Supremes, Marvin & Tammi, Stevie Wonder, the Temptations, the Four Tops, Smokey Robinson & the Miracles, Gladys Knight & the Pips, and, of course, Michael Jackson, Motown destroyed racial stereotypes and barriers, allowing black music and musicians to be embraced like never before.

Motown's history has always been reflective of black conditions in America. In the '60s and '70s, the music was full of the hope for better tomorrows promised by the civil rights movement. In the '80s, the music echoed a loss of humanity, romance, and spirituality triggered by Reaganomics, the AIDS epidemic, and the death of Marvin Gaye. Just like the larger black community,

Motown is searching today for new leaders to help regain its strength and power.

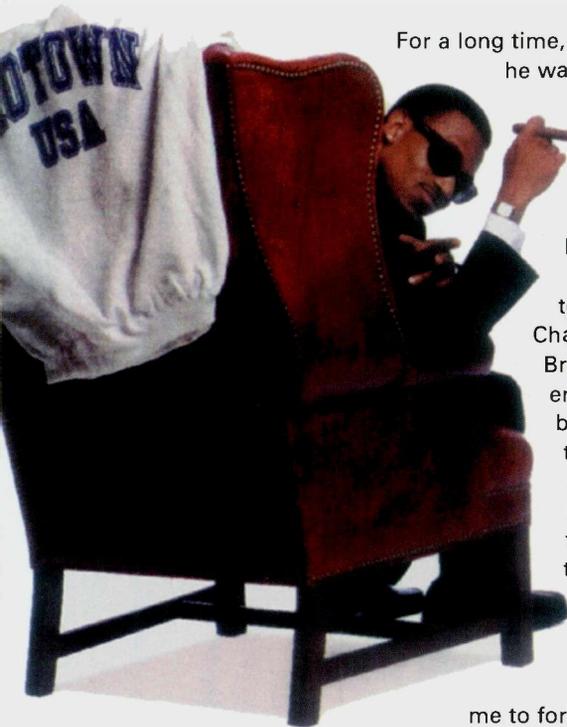
Motown's new President and CEO is 35-year-old Andre Harrell. As CEO for his own label, Uptown Entertainment, he defined contemporary R&B music for the hip-hop generation. Harrell has made stars of Heavy D, Jodeci, and Mary J. Blige. He also co-produces the hit Fox television series *New York Undercover*. Harrell faces the difficult job of recapturing the magic of Motown and of producing new memories for you and me. We talked to Motown's new Executive Vice President Lamont Boles about their plan of attack. Plus, the artist chosen to kick off Harrell's new regime, Horace Brown (above), talks about how being on Motown is the answer to his prayers.

— Quincy McCoy

# Horace Brown

## Motown's First One for the Money

**T**he usual script for an R&B crooner is that they started singing in church, for a father who was a minister, and grew up swinging and singing real gospel music. Horace Brown's story flips the script a little. "My father was and still is a minister, but I never sang in his church," says Brown. "I wasn't even interested in singing until after high school." That's when he got the wake-up call.



For a long time, Brown thought he was born to play ball. But

every day, after a hard workout on the basketball court in his hometown of

Charlotte, N.C., Brown would serenade his friends by singing along to his favorite songs on the radio. "My friends would tell me that I sounded like Aaron Hall, and they encouraged

me to form a group and make a demo," Brown remembers. "The wake-up call was loud and clear from the moment I entered the studio. It hit me like a ton of bricks—this is where I belonged—this is what I am supposed to be doing with my life. Later, I went home and cried."

Everything came naturally to Brown, from playing instruments to producing and writing songs. His first demo tape ended up in the hands of De Vante (of MCA's recording group Jodeci), about four years before Jodeci became the platinum selling artists they are today. De Vante flew Brown to Los Angeles and together they worked on a Christopher Williams project. "Andre Harrell happened to be in the studio, and he heard me sing and told me to see him when I was in New York," Brown reminisces. Brown quickly signed with Uptown Records and released the single "Taste Your Love." He was working on his debut album when Harrell made the move to Motown and took Brown with him.

Now, Brown has become the lead-off batter for Andre Harrell's big wake-up call for Motown Records. Brown, for his part, is enjoying the pressure position. "I feel great about being signed to Motown. It was something I prayed for," says Brown. "To be the first artist out under Andre's control is an honor. He stuck by me from the beginning and I know he's in my corner. I look up to him. He's very business, but on the personal tip, he allows you room to become an artist and grow."

Brown's new single, "One For the Money," is about the reasons why artists do what they do. "I want listeners to want to go back and play my songs over and over again," says Brown. "I hope they really feel the songs that I'm singing. Like

my idols Stevie Wonder and Charlie Wilson [of the Gap Band], I sing and write from my heart."

Brown still finds it hard to believe the miraculous path his life has taken. From a high school kid with no interest in singing, Horace Brown has become a major player of the new school for Motown Records. "Motown—I can't believe I'm here, with all these legends! I'm thrilled, because it's something my family can share and it's something I can leave behind for my kids," Brown says proudly. "I remember being glued to the television watching Stevie Wonder, thinking how incredible he was, and I wasn't even thinking about singing then. But God was thinking about me singing. He blessed me and here I am." ●

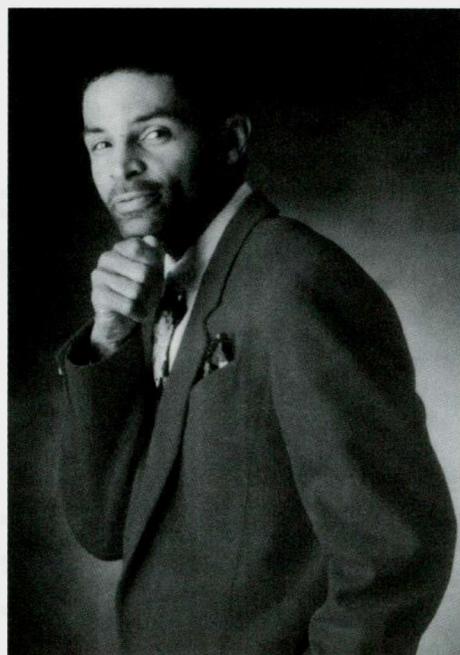
## Star to Star Interview:

Helen Little, WBLS-New York and Lamont Boles, Executive Vice President for Motown.

**W**hen Andre Harrell took over the helm at Motown, it wasn't very long before he added Lamont Boles as his top executive to run the troops. Boles is a street soldier, educated early in the world of retail reality. He's a sharp businessman, balanced with a keen eye to the future and a good ear for what works on the street. Boles' success directly parallels the skyrocketing careers of Toni Braxton, Brownstone, and Babyface. GAVIN's Urban Landscape New York correspondent Helen Little recently talked with Boles over a bowl of pasta.

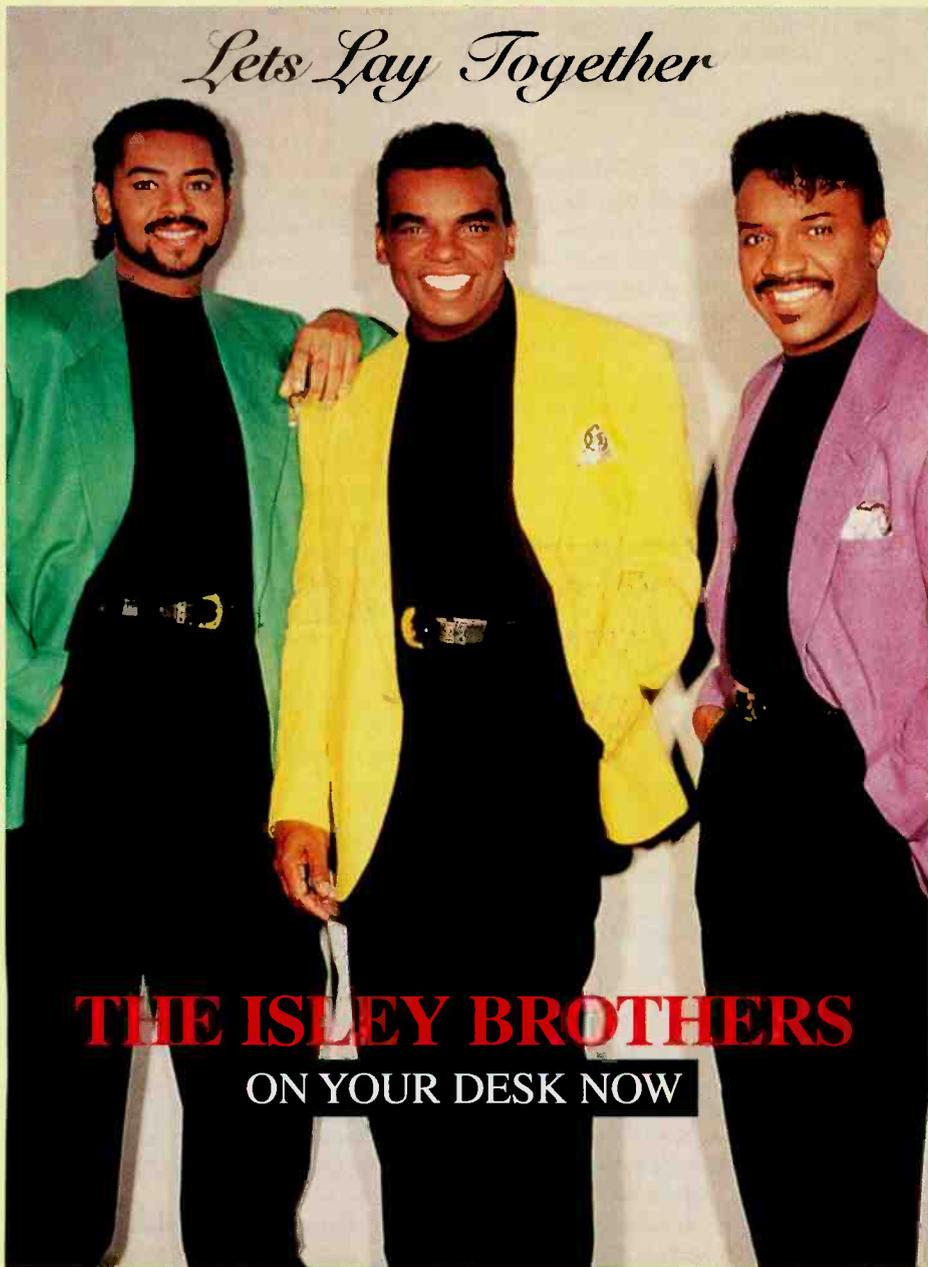
**Helen Little:** *Let's start with your background in the business.*

**Lamont Boles:** The beginning of my career goes back to the streets when I was a club jock in high school. I was the kid who threw all the jammin' parties. I did it for popularity and the money, but



# THE SOUNDTRACK

# DON'T BE A MENACE



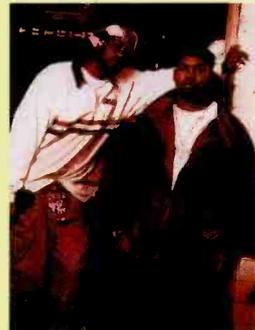
MONA LISA



JOE



LOST BOYZ



GHOSTFACE  
KILLA  
featuring WU-TANG



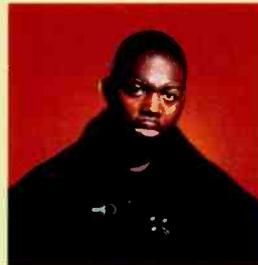
R. KELLY



JODECI



JUNIOR  
M.A.F.I.A.'S  
LIL KIM



ERICK  
SERMON



MOBB DEEP



**EXECUTIVE PRODUCER: HIRIAM HICKS MUSICAL SUPERVISOR: BUTTNAKED "TIM DAWG"**

**LIL BUD & TIZONE THE LUNIZ FEATURING SHOCK G UGK FEATURING KEITH MURRAY AND LORD JAMAR  
DOUG E. FRESH FEATURING LUKE SUGA-T BLUE RASPBERRY ISLAND INSPIRATIONAL ALL-STARS**



the biggest thing was just to hear my name and my mouth over the microphone and to see people jammin'. It was a fascination that is still with me today. My first actual job in the business was a merchandiser for Motown. I put up posters all over the ghetto areas. Everywhere the legitimate folks didn't want to go.

*How did that help you get where you are now?*

As a merchandiser, not only did I hang up posters, but I had to take inventory, so I learned the basics. Sales is the real basis of the business. How to move inventory, dealing with catalogues and customers—that is how you stay in business. I have always been intrigued about how people will spend their money on new music that makes them feel good. From merchandising I moved on to promotion, marketing, and artist relations.

**"Motown is the Mecca, the legacy, and the company that every person of color always had a dream of being a part of."**

*Of all your accomplishments, which are you most proud of?*

I'm still that same person that cares about people and the community. I'm very concerned about people less fortunate than me, especially children. I have a 7 year old son that I'm very proud of. Therefore being able to make a contribution in this business that has touched the lives of others, by developing careers is a blessing. For the last six or seven years, I make stars; I help give them their dream. I've been blessed to have had a lot of success with Brownstone, Toni Braxton, TLC, Groove Theory, Luther, Babyface, and many more. I feel good about that and about the fact that, even with all the success, I'm still the kid from the projects who's had a good career. I still have the same friends I made on the way up.

*How do you plan to structure things at Motown to continue achieving the same success?*

I came to Motown to be part of the dream team. We plan on storming every area necessary to develop artists' careers and have hit records. We have everything in house; we have bonafide promotions teams—pop, R&B, and street. We have marketing, A&R, an in-house stylist, photographers, a creative services depart-

ment that's best in the business. Our director of video is from BET. Our director of pop video is from MTV. We are currently building the best team in the business. My role will be as one of the senior professors, making sure that we remain focused on the curriculum. My challenge is to supervise all these departments, and I'm going to give it my all.

*You head up the R&B, pop, street, and Jazz divisions, encompassing marketing, promotions, and A&R. Why do you think there aren't more black executives in positions like yours?*

Because there is only one Motown. Most of the other companies that are predominantly black staffed are boutique labels and joint ventures like LaFace and Bad Boy. Motown is the Mecca, the legacy, and the company that every person of color always had a dream of being a part of. Motown is a part of our childhood, we grew up with that sound. For everyone black in this business, Motown is our heritage.

*What's your relationship with Andre Harrell like?*

Down to earth. It's real. We offer each other balance. Andre is the king of developing the young urban sound. Where Andre has been an image maker, I've been a talent driver. Together these two ingredients, along with our other team members, make for a successful recipe for developing hit artists and successful careers.

*With radio deregulation a reality, how do you plan to deal with the problems that multiple ownership could cause your product?*

From a promotional point of view, the job is to obtain airplay, whatever it takes. That's the job point blank. If it has an antenna, then you service it. It doesn't matter how many watts it has, or who they report to. But always try to establish a working relationship with the people at the stations. My job is to make sure the product gets an honest shot.

*What's the future of record promotions and marketing?*

Before, the way to expose records was to go straight to radio. That has changed. Now, marketing must come before promotion. Radio should be the last vehicle of exposure. The smart company will implement a full blown marketing and artist development plan. This plan must encompass exposure that highlights the artist's talent and image.

*If you were programming an urban station*

*how would you approach your market?*

John Johnson of Johnson Publishing once told me that if you're gonna be in a business that's based on giving something to the public, then in order to be successful, you need to find out what they want and you can't do it by guessing. Ask through research and then stay focused on it. Don't make them swallow something they didn't ask for.

*What's the biggest challenge in your new position at Motown?*

It's to help the President to carry on the tradition of breaking and grooming acts for stability. Careers that last 10, 15, 20 years, like Stevie, Diana, the Temps, and Smokey have enjoyed. If I can be a part of that kind of success, that would be incredible—not only for the company, but for me personally.

*What is your strongest Motown memory?*

I'm a diehard Marvin Gaye fan. He is my all time favorite male vocalist; he set the standard. When I was a merchandiser for Motown, it was the era of Rick James, the Mary Jane Girls, Dennis Edward, DeBarge, Jermaine Jackson and Diana and Stevie were still kicking. Motown was the movie. My parents were into the Motown sound and that's all you heard in my house. I grew up on the music; they were mentors and you wanted to be like them.

*If you could change two things in this business, what would they be?*

I would take the color out of music. I would just let it be music and let it be appreciated for the goodness of it. The second thing I would do, would be to allow more opportunity to flourish for those who truly deserve it.

*What advice would you give someone who is starting out in the business?*

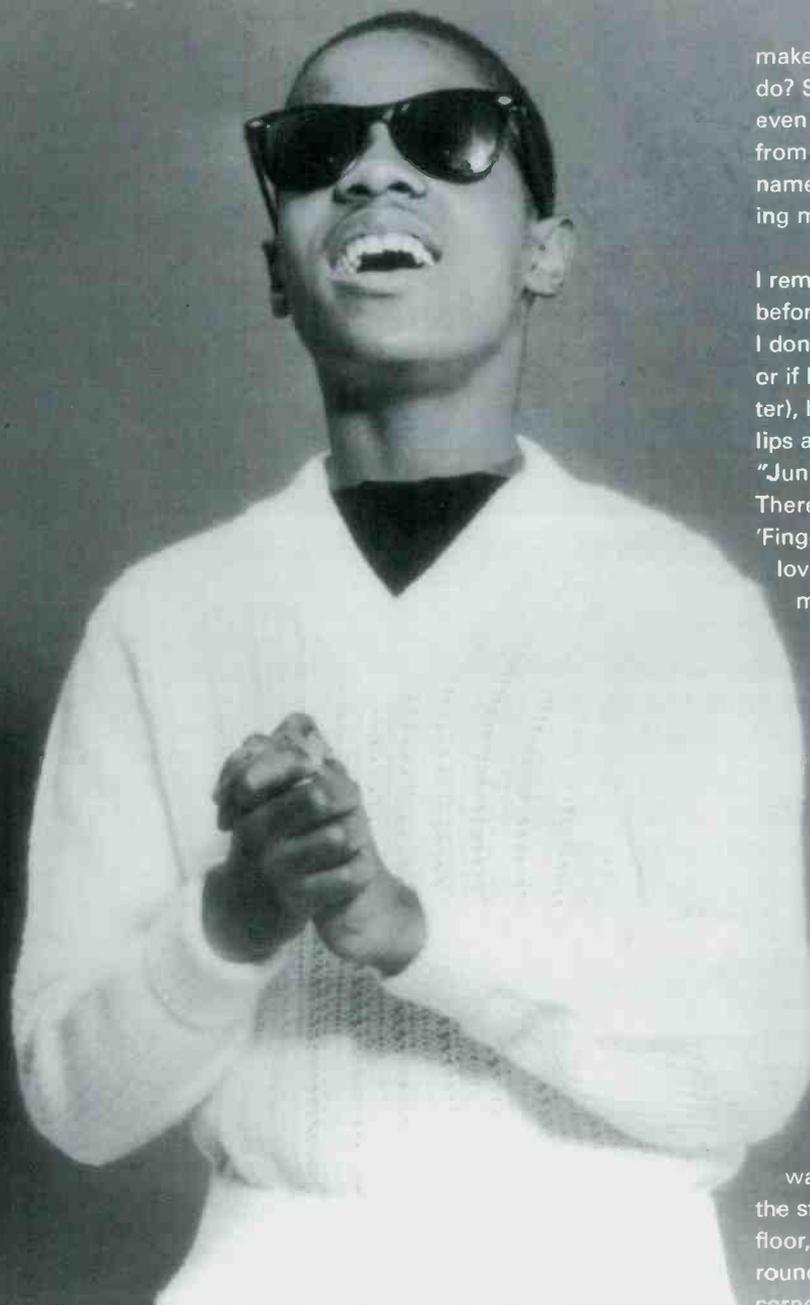
Allow your mind to develop big dreams for yourself, then go after them! Focus on them and never look back or stop until you get what you want. Visualize it. Develop a passion for it. Believe it. Then



go get it, because it's yours for the taking. Just be patient and stay focused. ●

*Helen Little, pictured left.*

*Edited by Quincy McCoy*



make her mine. What would James Bond do? Since I lacked confidence, courage, or even style, I continued to admire her from afar, until the day she called my name and curled her forefinger, beckoning me across the street.

I remember that she said my name twice before I realized it wasn't my imagination. I don't remember if I coolly walked over or if I leaped like a deer (I suspect the latter), but I do remember just staring at her lips as she smiled at me and said, "Junior, would you do me a favor? There's a new record out called 'Fingertips,' by Little Stevie Wonder. I just love it. Would you run cross-town for me and get me a copy?"

She handed me a dollar bill and I left in a flash. I grabbed my trusty Roll Fast bike and peddled like a madman to Ruth and Bennie's Record Shop, thinking how lucky that Little Stevie Wonder was to have Donna like him so much. I was lucky, too, and bought the last copy of "Fingertips." I remember carrying the record bag in my teeth to keep it out of harm's way.

When I returned, Donna was sitting in the window. She signaled me to come up. I triumphantly waved the record bag and bounded up the stairs. The apartment was on the top floor, and as I rounded the

corner for the last flight of stairs, she was waiting for me, smiling. When I reached the top, she grabbed the bag and took out the record and read the label. She thanked me and excitedly moved to go back inside. I mumbled something like, "No problem," then she turned around and kissed me on the lips. She touched my face and stepped inside. I was frozen stiff, legs locked, looking at the door. Then from inside I heard Little Stevie Wonder say, "Everybody sing Yeah!" ●



# Fingertips

by Quincy McCoy

**H**er name was Donna. Tall, light skinned, half black, half Puerto Rican—a teenage beauty. She used to babysit across the street for her Aunt and Uncle until they came home from work. Everyday after school, I'd race home and watch for her to round the corner, stroll the long block, walk up the stairs, open the front door, and—most importantly—turn and smile at me before she entered. It was what I lived for.

Maybe it was the sway in her walk, or

those white marching boots she sported with that short cheerleading skirt. She was a senior and I was just a freshman, moving from comic books to James Bond novels. I was in the middle of the scary years, when you're trying to discover what it was to be cool.

Donna was way past cool—she was hot. Beautiful black hair, bedroom eyes, and a smile that made me nervous and kept me up all night trying to figure out an innocent way to introduce myself and, yes,

**MOST ADDED**



**WC & THE MAAD CIRCLE**  
*The One*  
 (Payday/FFRR)  
**CHINO XL**  
*No Complex/Deliver*  
 (American)

**TOP TIP**



**MAESTRO**  
*Death Ministry/*  
*Pushin' Wiggz Back*  
 (Maestro)  
 Hip-hop's Canadian prince brings it straight no chaser. 8 adds this week.

**RECORD TO WATCH**

**NON-PHIXION**  
*Legacy*  
 (Serchlite)

Echoing the theme of indie labels makin' moves, Serch's bold new crew has Sure Rock of WLFR open!

# Gavin Rap

2W LW TW

\$	1	1	<b>BUSTA RHYMES</b> - Woo-Hah! Got You All In Check/Everything Remains Raw (Elektra/EEG)
	2	3	BROADWAY - Must Stay Paid (Nervous)
\$	5	3	<b>DON'T BE A MENACE...SOUNDTRACK</b> - Lost Boyz "Renee" (Remixes) (Island)
\$	4	4	REDMAN - Funkorama (Interscope)
\$	6	5	<b>JAY-Z</b> - Dead Presidents (Roc-A-Fella/Freeze/Priority)
\$	2	6	BAHAMADIA - Uknowhowwedu/True Honey Buns (Dat Freak Sh*t) (Chrysalis/EMI)
6	7	7	<b>SHABAZZ THE DISCIPLE</b> - Death Be The Penalty II/Crime Saga (Penalty)
13	9	8	<b>THA DOGG POUND</b> - New York, New York (Death Row/Interscope)
\$	11	9	<b>NONCHALANT</b> - 5 O'Clock (MCA)
29	19	10	<b>KOOL KEITH AKA BIG WILLIE SMITH</b> - Wanna Be a Star/Slide We Fly (Funky Ass)
7	8	11	MANNISH - Jive U Da Mann (Correct/Grindstone Ent.)
\$	12	12	FUGEES (Tranzlator Crew) - Fugee-La/How Many Mics (Ruffhouse/Columbia/CRG)
38	23	13	<b>A.Z.</b> - Doe or Die (EMI)
23	17	14	<b>CELLA DWELLAS</b> - Perfect Match (Loud/RCA)
\$	25	15	<b>CHINO XL</b> - No Complex (American)
—	32	16	<b>GHOSTFACE KILLA</b> - Motherless Child (eastwest/EEG)
25	18	17	<b>CYPRESS HILL</b> - Illusions (Ruffhouse/Columbia/CRG)
\$	28	18	<b>FAT JOE</b> - Envy/Firewater (Relativity)
14	10	19	DARK SUN RIDERS featuring BROTHER J - Dark Sun Riders (Island)
17	15	20	YOUNG ZEE - Everybody Get (Perspective/A&M)
11	13	21	BIG NOYD - Recognize & Realize (Tommy Boy)
24	22	22	<b>JAMAL</b> - Keep It Real/Unf**kittable (Rowdy/Arista)
<b>NEW</b>	23	23	<b>THE GENIUS</b> - Shadow Boxing (DGC)
—	30	24	<b>HEATHER B</b> - Headz Only Knew (Pendulum/EMI)
<b>NEW</b>	25	25	<b>SHYHEIM</b> - This Iz Real! (Noo Trybe/Virgin)
\$	24	26	ERICK SERMON - Welcome (Def Jam Recording Group)
10	14	27	ROYAL FAM - Summin' Gotz To Give (Capitol)
\$	16	28	BLAHZAY BLAHZAY - Danger Pt. 2 (Mercury)
34	29	29	<b>SUNZ OF MAN</b> - No Love Without Hate (Wu-Tang)
37	34	30	<b>ROYAL FLUSH</b> - Movin' On Ya Weak Production (Blunt)
33	31	31	<b>5TH WARD BOYZ</b> - Situations (Rap-A-Lot/Noo Trybe)
—	38	32	<b>ONE MILLION STRONG</b> - 2Pac & B.I.G. "Runnin'"/Alkaholiks "No Handouts" (MERGELA/SOLAR)
16	21	33	MAD SKILLZ - Move Ya Body/Extra Abstract Skillz (Big Beat/Atlantic)
—	36	34	<b>Delinquent Habits</b> - What It Be Like (PMP/LOUD)
18	20	35	MIC GERONIMO - The Natural (Remixes)/Train Of Thought/Lifecheck (Blunt)
<b>NEW</b>	36	36	<b>GOODIE MoB</b> - Spul Food/Goodie Bag (LaFace/Arista)
36	33	37	RUBBEROOM - Body Snatch'n (On The Isle) (Elastic Recordings)
<b>NEW</b>	38	38	<b>NON PHIXION</b> - Legacy/No Tomorrow (Serenity)
<b>NEW</b>	39	39	<b>PHARCYNDE</b> - Runnin'/Drop (Delicious Vinyl/Capitol)
\$	27	40	2 PAC - California Love featuring Dr. Dre and Roger Troutman (Death Row/Interscope)

**Chartbound**

- J-LIVE** - Braggin' Writes (Raw Shack)
- MC LYTE** - Keep On Keepin' On (Flavor Unit/Elektra)
- FAB 5** - Leftaur Letlah Pt. II (Duck Down/Priority)
- POSITIVE K** - Mr. Jiggiano (Funky Broadway)
- MC EHT** - Thuggin' It Up (Epic Street)
- WC & THE MAAD CIRCLE** - The One (Payday/FFRR)

## Like That!

BY THEMBISA S. MSHAKA



### Indie Releases Blow Up the Spot

This week, **GAVIN Urban Landzcape** salutes the courage and vision of **Motown**, a conglomerate that has come a long way from **Berry Gordy Jr.'s Hitsville, U.S.A.** As the label restructures and prepares to reaffirm its preeminence in rhythm and blues with **Horace Brown**, the **Whitehead Bros.**, and **Johnny Gill**, the rap world is experiencing an independent explosion reminiscent of the early days at **Cold Chillin'**, **Tuff City**, **Sleeping Bag**, and **PopArt Records**.

What's different? For one, numbers of people of color in ownership and/or senior administration positions are way up from 15 or so years ago. Label owners and CEOs are providing African American, Latino, and Asian American youth with employment opportunities and role models that scarcely exist in other fields. Meanwhile, the lives of many artists are turned around, as they trade a life on the streets for a career on the charts (or, in less melodramatic terms, as they get good music and noteworthy messages out to the masses). For example, **Tony Draper**, founder of **Suave Records**, is a millionaire, and hasn't even turned 25. It was his label's belief in **8Ball & MJG** that spoke to **Relativity**. Nowadays, the acquisition of successful indie acts (or whole labels in distribution relationships for that matter) is everyday business for majors.

This week's partial directory of indie players is just a sample of how active the underground rap market is, and no wonder, in a climate where **FCC** regulations and government funding do some serious indirect **A&R** and programming. Regretfully, I couldn't include everyone, but

there are some companies and projects I gotta mention. First, **Southpaw Records**, an affiliate of **Manteca Records**, is based in L.A. and had the foresight to put **Hobo Junction** on. The Bay Area-based crew's streetwise grit has given birth to the **Whoridas**, who have a hit on their hands with "Shot Callin' Big Ballin'". Just call (213) 526-2931 for the hookup...Then there's **Ill Mentality**, bangin' on **Phat Wax** with "Lovin' You 4 Dayz," a clever twist on the forbidden tryst. This must-listen is just a phone call away at (212) 627-PHAT...**Avex-Critique** is makin' powermoves for this year with **Poppa Doo's** new album, and boy, was he slept on! Label President **Carl Strube** is also juiced about the signing of **Digital Underground**, which is slated for a June release. Carl's number is (617) 729-8137...As the sidebar suggests, the indies are regulatin', from **Dub C** and **Chino** to **Maestro** and **Serchlite**. Non-commercial radio is to the airwaves what indie labels are to the streets. Maybe more of us would understand the importance of underground/indie radio if we considered its central role in the growth of hip-hop. It just goes to show that a mainstream profile isn't always the key to making a major impact—just ask **Erika McDaniels**, whose departure from **Elektra** finds her at **Blunt Recordings**, where she and **Terry Ferguson** are sistas doing it for themselves. That "Worldwide" by **Royal Flush** is no joke...Former **GAVIN**ite turned indie distribution baller **Ivan Rodriguez** of **CRD** is a proud father as of this week, so congratulate him at (510) 548-3203...*like that.* —ONE LOVE ●

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# THE SOUNDTRACK

# DON'T BE A MENACE



MONA LISA



JOE



THE ISLEY BROTHERS



GHOSTFACE KILLAZ featuring WU-TANG



R. KELLY



JUNIOR M.A.F.I.A.'S LIL KIM



JODECI



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# Gavin Rap Retail

2W	LW	TW	Singles
4	1	1	<b>BUSTA RHYMES</b> - Woo-Hah! Got You All In Check/Everything Remains Raw (Elektra/EEG)
1	2	2	FUGEES (Tranzlator Crew) - Fugee-La (Ruffhouse/Columbia/CRG)
8	5	3	<b>L.L.COOL J</b> - Doin' It (Def Jam Recording Group)
3	3	4	JUNIOR MAFIA - Get Money (Big Beat/Atlantic)
25	9	5	<b>M.C. LYTE</b> - Keep On Keepin' On (Flavor Unil/EastWest)
—	8	6	<b>NONCHALANT</b> - 5 O'Clock (MCA)
2	4	7	KRIS KROSS - Tonite's Tha Nile (Ruffhouse/Columbia/CRG)
5	6	8	REDMAN - Funkorama (Interscope)
23	12	9	<b>FAT JOE</b> - Envy (Relativity)
—	20	10	<b>JAY-Z</b> - Dead Presidents (Roc-A-Fella/Priority)
18	14	11	<b>GOODIE MoB</b> - Soul Food (LaFace/Arista)
<b>NEW</b>	12	12	<b>LOST BOYZ</b> - Renee (Island)
—	21	13	<b>COOLIO</b> - 1, 2, 3, 4 (Sumpin' New) (Tommy Boy)
7	13	14	BLAHZAY BLAHZAY - Danger Pt. 2 (Mercury)
16	17	15	<b>ERICK SERMON</b> - Welcome (Def Jam Recording Group)
<b>NEW</b>	16	16	<b>THE GENIUS</b> - Shadow Boxing (Geffen)
<b>NEW</b>	17	17	<b>RAPPIN' 4-TAY</b> - Ain't No Playa (Chrysalis/EMI/Rag Top)
<b>NEW</b>	18	18	<b>8 BALL M.J.G</b> - Space Age (Suave/Relativity)
12	24	19	<b>BAHAMADIA</b> - Uknowhowwedu (Chrysalis/EMI)
6	10	20	FAB 5: HELTAH SKELTAH/O.G.C. - Blah/Leflaur Leflaur Eshkoshka (Duck Down/Priority)
10	7	21	DAS EFX - Microphone Master (eastwest/EEG)
15	19	22	L.L.COOL J - Hey Lover (Def Jam Recording Group)
19	18	23	CONSCIOUS DAUGHTERS - Gamers (TCD/Priority)
<b>NEW</b>	24	24	<b>2 PAC</b> - California Love featuring Dr. Dre (Death Row/Interscope)
<b>NEW</b>	25	25	<b>CHINO XL</b> - No Complex (American)

2W	LW	TW	Albums
1	2	1	<b>2 PAC</b> - All Eyez On Me (Death Row/Interscope)
2	1	2	FUGEES (Tranzlator Crew) - The Score (Ruffhouse/Columbia/CRG)
3	3	3	L.L.COOL J - Mr. Smith (Def Jam Recording Group)
6	5	4	<b>KRIS KROSS</b> - Young, Rich & Dangerous (Ruffhouse/Columbia/CRG)
4	4	5	THA DOGG POUND - Dogg Food (Death Row/Interscope)
7	9	6	<b>GOODIE MoB</b> - Soul Food (LaFace/Arista)
5	6	7	EAZY-E - Str8 Off Tha Muthaphuckin' Streetz Of Compton (Relativity)
9	7	8	MAD SKILLZ - From Where (Big Beat/Atlantic)
11	8	9	THE GENIUS - Liquid Swords (Geffen)
8	11	10	<b>DON'T BE A MENACE...SOUNDTRACK</b> - Various Artists (Island)
12	10	11	LORD FINESSE - The Awakening (Penalty)
—	22	12	<b>COOLIO</b> - Gangster's Paradise (Tommy Boy)
15	18	13	<b>FUNKMASTER FLEX</b> - Mix Tape Vol. 1 (Loud/RCA)
14	19	14	<b>THE CLICK</b> - Game Related (Sic Wid It/Jive)
16	15	15	FAT JOE - Jealous One's Envy (Relativity)
10	17	16	<b>PHARCYDE</b> - Labcabcinalifornia (Delicious Vinyl/Capitol)
18	13	17	THE GROUP HOME - Livin' Proof (Payday/FFRR)
17	12	18	JUNIOR MAFIA - Conspiracy (Big Beat/Atlantic)
13	14	19	ERICK SERMON - Double Or Nothing (Def Jam Recording Group)
—	16	20	CYPRESS HILL - III - Temple of Boom (Ruffhouse/Columbia/CRG)
20	20	21	8 BALL M.J.G - On Top Of The World (Suave/Relativity)
<b>NEW</b>	22	22	<b>CONSCIOUS DAUGHTERS</b> - Gamers (TCD/Priority)
25	21	23	GANKSTA NIP - Psychic Thoughts (Rap-A-Lot/Virgin)
<b>NEW</b>	24	24	<b>5TH WARD BOYZ</b> - Rated G (Rap-A-Lot/Noo Trybe)
<b>NEW</b>	25	25	<b>I.M.P.</b> - III Mannered Playaz (In-A-Minute)

## Rap Picks

**MASTA ACE**  
"Top Ten List"  
(Delicious Vinyl)



Ace has "no fro but got mad sheen" on another of his infamous dope B-sides. With a KRS cut assisting him, Ace counts down the reasons wack emcees should put the mic down and start takin' notes. Carmelita will have some for you in a week or so at (213) 465-2700.

**ORGANIZED KONFUSION**  
"Bring It On" (The Lost Remix)  
(Priority)



Ah, dreams do come true! After breaking this cut at GAVIN's rap Jukebox Jury two years ago, Monch and Po get to represent with a fly track from Buckwild. It's a cut from the highly underrated *Stress...* album, but it heralds a new beginning for one of hip-hop's few ingenious duos. Contact Rod or Kelly at Priority (800) 235-2300.

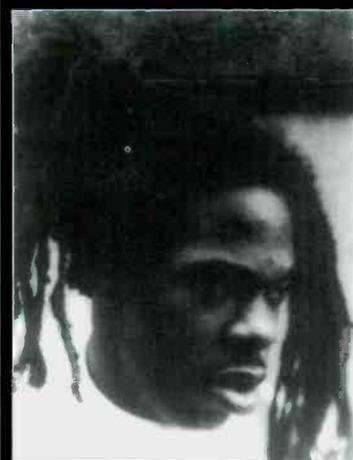
**MAD LION**  
"Double Trouble" (remixes)  
(Nervous)



The big cat of dancehall hip-hop has finally invited KRS to flow with him, and the results are explosive. For a silky urban feel, check Brenda K. Starr's guest vocals; for a '96 twist on this '95 release, hit that "Third World Mix." The name could be misleading, but it's pure butta. Already getting love on the Truefax. Contact Shadow at Nervous (212) 730-7160.

## ARTIST PROFILE

# BUSTA RHYMES



**ORIGINS:** Born in Brooklyn, but raised in Long Island

**WHO:** Member of Leaders of the New School on a solo mission

**CREW:** Flipmode Squad

**CURRENT SINGLE:** "Woo-Hah! (Got You All In Check)"

**CURRENT ALBUM:** *The Coming*

**LABEL:** Elektra

**ON 'BEING REAL':**

"It's time [rappers] saw through it. It's a reality someone else has set the tone for. Start by being true to self."

**CAMEOS:** Craig Mack's "Flava in Your Ear" remix, "Vibin" remix with Boyz II Men, and Tribe's "Scenario" all featured Busta's recognizable flow.

**MOTTO:** "It's a phrase I got from producer Eric Sadler. 'C.L.A.M.P.: Concept, lyrics, attitude, music, and performance.'"

**ON HIS SHOW:** "I give my whole soul when I perform, undiluted, untampered with."

**THE ALBUM:** Features Zhane', Q-Tip, Rampage, and LONS, on vocals and Easy Moe Bee, JD (Pharcyde), DJ Scratch (EPMD), and Backspin on beats.

**HE SAYS:** "I want to exceed any expectations people have of me."

# Gavin Mixshow

## Like Fax?!

The TRUEFAX is already breaking records. **Delinquent Habits** scored an add at **Power 106-Los Angeles** with "Tres Delinquentes" only days after **Tha Ruffnex** picked it in the TRUEFAX...The truth is a great liberator, indeed. You may notice that it's not always the same mixers each week. It's all about keeping in touch with and giving voice to as many heads as we can. Variety is the spice of life, right?...Is that "Crossroads" by **Bone Thugs N' Harmony** the slam or what? The phones on it are astronomical everywhere it's played. The TRUEFAX is the new place to be seen and felt, so call **John Austin** at (215) 924-7823 and represent...ONE LOVE.

-THEMBISA S. MSHAKA

## Let The Mix Show Begin

Thanks to **Rich P.** of **Tommy Boy** for taking time out to chill with us as he did his thing with the **KMEL** and **Wild 107** crews. Much respect to **Tony "Horse" Rancy** as he leaves **WJMH**. We're with ya Horse!

Get with **Anne Marie Reggie** or **Garnett** at **London** for a copy of the **Group Home** featuring **Groove Theory**, "Suspended In Time". Thanks to **KPWR's C Minus** of **Tha Ruffnex** for the tip. The **Skin Deep** featuring **Lil Kim**, "No More Games" has alot of potential. **Planet Soul**, "Feel The Music" on **Strictly Rhythm** is also a definite.

—PEACE. MIKE FUTAGAKI

## Caller, You Play What?

### Talib Shabazz, WVEE-Atlanta

**Hot:** Kausion "Land Of The Skanless" (Lench Mob)

**MR:** Luke "Scarred" (Island)

**BTW:** Teddy "Are You In The Mood" (Noo Trybe)

**Horace Brown** "One For The Money" (Motown)

### Zenobia Simmons, KKBT-Los Angeles

**Hot:** Pharcyde "Drop" (rnx) (Delicious Vinyl)

**Busta Rhymes** "Woo-Hah!"

**MR:** Fugees "Killing Me Softly"

**BTW:** GZA "Shadowboxin'" (DGC)

**Lost Boyz** "Renee" (Island)

### DJ Law, WOWI-Norfolk

**Hot:** Fugees "Killing Me Softly"

**Busta "Woo-Hah!" w/ODB & Scratch** mixes

**MR:** Capone & Noriega "LA, LA"

**BTW:** Royal Flush "Worldwide" (Blunt)

**Mad Lion** "Double Trouble" (Nervous)

### Voodoo! KMJM-St. Louis

**Hot:** Nonchalant "5 O'Clock" (MCA)

**Goodie MoB** "Soul Food" (LaFace)

**MR:** Fugees "Killing Me Softly"

**BTW:** Broadway "Must Stay Paid" (Nervous)

### Wolf D, WNOV-Milwaukee

**Hot:** LL Cool J "Doin' It" (Def Jam)

**Dogg Pound** "NY, NY"

**MR:** Luke "Scarred"

**BTW:** The Constant Deviants

"Competition" (Vestry)

**Horace Brown** "One For The Money" (rap rmxs) (Motown)

**Melle Mel, WAMO-Pittsburg**

**Hot:** Fugees "Killing Me Softly"

**Pos K** "Mr Jiggliano" (Funky Broadway)

**MR:** 2 Pac "California Love"

**BTW:** Pop Megga "Ghetto News" (Profile)

### Top Speed, WHHH -Indianapolis

**Hot:** Chino XL, "No Complex" (Wild West/American)

**Mannish**, "Jive, U The Man" (Correct)

**MR:** Jay-Z, "Dead Presidents" (Roc-A-Fella/Priority)

**BTW:** Constant Deviants, "Catch The Speedknot" (Vestry)

### Matt The Brat, WFLZ-Tampa

**Hot:** DJ Boom, "To The Top" (Strictly Rhythm)

**Planet Soul**, "Feel The Music" (Strictly Rhythm)

**MR:** 2 Pac feat. Dr. Dre, "California Love" (Death Row/Interscope)

**BTW:** Lina Santiago, "Feels So Good" (remixes) (Universal)

### B Swift, KBXX-Houston

**Hot:** Geto Boys,

"The World Is A Ghetto" (Rap A Lot/Noo Trybe)

**SWV**, "You're The One" (RCA)

**MR:** Fugees, "Killing Me Softly"

**BTW:** Master P,

"Ice Cream Man" (No Limit/Priority)

### Luscious Ice, KBXX-Houston

**Hot:** Camp Lo, "Coolie High" (Profile)

**D'Angelo**, "Lady" (EMI)

**MR:** Fugees, "Killing Me Softly"

**BTW:** Lina Santiago,

"Feels So Good" (remixes) (Universal)

**Markus Schulz**,

### Hotmix-Phoenix

**Hot:** Full Intention, "America" (Sugar Daddy Records)

**Mona Lisa/Lost Boyz**, "Can't Be Wasting My Time" (Island)

**MR:** Billie Ray Martin, "Your Loving Arms" (Sire/Elektra)

**BTW:** Ke, "Strange World" (Maxi/RCA)

### Latin Prince, KMEL-San Francisco

**Hot:** MC Lyte, "Keep On, Keepin' On" (Flavor Unit/Elektra)

**Tha Dogg Pound**, "New York, New York"

**MR:** Ace Of Base, "Lucky Love" (Arista)

**BTW:** Monifah, "I Miss You" (remixes) (Universal)

### DJ Lynnwood, KGGI-Riverside

**Hot:** Artie The One Man Party,

"Esa Nena Linda" (Scotti Bros.)

**Laura Martinez**, "Ritmo Latino" (Thump)

**Coolio**, "1, 2, 3, 4 Sumpin New" (Tommy Boy)

**MR:** Angelina, "Release Me" (Upstairs)

**BTW:** Machel, "Come Dig It" (remixes) (Delicious Vinyl)

### DJ Rags, Z-90-San Diego

**Hot:** Non Phixion, "Legacy" (Fat Beats/Serchlite)

**Large Professor**, "Mad Scientist" (DGC)

**MR:** All City, "Who Dat?" (Mercury)

**BTW:** Smoothe Da Hustler, "Murderfest" (Profile)

### Ross Wilson, WOWI-Norfolk

**Hot:** Max A Million, "Everyone's Groovin'" (SOS)

**Lina Santiago**, "Show Me Love" (Universal)

**MR:** Planet Soul, "Set U Free"

**BTW:** Kellee, "My Love '96" (Moonshine)

### Jeff Lee, WJBT-Jacksonville

**Hot:** Fugees, "Killing Me Softly"

**Luke**, "Scarred" (Island)

**MR:** 2Pac, "California Love"

**BTW:** Skin Deep feat. Lil Kim, "No More Games" (Loose Cannon)

### DJ Tre, WPGC-Washington DC

**Hot:** Sandy B. "You Make The World Go Round" (Champion)

**K.D. Lang**, "Sexuality" (Warner Bros.)

**MR:** Gat-Decor, "Passion" (Way Of Life) (Import)

**BTW:** Bjork, "Hyperballad" (Elektra)

### DJ Diamond Dee, KWIN-Stockton

**Hot:** D'Angelo, "Lady" (Remix feat. AZ)

**Bahamadia**, "Uknowhowwedu" (EMI)

**MR:** Me And My Cousin, "Smooth" (Priority)

**BTW:** Nonchalant, "5 O'Clock" (MCA)

### Kosta G. WJMN, WXKS-Boston

**Hot:** The Original, "I Love U Baby" (Orb)

**The Fugees**, "Killing Me Softly"

**MR:** Lina Santiago, "Feels So Good"

**BTW:** Kristine W. "One More Try" (Champion/RCA)

### Steve Perez, KCAQ-Oxnard

**Hot:** Hostyle, "Should A Been Down" (Past And Present)" (Def Jam)

**DJ Boom**, "To The Top" (Strictly Rhythm)

**MR:** Heather B. "If Headz Only Knew" (EMI)

**BTW:** Ke, "Strange World" (Maxi/RCA)

### James Coles, KIKI-Honolulu

**Hot:** Laura Martinez, "Ritmo Latino" (Thump)

**TLC**, "Kick Your Game" (La Face/Arista)

**MR:** Planet Soul, "Feel The Music" (Strictly Rhythm)

**BTW:** Rhythmicentric, "You Don't Have To Worry"

### Caller You Play What Key:

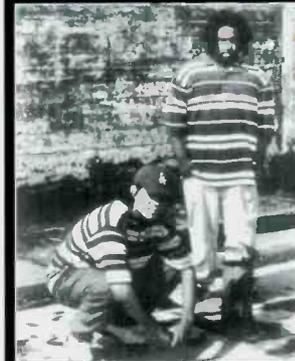
**Hot:** Mixer's hottest records of the week

**MR:** Most Requested

**BTW:** Breaker To Watch, i.e. testing well and/or a DJ favorite

## MIXSHOW PROFILE

# THA RUFFNEX, MR. CHOC and C MINUS



**STATION:** KPWR-Los Angeles, Ca.

**FORMAT:** Rhythm Crossover.

**DEMO:** 18-34 Latin females.

**PROGRAM:** Friday Night Flavas with The Baka Boyz.

**10:00 PM to 3:00 AM on Fridays.**

**M—F overnight airshift called "Mayhem To The AM."**

**When opportunity knocked, Mr.**

**Choc and C Minus rose to the occassion and replaced the Baka**

**Boyz as mixers on Bakersfield's KKXX after KPWR beckoned the**

**Bakas south to L.A. in 1993. Soon they were doing airshifts at the**

**station. December of 1994 found Tha Ruffnex doing a mix show via**

**Federal Express for Tucson's KJYK. Bruce St. James who had gone**

**from KJYK PD to KPWR MD caught word of tha Ruffnex through his**

**KJYK successor, Boogie D. After various guest spots on KPWR's**

**Mickey Fickey mixes they began doing weekend airshifts at the**

**station in January of 1995. In late February of 1995 Tha Ruffnex officially earned their full time stripes**

**at the station.**

### ADVICE FOR OTHER MIXERS:

**"Don't let the politics of the business get you down because that's**

**all politics are good for is getting you down. Don't ever let your**

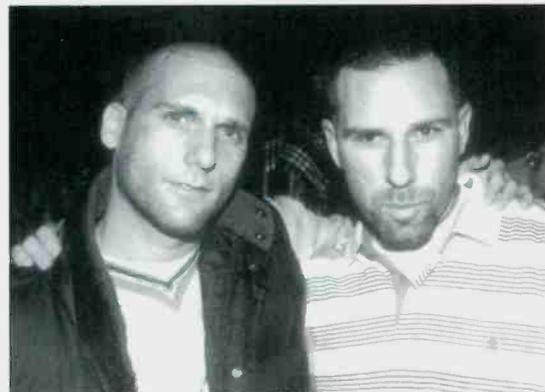
**head get too big."**

### FAVORITE ARTISTS: Tribe Called

**Quest, The Pharcyde, Gangstarr, D'Angelo, Prince, Curtis Mayfield,**

**James Brown and Alice In Chains.**

## FLICK OF THE WEEK



**Dos Delinquentes: Steve Rifkind President of Loud Records and Paul Stewart President of PMP**

# Independent Revolution

**M**otown's legacy grows out of founder Berry Gordy, Jr.'s fierce love of independent thought, creativity, and action. When Motown began, it was the only label of its kind, generating polished soul and pop icons and hit after hit from a cozy house in Detroit. This same spirit can be found at several indie rap labels, like the ones to follow, that have been successful in bringing new talent to the nation's attention, while often remaining outside the entertainment hubs of L.A. and N.Y.

Gordy's genius wasn't readily visible in the blue-collar work world. The same holds true for many indie rap label owners, who may not fit today's rigid corporate profile, but have what it takes to be successful.

Some of the owners of labels profiled here still operate "from the house," and create from within a talented family of like-minded artists. Others are run from modest offices with a small, tightly-knit staff, and still others are expanding into other media or entertainment endeavors. All of them equipped with the tools and the tenacity to carve their niche on the streets and airwaves, and maybe even carve their names into music history.

— THEM BISA S. MSHAKA

## 10/30 UPROAR RECORDS

Owner: Spencer Bellamy  
 Est: 1994  
 Headquarters: Brooklyn, N.Y.  
 Distributor: Big Daddy Distributors  
 Goal: To provide a variety of acts across genres, not just rap.  
 Milestone: The response on East Flatbush Project's "Madman's Dream" let Spencer know that he

was onto something. "Suge Knight even liked it."  
 Promotion contact: Arens Marthone (718) 253-5547  
 Current Priority: two singles by EFP, "Tried by Twelve" and "This Is Where It's At"  
 Next hot project: East Flatbush Project's EP.

## BIG BOY RECORDS

Owner: Charles "Big Boy" Temple, Robert Shaw, and Leroy "Precise" Edwards  
 Est: 1993  
 Headquarters: New Orleans, La.  
 Distributor: Self-distributed through independents, Mystikal distributed by Jive/BMG  
 Precious Metals: Mystikal's *Mind of Mystikal* (gold+)  
 Milestone: G-Slimm sold 200,000 units independently before signing to Relativity.  
 Ripple effects: Precise Recordings, an in-house production company.  
 Specialty: Releasing the best in south coast talent.  
 Promotion contact: Freddie C. Carter (504) 461-0026  
 Current Priority: Ghetto Twinz, Black Menace  
 Next hot project: Insane, G-Slimm, and Tim Smooth

## CORRECT RECORDS

Owner: Ian Hunt, Don Schneider  
 Est: 1995  
 Headquarters: Los Angeles, Calif.

Distributor: Indi Distribution  
 Specialty: Exposing unexpected sounds from both coasts in hip-hop and dancehall.  
 Milestone: Having two top ten singles on the GAVIN Rap chart with new artist Mannish.  
 Promotion contacts: Jello in Chicago (312) 868-3883, or Numark (800) 851-8249



Current priorities: Mannish "Jive U Da Mann"  
 Next hot project: Solo album by Fashion, formerly of Beatnuts; Nooks and Lupa "Real Man"

# BREAKIN' NEW GROUND WITH CORRECT RECORDS

MANNISH "AUDIO SEDATIVE"<sup>(10001)</sup> OUT NOW! • AL TARIQ A.K.A. KOOL FASHION • NOOKS/LUPA "REAL MAN" COMING SOON!



© 1996 Correct Records, a division of Grindstone Entertainment. Exclusively distributed by INDI in the USA. Tel: 310.246.0779

Photo: B+

From the original motion picture soundtrack

# SUNSET PARK

# GHOSTFACE

# KILLER

featuring  
Raekwon

# Motherless Child

Produced by The RZA for Wu-Tang Productions

Soundtrack features all-new music by

2Pac, Tha Dogg Pound, Queen Latifah,  
Ghostface Killer featuring Raekwon, Junior M.A.F.I.A.,  
69 Boyz featuring Quad City DJ's, Aaliyah,  
MC Lyte featuring Xscape, Mobb Deep,  
Onyx, Groove Theory, Big Mike and Adina Howard.

Executive Soundtrack Album Producers: Sha-Kim, Queen Latifah, Kay Gee, Sylvia Rhone, Merlin Bobb  
Go-Executive Soundtrack Album Producer: Dedra Tate-Rice  
Executive Music Producer: Anita Camarata

Album in stores April 23  
Movie opens April 26

**Ghostface Killer** appears courtesy of Loud/RCA Records

On Flavor Unit/Eastwest Records America compact discs and cassette. <http://www.e-ktr.com>

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# Jackal The Bear "For Real"

WHEN THEM BISA SPEAKS...  
SH \* T HAPPENS...  
"FOR REAL!"

On November 10, 1995, Them BISA said that Jackal The Bear's (Union Records) "For Real" (WAR-189) is the strongest reggae hip-hop record since Mad Lion's "Take It Easy." Since then:

- Warlock Records picks up the Union release
- Airplay Bustin' Loose at:
 

WUSL - Philly, PA	KHRN - Hearne, TX
WIOQ - Philly, PA	KTSU - College Missouri, TX
WAMO - Pittsburgh, PA	KVSP - Oklahoma City, OK
WPGC - Washington, D.C.	KJMH - Tulsa, OK
WKYS - Washington, D.C.	WPAL - Charlotte, NC
WJHM - Orlando, FL	WSKX - Hinesville, GA
WJBT - Jacksonville, FL	WOWI - Norfolk, VA
V103 - Baltimore, MD	WPLZ - Richmond, VA
92Q - Baltimore, MD	WCDX - Richmond, VA
- Sales Bustin' Loose out of:
 

Philly, Washington, Baltimore, Charlotte, Norfolk  
Raleigh-Durham, and Richmond!
- #95 on **Billboards Hot R&B Singles Chart!**
- #49 on **Billboards Hot Rap Singles Chart!**

New Remixes By  
**Da Baka Boyz!**  
(white label vinyl in your hands now)

For copies of the remix or the original mix contact:

Jose @ (212) 673-2700  
Sam or Joe @ (818) 905-9250  
Mario @ (407) 275-0406

And if you haven't peeped the video on **The Box** contact:

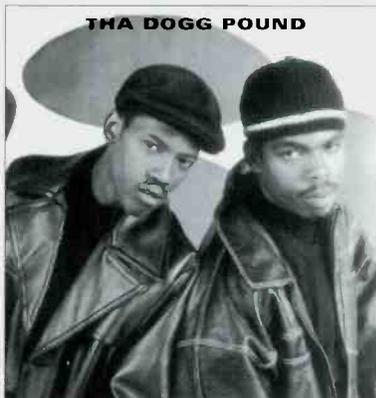
Rick @ (818) 905-9250



SPRING IS HERE...  
AND THE BEAR HAS AWOKEN!

## DEATH ROW RECORDS

Owners: Suge Knight, Dr. Dre  
Est: 1992  
Headquarters: Los Angeles  
Distributor: Interscope and PolyGram Group Distribution  
Specialty: Top-notch in-house production coupled with grass-roots promotion  
Precious Metals: Dr. Dre, Snoop Doggy Dogg, Above the Rim, and Murder Was the Case all multi-plat-

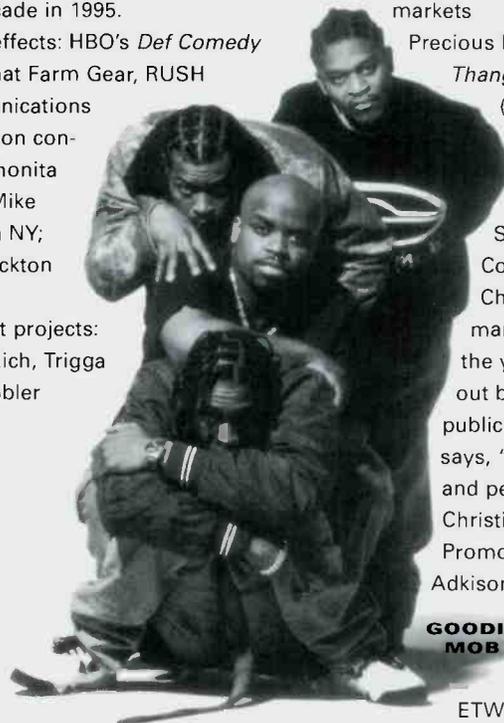


THA DOGG POUND

inum  
Milestone: 2Pac's *All Eyez On Me* double album certified gold in its first sales week.  
Ripple effects: Death Row Films  
Promotion contacts: B-Man (310) 824-8844  
Current Priority: 2Pac  
Next hot project: Danny Boy, an R&B teen crooner

## DEF JAM RECORDING GROUP

Owner: Russell Simmons  
Est: 1985  
Headquarters: New York City  
Distributor: PolyGram Group Distribution  
Specialty: Breaking underground hip-hop and urban music  
Milestone: The label celebrated its first decade in 1995.  
Ripple effects: HBO's *Def Comedy Jam*, Phat Farm Gear, RUSH Communications  
Promotion contacts: Chonita Floyd, Mike Kyser in NY; Jon Stockton in LA  
Next hot projects: Richie Rich, Trigga Da Gambler



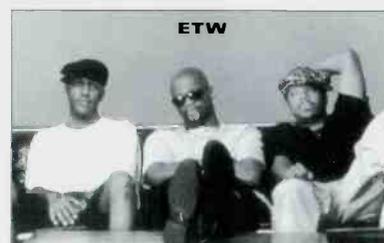
ETW

## FLAVOR UNIT ENTERTAINMENT/ MANAGEMENT/ RECORDS

Owner: Queen Latifah  
COO: Sha-Kim  
Est: 1989  
Headquarters: Jersey City, NJ  
Distributor: Elektra Entertainment  
Specialty: Arming each staffperson with many talents within the label  
Precious Metals: Flavor Unit Management is home to gold artists Queen Latifah, and platinum artists and Grammy winners Naughty By Nature, Outkast, Monica, and Faith Evans.  
Milestones: An example of a successful management/record company and a woman-owned business  
Ripple effects: *Sunset Park* soundtrack and Flavor Unit Films, a video/film production company.  
Promotion contact: Kevin Weekes (201) 333-4883  
Current Priority: *Sunset Park* soundtrack  
Next hot project: Oklahoma City-based R&B foursome Joose

## FOREFRONT COMMUNICATIONS

Owner: Dan R. Brock, Eddie DeGarmo  
Est: 1987  
Headquarters: Nashville, Tenn.



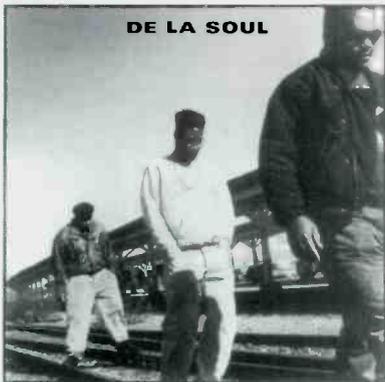
Distributor: Chordant Distribution for Christian markets, CEMA for general markets  
Precious Metals: DC Talk's *Nu Thang* (gold), *Free at Last* (platinum) *Jesus Freak* (gold), *Narrow Is the Road* video (gold)  
Specialty: Contemporary Christian music, primarily rock, aimed at the younger demo without being preachy. As publicist Missy Baker says, "Good music written and performed by Christians."  
Promotion contact: Mark Adkison, national promotion manager  
Current priority: ETW's single "Momma's

GOODIE MOB

Prayers"  
Next hot project: ETW's next single,  
TBA

**LAFACE RECORDS**

Owners: L.A. Reid, Babyface  
Edmonds  
Est: 1989  
Headquarters: Atlanta  
Distributor: Arista  
Specialty: Representing the rhythm  
of Black lifestyle in its many forms.  
Milestone: Taking Outkast platinum  
in 1995 with their debut album  
*Southernplayalisticadillakmuzik*  
Ripple effect: *Rhythm of the Games*,



the Olympic soundtrack, will come  
through LaFace  
Precious Metals: Outkast, platinum;  
Goodie MoB approaching gold

Promotion contacts: Shoestring and  
Silky G (404) 848-8070  
Current Priority: "Soul Food" (Crazy  
C Remix) Goodie MoB  
Next hot project: Outkast, album due  
summer '96

**LENCH MOB RECORDS**

Owner: Ice Cube  
Est: 1993  
Headquarters: Los Angeles, (Los  
Skiless) Calif.  
Distributor: Navarre  
Milestone: Kausion getting to com-  
mercial radio, though they are a  
hardcore group.  
Specialty: Hardcore street music  
Promotion contact: Robert Redd or  
Gerald (800) 662-6990  
Current Priority: "Land of the  
Skiless," current single from  
Kausion  
Next hot project: new single, "O.G.'s  
Trippin'"

**RAP-A-LOT RECORDS**

Owner: James "Lil J" Smith  
Est: 1986  
Headquarters: Houston  
Distributor: CEMA through Virgin  
Specialty: Exposing the nation to  
Houston's hip-hop while keeping it  
true to the streets.

Precious Metals: six gold albums,  
two platinum albums, including  
Scarface and Geto Boys  
Milestone: 1996 is the label's tenth  
anniversary year.  
Ripple effects: Sing-A-Lot, an  
R&B/Gospel extension; Care-A-Lot,  
the non-profit community service  
organization.  
Promotion contacts: Kim Rone  
Digits: (800) 861-RAP2  
Current Priorities: Geto Boys,  
*Resurrection*  
Next hot project: FaceMob  
debuts this summer, and R&B  
quintet One Shade's Mother's  
Day tribute single "I Love  
You" in May

**RIP-IT RECORDS**

Owner: Louis "Rip"  
Eell  
Est: 1993

Headquarters: Orlando, Fla.  
Distributor: Indi Distributors  
Specialty: Trunk Phunk  
Precious Metals: RaAb "Foreplay"  
gold, 69 Boyz "Tootsee Roll" double  
platinum, album *199Quad* platinum  
Milestone: Recognized by *BRE*,  
*Billboard*, and *Urban Network* as  
Label of the Year in 1994.  
Promotion contacts: Ken Turrell and  
Apollo (407) 898-2009

Current priorities: R&B  
foursome 4-U, and  
new reggae signee  
Reggie Stepper  
Next hot pro-  
ject: "Home"  
by 4-U, single  
ships April 2



*Society of Soul*  
*"The Start of a Movement"*

*BRANCHYLO*  
*"A State of Mind"*

PRODUCED BY ORGANIZED NOIZE PRODUCTIONS

**BE SURE TO CHECK OUT THE  
E.M.B.R.A.C.E.(TRUE DAT II) REMIX**



**"HARDCORE WITH A CONSCIOUS"  
STRAIGHT FROM THE DIRTY SOUTH!**

**FEEDIN' YA RECIPES FOR THE MIND AND KNOWLEDGE OF SELF FROM THE  
ORGANIZED NOIZE PRODUCTION CAMP THAT BROUGHT YOU OUTKAST  
"SOUTHERNPLAYALISTICADILLACMUZIC!"  
NOW YOU CAN SHOW HOW MUCH YOU KNOW ABOUT THE  
"DIRTY SOUTH"  
BY ENTERING THE GOODIE MOB. REMIX CONTEST FOR  
"GOODIE BAG"...  
THE "SOUL FOOD" B-SIDE SINGLE!**

**FOR DETAILS CONTACT:  
CHELSEA "SILKY G" AT 404.848.8070 OR JEAN-PIERRE 212.830.2176**

**RUNNING  
MONDAY, MARCH 18  
THROUGH  
MONDAY, APRIL 15**

## RUFFHOUSE

Owner: Joe "The Butcher" Niccolo  
 General Manager: Jeffrey Wells  
 Est: 1989  
 Headquarters: Conshohocken, Penn.  
 Distributor: Sony worldwide through Columbia



**The late Eazy-E formed a Motown of his own with Ruthless Records. Death Row Records stands among many fixtures in the rap industry that can be attributed in some way to his legacy.**

Specialty: Long-term commitment to a small roster

Precious Metals: Kriss Kross 10 million, Cypress Hill 7 million, and Fugees platinum plus.

Milestone: First Number One rap single: Tim Dog "F\*ck Compton"

Ripple effects: Contract Records, new indie extension; Ovum and Ovum Soul, dance extensions

Promotion contact: Glen Manko  
 Digits: (610) 940-9533

Current Priorities: Cypress Hill "Illusions," Kriss Kross "Live & Die For Hip-Hop," and Fugees "Killing Me Softly"

Next hot project: Kulcha Don, dance-hall hip-hop artist, summer '96

## SUAVE RECORDS

Owner: Tony Draper  
 Est: 1990

Headquarters: Houston, Tex.  
 Distributor: Relativity

Specialty: Retail intensive promotion  
 Precious Metals: 8Ball & MJG certified gold

Milestone: Independent sales of over 400,000 each on two previous 8Ball & MJG albums.

Promotion contacts: Glen Wallace and Fred Foxx (713) 270-5458

Current Priority: 8Ball & MJG's current single, "Space Age"

Next hot project: *Wicked Ways*, solo album by Mr. Mike of South Circle; rap soloist Tela

## TOMMY BOY

President: Monica Lynch  
 CEO: Tom Silverman  
 Est: 1981  
 Headquarters: New York

Distributor: WEA  
 Precious Metals: Naughty By Nature multiplatinum, Coolio, Digital Underground, House of Pain, Afrika Bambaatta "Planet Rock" platinum; De La Soul gold on two albums  
 Ripple effects: Tommy Boy Gear  
 Promotion contact: Sean Thompson, Chris Atlas  
 Current Priorities: Coolio's "1,2,3,4"; Big Noyd "Recognize & Realize Pt II"  
 Next hot project: De La Soul "The Business" featuring Common, which ships in April; Above the Law album due in May

## UNION RECORDS

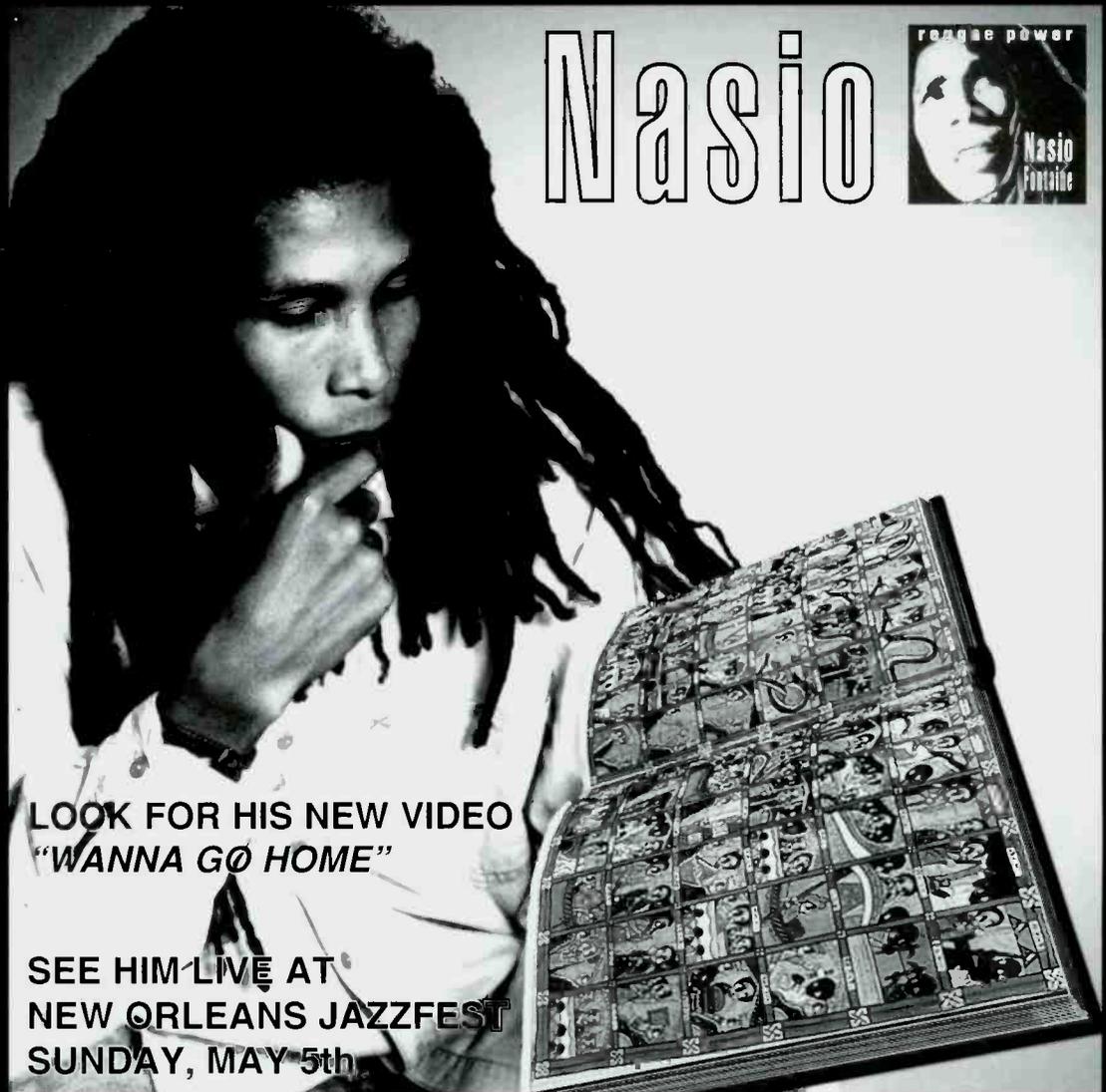
CEO: Malcolm Lockley

Est: 1995  
 Headquarters: Chester, Penn.  
 Distributor: Jackal the Bear through Warlock, company distribution through MS Distributors  
 Milestone: Union has moved from Lockley's home to an office space with studio in less than a year.  
 Specialty: Creating slow burning hits in reggae and hip-hop genres  
 Ripple effects: U-Turn Entertainment, management firm  
 Promotion contact: Sean (610) 447-1670  
 Current priority: Jackal the Bear "For Real" featuring Baka Boy remixes  
 Next hot project: "Bloodclot Professional" single by Crime Unit. ●

**Latifah is one artist who transitioned into successful business ownership.**



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 right on tru Revelation...  
 We've been a subject to master's whip  
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FOR MORE INFORMATION CONTACT:

Lenny or Henry Shillingford at:  
 451 W. 37th Street Phone: (212) 643-8246  
 New York, NY 10018 Phax: (212) 643-8251

**MOST ADDED**

- DIANA KRALL (54)
- MARY STALLINGS (24)
- A NEW HOME (23)
- JANE IRA BLOOM (18)
- LOUIE BELLSON (18)
- EDDIE DANIELS (18)

**TOP TIP**

**HERBIE HANCOCK**  
*The New Standard*  
(Verve)

Seventy-eight total stations and a high debut at #26 for the finest jazz release of the year, Hancock is poised to go Number One. Also, check out his action on the Smooth Jazz & Vocals chart.

**RECORD TO WATCH**

**DIANA KRALL**

*All For You (Impulse!)*  
Whoa! With this smokin' new Diana Krall record, and a quality Teodross Avery on the chart, the new Impulse! releases are kicking up a storm on the jazz radio front.



# Gavin Jazz

LW	TW		Reports	Adds	H	M	L
1	1	<b>HENRY BUTLER</b> (Atlantic)	85	0	74	10	1
2	2	<b>ELLIS &amp; BRANFORD MARSALIS</b> (Columbia/CRG)	85	1	72	10	2
3	3	RON CARTER (Blue Note)	82	3	72	7	1
5	4	<b>JIMMY McGRUFF &amp; HANK CRAWFORD QUARTET</b> (Telarc Int'l)	85	2	65	12	6
9	5	<b>ROSEANNA VITRO</b> (Telarc Int'l)	82	0	55	21	6
10	6	<b>TERENCE BLANCHARD</b> (Columbia/CRG)	82	2	47	28	5
8	7	<b>MARK ELF TRIO</b> (Alerce)	76	0	55	17	4
4	8	BARBARA DENNERLEIN (Verve)	76	0	53	22	1
11	9	<b>WALLACE RONEY QUINTET</b> (Warner Bros.)	75	1	49	19	6
12	10	<b>FRANK MANTOOTH</b> (Sea Breeze)	70	1	55	13	1
6	11	VAN MORRISON (Verve)	70	0	50	17	3
16	12	<b>WESSELL ANDERSON</b> (Atlantic)	81	5	26	39	11
15	13	<b>BOBBY SHEW QUINTET</b> (MAMA Foundation)	77	2	25	38	12
7	14	DALE FIELDER QUARTET (Clarion)	67	0	36	26	5
13	15	COLOSSAL SAXOPHONE SESSIONS (Evidence)	60	0	42	14	4
21	16	<b>DANISH RADIO BIG BAND</b> (Dacapo)	66	1	29	25	11
24	17	<b>JACKY TERRASSON</b> (Blue Note)	73	5	20	33	15
22	18	<b>TEODROSS AVERY</b> (Impulse!)	71	3	16	41	11
18	19	GONZALO RUBALCABA (Blue Note)	63	0	24	36	3
14	20	RANDY WESTON (Verve)	62	1	32	22	7
17	21	BOBBY McFERRIN (Blue Note Contemporary)	59	1	35	18	5
39	22	<b>SHIRLEY HORN</b> (Verve)	80	7	13	30	30
19	23	THILO BERG BIG BAND (Mons)	57	1	25	27	4
25	24	<b>JOHN PIZZARELLI</b> (Novus/RCA)	63	3	19	30	11
34	25	<b>JOE LOVANO</b> (Blue Note)	66	4	12	31	19
—	26	<b>HERBIE HANCOCK</b> (Verve)	78	11	17	20	30
33	27	<b>CINDY BLACKMAN</b> (Muse)	69	0	4	36	29
38	28	<b>BENNY CARTER</b> (Music Masters)	66	7	11	26	22
32	29	<b>DAVE VALENTIN</b> (Tropijazz)	53	0	19	23	11
23	30	ANDY LaVERNE TRIO (Concord Jazz)	51	0	20	22	9
30	31	ALI RYERSON (Concord Jazz)	53	2	18	21	12
31	32	TOMMY SMITH (Honest/Linn)	51	2	17	24	8
29	33	DMITRI MATHENY (Monarch)	55	2	10	28	15
37	34	<b>JOHN McLAUGHLIN</b> (Verve)	53	2	11	20	20
42	35	<b>ALAN PASQUA</b> (Postcards)	58	8	8	21	21
36	36	<b>JOHN HART</b> (Concord Jazz)	52	4	11	23	14
40	37	<b>ANTOINE RONEY</b> (Muse)	57	1	4	24	28
27	38	McCOY TYNER (Milestone)	43	0	18	17	8
48	39	<b>PHAROAH SANDERS QUARTET</b> (Evidence)	62	11	4	22	25
20	40	ALDEN/BRUNO/VIGNOLA (Concord Jazz)	44	1	15	19	9
50	41	<b>CECIL BROOKS III</b> (Muse)	57	10	4	22	21
26	42	DOLDINGER IN NEW YORK (Bluemoon)	40	0	16	18	6
43	43	<b>GEORGE MRAZ</b> (Milestone)	49	7	3	20	19
45	44	<b>MELTON MUSTAFA ORCHESTRA</b> (Contemporary)	40	2	14	14	10
46	45	<b>PETE ESCOVEDO</b> (Concord Jazz)	41	2	12	17	10
—	46	<b>CYRUS CHESTNUT</b> (Evidence)	58	10	5	11	32
28	47	RAY BROWN (Telarc Int'l)	36	0	11	19	6
44	48	COURTNEY PINE (Antilles/Verve)	40	1	8	18	13
—	49	<b>CASSANDRA WILSON</b> (Blue Note)	57	10	1	16	30
35	50	MONGO SANTAMARIA (Milestone)	37	0	7	21	9

**On Z Corner** BY KEITH ZIMMERMAN

## Hangin' With Lester, Part II



Last week, we chatted with legendary New York City jazz DJ Les Davis about his 35-plus years on the air. Davis pulls an air shift on KSDS in San Diego and also hosts *Jazz Impressions*, which is broadcast on WQCD-New York every Sunday night and combines straight jazz and smooth jazz, as in George Shearing into Avenue Blue into Gary Burton's "My Funny Valentine" into Peter White.

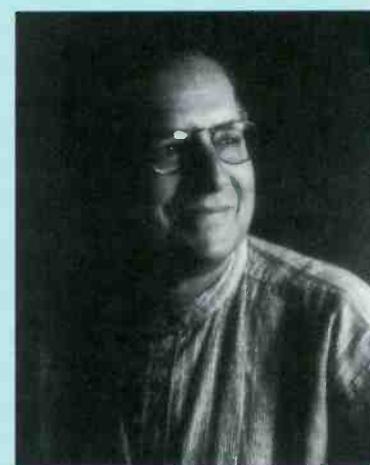
Davis feels jazz radio needs to convey casual sophistication to its audience without talking down to listeners or reading band lineups off the back of album covers. He applauds jazz sensibility on college radio.

"There's hundreds of college stations filled with enthusiasm to program jazz, but what's sometimes absent is the professionalism in terms of mixing music. You have to learn how to mix the rhythms and the keys. You have to play a certain number of vocals per hour. You can't just play stuff that you love and [automatically] expect to appeal to your audience.

"Even when stations used to put jazz musicians on the air as disc jockeys, I would often recoil in horror. From [the artist's] standpoint, they would play things that were musically marvelous, but then, inevitably there would be that thump, thump, thump of a six-minute bass solo. I would imagine many of the listeners punching out.

"Some air talents haven't learned restraint, and how much people can take as far as how verbose you can be. It's nice to have a reassuring sound on the air. You can't assume everyone is listening with baited breath to your every word in a medium that's *not* a foreground, hot medium like television.

"Some of today's young program directors have proved to me that, if you can't say it in 30 seconds, you



**Les Davis**

really need to edit yourself. If you have a comment or list the sidemen, there's no need to take three minutes. That just means you haven't got it together to make your comments pungent—maybe it's a vocabulary problem."

Davis thinks back to the days of jazz radio in the '50s. Even though many of the stars of jazz radio were only on for a couple hours or in the wee hours, they were influential to the Manhattan jazz scene.

"Back in the days of Symphony Sid, I remember he'd go on the air at midnight. The next day I noticed all my friends were talking about what Sid played. That was amazing. There's a segment of society that's gonna hang in there.

"Sid was a character. Although I didn't get on the air until 1958, I was once on the air opposite him. He was on an AM station, and I was on an FM station. I would get into more contemporary things, while Sid was more rigid, although he did get into the Latin sound quicker than others. Symphony Sid became a hero in terms of Latin jazz. He was one of the first guys to take guys like Miles Davis out on the road with concert packages,

**Continued on page 32**

**MOST ADDED**



**HERBIE HANCOCK**  
(13/178 spins)  
**CHET McCracken**  
(10/12 spins)  
**JOE SAMPLE** (9/107 spins)  
**CRAIG CHAQUICO**  
(8/270 spins)  
**LIONEL RICHIE** (8/85 spins)

**TOP TIP**

**HERBIE HANCOCK**

*The New Standard (Verve)*

Herbie Hancock scores the first trans-jazz/rock/pop record since, well, "Rockit"? In addition to the Gavin Jazz and Smooth Jazz charts, "Thieves in the Temple" is seeing action on A3 and Urban. HH also hits a #1 Spin Trend with +113.

**RECORD TO WATCH**

**JOE SAMPLE**

*"Hippies on a Corner" (Warner Bros.)*  
Acoustic jazz is making its way onto the Smooth Jazz side. So far Herbie Hancock and Joe Sample are leading the charge. Can there be more in store? This week's #2 Spin Trend with +92.

**Gavin Smooth Jazz** *Vocals*

LW	TW	Reports	Adds	Spins	Differences	
1	1	<b>BONEY JAMES</b> - Seduction (Warner Bros.)	44	1	673	-75
2	2	SPECIAL EFX feat. G. JINDA & C. MINUCCI - Body Language (JVC)	44	4	516	-68
3	3	AVENUE BLUE featuring JEFF GOLUB - Naked City (Bluemoon)	46	0	510	-11
8	4	<b>VIBRAPHONIC</b> - Vibraphonic 2 (Acid Jazz)	42	0	449	+20
5	5	<b>BOB MAMET</b> - Day Into Night (Atlantic)	40	0	447	-11
4	6	NAJEE - Songs From The Key Of Life (EMI)	37	0	434	-56
12	7	<b>COUNT BASIC</b> - Movin' in the Right Direction (Instinct)	43	0	423	+22
6	8	RANDY CRAWFORD - Naked And True (Bluemoon)	41	0	409	-26
9	9	STEVE LAURY - Vineland Dreams (CTI)	40	0	383	-36
13	10	THOM ROTELLA - How My Heart Beats (Positive Music)	43	0	381	-19
15	11	<b>PAUL TAYLOR</b> - On The Horn (Countdown/Unity)	30	0	378	+29
26	12	<b>RUSS FREEMAN &amp; THE RIPPINGTONS</b> - Brave New World (GRP)	48	4	363	+88
10	13	WHITNEY HOUSTON - Waiting To Exhale Soundtrack (Arista)	22	0	357	-54
11	14	QUINCY JONES - Quincy's Jook Joint (Qwest)	35	0	352	-50
7	15	GRP ARTISTS...BEATLES - (I Got No Kick Against) Modern Jazz (GRP)	28	0	333	-100
18	16	<b>BOBBY McFERRIN</b> - Bang!zoom (Blue Note Contemporary)	28	2	322	+20
16	17	THE JAZZMASTERS feat. PAUL HARDCASTLE - II (JVC)	25	1	320	-22
17	18	<b>STRANGE CARGO</b> - Hinterland (N-Gram/Discovery)	40	2	317	+7
20	19	<b>GEORGE MICHAEL</b> - Jesus to a Child (DreamWorks/Geffen)	39	1	315	+15
14	20	OLETA ADAMS - Moving On (Mercury)	34	1	311	-83
19	21	GEORGE HOWARD - Attitude Adjustment (GRP)	39	2	294	-7
27	22	<b>CRAIG CHAQUICO</b> - A Thousand Pictures (Higher Octave)	37	8	270	+13
37	23	<b>ED HAMILTON</b> - Planet Jazz (Telarc Int'l)	40	3	268	+55
24	24	BOBBY CALDWELL - Soul Survivor (Sin-Drome)	28	0	267	-4
32	25	<b>BRIAN KRINEK</b> - Flying High (Positive Music)	26	1	254	+25
23	26	ALEX BUGNON - Tales From The Bright Side (RCA)	25	0	249	-25
22	27	DENNY JIOSA - Moving Pictures (Blue Orchid)	25	0	246	-38
31	28	<b>RICK BRAUN</b> - Beat Street (Bluemoon)	22	5	244	+14
25	29	SIMPLY RED - Fairground (eastwest/EEG)	22	0	244	-27
21	30	ENYA - The Memory of Trees (Reprise)	26	0	236	-51
34	31	<b>ZAPPACOSTA</b> - Innocence Ballet (Sin-Drome)	26	0	228	+2
46	32	<b>JOHN TESH PROJECT</b> - Discovery (GTSP)	32	4	224	+62
29	33	DAVID BENOIT - The Best Of 1987-1995 (GRP)	28	0	211	-21
28	34	RICARDO SILVEIRA - Storyteller (Kokopelli)	20	0	207	-50
33	35	PHILIPPE SAISSE - Masques (Verve Forecast)	21	0	201	-28
39	36	THE SONGS OF WEST SIDE STORY - Various Artists (RCA Victor)	25	0	194	-5
36	37	TOLEDO - Mestizo (Sony Discos)	20	1	189	-32
41	38	<b>PEOPLE SOUNDTRACK</b> - People Soundtrack (Lightyear)	20	0	187	+6
35	39	JONATHAN CAIN - Piano With A View (Higher Octave)	19	0	187	-35
45	40	<b>ARTIE TRAU</b> - The View From Here (Shanachie)	22	1	179	+13
—	41	<b>HERBIE HANCOCK</b> - The New Standard (Verve)	41	13	178	<b>NEW</b>
30	42	FOURPLAY - Elixir (Warner Bros.)	18	0	174	-56
38	43	TORCUATO MARIANO - Last Look (Windham Hill)	21	0	173	-34
40	44	NATIVE VIBE - Medicinal Purposes (Third Beat)	21	2	166	-16
47	45	<b>PETE ESCOVEDO</b> - Flying South (Concord Jazz)	29	2	163	+4
—	46	<b>PAMELA WILLIAMS</b> - Saxtress (Heads Up)	23	2	153	<b>NEW</b>
44	47	JERALD DAEMYON - Thinking About You (GRP)	19	0	153	-16
43	48	CAROLINE LAVELLE - Spirit (N-Gram/Discovery)	18	1	153	-16
—	49	<b>ED CALLE</b> - Double Talk (Sony)	26	1	150	<b>NEW</b>
—	50	<b>SLIM MAN</b> - Closer to Paradise (GES)	27	7	146	<b>NEW</b>

Continued from page 31

back in the late '40s."

Today, Davis sees Smooth Jazz radio as a different source of listener-friendly vibes.

"There's a startling number of people who are single and live alone, especially in big cities like New York. Many go home and flip on a Smooth Jazz station. That's the success of those kind of stations; sometimes they don't demand a lot from you."

"Radio is a background thing. It's not up front. People are going to tune you in without even realizing why they like your show. The sound of your voice in between the records may be what works. You're talking about an indescribable subtlety that results in listener-ship without even knowing why."

"The problem with some Smooth Jazz is that sometimes it's so smooth and gray that it tends to sound like one long David Sanborn record. Some people that make the music are rather faceless, and they don't encourage nightclub attendance."

Part of the jazz radio tradition includes live broadcasts from famous nightclubs, and Davis has done more than his share, broadcasting from famous Manhattan night spots like Green Street Cafe and the Village Vanguard.

"I don't think there's a disc jockey alive who's done more club remotes than I have," says Davis. "It's great. You don't have to go to the radio station and deal with any of the nonsense. They build you a little booth at the club, and you flip a switch and talk to the engineer at the station, and that's it. You sit

there for two weeks, night after night, and the quality is remarkable. Many times you have a line to the stage, so you flip another switch and you're going live onstage.

"I did a show from the Five Spot [during the early '60s] and I remember Monk playing for the whole summer. Lines would be around the block. In those days, we used to get angry because as soon as a guy like Monk got hot and popular, he wouldn't want to play the club anymore. He'd go directly to Carnegie Hall and make the money from one performance instead of playing for a week."

Like today's modern athletes, Davis sees today's jazz musicians as much better trained than their older counterparts.

"The younger players are sounding really spiffy and strong," says Davis, "but the days of being able to tell who's playing immediately just from the sound [of a few notes] is gone. You can't tell that it's a modern Miles or Erroll Garner or Ben Webster. Some are still playing the old licks from the '50s and '60s and have not yet found their own sound."

Wrapping up our visit with Davis, we imagined a heavenly scenario where trend-setting Smooth Jazz sta-

Continued on page 33

**SJ&V Spin Trends**

1. **HERBIE HANCOCK** +113
2. **JOE SAMPLE** +92
3. **RUSS FREEMAN & RIPPINGTONS** +88
4. **LIONEL RICHIE** +66
5. **JOHN TESH PROJECT** +62
6. **ED HAMILTON** +55

**SJ&V Chartbound**

- JOE SAMPLE** (Warner Bros.)  
**LIONEL RICHIE** (Mercury)  
**PRODIGAL SONS** (Next Horizon)  
**SPRAWL!** (Freshwater)  
**ADRIAN GURIVITZ** (Playful/Sunset Blvd.)  
**RICARDO SCALES** (Bay Sound)  
**STING** (A&M)  
**ALISON BROWN QUARTET** (Vanguard)  
**TONY RICH PROJECT** (LaFace/Arista)  
**OTTMAR LIEBERT + LUNA NEGRA** (Epic)  
**REEL TO REAL** (Third Beat)  
**Dropped:** #42 Marc Antoine, #48 Tom Grant, #49 Michael Davis, #50 Brian Culbertson, Clockers, Yulara, 3D, Leaving Las Vegas.

**Jazz Chartbound**

- DIANA KRALL** (Impulse!)  
**LORRAINE FIELDER** (Clariion)  
**\*JOE SAMPLE** (Warner Bros.)  
**\*JANE IRA BLOOM** (Arabesque)  
**BOB KINDRED** (Milan/BMG)  
**\*MARY STALLINGS** (Concord Jazz)  
**CLAUDIO RODITI** (Mons)  
**WARREN VACHE** (Muse)  
**\*GRAND CENTRAL** (Evidence)  
**\*LOUIE BELLSON** (Concord Jazz)  
**GEORGE ROBERT/DADO MORONI** (Mons)  
**\*BRUCE BARTH** (Enja)  
**ALISON BROWN QUARTET** (Vanguard)  
**Dropped:** #41 Joe Locke Quartet, #47 Claire Martin, #49 Darrell Grant Quartet.

Editors: KEITH & KENT ZIMMERMAN • Jazz reports accepted Thursdays  
9 a.m.-3 p.m. Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580

# POST-BOP

2W	LW	TW	ARTIST - Album (Label)
1	1	1	<b>HENRY BUTLER</b> - For All Seasons (Atlantic)
5	4	2	<b>ELLIS &amp; BRANFORD MARSALIS</b> - Loved Ones (Columbia/CRG)
2	2	3	RON CARTER - Mr. Bowtie (Blue Note)
10	8	4	<b>JIMMY McGRUFF &amp; HANK CRAWFORD QUARTET</b> - Blues Groove (Telarc Int'l)
14	9	5	<b>TERENCE BLANCHARD</b> - The Heart Speaks (Columbia/CRG)
6	5	6	WALLACE RONEY QUINTET - The Wallace Roney Quintet (Warner Bros.)
11	6	7	ROSEANNA VITRO - Passion Dance (Telarc Int'l)
8	7	8	FRANK MANTOOTH - Sophisticated Lady (Sea Breeze)
3	3	9	BARBARA DENNERLEIN - Take Off! (Verve)
13	11	10	<b>MARK ELF TRIO</b> - Mark Elf Trio (Alerce)
21	14	11	<b>WESSELL ANDERSON</b> - The Ways of Warm Daddy (Atlantic)
4	13	12	VAN MORRISON - with Georgie Fame and Friends (Verve)
7	12	13	COLOSSAL SAXOPHONE SESSIONS - Various Artists (Evidence)
28	20	14	<b>BOBBY SHEW QUINTET</b> - Heavyweights (MAMA Foundation)
—	21	15	<b>JACKY TERRASSON</b> - Reach (Blue Note)
<b>NEW</b>	16	<b>SHIRLEY HORN</b> - The Main Ingredient (Verve)	
20	17	17	<b>TEODROSS AVERY</b> - My Generation (Impulse!)
9	10	18	DALE FIELDER QUARTET - Dear Sir: Tribute to Wayne Shorter (Clarion)
27	24	19	<b>DANISH RADIO BIG BAND</b> - A Little Bit of Duke (Dacapo)
<b>NEW</b>	20	<b>HERBIE HANCOCK</b> - The New Standard (Verve)	
16	16	21	BOBBY McFERRIN - Banglzooom (Blue Note Contemporary)
—	26	22	<b>ALI RYERSON</b> - In Her Own Sweet Way (Concord Jazz)
26	23	23	<b>JOHN PIZZARELLI</b> - After Hours (Novus/RCA)
<b>NEW</b>	24	<b>BENNY CARTER</b> - Songbook (Music Masters)	
17	15	25	RANDY WESTON - Saga (Verve)
22	25	26	GONZALO RUBALCABA - Gonzalo Rubalcaba in the USA (Blue Note)
23	22	27	THILO BERG BIG BAND - Blues for Ella (Mons)
19	18	28	ANDY LaVERNE TRIO - Time Well Spent (Concord Jazz)
—	29	29	DAVE VALENTIN - Primitive Pass (Tropijazz)
<b>NEW</b>	30	<b>JOE LOVANO</b> - Quartets (Blue Note)	

# COMMERCIAL ADULT

2W	LW	TW	ARTIST - Album (Label)
1	1	1	<b>BONEY JAMES</b> - Seduction (Warner Bros.)
2	2	2	<b>SPECIAL EFX feat. G. JINDA &amp; C. MINUCCI</b> - Body Language (JVC)
8	5	3	<b>AVENUE BLUE featuring JEFF GOLUB</b> - Naked City (Bluemoon)
5	4	4	NAJEE - Songs From The Key Of Life (EMI)
4	7	5	<b>BOB MAMET</b> - Day Into Night (Atlantic)
12	10	6	<b>COUNT BASIC</b> - Movin' in the Right Direction (Instinct)
14	8	7	<b>VIBRAPHONIC</b> - Vibraphonic 2 (Acid Jazz)
3	3	8	WAITING TO EXHALE SOUNDTRACK - Various Artists (Arista)
6	6	9	RANDY CRAWFORD - Naked And True (Bluemoon)
11	14	10	<b>PAUL TAYLOR</b> - On The Horn (Countdown/Unity)
10	12	11	THE JAZZMASTERS feat. PAUL HARDCASTLE - II (JVC)
9	11	12	QUINCY JONES - Quincy's Jook Joint (Qwest)
—	24	13	<b>RUSS FREEMAN &amp; THE RIPPINGTONS</b> - Brave New World (GRP)
15	15	14	<b>STEVE LAURY</b> - Vineland Dreams (CTI)
7	9	15	GRP ARTISTS' CELEBRATION OF THE BEATLES - (! Got No Kick Against) Modern Jazz (GRP)
16	17	16	<b>GEORGE MICHAEL</b> - Jesus to a Child (DreamWorks/Geffen)
19	16	17	THOM ROTELLA - How My Heart Beats (Positive Music)
13	13	18	OLETA ADAMS - Moving On (Mercury)
24	26	19	<b>RICK BRAUN</b> - Beat Street (Bluemoon)
30	20	20	<b>GEORGE HOWARD</b> - Attitude Adjustment (GRP)
20	22	21	<b>STRANGE CARGO</b> - Hinterland (N-Gram/Discovery)
26	25	22	<b>BRIAN KRINEK</b> - Flying High (Positive Music)
23	18	23	ALEX BUGNON - Tales From The Bright Side (RCA)
17	19	24	BOBBY CALDWELL - Soul Survivor (Sin-Drome)
21	21	25	SIMPLY RED - Fairground (eastwest/EEG)
—	29	26	<b>BOBBY McFERRIN</b> - Banglzooom (Blue Note Contemporary)
<b>NEW</b>	27	<b>ED HAMILTON</b> - Planet Jazz (Telarc Int'l)	
25	23	28	TORCUATO MARIANO - Last Look (Windham Hill)
22	27	29	PHILIPPE SAISSE - Masques (Verve Forecast)
—	30	30	PEOPLE SOUNDTRACK - People Soundtrack (Lightyear)

Continued from page 32

tions would dedicate Sunday nights, Sunday mornings, or all-nights towards combining Smooth Jazz with traditional jazz. In many markets, there are talented vets like Davis willing to make the commercial crossover for a few hours a week.

"One of my fantasies," says Davis, "is to do a show like *Jazz Impressions* live and put it on the satellite and play it all over the world. I wouldn't care what time it was in Tokyo or France. We'd serve wine and sandwiches, and musicians could fall by, and I'd have an 800 number. You could pick up the phone and talk to musicians live on the air."

### ODDS AND SODS

Please welcome a new jazz reporter, Tony Gasparie at WITR in Rochester. Contact him at 724 Arnett Blvd., Rochester, NY 14619. Phone (716) 328-2193 or fax at (716) 475-4988... We have a special Jazz and Smooth Jazz issue slated for April 5. They'll be lots of articles and features you'll enjoy. Don't miss it!... There's been some movement among the music industry ranks of jazz and smooth jazz. Atlantic has made a few cutbacks, and although Ellis Cathey remains with the label, Michelle Taylor has exited. We're confident she'll resurface soon... Another longtime friend, Erica Linderholm has exited GRP to refuel and do some traveling... Over at the MAMA Foundation, Dean Porter is handling radio promotion, and Kathy Peters has moved on to a new indie label called City Hall Records. Buddy Deal is no longer the radio connection at PRA/Dreyfus Jazz, Ted Joseph is the man... Monday March 25 is the last day to squeak into our Bill Evans boxset giveaway. Just phone 415-495-1990, extension 540 day or night and leave a message that the name of George Mraz's new CD is called *Jazz*. John Rogers of Fantasy will come by Tuesday the 26th to draw a winner... Congrats to our piano playin' friend, Michel Camilo, on the release of his major motion picture soundtrack CD, put out by Verve. *Two Much* stars Spanish hunk Antonio Banderas, and American hunkettes Melanie Griffith and Daryl Hannah. During the credits, the screen images split and Camilo is shown pounding away onstage.

THE ZIMMERMEN DEDICATE THIS WEEK'S CHARTS AND COLUMNS TO THE MEMORY OF ARTHUR PROMOFF. WE'LL NEVER FORGET HIS CHEERFUL SMILE.

### JAZZ CENTRAL STATION ADDENDUM

Regarding our March 8 column with Larry Rosen and his new Jazz Central Station on-line company, if you want to log on and check out the action, their World Wide Web site address is <http://jazzcentral-station.com>. It's a swingin' site!

## ARTIST PROFILE

# WESSELL ANDERSON



FROM: Baton Rouge, LA

### LATEST RELEASE:

The Ways of Warmdaddy

LABEL: Atlantic

### TOP 3 BRIGHT MOMENTS:

"Working with Wynton for seven years and having a chance to see the world, and now being a recording artist with Atlantic Records. As a sideman, people might get a glimpse of what you're like, but as a leader, it's very exciting to be able to present my musical conception and have it documented. It's like a fingerprint, it's very personal."

ON THE WAYS...: "I'm very pleased with it. Among other things it gave me a chance to expand and develop my writing as well as do a couple of Ellington standards. I wrote for different formats—pianoless trio and quartet—with certain personalities in mind. Like with (bassist) Taurus Mateen, he's the steak himself, he's the meaty part of the rhythm section; you don't need the piano because he's got that covered."

ADVICE FOR KIDS: "You have to get together with other musicians and play and play and play. You have to get used to playing with other musicians. You can sit at home and practice all day and still get on the bandstand and sound like doo-doo."

—JASON OLAINÉ

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

# Gavin Alternative

## Static BY MAX TOLKOFF

### Texas Roadkill

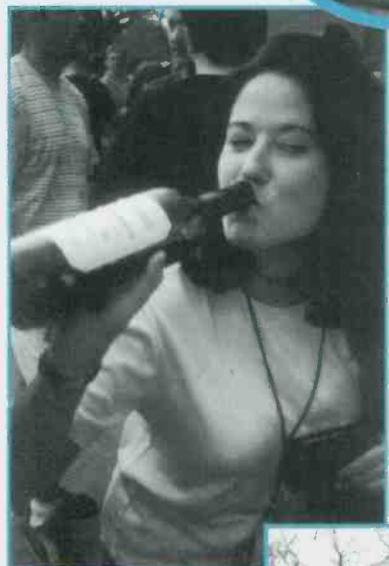
The SXSW experience can really be summed up in one sentence: Eat, drink, be merry, see a zillion bands, and hang out in the Four Season's bar rubbing elbows with scared A&R types who are looking for the "next big thing." Just don't expect SXSW to be a meaningful forum for radio and record issues—at least not in the same room. Once again, Saturday was the day for the unlisted "closed door" radio and record meeting. Once again we began with radio sequestered on one side of the hall and labels on the other. I sat in the "radio" room this time so I can't speak about what went on in the "record" room, but Leslie Framm from 99X and Super Frank from the "Channel Z Empire" did an excellent job of moderating a discussion that

grew ever more strident as the issue of "competition" arose. Unfortunately, the separate radio and record sessions ended too soon. Everyone had lunch and then joined together for a free-form bout of whining that seemed to center (for the thousandth time) around who gets the "presents" or "co-pro," and why the labels aren't more fair. Despite the best efforts of all the "Mikes" (Mike Jacobs, Mike Halloran, Mike Summers, and honorary "Mike" Steve Masters), the combined session went over the cliff to its death in record time. This was followed by a huge outbreak of golf for the rest of the afternoon, unless you were at the always fun KNNC Bar-B-Que at their headquarters on 16th and Nueces Street. That's where these pics were taken.

Steve Tipp from Reprise and Leslie Fram from 99X in Atlanta sharing a tender moment. They were both happy to be out of the convention center.



Three men looking for Bar-B-Que. (l-r): Richard Reese, KNNC owner; Mike Peer, KNNC PD; Joel Habbeshaw, Hollywood Records. Actually, Richard is wondering why he asked all of these people to show up.



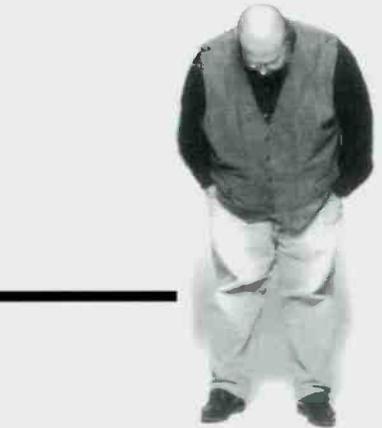
Rebekah Jones from Trauma demonstrates why she should be given a larger budget for conventions. She also gets the award for "Loudest Belch in Public" after draining the wine bottle.



Gary Chertoff, owner of WDST (left) and Andy Davis from CD101 try to show me the corn stuck in their teeth.



Why is Mike Peer the only one smiling in this photo? Since he's the one without sunglasses, I guess the rest of us were too cool to crack a grin. That's Arista's Paul Brown on the left, Mike Peer from KNNC, me, and Arista's rising young buck Tom Gates.



Lisa Cristiano from Radioactive looking serious. "Black Grape! Full speed ahead, and damn the torpedoes!"

Channel "Z" super czar Super Frank (left) trying to protect Elektra's Matt Pollack (right) from the camera. This was Matt's triumphant first public appearance after a first-rate hosting job of the Cure listening party the night before. Matt looks rather cocky here, doesn't he? That's 'cause he knows Super Frank—and the rest of America—will add The Cure out of the box.



Two T-shirts joined at the shoulder. EMI's Mike Abbatisa (left) explains to WZRH's Darren Gauthier the importance of sunglasses.



## Data

### MOST ADDED

- CRACKER (38)**  
*I Hate My Generation (Virgin)*  
WDRE, KREV, WRLG, WHMP, CFNY, WXNU, KPNT, KMYZ, WOXY, WEND, WDST, XTRA, KLZR, WPGU, WDGE, KRZQ, WEJE, WMMS, WPUP, KKNB, WVGO, WROX, WOWW, WEDG, WAQZ, KNRK, WHTG, WEQX, WLUM, KNDD, KNNC, KDGE, KTBZ, KXRK, KWOD, KEDJ, KACV, WXRT
- TRACY BONHAM (18)**  
*Mother Mother (Island)*  
KREV, WHMP, WDST, WDGE, KRZQ, WMMS, KKNB, WVGO, WOWW, KNRK, WEQX, KJEE, KDGE, KXRK, KWOD, WNRQ, KEDG, KACV
- DISHWALLA (13)**  
*Counting Blue Cars (A&M)*  
WDRE, WXEG, XTRA, KROX, WHFS, KLZR, KRZQ, WPUP, WVGO, XHRM, KOME, KDGE, KACV
- SPARKLEHORSE (12)**  
*Someday I Will Treat You Good (Capitol)*  
WDRE, KROX, KRZQ, WEJE, WMMS, WRXQ, KNRK, WEQX, WLUM, KNDD, KNNC, KDGE
- VERVE PIPE (11)**  
*Photograph (RCA)*  
WRXQ, KREV, WRLG, WTGE, XTRA, KROX, WPGU, WEDG, WLUM, WWBX, WXRT

### MOST REQUESTED

- OASIS**  
*Champagne Supernova (Epic)*
- ALANIS MORISSETTE**  
*Ironic (Maverick)*
- JARS OF CLAY**  
*Flood (Silvertone)*
- NO DOUBT**  
*Just A Girl (Trauma/Interscope/AG)*
- GREEN DAY**  
*Brainstew (Reprise)*

### MOST BUH-UZZ

We asked a bunch o' programmers what's REALLY working at radio. "Or Ooooo, baby baby, I can feel the power!"

- NIXONS**  
*Sister (MCA)*
- LENNY KRAVITZ**  
*Can't Get You Off My Mind (Virgin)*
- LOVE & ROCKETS**  
*Sweet F.A. (American)*
- STABBING WESTWARD**  
*What Do I Have To Do (Columbia/CRG)*
- STONE TEMPLE PILOTS**  
*Big Bang Baby (Atlantic)*

### MOST LIKELY TO SUCCEED

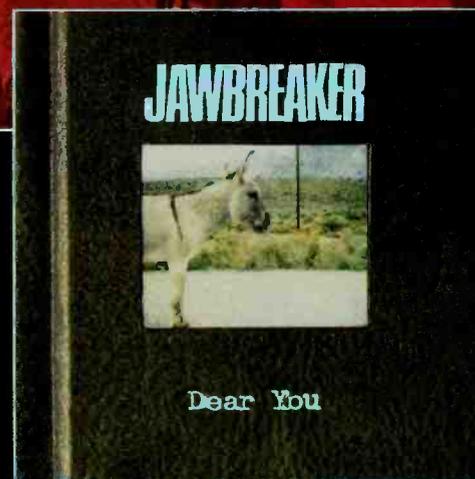
- They're just seedlings, but watch 'em grow.
- BAD RELIGION**  
*A Walk (Atlantic)*
- MEICES**  
*Wow (London)*
- TRACY BONHAM**  
*Mother Mother (Island)*
- CLARISSA**  
*Sail Away (Mammoth)*
- CRACKER**  
*I Hate My Generation (Virgin)*

# JAWBREAKER

"ACCIDENT PRONE"



THE NEW TRACK FROM THE MAJOR LABEL DEBUT ALBUM *Dear You*



PRODUCED BY ROB CAVALLO AND JAWBREAKER  
MANAGEMENT: CAHN-MAN  
©1996 GEFEN RECORDS, INC.

# The Anti-Chart Page

Admit it, these are the charts radio programmers *really* want to see.

## It's On My Desk Somewhere

**TOP 5 SONGS PD'S CLAIM THEY COULDN'T FIND THIS WEEK EVEN THOUGH THE LABEL SENT 5 COPIES TO THE STATION.**

- 1 **CLARISSA** - "Sail Away" (Mammoth)
- 2 **LENNY KRAVITZ** - "Can't Get You Off My Mind" (Virgin)
- 3 **THE GOOPS** - "Vulgar Appetites" (Reprise)
- 4 **3LB. THRILL** - "Diana" (57 Records)
- 5 **THE NIXONS** - "Sister" (MCA)

## Top 5 Songs We Almost Added This Week

**OR, WHAT REASON DO WE GIVE THE LABEL THIS TIME?**

- 1 **TOO MUCH JOY** - "The Kids Don't Understand" (Discovery)
- 2 **FRESHMENTS** - "Banditos" (Mercury)
- 3 **DISHWALLA** - "Counting Blue Cars" (A&M)
- 4 **LUSH** - "Ladykillers" (4AD/Reprise)
- 5 **AMONIA** - "Drugs" (Epic)

## Top 5 Songs We Just Don't Get, But Caved In Anyway

**PLEASE TRY NOT TO RUB MY FACE IN IT, O.K.?**

- 1 **JARS OF CLAY** - "Flood" (Silvertone)
- 2 **SON VOLT** - "Drown" (Warner brothers)
- 3 **TORI AMOS** - "Caught A Lite Sneeze" (Atlantic)
- 4 **GIN BLOSSOMS** - "Follow You Down" (A&M)
- 5 **THE RENTALS** - "Waiting" (Maverick)

## Top 5 Songs We Know Will Work

**BUT WE'RE TOO SCARED TO PLAY THEM 'CAUSE THEY DON'T SOUND LIKE GREEN DAY**

- 1 **LUSH** - "Ladykillers" (4AD/Reprise)
- 2 **16 HORSEPOWER** - "Black Soul Choir" (A&M)
- 3 **GRAVITY KILLS** - "Guilty" (TVT)
- 4 **PULP** - "Common People" (Island)
- 5 **SPARKLEHORSE** - "Someday I Will Treat You Good" (Capitol)

# BE ON THE LOOKOUT

**NEW SOUNDS ON THE HORIZON.....**

**WEEK OF MARCH 25**

- Dambuilders** - "Drive By Kiss" (Elektra)
- Fitz of Depression** - (K)
- Guided By Voices** - Under The Bushes, Under The Stars (Matador)
- Nancy Boy** - Deep Sleep Motel" (Elektra)
- Stone Temple Pilots** - Tiny Music...Songs From The Vatican Gift Shop (Atlantic)
- The Verve Pipe** - villains (RCA)

**WEEK OF APRIL 1**

- Adam Ant** - Vive Le Rock (Epic/Legacy)
- Cast** - All Change (Polydor)
- The Cure** - "The 13th" (Elektra)
- The Godfathers** - Birth,School,Work,Death: The Best of The Godfathers (Epic/Legacy)
- Gufs** - "Crash (Into Me)" (Atlantic)
- Nina Hagen** - 14 Friendly Abductions: The Best of Nina Hagen (Columbia/Legacy)
- Spacehog** - "Candyman" (Elektra)
- V/A** - The Truth About Cats & Dogs Soundtrack (A&M)
- Stereolab** - "Sound of Carpet" (Elektra)
- Wire Train** - Last Perfect Thing: A Retrospective (Legacy/Columbia/415/CRG)

# GAVIN CLASSIFIEDS

Gavin provides free (25 words) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry. To guarantee that your ad runs promptly or to place a larger copy size call Chris L. Mitchell at 415-668-5483 for a rate-card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax: 415-668-3967 or Email: CLMitch@aol.com To advertise your product or service in Gavin Classifieds contact Chris L. Mitchell at 415-668-5483. Ad rates start at \$70 per column inch (2" w by 1" h)

## CLASSIFIEDS

### Opportunities

**"ON-AIR" Job Tip Sheet**  
*We're the largest, most complete job listing service in radio averaging over 350 of the hottest jobs weekly in all markets/all formats for air talent, PD, MD, news, talk, production, promo & more.. Compare us & you'll see the difference! We're BIGGER, BETTER & FASTER! Remember... your career is our business!* **CALL US FIRST! 1-800-231-7940**  
 937 WILD GINGER TRAIL, WEST CHICAGO, IL 60185

**KHTQ**-Spokane. Send me your stuff! Future openings at Alt/T40. Ratings history and T&R: Scott Shannon, 1010 Lakeside Ave., Coeur d'Alene, ID 83814. No calls. EOE. (3/12)

**KFIZ** seeking News Director; Morning Anchor. Able to conduct one hour talk show. T&R: Rob Cutter, 254 Winnebago Dr., Fond Du Lac, WI 54935. EOE. (3/12)  
**T40 KLYK** seeking PTers with great radio drive and desire to work. Rush T&R: Joe E. King, 1130 14th Ave., Longview, WA 98632. No calls. EOE. (3/12)  
**KWTX/FM** seeking Marketing/Promotions Director. Previous experience necessary. Some on-air work may be required. Please send packages to: Tom Martens, PO Box 2636, Waco, TX 76702. EOE. (3/14)

**KZZU** seeking killer night talent. Two years experience. Tons of appearances. Females encouraged. T&R: Ken Hopkins, S. 140 Arthur Ste. 505, Spokane, WA 99202. EOE. (3/14)  
**Hot AC Mornings**. FT with benefits. Experienced natural personality. Audio digital production. Team player. FM Sierra Vista, AZ. Grant (520) 458-4313. EOE. (3/18)  
**KUPR 95.7** San Diego Smooth Jazz seeks air talent. T&R and picture: Sherman Cohen, 550 Laguna Dr., Carlsbad, CA 92008, EOE. (3/18)  
**KHAK/KDAT FM's** seeks Account Executive. Resume, references, & cover letter: Sales Manager, 425 2nd St. SE Ste. 450, Cedar Rapids, IA 52401. EOE. (3/18)  
**Dynamic** news morning anchor need for medium market West Coast news/talk

leader. T&R, writing samples to Lund Consultants, 1330 Millbrae, Millbrae, CA 94030. EOE. (3/18)  
**Country** morning personality needed for Northern California medium/small market. Must love promotions, being in public. T&R to Lund Consultants, 1330 Millbrae, Millbrae, CA 94030. EOE. (3/18)

**Did you know that over 1700 MD's and PD's read the Gavin Classified Marketplace? Make sure they see your ad next week! Call Chris Mitchell at (415) 668-5483 or CLMitch@aol.com to place your ad now!**

### Marketplace



**CUSTOM COMPACT DISCS**  
 Custom CD's from \$49. Call for a catalog today! Over 5000 digital hits from the 50's to the present!  
**Steve West Productions 800-858-HITS (4487)**

someday i will treat you good



Sparklehorse

## 32\* Modern Rock Monitor Audience Reach Chart Over 525 Modern Rock BDS spins in 4 weeks!

New this week:

<b>KNDD</b>	<b>WDRE</b>	<b>WMMS</b>	<b>KEGE</b>	<b>WQXA</b>	<b>KROX</b>
<b>WGRD</b>	<b>WRXQ</b>	<b>WKRO</b>	<b>KNRK</b>	<b>KDGE</b>	<b>WLUM</b>
<b>WEQX</b>	<b>WQBK</b>	<b>KNNC</b>	<b>WEJE</b>	<b>KRZQ</b>	
<b>WNNX 17x</b>	<b>WFNX 13x</b>	<b>WBCN 15x</b>	<b>WBRU 15x</b>	<b>WKQX 19x</b>	<b>WRZX 23x</b>
<b>WENZ 18x</b>	<b>KROQ 25x</b>	<b>KKND 27x</b>	<b>WXRK 31x</b>	<b>KITS 21x</b>	<b>KOME 33x</b>
<b>KXRK 26x</b>	<b>WHFS 30x</b>	<b>WVGO 20x</b>	<b>WROX 12x</b>	<b>KRRK 23x</b>	<b>WNXU 14x</b>
<b>KMYZ 12x</b>	<b>KBBT 27x</b>	<b>WMRQ</b>	<b>WEDG</b>	<b>WOWW</b>	<b>KGDE</b>
<b>WKOC</b>	<b>WCYY</b>	<b>WNTX</b>			

**MOST ADDED****MARK EITZEL (32)****LIFTER (31)****STEREOLAB (30)****LOVE AND ROCKETS (21)****LOS LOBOS (16)****TRIPLEFASTACTION (16)****TOP TIP****UNTITLED***Untitled (Drag City)*

This unnamed disc from an unnamed artist (hint: she's a semi-recent addition to Smog and a former regular in *Rollerderby*) debuts at #18 this week on the strength of a slew of Heavy reports—from KALX, KJHK, KVRX, KZSC, WCBN, WNYU, WPRK, WVFS, and WXDU—and ten Mediums.

**RECORD TO WATCH****FUZZY***Electric Juices (TAG/Atlantic)*

Fuzzy picks up five more stations to complement the 18 that ADDED *Electric Juices* last week. KFSR, WCDB, WRAS, WUTK, and WZBC are the newcomers.

# Gavin College

2W LW TW

16	7	1	LUSH - Lovelife (4-AD/Reprise)
12	2	2	SPINANES - Strand (Sub Pop)
5	3	3	NICK CAVE & THE BAD SEEDS - Murder Ballads (Reprise)
2	5	4	GRIFTERS - Ain't My Lookout (Sub Pop)
35	19	5	GIRLS AGAINST BOYS - **House of GVSBB** (Touch & Go)
—	29	6	AFGHAN WHIGS - Black Love (Elektra/EEG)
1	6	7	CIBO MATTO - VIVA! La Woman (Warner Bros.)
8	8	8	CARDIGANS - Life (Minty Fresh)
11	9	9	SILKWORM - Firewater (Matador)
21	12	10	LOU REED - Set the Twilight Reeling (Warner Bros.)
4	4	11	MAN OR ASTROMAN? - Deluxe Men in Space (Touch & Go)
3	1	12	FRANK BLACK - The Cult of Ray (American/Warner Bros.)
—	49	13	BAD RELIGION - The Gray Race (Atlantic)
23	14	14	MIKE JOHNSON - Year of Mondays (Tag/Atlantic)
—	50	15	ARCHERS OF LOAF - The Speed of Cattle (Alias)
39	16	16	SKINNY PUPPY - The Process (American)
—	34	17	VELOCITY GIRL - Gilded Stars And Zealous Hearts (Sub Pop)
<b>NEW</b>	18	18	UNTITLED - Untitled (Drag City)
6	10	19	POSSUM DIXON - Star Maps (Interscope/AG)
7	13	20	MR. T EXPERIENCE - Love Is Dead (Lookout)
9	11	21	TORTOISE - Millions Now Living Will Never Die (Thrill Jockey)
15	15	22	BUTTERGLORY - Are You Building a Temple in Heaven? (Merge)
26	23	23	THE BOUNCING SOULS - Maniacal Laughter (BYO)
<b>NEW</b>	24	24	COMBUSTIBLE EDISON - Schizophonic (Sub Pop)
—	39	25	ROLLERSKATE SKINNY - Horsedrawn Wishes (Warner Bros.)
18	18	26	WEDDING PRESENT - Miniplus (Cooking Vinyl)
10	21	27	16 HORSEPOWER - Sackcloth 'N' Ashes (A&M)
—	28	28	MAGNAPOP - Fire All Your Guns At Once (Priority)
<b>NEW</b>	29	29	MINERAL - The Power of Falling (Crank)
—	32	30	LOTION - Nobody's Cool (SpinArt)
25	25	31	THE MEICES - Dirty Bird (London)
<b>NEW</b>	32	32	IGGY POP - Naughty Little Doggie (Virgin)
—	33	33	PANSY DIVISION - Wish I'd Taken Pictures (Lookout)
24	24	34	TORI AMOS - Boys for Pele (Atlantic)
<b>NEW</b>	35	35	EXPERIMENTAL AUDIO RESEARCH - Beyond the Pale (Big Cat)
<b>NEW</b>	36	36	LOVE & ROCKETS - Sweet F.A. (American Recordings)
13	17	37	NOISE ADDICT - Meet the Real You (Grand Royal)
<b>NEW</b>	38	38	STEREOLAB - Noises (Elektra/EEG)
—	40	39	WRENS - Secaucus (Grass)
19	—	40	HALO BENDERS - Don't Tell Me Now (K)
<b>NEW</b>	41	41	ZAMBONIS - 100% Hockey...and other stuff (Dot Dot Dash)
27	27	42	KARATE - Karate (Southern Records)
17	22	43	MINISTRY - Filth Pig (Warner Bros.)
20	20	44	RUBY - Salt Peter (WORK/CRG)
<b>NEW</b>	45	45	MAYA ANGELOU - Miss Calypso (Scamp)
46	46	46	SALT - Bluster (Island)
47	47	47	COCTAIL MIX - Volumes 1, 2 & 3 (Rhino)
<b>NEW</b>	48	48	OFFBEAT - A RED HOT SOUND TRIP - Various Artists (Red Hot/Wax Trax!/TVT)
38	38	49	NOFX - Heavy Petting Zoo (Epitaph)
30	30	50	THE MERMEN - Songs of the Cows (Mesa/Blue Moon)

## Inside College

 BY SEANA BARUTH

### Warm Beer, Cold BBQ



In the wake of another fabulous SXSW, I find myself a broke and broken woman. So, pretend for a minute that I'm your mom, I'm just too tired and ill to cook you a proper dinner, and consume these mix-n-match leftovers...

#### THREE IS A MAGIC NUMBER



The Want Adds trio take a break from their endless college radio calls to pose for this exclusive Gavin photo. (l-r): Dave Sanford, Chuck "in-the-pit-at-the-Old '97s-and-lovin'-it" Arnold, Eric Gordon.



#### KVR(X)

KVRX celebrated SXSW with an open house, barbeque, and an extremely cool out-on-the-lawn performance from Rex. (l-r): Kristin Meyer from Sub Pop, KVRX co-MDs David and Crystal, Grass Records' Drew Hauser, and Rob Stevenson of AAM.

## College Picks

### SPACEHEADS Spaceheads (Dark Beloved Cloud)

If you ever wondered how to get from God Is My Co-Pilot to Dub Syndicate, or from Dog Faced Hermans to Scorn, Spaceheads are your fearsome weapon and your dazzling creative force. The main instrument of the Spacehead freak-fest is trumpet—but not a jazz or even an avant trumpet. This one is activated by a mischievous, barrier-defying sonic mad scientist who runs his instrument through effects and comes up with a scintillating palette of frisky, echoed "blats," wapedaled zooms, many different atmospheric layerings, and just plain old spaced-out fuzz. Percussion, the occasional bass and keyboard accompaniment, and some very odd-yet-engaging

vocals/grunts/yells contribute many other tangents. The Spaceheads lead you into a world of laid-back musical revolution and de-constructionism. Choppy art-"rock," advanced time signatures, free-wheeling concepts, drones, and dub vibrations all meet at an audio intersection where there are no red lights.

Some tracks develop a heavy, almost lumbering bass and percussion platform that plays host to many suave mood changes, melodic inversions, and tempo tricks. Others soar and bubble through ambient hinterlands before skewing off into a gentle, lop-sided Chet Baker-meets-lounge trip; one standout slowly builds and merges echoed thumb-piano sequences into an ambient masterpiece. The Spaceheads are clearly moving fast and going far, reaching out to discover, utilize, and discard concepts and approaches with an inspired mania. —ALAN LOWE

Editor: SEANA BARUTH

College reports accepted Mondays 9 a.m.-4 p.m. and Tuesdays 9 a.m.-3 p.m.

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

Fee  
Sky

Who  
let all the  
Monkeys out?

INTERVIEW MAGAZINE SAYS  
ACCORDION FEEDBACK -  
IT'S A BEAUTIFUL,  
OSCILLATING SOUND.

WE'RE GOING WHERE NO ONE HAS GONE BEFORE.



Produced by Dea - Wergam.

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**MOST ADDED**

- LOS LOBOS (31/116 spins)
- RORY BLOCK (26/91 spins)
- PATTI ROTHBERG (15/80 spins)
- STING (11/985 spins)
- ALEJANDRO ESCOVEDO (11/124 adds)
- THE BEATLES (10/515 spins)
- BILLY MANN (10/94 spins)

**TOP TIP**

**PHILOSOPHER KINGS**  
(Columbia)

New Canadian faces mixing rock and jazz take one of this week's biggest jumps. 44-35 on this week's A3 Combined, 317 spins, +51, a top ten Spin Trend.

**RECORD TO WATCH**

**PATTI ROTHBERG**  
*Between the 1 and the 9*  
(EMI)

A new face from New York City that GAVIN is keeping a close watch on. Rothberg is this week's #3 Most Added. Leaders include KFOG, CIDR, WTTS, WNCS, WXRV, KQPT, KMMS, WMVY, WRLT, WBOS, and a dozen more.

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:  
KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	JACKSON BROWNE (Elektra/EEG)
4	2	STING (A&M)
2	3	GIN BLOSSOMS (A&M)
3	4	COWBOY JUNKIES (Geffen)
8	5	DOG'S EYE VIEW (Columbia/CRG)
6	6	SUBDUDES (High Street)
10	7	STEVE EARLE (E-Squared/Warner Bros.)
5	8	JOAN OSBORNE (Blue Gorilla/Mercury)
7	9	TORI AMOS (Atlantic)
9	10	AIMEE MANN (DGC)
11	11	TRACY CHAPMAN (Elektra/EEG)
18	12	TAJ MAHAL (Private Music)
14	13	JARS OF CLAY (Silverstone)
13	14	MELISSA ETHERIDGE (Island)
12	15	NATALIE MERCHANT (Elektra/EEG)
19	16	DAR WILLIAMS (Razor & Tie)
16	17	DEAD MAN WALKING (Columbia/CRG)
21	18	THE BEATLES (Capitol)
15	19	SON VOLT (Warner Bros.)
17	20	VAN MORRISON (Verve)
20	21	SMASHING PUMPKINS (Virgin)
25	22	THE BAND (Pyramid)
23	23	ALANIS MORISSETTE (Maverick/Reprise)
22	24	OASIS (Epic)
24	25	JOHN HIATT (Capitol)
26	26	ONCE BLUE (EMI)
29	27	JOHN WESLEY HARDING (Forward)
28	28	CATIE CURTIS (Guardian)
27	29	GOLDEN SMOG (Rykodisc)
30	30	MICHAEL McDERMOTT (EMI)
35	31	LOU REED (Warner Bros.)
32	32	BEAUTIFUL GIRLS SOUNDTRACK (Elektra/EEG)
41	33	COLLECTIVE SOUL (Atlantic)
36	34	RADIOHEAD (Capitol)
44	35	PHILOSOPHER KINGS (Columbia/CRG)
46	36	MR. WRONG SOUNDTRACK (Hollywood)
34	37	BLUES TRAVELER (A&M)
31	38	TOAD THE WET SPROCKET (Columbia/CRG)
50	39	PAUL CEBAR & THE MILWAUKEEANS (Don't)
39	40	ERIC MATTHEWS (Sub Pop)
49	41	FOO FIGHTERS (Roswell/Capitol)
43	42	THE BADLEES (Rite-Off)
38	43	LOUDON WAINWRIGHT III (Charisma)
48	44	DEL AMITRI (A&M)
33	45	TOM PETTY & THE HEARTBREAKERS (MCA)
45	46	THE COLUMBIA RADIO HOUR (Columbia/CRG)
40	47	ANDERS OSBORNE (OKeh/550 Music)
37	48	BONNIE RAITT (Capitol)
NEW	49	MYSTERIES OF LIFE (RCA)
NEW	50	THE NIELDS (Razor & Tie)

LW	TW	COMMERCIAL
4	1	STING (A&M)
2	2	GIN BLOSSOMS (A&M)
1	3	JACKSON BROWNE (Elektra/EEG)
3	4	COWBOY JUNKIES (Geffen)
5	5	JOAN OSBORNE (Blue Gorilla/Mercury)
7	6	DOG'S EYE VIEW (Columbia/CRG)
11	7	SUBDUDES (High Street)
8	8	TORI AMOS (Atlantic)
9	9	MELISSA ETHERIDGE (Island)
10	10	TRACY CHAPMAN (Elektra/EEG)
6	11	NATALIE MERCHANT (Elektra/EEG)
13	12	JARS OF CLAY (Silverstone)
14	13	STEVE EARLE (E-Squared/Warner Bros.)
12	14	AIMEE MANN (DGC)
16	15	SMASHING PUMPKINS (Virgin)
19	16	ALANIS MORISSETTE (Maverick/Reprise)
17	17	THE BEATLES (Capitol)
15	18	SON VOLT (Warner Bros.)
18	19	OASIS (Epic)
22	20	TAJ MAHAL (Private Music)
21	21	JOHN HIATT (Capitol)
20	22	DEAD MAN WALKING (Columbia/CRG)
25	23	DAR WILLIAMS (Razor & Tie)
26	24	THE BAND (Pyramid)
29	25	RADIOHEAD (Capitol)
33	26	COLLECTIVE SOUL (Atlantic)
23	27	VAN MORRISON (Verve)
31	28	BEAUTIFUL GIRLS SOUNDTRACK (Elektra/EEG)
27	29	BLUES TRAVELER (A&M)
32	30	ONCE BLUE (EMI)
30	31	MICHAEL McDERMOTT (EMI)
24	32	TOAD THE WET SPROCKET (Columbia/CRG)
38	33	FOO FIGHTERS (Roswell/Capitol)
34	34	GOLDEN SMOG (Rykodisc)
35	35	THE BADLEES (Rite-Off)
37	36	CATIE CURTIS (Guardian)
49	37	MR. WRONG SOUNDTRACK (Hollywood)
42	38	JOHN WESLEY HARDING (Forward)
40	39	ERIC MATTHEWS (Sub Pop)
41	40	DEL AMITRI (A&M)
28	41	TOM PETTY & THE HEARTBREAKERS (MCA)
NEW	42	PAUL CEBAR & THE MILWAUKEEANS (Don't)
NEW	43	PHILOSOPHER KINGS (Columbia/CRG)
45	44	LOU REED (Warner Bros.)
39	45	ANDERS OSBORNE (OKeh/550 Music)
36	46	BONNIE RAITT (Capitol)
NEW	47	MYSTERIES OF LIFE (RCA)
NEW	48	BARENAKED LADIES (Reprise)
43	49	k.d. lang (Warner Bros.)
46	50	LOUDON WAINWRIGHT III (Charisma)

LW	TW	NON-COMMERCIAL
6	1	STEVE EARLE (E-Squared/Warner Bros.)
4	2	TAJ MAHAL (Private Music)
3	3	DAR WILLIAMS (Razor & Tie)
5	4	COWBOY JUNKIES (Geffen)
1	5	SUBDUDES (High Street)
2	6	VAN MORRISON (Verve)
8	7	JOHN WESLEY HARDING (Forward)
7	8	JACKSON BROWNE (Elektra/EEG)
14	9	LOU REED (Warner Bros.)
10	10	AIMEE MANN (DGC)
12	11	CATIE CURTIS (Guardian)
17	12	THE BAND (Pyramid)
9	13	DEAD MAN WALKING (Columbia/CRG)
16	14	GOLDEN SMOG (Rykodisc)
13	15	TORI AMOS (Atlantic)
11	16	ONCE BLUE (EMI)
15	17	DOG'S EYE VIEW (Columbia/CRG)
18	18	JOHN HAMMOND (Point Blank/Charisma)
22	19	PHILOSOPHER KINGS (Columbia/CRG)
19	20	THE COLUMBIA RADIO HOUR (Columbia/CRG)
34	21	STING (A&M)
20	22	LOUDON WAINWRIGHT III (Charisma)
30	23	MICHAEL McDERMOTT (EMI)
29	24	GIN BLOSSOMS (A&M)
26	25	LYNN NILES (Philo)
32	26	THE NIELDS (Razor & Tie)
NEW	27	THE BEATLES (Capitol)
28	28	PAUL CEBAR & THE MILWAUKEEANS (Don't)
25	29	TRACY CHAPMAN (Elektra/EEG)
24	30	SON VOLT (Warner Bros.)
33	31	16 HORSEPOWER (A&M)
21	32	TRIBUTE TO BUDDY HOLLY (Decca)
31	33	JOAN OSBORNE (Blue Gorilla/Mercury)
35	34	MR. WRONG SOUNDTRACK (Hollywood)
23	35	JOHN HIATT (Capitol)
NEW	36	CASSANDRA WILSON (Blue Note)
39	37	JARS OF CLAY (Silverstone)
46	38	PENELOPE HOUSTON (Reprise)
48	39	JOSH CLAYTON-FELT (A&M)
40	40	REBECCA TIMMONS (Start)
NEW	41	RORY BLOCK (Rounder)
44	42	ARLO GUTHRIE (Rising Son)
41	43	JACK LOGAN (Restless)
38	44	DAVID BROZA (Mesa/Blue Moon)
27	45	THE CAT MARY (Orchard Music)
NEW	46	BEAUTIFUL GIRLS SOUNDTRACK (Elektra/EEG)
47	47	BONNIE RAITT (Capitol)
36	48	BRUCE SPRINGSTEEN (Columbia/CRG)
NEW	49	ALEJANDRO ESCOVEDO (Rykodisc)
50	50	ANDERS OSBORNE (OKeh/550 Music)

**A3 Picks**

**PATTI ROTHBERG**  
*Between the 1 and the 9* (EMI)



As industry mythology has it, Patti Rothberg caught the ears of EMI's Brian Koppelman (who signs writers the caliber of Tracy Chapman and Mike McDermott) and fast became the subject of intense label interest. Rothberg, a busking performer used to the sonic atrocities of NYC subway corridors and public places, does an excellent job of standing her ground on her debut. That is, her new album, *Between the 1 and the 9*, retains a

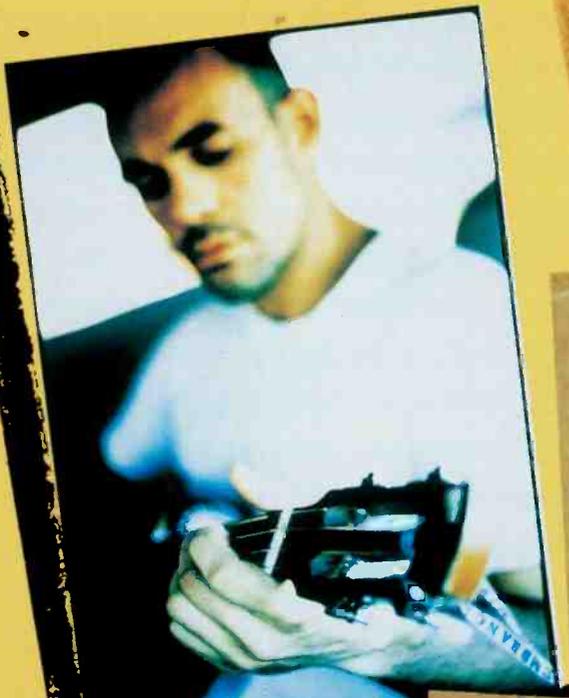
firebrand of individuality and nary a lick of over-production or cliché. Sure, there's acoustic song-writing, but it's the electric work of tracks like "This One's Mine" that provides the excitement and parameters. Equal parts A3 rock singer/songwriter and alternative diva (early Violent Femmes come to mind during "Treat Me Like Dirt"), we definitely hear something truly special ringing up and down our corridors.

**LOS LOBOS**  
*Colossal Head* (Warner Bros.)

What was the last current you played that featured an extended, improvised, rippin' guitar solo like "Mas Y Mas"? One of the downsides of being "songed" to death in this era of radio music is that only the most courageous or independently secure bands dare record a self-portrait in the style of *Kiko* or *Colossal Head*. Back in 1987, when a movie hit



single cured Lobos of ever wanting or needing to write linear melodic tunes again, what followed was a body of work that was largely experimental, abandoning traditional structure in favor of groove-driven pastiches. On CH, street sounds and sirens might collide with spacey War or Ike Hayes grooves, giving the album an eclectic Beefheart/Feat/Sakamoto/Jimmy Reed feel. Of course, the Mitchell Froom/Tchad Blake quotient accounts for some of the techno surprises. One of our more planetary faves include "Revolution," although the entire album in one gulp is an intriguing trip.



# NIL LARA

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Los Angeles Times

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Produced by Susan Rogers and Nil Lara Management: Matt Entertainment

<http://www.netrunner.net/~mattljt>

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# Gavin A3 Boomer Grid

EDITORS:  
KENT/KEITH  
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDR	DMK	KBGO	KBRR	KFAN	KFMS	KFOG	KFPO	KGSF	KINK	KLRF	KAMS	KMTT	KOTR	KPFT	KPIG	KOPT	KRSH	KRWV	KSCA	KSPN	KSUT	KTAO	KTCZ	KTHX	KTMN	KTVU	KUMT	KUPR	KUNR	KVMF
1	JACKSON BROWNE (Elektra/EEG)	1020	-10	23			20	22	18	5	11	29	34	30	20	19	11	7	14		27	15	24	14	12	16	21	13	20	19	28	34	7	8
2	STING (A&M)	985	+240	24	12	17	16	20	19	15	10	22	33	19			36	9		4	33	10	29	14	6	18	23	15	18	9	28	25	6	8
3	GIN BLOSSOMS (A&M)	960	+55	31		12	20	21	23	10	21	17	14	22	18					28	16	15	23	14		9	3	7	21	7	19	34	6	6
4	COWBOY JUNKIES (Geffen)	913	+52	32	17	16	16	26	10	16	12	22	30	7	10	19	9	4	6	18	18	15	11	14	12	13	23	13	20	9	14	8	6	8
5	DOG'S EYE VIEW (Columbia/CRG)	780	+75	31	9	26	14	19	19	19	11	9			9	23		7	10	15	10	10	38	14	11	12	20	4	22	10	14	16	7	8
6	SUBOUES (High Street)	775	+39	20	18	17	10	30	7	7	11	10			19	9	10	8	7	15	16	15	7	14	13	15	12	16	11	16	14	10	7	8
7	STEVE EARLE (E-Squared/Warner Bros.)	774	+109	20	17	11	10	32	2	8	8	26			7	19	9	12	4	14	11	10	9	14	12	14	12	5	17	4	11	4	8	
8	JOAN OSBORNE (Blue Gorilla/Mercury)	737	0	30		27	20		2	9	10	10			16					5		22	15	18	11	9	5	11		17	17	33	38	
9	TORI AMOS (Atlantic)	704	-4	31	18	14	10		20	18	10	11	7	7	10	16	10			21	8	20	13	8	5	8	2	1	23		24	16	7	8
10	AIMEE MANN (DGC)	671	-2			5	12		11	18	11	22	21	9	10	9				15	28	15	17	14	5	10		6	18	14	5	6	7	8
11	TRACY CHAPMAN (Elektra/EEG)	639	-2	12	16	27	15	8	13		9	10	9	7	7	22	11			12	15	15	21	14	7		5	7	18	8	16	15	7	
12	TAJ MAHAL (Private Music)	614	+82		9			29		8	9	7	7	7	11	5	8	4	11		21	10	3	11	12	17		5	19	7	8	10	6	8
13	JARS OF CLAY (Silverstone)	607	+41	21	9	3	16		20	18	9	10			15	7	9	4		20	10	10	21	14		7	10	2	18	8	5	16	6	6
14	MELISSA ETHERIDGE (Island)	595	-19	24			10	21	27	23			24	12		18	8					20	13	14				2		7	15	25	7	
15	NATALIE MERCHANT (Elektra/EEG)	577	-61		20	10	14		27		13	9	25			8	10			6	5	5	15	11	6	8	22		14	31	41			
16	DAR WILLIAMS (Razor & Tie)	552	+33	17	17	19	10	13			13				21	10	6	8	7		26	10	7	11	13	10		7	8	7	4		7	8
17	DEAD MAN WALKING (Columbia/CRG)	529	-28		8		7	23	2			18	8	10	10	3	12	7	10		19		6	11	11	9		6	16	14			7	
18	THE BEATLES (Capitol)	515	+21	10			8	12	11	18		22	40		19	5	9				17	15	13	14				6	4		24	26	7	
19	SON VOLT (Warner Bros.)	514	-49	24	8	12	21	9	3	6	14	11			11	10	13		10		16	15	10	14	7	8	4	2	15	11	6	13		
20	VAN MORRISON (Verve)	505	-51			29	10	28			9		19								11	10					8	8		18			7	8
21	SMASHING PUMPKINS (Virgin)	492	-10	24		12	7	19	31	7					6	9	9															26	6	6
22	THE BAND (Pyramid)	486	-43					30	3		10	9		10	10	9	7	4	14		11	15	6	14	9	7	14	14	8	10	6		6	8
23	ALANIS MORISSETTE (Maverick/Reprise)	473	+2		8	10	11					9		14		13				21	11	12	23				7					43	7	
24	OASIS (Epic)	464	-10	22			15	13	21		7	5										10	14	11								26		
25	JOHN HIATT (Capitol)	458	+1	10	9		13		11	6	8	9		8	10	13	12		15			15	11	14	10					18	10	30	7	
26	ONCE BLUE (EMI)	427	-2	10	18			13			8	10	4	17	9	2					12	15		11	10	5			19	8	5		6	6
27	JOHN WESLEY HARDING (Forward)	411	+31		17					8	9			7	11		8	4			9	5		11	9	8		9	8				6	6
28	CATIE CURTIS (Guardian)	409	+22		9			19			11		14	9							8	5		11	10	9		6	8	9	7		7	8
29	GOLDEN SMOG (Rykodisc)	402	-2				11	14				9			10	4	12	4	9		9	10	4	14	5	9	5	2	10	8			7	6
30	MICHAEL McDERMOTT (EMI)	386	+14	23				20	3	6	9			22	5							15	14	11	4	12		8	14	4		4	4	
31	LOU REED (Warner Bros.)	366	+40								11	13			6		11	4				10	6	8								6	6	
32	BEAUTIFUL GIRLS SOUNDTRACK (Elektra/EEG)	362	+19		17				2	19	9	11		7	10	6					9	5	15	11		6	12		16		6	16		
33	COLLECTIVE SOUL (Atlantic)	333	+52	24		19	8		25												7	7		11						7		43		
34	RADIOHEAD (Capitol)	329	+26				5		21	18		10									9		10	11		6		3		10		25		
35	PHILOSOPHER KINGS (Columbia/CRG)	317	+51		17						9	18			12		7	4				7	6	14	11				19	7			6	6
36	MR. WRONG SOUNDTRACK (Hollywood)	313	+69	12				18	2	7	12		7	12	10		7				10	5	7	11	6	7		5			6	7	4	4
37	BLUES TRAVELER (A&M)	313	-19		16	16	9		19	19					6	5					10										34	17	4	
38	TOAD THE WET SPROCKET (Columbia/CRG)	304	-47			10	11		20						9		4	7	4		18		13	11						19	19	17	6	
39	PAUL CEBAR & THE MILWAUKEANS (Don't)	300	+62					20							6		4	7	4			5											6	
40	ERIC MATTHEWS (Sub Pop)	279	-7	20	18		11		3	10		10		11	6	5				21			10	11	8	5			17					
41	FOO FIGHTERS (Roswell/Capitol)	276	+37			17	10								9	5					19	10	7	8		5			10			16	4	
42	THE BADLIES (Rite-Off)	274	+3	24	9	10	10		19		8				12						10	5		8		4	6		3	22	7	6		7
43	LOUDON WAINWRIGHT III (Charisma)	273	-21		11			15			9	7						9	7	14				8	4	6		7		7				7
44	DEL AMITRI (A&M)	257	+17	25		21		16													10			8			11			7	11	23		
45	TOM PETTY & THE HEARTBREAKERS (MCA)	252	-84				9		24				7		20	10	10		5			15		11					3	7	5		6	
46	THE COLUMBIA RADIO HOUR (Columbia/CRG)	249	-9		17							3			20			7	4	6		10	5		8	12		8		14			6	
47	ANDERS OSBORNE (OKeh/550 Music)	240	-42			3	11		2			9			19	11	3		12		13		11		5		2		14					
48	BONNIE RAITT (Capitol)	240	-59				2		5				9										11							16	11			

# Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KRPT	KZJH	KZON	SMEC	WAPS	WBOS	WBZC	WCBE	WCLZ	WDET	WEEK	WEEK	WFLV	WIII	WKZE	WMAX	WMMI	WMMO	WNTY	WNGS	WNCV	WPKU	WRLL	WRIR	WRKX	WRSI	WVAY	WVPR	WVOD	WYLE	WXPW	WXRT	WYRI	WYEP	
JACKSON BROWNE (Elektra/EEG)	23	18		23	9		6	14	8	15			9	13	16	14	29	12	13	19	7	15	32	16	28	15	7	11	28	14	7	10	11		
STING (A&M)	34	18		25	10	24		6	11	7			4	13	16	32	31	6	13	20		30	16	14	10	14	12	14	5	16	29	18	10		
GIN BLOSSOMS (A&M)	30		41	26	12	24	10		7	22				14	16	28	27	6	15	17		32		14	15		14	34	30	14	26	18			
COWBOY JUNKIES (Geffen)	10	8		26	5	24	9	9	7	17	13		9	15	6	12	12	6	6	20	15	9	12		7	15	1	13	30	9	13	19	15		
DOG'S EYE VIEW (Columbia/CRG)	13	8	12	20	11	24		6	5	12	13		3	5	12	11	7	4	6	11		9	12		7	10	1	14	9	22	10	9	20	8	
SUBDUDES (High Street)	18			15				9	3	17	21	20	6	15	16		14	6	3	11	15	18	11	21	7	10	14		8	5	10	15	11		
STEVE EARLE (E-Squared/Warner Bros.)	18			18	6	7		9	7	13	21	20	8	13	12		8	4	4	8	15	17	11	22	14	15	7		7	28	8	11	9		
JOAN OSBORNE (Blue Gorilla/Mercury)	23		12	16			18		5		6					24	13	12				6			14	10	1	21	39	21	5	17	15		
TORI AMOS (Atlantic)	10		13	27	5		4	6	8				6	4	6	8	21		6	14	15	15	31	8	7	10	1	13	23	12	12	17	8		
AIMEE MANN (DGC)	8			22	5		12	6	7	13	13	40	6		6	6	12	2	12	17	4	6	9	18		15	1		13	9	14	12	19	12	
TRACY CHAPMAN (Elektra/EEG)				24	6			9	3		6		10	5	12	22	12	8	14	15			8	12	14	15	14	31	7	8	3	8	9	10	
TAJ MAHAL (Private Music)	18			9			8	6	7	12	16	20	3	12	6		8	6	6	9	15	17	8	9	7	15	14		1	6			12		
JARS OF CLAY (Silverstone)	16	8		18		24	4	3	7	6	16				16	14		6	4	14			24	13			4	15	13	21	2		21	5	
MELISSA ETHERIDGE (Island)	12	18		25	5	33				3						14	4	13	5				32			14	33	8	13	9	14	12	19	12	
NATALIE MERCHANT (Elektra/EEG)	6	18		25		24				3						32	13	6		12			32			14		14	18	10	11	7	10	12	7
DAR WILLIAMS (Razor & Tie)				16	4		9	9		16		10	7	14	12		10		5		15	16	8	15	7	15	1		7	14			10		
DEAD MAN WALKING (Columbia/CRG)		18		39			9	3	14	5		6	13	12		9	6	11	10	15	15					10	14		6	1	9	12	8		
THE BEATLES (Capitol)	8			12	9	7		3	13	16			13	12		13	10	6	5				23			14			8						
SON VOLT (Warner Bros.)				20	9		7	9	3		8	10	4			10	12		5	15			11	8	7	15	1		23			10	5	7	
VAN MORRISON (Verve)		8		11	7		9	3	13	13	10	7			16		8	6	7	14	15	15	8	11		15	14			19			11		
SMASHING PUMPKINS (Virgin)	12		36			33		3			40					12	23		7				34			15		23	30		26				
THE BAND (Pyramid)		8		9			10	9	5	14	7		3	13	12		7	8	14	10	15	18	11		7	10	14		1	3	5		5		
ALANIS MORISSETTE (Maverick/Reprise)	10		39	16		33	8		5	6						13	20		14	21							31	30	10				16		
OASIS (Epic)	24		40	4		38			4	14	20					14	19		7							10		31	24		6	5	21		
JOHN HIATT (Capitol)				20			9	3		15	40						4	14	17	7				14		14		5	2	22	3				
ONCE BLUE (EMI)	8		9	9		9	9	6		6		3	12	12	9			4	5		6	11		14	10	7		9	13		20	10			
JOHN WESLEY HARDING (Forward)	8		9	5	7		9		13	15	20	4	13				6	2	11	15	17	4			7	10	4		11	6	13	6			
CATIE CURTIS (Guardian)	8		8	5		5	9		14	6	10	7	14	6					4		6	12	19	7	10	4			3		14	7			
GOLDEN SMOG (Rykodisc)	8		25	10		11	9		7	16	20	3							6	15	8	8	11		15					5	13	11			
MICHAEL McDERMOTT (EMI)			9	9	7	8	9	6		15			13	6	4	13	6	6	5	7	3	5				7	5		6		11	6	10		
LOU REED (Warner Bros.)			18	10		11	9	7	16	15	10	7	4						7	11	15	6	5	9	7	10	1		7	3	5	5	11		
BEAUTIFUL GIRLS SOUNDTRACK (Elektra/EEG)	8		12	10		5	3	5		13			2	14	12				4	11	4		11			7		8	11	3		21	5		
COLLECTIVE SOUL (Atlantic)				16		33		6							14		11						31					30	10	10		11			
RADIOHEAD (Capitol)			27	12		7		5		5	40					3			7	7			10						23	22			14		
PHILOSOPHER KINGS (Columbia/CRG)	8		9	4		3		12		10			13	12		5	4				15	9	14				7			3			12		
MR. WRONG SOUNDTRACK (Hollywood)		5		11	10		3			12							4			10	7		4			14	5	7		8	7		14		
BLUES TRAVELER (A&M)	12			12				5							12		13	6				10				7	8	12	10		7				
TOAD THE WET SPROCKET (Columbia/CRG)	8	12	12	4			7							14			10						11		14		7	11	14		3	13	7		
PAUL CEBAR & THE MILWAUKEEANS (Don't)				8			6		5		20	2	5	16		13	6	4		15	15	11	22	7	10	7				9		9			
ERIC MATTHEWS (Sub Pop)	8	12	14	9													4		5			5	7						4	13	6	6			
FOO FIGHTERS (Roswell/Capitol)	5	27	18		33					14							6											22	9		10	12			
THE BADLEES (Rite-Oh)		5		12	5			5								12	12						11												
LOUDON WAINWRIGHT III (Charisma)						10	9			13	20	3		6			2	4	5	7	15	2	16		15								6		
DEL AMITRI (A&M)				13				5					4			13	7	6					13			4			9	12	22				
TOM PETTY & THE HEARTBREAKERS (MCA)			17	5			3				10					1	4	15	13		3				14				26		1		13		
THE COLUMBIA RADIO HOUR (Columbia/CRG)							9		11	16			5		12		6			15	9					10	4						9		
ANDERS OSBORNE (Okeh/550 Music)				15			7						4		4	4	5	8			15									10	4				
BONNIE RAITT (Capitol)	9					11		5		15			5		9	6									14	10	14	10					6		
MYSTERIES OF LIFE (RCA)			7	14		7	11			20	40				6																		12		
THE NIELDS (Razor & Tie)				8			12	3					3	12										15		15			1	4			20	7	

vides a bright moment or two (i.e. "Sacred Heart"), while strings and precision accompaniment give the songs clarity and luster.

## SUZANNE VEGA "Caramel" (A&M)

Say, isn

**Extension 606** BY KENT ZIMMERMAN



A Brand New  
Louisville Slugger  
*Please Welcome New 92, WFPK*



It simply read in last week's ish, "Please welcome program director **Leslie Stewart** of **WFPK-Louisville**," but it was the end of the long process of getting a Louisville non comm radio triumvirate up and synchronized. The result is a three station bloc melding Jazz, Classical, and A3.

Stewart first came to the GAVIN fold as one of the pioneer GAVIN Jazz reporters. "I'm one of the originals,"

she says, almost eight years after filing her first Jazz report. A Louisville native, Stewart and General Manager **Gerry Weston** have patiently watched as the "Public Radio Partnership" of **WFPK**, **WFPL**, and **WUOL**

emerged after two and a half years of cutting through a six-layered bureaucratic torte: the university library, the university, the city, the county, the new partnership board, and the FCC.

"The format launch of WFPK's Triple A was only the tip of the iceberg," says Stewart of the transformation, referring to the fact that the birthplace of the world-famous Slugger baseball bats, has long been on the economic upswing. According to station research, local jazz listeners are 81% more likely than the national average to snare \$150,000 a year in



*Partners in Excellence*

income, while on the A3 side. Conspicuous consumption includes mutual funds, stocks, 401-Ks, home improvements, double incomes, on-line subscriptions, credit cards and heavy long distance usage.

"Louisville is so ripe for the pickins!" says GAVIN Americana editor **Rob Bleetstein**, who recently visited the

area. "Upscale people hanging out, Jaguar dealerships, micro breweries, and one of the most beautiful restored music theaters [the Palace Theater] in the country."

"It can be a quirky little town," Stewart admits, "I'm a native, so I'm biased. I love it. The Triple A and the public radio demo are so similar here. Forty percent of our market represents well-educated, affluent, loyal consumers."

According to Stewart, flipping WFPK from Classical to A3 in a market crowded with oldies formats documents the area's cultural evolution.

"People I talked with, including listeners, tended to cite stations like **WXRT** and **WXPB** as successful. Movers, shakers, ad people, and record stores saw a market for A3 immediately.

"We already had three or four hard rocker classic stations and one new rock station. The rest are a variety of oldies formats."

Then there was the two and a half year wait.

"The hardest part," says Stewart, subconsciously quoting **Tom Petty**, "was after the first **GAVIN A3 Summit** I went to [in 1995], I was

ready to do it right then. I liked the artist-intensive enthusiasm. Coming from Jazz, I'm used to that.

"I fully expect a commercial station to add the format within a year and

a half, possibly a third or fourth-ranked rock station. Historically, stations here want to see success before they try anything new. Whether they succeed is another story.

"In the beginning, all my underwriting [sales] people were trying to talk about Triple A radio. But you can't walk into a tire store and tell them about A3 radio. You have to get on the air and do it."

In addition to the three-station merge, a capital campaign to raise \$2.1 million for a three station facility is off and running.

"We're already a third of the way there and we haven't even announced it. Once we meet our goals and settle on a site, it could be done as early '97."

Finally, as Stewart tells us, it turns out that besides famous baseball bats, Louisville has another budding American export industry.

"Joan Osborne comes from here, but we could never claim her because she never sang when she lived here—she left as an advanced film student. She refers to her birthplace as Anchorage, Kentucky, which is actually one of the hoity-toity east-end subdivisions. Maybe she thinks it sounds more exotic or backwoods."

Could be, but maybe we're closing in on the day when she'll actually cop to the fact that she hails from Louisville. ●

**clarissa**  
"silver"

featuring the first single  
"Sail Away"

Early  
believers:  
**KTMN**  
**KTAO**  
**WEBK**

**MOST ADDED**

- RORY BLOCK (24)**
- ROBERT EARL KEEN (21)**
- JOHN SEBASTIAN (17)**
- THE BAND (13)**
- MOLLIE O'BRIEN (12)**
- DON WALSER (11)**
- BILL KIRCHEN (11)**
- LOS LOBOS (10)**

**TOP TIP**

**ROBERT EARL KEEN**

*No. 2 Live Dinner  
(Sugar Hill)*

With a menu full of choice selections, *No. 2* captures all the energy of the Robert Earl show. Your listeners will be calling for more of this Texas intoxicant. Swing to "When the Bluebonnets Bloom."

**RECORD TO WATCH**

**THE DAVE AND DEKE COMBO**

*Hollywood Barn Dance  
(Heyday)*

Western-rockabilly-shakin' good time. This stuff is smokin'. What's not to love about "Henpecked Peckerwood" and "Chrome Dome"?

# Gavin Americana™

LW	TW	Reports	Adds
1	1	71	0
3	2	58	1
7	3	59	2
5	4	54	1
2	5	57	1
4	6	53	0
6	7	52	0
8	8	55	1
12	9	53	4
9	10	53	0
10	11	54	3
11	12	44	0
16	13	42	5
15	14	44	2
14	15	41	0
28	16	46	11
17	17	43	3
13	18	40	2
31	19	39	13
N	20	40	24
N	21	34	21
25	22	35	2
20	23	29	0
33	24	33	4
18	25	27	0
23	26	31	1
21	27	31	0
19	28	30	1
38	29	31	4
22	30	28	0
24	31	27	0
N	32	27	8
32	33	29	1
30	34	29	0
27	35	26	0
N	36	29	17
N	37	27	3
26	38	25	0
36	39	24	0
37	40	23	0

## Americana Inroads BY ROB BLEETSTEIN



### SXSW Sleep Deprivation Tour '96

Tough choices were the order of the day, every day, during this year's **South By Southwest Music & Media** conference in the beautiful and always-a-blast Austin, Texas. Since we're dealing with a constant barrage of music, parties, food, deal makings, and more music, I've opted to give you a breakneck run-down of it all, as I lived and breathed it, with the occasional opinion thrown in. (See the news section for more SXSW details).

Wednesday, March 13: Land and

head straight to the convention center to secure sacred weasel badge, which, aside from providing all-access to the clubs, lets you remember the name of the person who just may be buying your next drink. Check into the Hyatt, and then off to Threadgill's for the traditional Wednesday "Sing For Supper" session with the Threadgill troubadours and assorted guests, including **Jimmie Dale Gilmore**. The **Austin Music Awards** were up next at the

**Continued on page 46**

Rising Son Records presents

# ARLO GUTHRIE

Americana Chart 17\*  
A3 Chart 42\*



3/26, 27	The Ark	Ann Arbor, MI
3/29	Kalamazoo State Theater	Kalamazoo, MI
3/30, 31	The Abbey Pub	Chicago, IL
4/4	Shank Hall	Milwaukee, WI
4/5	Barrymore Theater	Madison, WI
4/6	Wausau Grand Theater	Wausau, WI
4/7	Oshkosh Opera House	Oshkosh, WI
5/8	The Birchmere	Alexandria, VA
5/9	Alice Tully Hall	New York, NY
5/10	Keswick Theater	Glenside, PA
5/17, 18	The Bottom Line	New York, NY

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**Chartbound**

- DAVID WICOX** (Koch)
- PETE NELSON**  
(Signature Sounds)
- BILL KIRCHEN** (Black Top)
- COWBOY JUNKIES** (Geffen)

- MOLLIE O'BRIEN** (Sugar Hill)
- HUNTER MOORE** (Tangible)
- THE HIGH LONESOME** (Spark)
- RAINRAVENS** (Dejadisc)
- HONEYDOGS** (October)

- Dropped:** #29 Cigar Store Indians, #34 Dead Man Walking, #35 Bruce Springsteen, #39 David Nelson Band, #40 Emmylou Harris.

Editor: **ROB BLEETSTEIN** • Consulting Editor: **CYNDI HOELZLE**  
Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.  
Station Reporting Phone: (415) 495-1990 • GAVIN FAX: (415) 495-2580

**THEY'RE GONNA MAKE US OUTLAWS AGAIN**



**Willie Nelson, Waylon Jennings, and Steve Earle recently got together to record Earle's "Nowhere Road" for the upcoming RCA re-issue of Wanted: The Outlaws, which was country music's first platinum record. The new package will include nine unreleased cuts from the original 1976 session along with "Nowhere Road."**

Continued from page 45

still-begging-to-be-razed Palmer Auditorium. Good news out of this building tonight for birthday girl **Toni Price**, who scored big with four awards, including Album of the Year for *Hey*. At 10:30, I scooted over to the Austin Music Hall to catch a good chunk of **Lou Reed**'s set before honky-tonk fever set in, which meant heading out to the Broken Spoke to catch the **Derailers** deliver a set worth a million Bucks—Owens, that is. No, seriously, these guys were great, especially with **Scotty Walls**

wailing and whining away on that pedal steel guitar. It being the first night in town, 3 a.m. seemed like a good closing time.

Thursday: The "Americana: Country's Salvation?" panel was up at 1:45 p.m., so a breakfast taco salad was the order while **Peter Holsapple** sang about failed musicians and used guitars. In a room twice the size and with twice the attendance of last year's meeting at SXSW, the Americana/No Depression/Alterna-twang-core-hip-country movement bared its strength in numbers and really showed that there's some serious heart and soul and passion out there ready to see that this scene not only grows, but stays true to the music at all points and at all costs. I don't want to be polite, or anything, but, bottoms up to fellow panelists **Eric Babcock** from **Bloodshot**, **Jenni Sprendao** of **Jacknife**, **Grant Alden** from **No Depression**, and moderator **Rob Patterson** for a gig well done. It's a movement, folks, so let's keep movin'.

The **Rounder/GAVIN** party at Antone's kicked off at 6:30 with Bay Area faves **Box Set** providing the tunes, **Threadgill's** providing the chow, and **Los Pinkys** providing an authentic set of great Tex-Mex.

Afforded myself a few hours to chill before my night began at the Crystal Ballroom at the Driskill Hotel, where

**Gillian Welch** and **David Rawlings** did a set that turned out to be the sleeper of whole weekend. It was the first time I've seen them, and I was actually very psyched for them, so it's no shock that I loved their set. But it ain't often I get chills up my spine during a show, and I sure did at theirs.

From there I caught the beginning of **Jimmie Dale Gilmore's** set of new material with his new band. Back at the Driskill, **Gwil Owen**, who had won himself an Austin Music Award for writing the Song of the Year, "Tumbleweed," was doing a solo set. The former **Thieve** continues to come into his own and is getting back out doing gigs, and it was great to see. And when the whole room sang the chorus to "Tumbleweed," I couldn't help but feel that Austin is just too cool. And as usual in Austin, it only gets better.

**Golden Smog's** set at the Music Hall was a toss-up between uplifting and levitating. When **Gary Louris** pulled out a cover version of **Rosanne Cash's** "Seven Year Ache," well, that's one of those "it don't get no higher for me" situations. The Smog were loose, loud, and looked to be having a blast. Be a lucky one and catch them on their tour. In the I-wanted-to-see-but-couldn't department, I heard **Terry Allen's** show at Lubbock or Leave It was amazing, and I have no problem believing it. Thursday evening's after hours show at La Zona Rosa featured Oklahoma's **Red Dirt Rangers** and **Jimmy LaFave**. Moment of the night came when **Dan Stuart** jumped onstage with the Rangers for a fun version of **Green On Red's** "Time Ain't Nothing." The finale at 4 a.m. of "Oklahoma Hills Where I Was Born" was sensational. Ah, one down. Yep, this sure feels like Austin.

Friday: I put on my colors for the "Were the Grateful Dead Really Any Good?" panel, which had some moments to it, but we all know the answer is a resounding yes, and any naysayers know what they can do with it. Showtime tonight was an easy one as **BMI** presented an Americana dream bill at the Music Hall with **Kelly Willis**, **Gary Stewart**, **Lucinda Williams**, **Son Volt**, and **Junior Brown**. Yes, it was amazing to say the least, regardless of how many times I've seen each act. I did sneak out briefly to catch **Charlie Robison** at the Spoke, but the timing was off, and we just missed his set. Also missed on my part tonight were the **Scud Mountain Boys** and **Joe Henry** at the Electric Lounge, which according to all reports was tremendous. After hours this eve was at Lubbock or Leave It with **Watermelon** artist **Bob Neuwirth** and many of his longtime cohorts joining in, including **Charlie Sexton**, **Peter Case**, and **David Mansfield**.

Saturday: Breakfast with buds **David Halley**, **J.D. Foster**, and **Austin City**

**Limits' Susan Caldwell**. Then off to the No Depression/Bloodshot Throw Down at the Yard Dog. This was hoo-tenanny at its best. Good tunes, vibes, and plenty of that Austin sunshine. Next up was **Fred Eaglesmith's** set at Ruta Maya, which was a blast. He's currently taking his bus and band out on an Americana mission, so he could be showing up at your station any day now. The skies of Austin began to look ominous, perhaps threatening the **Arista** outdoor stage show at the Driskill, but the rains came and went, and the gig with **Jeff Black**, **BR5-49**, and **Robert Earl Keen** went off without a hitch. Keen's on-fire set was the perfect warm-up for **Whiskeytown** at the Split Rail. **Ryan Adams** and crew strutted their stuff as **Rising Tide's Ken Levitan** and **Steve Fishell** looked on with particular interest. Also in the house were **MCA's Kelly Walker**, **Ardent's Elisa Sanders**, and **Imprint's Tracy Gershon**. The **Old 97s** tore the joint down too, impressing another slew of industryites. I know I'm guilty of seeing the familiar too much, but the **Delevantes** at the Continental Club was one I couldn't pass up. I thought I was on my way to see **R.B. Morris** at the Driskill ballroom, but ran into Keen, **823 Management's Jimmy Perkins**, **Monterey's Steve Hoiberg**, **Al Kooper**, media queen **Joan Meyers**, and Chunx the dog at the bar, and wound up spending a good while there. Next thing I know, it's Sunday and I'm at the annual before-the-plane BBQ at **Tom Pittman** of the **Austin Lounge Lizards'** house. I'm still there in many ways. But the moment of moments had to be on Sunday as I was leaving the Hyatt, I ran into **Jay Farrar** and the Son Volt boys in the parking lot. I asked Farrar if I could somehow co-opt his line "searching for a truer sound" from his "Tear Stained Eye" song into this whole Americana movement. When he told me, "We'll do lunch and talk about it," I knew I wasn't the only one who was caught up in the schmooze for maybe a tad too long. ●

**Americana Picks**

**THE HONEYDOGS Everything, I Bet You (October)**

If you're a fan of the rootsier side of the Minneapolis sound (Jayhawks, Golden Smog), then you're gonna love the Honeydogs. Lead 'dog Adam Levy's songs bring the cold, open plains to life. The sparse country instrumentation on "Miles Away," and "Over You" will work well in your Americana mix. But, these boys also have a solid rocking backbeat, which you'll find in the twangfest of "Kandiyohi," and "Busy Man." The Honeydogs will work well on your airwaves, I bet you. —ROB BLEETSTEIN

**s u s a n**  
**M a r s h a l l**  
**My Own Time**

*"Thanks to those who believe the time is now"*

KVLR KIKT KA FR KFDI WRFL  
WPKN KDHX KULP KXCI  
KFJC WCBN KTOO KMMO  
KBCS WMMT FAT MUSIC  
WMTO WUSZ WJTH KCSS  
WMLB WRKZ WCBE KUSP  
KCDI KICE WXJM

RR-2040cd/cas  
Produced by Scott Tutt

P.O. Box 121213  
Nashville, TN 37212  
e-mail: electricr@aol.com

Promotion: Patrick Lloyd  
Music Support Services  
P.O. Box 120536 Nashville, TN 37212  
615-331-7400

**MOST ADDED**  
REBA McENTIRE (110)

SAWYER BROWN (82)

RHETT AKINS (74)

DAVID LEE MURPHY (56)

SAMMY KERSHAW (41)

**TOP REQUESTS**  
SHANIA TWAIN

LONESTAR

CLAY WALKER

PATTY LOVELESS

WYNONNA

**RECORD TO WATCH**  
GRETCHEN PETERS

"When You Are Old"  
(Imprint)

Twenty-five new stations this week on  
Gretchen's debut.

# Gavin Country

LW	TW		W	R	Adds	H	M	L
1	1	WYNONNA - To Be Loved By You (Curb/MCA)	11	202	0	193	8	1
4	2	CLAY WALKER - Hypnotize The Moon (Giant)	11	202	0	193	7	2
3	3	DIAMOND RIO - Walking Away (Arista)	14	199	0	191	7	1
6	4	NEAL McCOY - You Gotta Love That (Atlantic)	12	202	0	177	25	0
7	5	DARYLE SINGLETARY - Too Much Fun (Giant)	16	190	0	173	13	4
8	6	MARK CHESNUTT - It Wouldn't Hurt To Have Wings (Decca)	13	201	1	140	59	2
9	7	LEE ROY PARNELL - Heart's Desire (Career)	11	202	0	136	63	3
10	8	LONE STAR - No News (BNA Records)	11	197	3	138	52	7
2	9	PATTY LOVELESS - You Can Feel Bad (Epic)	13	186	0	161	15	10
13	10	SHANIA TWAIN - You Win My Love (Mercury)	6	202	0	89	109	4
14	11	RICOCHET - What Do I Know (Columbia/CRG)	16	196	6	108	74	14
11	12	TRACY BYRD - Heaven In My Woman's Eyes (MCA)	9	202	0	86	103	13
12	13	LARI WHITE - Ready, Willing and Able (RCA)	14	196	1	83	105	8
17	14	BILLY DEAN - It's What I Do (Capitol Nashville)	9	201	1	48	137	16
18	15	PAM TILLIS - The River & The Highway (Arista)	11	199	3	50	131	18
16	16	THE MAVERICKS - All You Ever Do Is Bring Me Down (MCA)	11	200	2	68	90	42
23	17	TIM MCGRAW - All I Want Is A Life (Curb)	6	202	4	22	162	18
20	18	JODEE MESSINA - Heads Carolina... (Curb)	10	201	5	37	131	33
21	19	JOHN MICHAEL MONTGOMERY - Long As I Live (Atlantic)	5	201	0	21	155	25
24	20	FAITH HILL - Someone Else's Dream (Warner Bros.)	6	198	2	8	153	37
22	21	AARON TIPPIN - Without Your Love (RCA)	10	189	0	13	142	34
26	22	BLACKHAWK - Almost A Memory Now (Arista)	6	197	5	6	127	64
25	23	JOHN BERRY - Everytime My Heart Calls... (Capitol Nashville)	7	194	3	15	112	67
29	24	BRYAN WHITE - I'm Not Supposed To Love You Anymore (Asylum)	5	196	14	0	98	98
28	25	TERRI CLARK - If I Were You (Mercury)	4	196	14	2	89	105
27	26	KEITH STEGALL - 1969 (Mercury)	10	167	1	27	66	74
33	27	TOBY KEITH - Does That Blue Moon Ever Shine (Polydor)	4	186	10	0	78	108
31	28	JOE DIFFIE - C-O-U-N-T-R-Y (Epic)	5	189	11	1	65	123
15	29	ALABAMA - It Works (RCA)	11	141	0	25	99	17
36	30	COLLIN RAYE - I Think About You (Epic)	4	179	25	0	63	116
5	31	TRACY LAWRENCE - If You Loved Me (Atlantic)	14	123	0	75	29	19
34	32	SHENANDOAH - All Over But The Shoutin' (Capitol Nashville)	6	169	6	0	71	98
32	33	STEPHANIE BENTLEY - Who's That Girl (Epic)	9	167	4	2	66	99
37	34	JEFF CARSON - Holdin' On To Something (MCG/Curb)	5	165	11	0	50	115
38	35	CHELY WRIGHT - The Love That We Lost (Polydor)	9	140	11	2	61	77
47	36	DAVID LEE MURPHY - Everytime I Get Around You (MCA)	2	164	56	0	22	142
42	37	BAKER & MYERS - Years From Here (MCG/Curb)	10	132	10	0	45	87
43	38	BOBBIE CRYNER - You'd Think He'd Know Me Better (MCA)	6	131	7	0	41	90
19	39	GARTH BROOKS - The Beaches Of Cheyenne (Capitol Nashville)	11	99	0	42	27	30
45	40	MINDY McCREADY - 10,000 Angels (BNA Records)	7	126	20	1	23	102
44	41	PERFECT STRANGER - Remember The Ride (Curb)	6	112	3	0	40	72
50	42	SAMMY KERSHAW - Meant To Be (Mercury)	2	130	41	0	8	122
48	43	DOUG SUPERNAW - She Never Looks Back (Giant)	4	117	16	0	19	98
49	44	STEVE AZAR - Someday (River North)	5	110	12	0	21	89
N	45	REBA McENTIRE - Starting Over Again (MCA)	1	112	110	0	2	110
N	46	SAWYER BROWN - Treat Her Right (Curb)	10	110	82	0	5	105
N	47	JOHN ANDERSON - Long Hard Lesson Learned (BNA Records)	3	107	25	0	7	100
46	48	JAMES BONAMY - She's Got A Mind Of Her Own (Epic)	15	87	2	2	40	45
N	49	LISA BROKOP - Before He Kissed Me (Capitol Nashville)	2	99	33	0	7	92
30	50	LINDA DAVIS - Some Things Are Meant To Be (Arista)	16	64	1	23	26	15

Total Reports This Week 202 Last Week 203

## Inside Country BY CYNDI HOELZLE



### Mansfield New Asylum Co-Prez

As has been rumoured for months, the deal to bring **Joe Mansfield** to **Asylum** is complete; he will be co-president and CEO of the label, partnered with **Kyle Lehning**. Mansfield, a 25-year industry vet, most recently had his own marketing firm **Mansfield/Martinovich**, but is widely known for "breaking" **Garth Brooks** while he was VP/Marketing and Sales for **Capitol Nashville**. He's also held the positions of VP/Marketing for **Columbia** and Vice President, Contemporary Music for **RCA**. "It is with great enthusiasm and respect that I welcome Joe to the company," said **Elektra Entertainment Group** Chairman **Sylvia Rhone**. His experience in the field, passion for the music, commitment to the artists, and extraordinary vision make him the perfect addition to the Asylum label and its artist-based philosophy."

#### ARE THERE MORE CHANCELLOR CHANGES TO COME??

As we told you on the *Friday Fax*, several PDs from the company formerly known as Shamrock have put on their walking shoes, and word is there are more to follow. Here is the latest edition of musical chairs:

**KSAN** PD **Alan Sledge** resigned last week. He'll remain at the station through April, when he takes over the PD gig at **KMPS** Seattle. Sledge has been in the Bay Area for just a little over a year, but he's been a Shamrock man for over a decade (**WFOX, KMLE, WWWV**). By the way, EZ Communications' newest aquisition, **KYCW** (Young Country) -Seattle is still without a PD.

**KZLA's** Interim PD/MD (and **GAVIN** Award nominee) **Cary Rolfe** is leaving Los Angeles, to be the new PD at **KUBL**-Salt Lake City. Cary knows

how to go up against a heritage station; he was the MD at **KMLE** when they first battled **KNIX**, and has also done stints at **Giant Records** and **KKNU**. Cary's wife, **Magnatone** West Coast rep **Danielle Rolfe**, will continue to work the region out of Salt Lake City.

As we reported last week, **KMLE** PD **Shaun Holly** resigned, as did the morning team of **Tim** and **Willy**. (**Tim Hattick** and **Willy D. Loon**). Though no one will confirm it, they appear to be heading to Chicago and **WKXX**.

**AROUND THE DIAL**  
**WKBG** PD **Robert Marx** retakes the music duties while he looks for a new night jock and MD...**Tom Browne** is the new morning guy at **WTRS**...**Chad Elliot** has been upped to PD at **KATI**-Jefferson City, and former MD **Jay Walker** returns to nights...**KVOC** morning guy **Dwight Gulley** moves to **KOLZ**-Cheyenne for afternoons.

**PHASES AND STAGES**  
**Terri Clark** and **Ted Stevenson**, her husband of six years, have filed for divorce, citing "irreconcilable differences." ●

### NEW ADDRESS!

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Write it down this time!

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Up & Coming

Reports	Adds	Weeks	
89	74	1	* RHETT AKINS - Don't Get Me Started (Decca)
84	39	2	PAUL BRANDT - My Heart Has A History (Reprise)
75	12	2	TY HERNDON - In Your Face (Epic)
58	2	7	PATRICIA CONROY - Keep Me Rockin' (Intersound)
55	8	4	DAN SEALS - I'd Really Love To See You Tonight (Intersound)
52	25	2	GRETCHEN PETERS - When You Are Old (Imprint)
43	15	2	M.C.POTTS - Back When (Critique/BMG)
28	13	1	* KEITH GATTIS - Little Drops Of My Heart (RCA)

Dropped: #35-Emilio, #39-Frazier River Band, #40-George Strait, #41-Alan Jackson. \* Indicates Debut

CMT Adds

Courtesy of Country Music Television

COLLIN RAYE - I THINK ABOUT YOU (EPIC)  
MARK COLLIE - LIPSTICK DON'T LIE (GIANT)

Album Cuts

PATTY LOVELESS - TEAR-STAINED LETTER  
GARTH BROOKS - MIDNIGHT CINDERELLA  
JERRY REED - TRYIN' STUFF ON

ARTIST PROFILE

RHONDA VINCENT



LABEL: Giant

CURRENT ALBUM: Trouble Free

MUSICAL BEGINNINGS:

Rhonda began performing with her parents when she was three. The musical Vincent family became TV regulars in Iowa when Rhonda was five, and a year later took to the airwaves on KIRX-Kirksville, Missouri. Later the Vincents became the house band at the

Frontier Jamboree in Marceline, and in 1977 they moved to Texas to perform at the Six Shooter Junction amusement park.

TRIVIA:

Alison Krauss joined the Vincent troupe when she was twelve. She and Rhonda dazzled audiences with their twin fiddle work, although Rhonda still maintains that the mandolin is her forte.

ACHIEVEMENTS:

During the 1980's, Rhonda won five consecutive trophies as bluegrass music's Female Vocalist of the Year.

ON HER NEW ALBUM: "The whole experience was so wonderful. The music was right there. We were all having so much fun that we finished a day early. This album was such a joy to make. It was a labor of love."

IT'S SAID: "Vincent is too good to be mortal."—Billboard

GO Chart

GO MOST ADDED

- REBA McENTIRE
- SAWYER BROWN
- RHETT AKINS
- DAVID LEE MURPHY
- SAMMY KERSHAW

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

LW	TW		W	R	Adds	H	M	L
1	1	WYONNNA - To Be Loved By You (Curb/MCA)	11	131	0	128	3	0
2	2	CLAY WALKER - Hypnotize The Moon (Giant)	11	131	0	128	2	1
5	3	NEAL McCOY - You Gotta Love That (Atlantic)	12	131	0	124	7	0
3	4	DIAMOND RIO - Walking Away (Arista)	14	129	0	126	2	1
7	5	MARK CHESNUTT - It Wouldn't Hurt To Have Wings (Decca)	13	131	0	107	24	0
9	6	LEE ROY PARNELL - Heart's Desire (Career)	11	131	0	106	24	1
4	7	PATTY LOVELESS - You Can Feel Bad (Epic)	13	124	0	118	4	2
8	8	DARYLE SINGLETARY - Too Much Fun (Giant)	16	122	0	112	9	1
11	9	TRACY BYRD - Heaven In My Woman's Eyes (MCA)	9	131	0	77	52	2
12	10	LONE STAR - No News (BNA Records)	11	126	3	88	35	3
14	11	SHANIA TWAIN - You Win My Love (Mercury)	6	131	0	69	62	0
10	12	LARI WHITE - Ready, Willing and Able (RCA)	14	127	0	76	50	1
13	13	THE MAVERICKS - All You Ever Do Is Bring Me Down (MCA)	11	131	0	64	55	12
16	14	BILLY DEAN - It's What I Do (Capitol Nashville)	10	131	0	45	82	4
15	15	PAM TILLIS - The River & The Highway (Arista)	11	129	1	46	76	7
18	16	RICOCHET - What Do I Know (Columbia/CRG)	16	126	5	59	55	12
19	17	JODEE MESSINA - Heads Carolina... (Curb)	10	131	0	33	83	15
24	18	TIM McGRAW - All I Want Is A Life (Curb)	5	131	3	16	107	8
21	19	JOHN MICHAEL MONTGOMERY - Long As I Live (Atlantic)	5	131	0	16	107	8
22	20	JOHN BERRY - Everytime My Heart Calls... (Capitol Nashville)	8	130	0	15	87	28
25	21	BLACKHAWK - Almost A Memory Now (Arista)	6	130	0	6	98	26
26	22	FAITH HILL - Someone Else's Dream (Warner Bros.)	6	127	1	4	102	21
23	23	AARON TIPPIN - Without Your Love (RCA)	10	120	0	8	94	18
28	24	KEITH STEGALL - 1969 (Mercury)	11	115	1	27	53	35
31	25	BRYAN WHITE - I'm Not Supposed To Love You Anymore (Asylum)	5	128	6	0	76	52
30	26	TERRI CLARK - If I Were You (Mercury)	4	128	5	1	72	55
29	27	SHENANDOAH - All Over But The Shoutin' (Capitol Nashville)	6	123	3	0	68	55
34	28	TOBY KEITH - Does That Blue Moon Ever Shine (Polydor)	4	124	6	0	65	59
33	29	JOE DIFFIE - C-O-U-N-T-R-Y (Epic)	5	126	4	0	57	69
38	30	COLLIN RAYE - I Think About You (Epic)	4	118	12	0	48	70
32	31	STEPHANIE BENTLEY - Who's That Girl (Epic)	10	107	0	2	61	44
37	32	JEFF CARSON - Holdin' On To Something (MCG/Curb)	5	118	7	0	46	72
36	33	CHELY WRIGHT - The Love That We Lost (Polydor)	9	98	6	2	53	43
42	34	DAVID LEE MURPHY - Everytime I Get Around You (MCA)	2	115	33	0	18	97
39	35	BOBBIE CRYNER - You'd Think He'd Know Me Better (MCA)	6	97	5	0	40	57
40	36	BAKER & MYERS - Years From Here (MCG/Curb)	10	93	5	0	41	52
41	37	PERFECT STRANGER - Remember The Ride (Curb)	6	90	3	0	39	51
6	38	TRACY LAWRENCE - If You Loved Me (Atlantic)	14	69	0	34	23	12
47	39	SAMMY KERSHAW - Meant To Be (Mercury)	2	99	28	0	7	92
17	40	ALABAMA - It Works (RCA)	11	72	0	9	50	13
43	41	STEVE AZAR - Someday (River North)	5	83	9	0	20	63
46	42	DOUG SUPERNAW - She Never Looks Back (Giant)	4	82	11	0	16	66
N	43	SAWYER BROWN - Treat Her Right (Curb)	2	88	64	0	5	83
20	44	GARTH BROOKS - The Beaches Of Cheyenne (Capitol Nashville)	11	61	0	23	19	19
N	45	LISA BROKOP - Before He Kissed Me (Capitol Nashville)	2	83	26	0	7	76
N	46	REBA McENTIRE - Starting Over Again (MCA)	1	82	80	0	1	81
N	47	MINDY McCREADY - 10,000 Angels (BNA Records)	7	66	15	0	11	55
N	48	RHETT AKINS - Don't Get Me Started (Decca)	2	69	55	0	3	66
49	49	PATRICIA CONROY - Keep Me Rockin' (Intersound)	7	56	2	1	20	35
N	50	JOHN ANDERSON - Long Hard Lesson Learned (BNA Records)	3	66	17	0	4	62

Seminar Update!

Are you paying attention to those faxes we've been sending out every week? Apparently so, as rooms at our Gavin Country Seminar host hotel the Universal Hilton have already sold out for the night of the Academy of Country Music awards. There are still rooms left for the remainder of the seminar, but you have to book through the Gavin Country Seminar office, at (415) 495-1990 x 633.

Already scheduled to play the event are Mandy Barnett, Keith Gattis, Paul Jefferson, David Kersh, Charlie Major and Mindy McCready, with more to come. And like last year, we've got some very special surprises for you...Remember, don't leave a session early, because you never know what will happen.

Huntsman Entertainment Inc is busy lining up stations for their ACM Week...Live From Hollywood! The latest to sign up are WXTU and KIKK; The

stations will be broadcasting the three days leading up to the awards show as Alabama, John Anderson, Garth Brooks, Brooks & Dunn, Terri Clark, Joe Diffie, 4 Runner, Wade Hayes, Faith Hill, Alan Jackson, Tracy Lawrence, Lonestar, Martina McBride, Reba McEntire, Tim McGraw, John Michael Montgomery, David Lee Murphy, Perfect Stranger, Collin Raye, Marty Stuart, Aaron Tippin, Travis Tritt, Shania Twain and Bryan White all tromp through on their way to

rehearsals. There are still a few slots left to broadcast on-site, as well as the opportunity to sign up for a series of 24 short-form feeds. Contact Tom Samoray at (615) 255-1100.

Not one to miss that action, Blair Garner and After Midnite will also be broadcasting from the hotel on the days leading up to the awards show. They'll be down in the lobby every night at 9 p.m., yukking it up. Blair has also agreed to host a one-on-one event for us, featuring a very special guest.

**MOST ADDED**

- LIONEL RICHIE (49)
- TINA ARENA (30)
- MICHAEL STANLEY (29)
- MARIAH CAREY (28)
- WHITNEY HOUSTON & CE CE WINANS (27)

**TOP TIP**

**MICHAEL W. SMITH**  
*"I'll Lead You Home"*  
 (Reunion/Arista)

Mr. Smith is about to take this new single into the heart of A/C's chart.

**RECORD TO WATCH**



**MICHAEL STANLEY**  
*"Sha La La"*  
 (Intersound)  
 This will prove to be Michael Stanley's biggest A/C record in two decades.

# Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	<b>CELINE DION</b> - Because You Loved Me (550 Music)	7	228	7	6083	+721	116	54	43	15
2	<b>THE TONY RICH PROJECT</b> - Nobody Knows (LaFace/Arista)	16	210	3	5728	+114	117	45	28	20
3	<b>SOPHIE B. HAWKINS</b> - Only Love (Columbia/CRG)	8	192	1	4954	+153	92	49	30	19
4	<b>JANN ARDEN</b> - Insensitive (A&M)	21	189	3	4627	+47	78	52	36	18
5	ROD STEWART - So Far Away (Lava/Atlantic)	15	165	2	4069	-393	63	52	38	12
6	<b>AMY GRANT</b> - The Things We Do For Love (Hollywood)	9	169	2	3983	+92	62	47	40	19
7	NATALIE MERCHANT - Wonder (Elektra/EEG)	15	152	0	3936	-781	74	38	27	11
8	MELISSA ETHERIDGE - I Want To Come Over (Island)	12	132	0	3704	-620	75	33	16	7
9	SEAL - Don't Cry (Ztt/Warner Bros.)	17	146	1	3599	-262	67	28	36	15
10	EVERYTHING BUT THE GIRL - Missing (Atlantic)	76	124	2	3338	-603	62	31	22	9
11	<b>MARIAH CAREY</b> - Always Be My Baby (Columbia/CRG)	8	167	28	3303	+873	30	40	61	33
12	<b>GIN BLOSSOMS</b> - Follow You Down (A&M)	9	129	7	3185	+301	56	33	24	14
13	<b>BLESSID UNION OF SOULS</b> - Oh Virginia (EMI)	12	130	4	3075	+11	46	43	29	9
14	<b>WHITNEY HOUSTON &amp; CE CE WINANS</b> - Count On Me (Arista)	6	159	27	3038	+773	29	37	55	33
15	JONATHAN CAIN - Little River (Intersound)	11	127	2	3001	+6	49	35	29	13
16	MARIAH CAREY - One Sweet Day (Columbia/CRG)	22	118	1	2875	-505	53	23	27	13
17	<b>ACE OF BASE</b> - Lucky Love (Arista)	11	131	7	2760	+299	37	30	36	23
18	PHIL COLLINS - Somewhere (RCA Victor)	11	121	0	2724	-806	36	39	34	11
19	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	10	122	1	2659	-750	35	30	38	16
20	<b>JIM BRICKMAN</b> - By Heart (Windham Hill)	8	131	7	2529	+288	25	29	51	24
21	HOOTIE & THE BLOWFISH - Time (Atlantic)	22	97	0	2469	-404	46	18	20	13
22	<b>MARTIN PAGE</b> - Light In Your Heart (Mercury)	8	131	4	2388	+137	25	28	44	29
23	<b>TROY NEWMAN</b> - Don't Make Me Ask (Curb/Edel)	9	114	5	2378	+84	28	35	38	9
24	PETER CETERA - Faithfully (River North)	16	111	3	2344	-624	32	27	28	22
25	<b>THE CORRS</b> - The Right Time (143/Lava/Atlantic)	8	122	6	2341	+146	22	28	49	22
26	<b>BO DEANS</b> - Closer To Free (Reprise)	8	107	6	2293	+233	27	39	26	13
27	<b>JACKSON BROWNE</b> - Some Bridges (Elektra/EEG)	7	122	11	2137	+209	15	31	36	38
28	LIONEL RICHIE - Don't Wanna Lose You (Mercury)	2	140	49	2042	<b>NEW</b>	8	28	43	53
29	<b>JOE BEAN ESPOSITO</b> - One Track Mind (Pool Party)	8	106	4	2035	+114	15	34	43	12
30	<b>THE BEATLES</b> - Real Love (Capitol)	6	114	5	2025	+103	13	32	43	21
31	STING - Let Your Soul Be Your Pilot (A&M)	6	114	17	1969	+211	14	31	35	31
32	<b>ALANIS MORISSETTE</b> - Ironic (Maverick/Reprise)	12	90	9	1872	+312	21	22	31	14
33	ELTON JOHN - Blessed (Island)	26	87	2	1843	-111	23	19	27	16
34	<b>MIKE &amp; THE MECHANICS</b> - Another Cup Of Coffee (Atlantic)	4	105	14	1749	+363	8	25	43	28
35	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	24	63	0	1617	-179	25	13	16	7
36	MARY CHAPIN CARPENTER - Grow Old With Me (Hollywood)	17	85	1	1600	-600	13	21	34	17
37	<b>TIN DRUM</b> - Surrender (Brainstorm)	15	82	4	1583	+46	11	29	30	12
38	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	20	67	0	1508	-337	18	20	22	6
39	MADONNA - You'll See (Maverick/Warner Bros.)	21	74	2	1453	-427	14	23	17	20
40	<b>CAROLINE LAVELLE</b> - A Case Of You (Discovery)	10	72	1	1237	<b>NEW</b>	7	18	29	17

## Inside A/C

BY RON FELL



### The Oscar Went to...

With an Oscar about to be awarded to this year's best song in a film, Here's a list of past winners dating back to 1980.  
**1980** "Fame," Irene Cara  
**1981** "Arthur's Theme (The Best That You Can Do)," Christopher Cross  
**1982** "Up Where We Belong," Joe Cocker/Jennifer Warnes  
**1983** "Flashdance...What a Feeling," Irene Cara  
**1984** "I Just Called to Say I Love You," Stevie Wonder  
**1985** "Say You, Say Me," Lionel Richie  
**1986** "Take My Breath Away," Berlin  
**1987** "I've Had the Time of My Life," Bill Medley/Jennifer Warnes  
**1988** "Let the River Run," Carly Simon  
**1989** "Under the Sea," Samuel E. Wright  
**1990** "Sooner or Later," Madonna  
**1991** "Beauty & the Beast," Celine Dion/Peabo Bryson  
**1992** "A Whole New World," Peabo Bryson/Regina Belle  
**1993** "Streets of Philadelphia," Bruce Springsteen  
**1994** "Can You Feel the Love Tonight," Elton John

**THE MUSIC**

We've got a new Number One and its "Because You Loved Me," Celine Dion's cinemusal center-piece to the Michelle Pfeifer/Robert Redford film, *Up Close and Personal*. It's the first single in weeks to hit a weekly spin commitment of 6,000.

There's movement within the top ten, but no new inclusions. The only track to get a three-pointer is Amy Grant's "Things We Do For Love" with a #9 to #6 move.

When next we meet, Mariah Carey's "Always Be My Baby," will be single-digit. This week's Spincrease of +873 was second best in the entire format and took the track from #20 to #11.

Top chart debut is Lionel

### Chartbound

	Reports	Adds	SPINS	TREND
<b>MICHAEL W. SMITH</b> - "I'll Lead You Home" (Reunion/Arista)	81	23	1172	+442
<b>TRISHA YEARWOOD</b> - "On A Bus To St. Cloud" (MCA)	75	7	1054	+180
<b>ALANNAH MYLES</b> - "You Love Who You Love" (TVT)	67	7	1007	+142

Total Reports This Week 250 Last Week 249

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Associate Editor: DIANE RUFER

A/C reports accepted: Mondays

8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.

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## A/C Up & Coming

Reports Adds SPINS TRENDS

GRIP\*UPCR01 2.0 - Up and coming 2097 in A

58	29	702	+363	MICHAEL STANLEY - Sha La La La (Intersound)
56	9	801	+166	JESSICA - Slain Angels (Moonridge)
51	20	706	+325	ALL-4-ONE - These Arms (Blitz/Atlantic)
49	2	709	+74	ZIGGY MARLEY & THE MELODY MAKERS - Love Power (Angel)
49	30	569	+339	TINA ARENA - Chains (Epic)
46	4	509	+35	SORAYA - Suddenly (Island)
46	5	697	+97	CELINDA PINK - Unchained (Step One)
43	10	521	+183	LIZA MINNELLI & DONNA SUMMER - Does He Love You? (Angel)
42	2	938	-21	COLLECTIVE SOUL - The World I Know (Atlantic)
41	20	590	+245	TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)
40	3	554	+83	DIANA ROSS - Voice of the Heart (Motown)
39	6	722	+22	OASIS - Wonderwall (Epic)
38	26	474	+305	SELENA - I'm Getting Used To You (EMI)
35	1	724	+84	SMASHING PUMPKINS - 1979 (Virgin)
33	9	452	+126	BFD - Irresistible Odds (Iguana)
33	2	488	+58	SIMPLY RED - Never Never Love (eastwest/EEG)
32	3	409	+66	TOMMY JAMES - Megamation Man (Aura)
31	3	397	+33	THE ASSOCIATION 1995 - A Little Bit More (On Track)
31	2	443	+71	TONI LAND - Have You Ever Seen Your Real Love? (Wonder Girl Music)
31	6	459	+111	MR. BIG - Goin' Where The Wind Blows (Atlantic)
30	8	274	+59	RANDY NEWMAN/LYLE LOVETT - You've Got A Friend In Me (Hollywood)
30	10	567	+159	DOG'S EYE VIEW - Everything Falls Apart (Columbia/CRG)
28	4	361	+45	DOVER BEACH - What She Wants (Access Music)
26	5	332	+86	IVORY ROSE - Been Here Before (Niki)
24	8	276	+102	NICKI FRENCH - For All We Know (Avex/Critique)
21	13	180	+126 *	NEIL DIAMOND - Marry Me (Columbia/CRG)
20	8	273	+135	BILLY MANN - Turn Down The World (A&M)
17	3	181	+15	CHYNNA PHILLIPS - Remember Me (EMI)
14	4	217	+72	PENELOPE HOUSTON - Sweetheart (Reprise)
12	11	186	+170 *	RORY BLOCK - Pictures Of You (Royally)
10	7	119	+77 *	THE JAZZMASTERS feat. PAUL HARDCASTLE - Can You Hear Me? (JVC)
10	10	81	+81 *	KOOL & THE GANG - Salute To The Ladies (Curb)

Dropped: Enya, Blues Traveler, Bob Seger & the Silver Bullet Band, k.d. lang.

\* Indicates Debut

## S/P/W

SPINS PER WEEK PER STATION

MELISSA ETHERIDGE - I Want To Come Over (Island)	28.06
THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	27.28
EVERYTHING BUT THE GIRL - Missing (Atlantic)	26.92
CELINE DION - Because You Loved Me (550 Music)	26.68
DEEP BLUE SOMETHING - Breakfast At Tiffany's (RainMaker/Interscope/AG)	26.13
NATALIE MERCHANT - Wonder (Elektra/EEG)	25.89

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

## SPINCREASES

RANKED INCREASE IN TOTAL SPINS

LIONEL RICHIE - Don't Wanna Lose You (Mercury)	977
MARIAH CAREY - Always Be My Baby (Columbia/CRG)	873
WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)	773
CELINE DION - Because You Loved Me (550 Music)	721
MICHAEL W. SMITH - I'll Lead You Home (Reunion/Arista)	442
MIKE & THE MECHANICS - Another Cup Of Coffee (Atlantic)	363
MICHAEL STANLEY - Sha La La La (Intersound)	363

Richie's "Don't Wanna Lose You" at #28. It leads all comers in Spincrease with a +977, and it's once again Number One Most Added with 49 including WLQT, Q100, K99, KEZG, KVLV, WSUL, WFRO, KMXZ, WBMX, and WOBM.

This week's Top Tip, Michael W. Smith's "I'll Lead You Home," is poised at the top of Chartbound with nearly a third of the format playing it. The roster includes, KSBL, WDEF, KELI, WQLR, WLBC, WAHR, WRCH, WFMK, and WTSX.

Last week's Record to Watch, Tina Arena's "Chains," was a Most Added this week with 30 new players including WMEE, KPLZ, WBMX, WROE, WLBC, WWLI, WJDX, WXKC, WLZW, and KEZT.

This week's Record to Watch, Michael Stanley's "Sha La La La," is topping Up & Coming with 58 reports and more than 700 spins. Stanley's stations include WZDQ, KEZT, WEIM, WQTU, KVVN, WFRO, KWXX, WTSX, KDEC, KLKC, KLWN, KDBB, WCPZ, and KYTE.

## A/C Picks

### WYNONNA "To Be Loved By You" (Curb/MCA)



Written by Gary Burr and Mike ("I Can't Make You Love Me") Reid, this new Wynonna single defies formatics with its universally romantic

theme. It all comes back to the one-line chorus: "There's nothing I wouldn't do to be loved by you."

### GLORIA ESTAFAN "Reach" (Epic)

Dubbed the "official theme of the '96 Summer Olympics," co-written with Diane Warren and sung by one of the best known voices in the world, this one has plenty of potential to win its own gold—if not platinum—for Glo.

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

3/25/94 MARIAH CAREY - "Without You"

3/27/92 VANESSA WILLIAMS - "Save The Best For Last"

3/23/90 BONNIE RAITT - "Have A Heart"

3/27/87 STARSHIP - "Nothing's Gonna Stop Us Now"

3/28/86 STEVIE WONDER - "Overjoyed"

## Liza Minnelli & Donna Summer



"Does He Love You"  
The single from  
Liza Minnelli's full length  
CD "Gently."

Gavin A/C 521 Spins +183  
Already booked:

- Letterman
- Larry King Live
- USA Today
- CBS This Morning
- Entertainment Tonight
- Entertainment Weekly

Produced by Brooks Arthur Executive Producers: Jay Landers & Steve Murphy

**MOST ADDED****KILLING JOKE (49)****IN MEMORY OF CELTIC FROST (47)****FAR (45)****SIMPLE AGGRESSION (39)****ICU (32)****GROTUS (23)****TOP TIP****FU MANCHU***In Search Of... (Mammoth)*

Generous spins from DMX(22), WELH(15), WLKL(11), WSOU(9), and WKTA(8) allows Fu Manchu to claim this week's highest debut spot. If you have a chance to see this band live I highly recommend it.

They rocked SXSW.

**RECORD TO WATCH****NEUROSIS**

*Through Silver In Blood (Relapse/Release)*  
Neurosis' fifth offering to hard rock/metal radio is a tribute to everything dark and murky. This nine-song CD combines all the harsh elements of hard rock and makes it more abrasive with the addition of keyboards and sampling.

# Gavin Rocks

TW		SPINS	TREND
1	<b>SEPULTURA</b> - Roots (Roadrunner)	626	-8
2	MINISTRY - Filth Pig (Warner Bros.)	442	-17
3	<b>SACRED REICH</b> - Heal (Metal Blade)	428	+2
4	<b>OVERKILL</b> - The Killing Kind (CMC International)	403	+10
5	PARADISE LOST - Draconian Times (Relativity)	395	-19
6	TROUBLE - Plastic Green Head (Century Media)	381	-19
7	<b>GALACTIC COWBOYS</b> - Machine Fish (Metal Blade)	366	+3
8	KILGORE SMUDGE - Blue Collar Solitude (Unsound)	338	-12
9	<b>ONLY LIVING WITNESS</b> - Innocents (Century Media)	333	+14
10	<b>KISS</b> - MTV Unplugged (Mercury)	331	+73
11	<b>GRAVITY KILLS</b> - Gravity Kills (TVT)	317	+17
12	<b>BRUCE DICKINSON</b> - Skunkworks (Castle)	300	+117
13	DEADGUY - Fixtion On A Coworker (Victory)	282	-5
14	<b>BAD RELIGION</b> - The Gray Race (Atlantic)	281	+8
15	NAPALM DEATH - Greed Killing (Earache)	274	-26
16	OZZY OSBOURNE - Ozzmosis (Epic)	256	-19
17	G/Z/R - Plastic Planet (TVT)	247	-39
18	<b>13MGS</b> - Trust and Obey (Slipdisc)	245	+7
19	SISTER MACHINE GUN - Burn (TVT)	242	-19
20	<b>CRISIS</b> - Deaths Head Extermination (Metal Blade)	241	+120
21	IRON MAIDEN - Man On The Edge (CMC International)	231	-8
22	THERAPY? - Infernal Love (A&M)	230	-17
23	MY DYING BRIDE - The Angel and the Dark River (Futurist)	228	-16
24	<b>L.U.N.G.S.</b> - Better Class Of Losers (Pavement)	227	+28
25	<b>DRILL</b> - Go To Hell (A&M)	218	+37
26	<b>HELLOWEEN</b> - Power (Castle)	214	+5
27	<b>POWERMAN 5000</b> - The Blood Spat Rating System (Conscience)	208	+17
28	<b>MISERY LOVES COMPANY</b> - Happy? (Earache)	201	+75
29	MERAUDER - Master Killer (Century Media)	197	-4
30	SHIFT - Spacesuit (Equal Vision)	183	-14
31	<b>INTEGRITY</b> - Humanity is the Devil (Victory)	176	+34
32	VOIVOD - Negatron (Mausoleum)	176	-48
33	VICTOR - Don't Care (Atlantic)	171	-46
34	CYCO MIKO - Lost My Brain (Once Again) (Epic)	170	-2
35	ALICE IN CHAINS - Alice In Chains (Columbia/CRG)	164	-58
36	<b>WHIPLASH</b> - Whiplash (Limestone City)	148	+41
37	LIFE OF AGONY - Ugly (Roadrunner)	146	-32
38	<b>SKINNY PUPPY</b> - The Process (American)	143	+7
39	<b>SARMOON BROTHERHOOD</b> - Reverse The Healing (Photon)	137	+13
40	<b>7 YEAR BITCH</b> - Gato Negro (Atlantic)	137	+13
41	N.I.L.B - Hallelujah I'm Going To Kiss Myself (Fuse)	132	-24
42	<b>FU MANCHU</b> - In Search Of... (Mammoth)	131	<b>NEW</b>
43	<b>KILLING JOKE</b> - Democracy (Zoo)	130	<b>NEW</b>
44	HYPOCRISY - Abducted (Nuclear Blast)	130	-9
45	ANTHRAX - Stomp 442 (Elektra Entertainment Grp.)	119	-23
46	AT THE GATES - Slaughter of the Soul (Earache)	115	-26
47	<b>CLUTCH</b> - Big News (Atlantic)	110	+5
48	BIG HATE - Big Hate (Flip)	110	-7
49	<b>THE BOUNCING SOULS</b> - Maniacal Laughter (BYO)	102	+9
50	<b>COUNT RAVEN</b> - Messiah of Confusion (Noise)	101	+4

## Hard Kopy BY ROB FIEND

### SXSW Grind



Austin, Texas, certainly lived up to its nickname of "Live music capitol of the world" last week when it hosted the 10th annual South by Southwest Music and Media Fest. About 5,500 people—a mix of music industry types, musicians, partiers, and locals—descended on this quaint little dusty town to check out a zillion bands from all over the country. Practically every musical format imaginable was represented, from alternative to hard rock to country to industrial to rap to reggae to underground alien fusion jazz.

Since this was my first time attending SXSW, I expected it to be mostly an alternative/country event, but to my delight there were plenty of hard rockin' bands to check out. Even some of the bands that people referred to as "poppy alternative" turned out to have a looming metallic edge. Can you say **7 Year Bitch**?

Although their performance was marred by a few mistakes, 7 Year Bitch let loose a barrage of steely hooks and abrasive vocals that kept the enthusiastic crowd swingin'. Brooklyn's **Barkmarket**, who preceded 7 Year Bitch, were also extremely impressive with their brand of gnarly hard rock. In between songs, I was surprised to hear a few New Yorkers complain that Barkmarket doesn't play that much at home. I wonder why? These guys totally rock.

**Atlantic's Clutch** completely blew me away with their ragin', tenacious set. These guys were tighter than a snake's ass and produced more energy than all the blow in Columbia. My only complaint was that they didn't play long enough—I expressed this concern to drummer **John Paul**, who just shrugged his shoulders and said, "Who are you again?" By the way, thumbs up to Atlantic

Records for consistently supporting their hard rock artists. Atlantic is prepared to take Clutch the full nine yards, instead of just working the album for a couple of months. Right on!

**Mammoth's Fu Manchu** put on a colorful, groove-infested show on the last night of the festival, showcasing their grueling chainsaw guitar licks and swirling psychedelic jams. Plumes of ganja smoke accompanied Fu Manchu's groove-riddled hooks to the ceiling before raining down on hordes of grinning rockers, engulfing us in a wonderful happy cloud of smoke and fuzzy riffage. It was great.

So far I've been praising bands that are already signed, so I might as well include **Hollywood's Seaweed** and **Roadrunner's Karma to Burn** on the list of impressive shows.

The names of several of the unsigned bands and bands signed to small labels have escaped me, since I was foolish enough to think I could remember all their names. **Bali Girls on Bitter Sweet Records**, however, sticks out because they were loud, rakish, and completely noisy. They hail from Seattle and deliver a mutated industrial sound that'll leave your ears ringing and your mind numb. Check 'em out if you get the chance...More SXSW stories next week.

Hard rock/metal adds for March 25/26 include: **Skrew-Shadow of Doubt** (Metal Blade), **Die Krupps-Odyssey of the Mind** (Cleopatra), **Neurosis-Locust Star** (Relapse/Release), **The Almighty Ultra-sound-Sonic Bloom** (Countdown/Unity), **Rage Against the Machine**- "Bulls on Parade," **Tanner-Ill-Gotten Gains** (Caroline), **Egypt-Egypt** (Trumpeter), and **Vinnie Moore-Out of Nowhere** (Mayhem). ●

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## Rock Chartbound

FA-Q (89) ATP

Mr. Blackwell (89) Skin Ill

\*Far (81) Epic

\*Grotus (80) London

\*In Memory/Celtic Frost (76) Dwell

Dropped: #45 AC/DC, #48 Dissection

## TOP REQUESTS

SEPULTURA

MINISTRY

OVERKILL

SACRED REICH

GRAVITY KILLS

## Rock Picks

**NEUROSIS**  
**Through Silver in Blood**  
(Relapse/Release)

Oakland's Neurosis are back to conquer hard rock/metal radio with their fifth full-length, *Through Silver in Blood*. Neurosis have always given birth to extremely heavy releases that vaunt terrorizing guitar schemes, tribal drum beats, dark melodies, and shrill vocals, while experimenting with new techniques and exploring different avenues of dark, guttural sounds; *Through Silver in Blood* is no exception. Neurosis continues to expand its creative wings by adding keyboardist/sample technician Noah Landis, whose sampling wizardry adds a frightening techno edge to Neurosis' already intimidating sound. The band's retrospective and obscure sound paints a vivid picture of bleakness and futility. Far from being a cheesy speed metal band that relies on classic clichés to fill in the gap, instead, Neurosis delivers layers of sludge-infested hard rock that's darker and more mysterious than space. "Eye" is the most upbeat of the CD's nine tracks, but be sure to also check out the title track and "Locust Star." *Through Silver In Blood* doesn't go for adds until April 1/2, but be sure to add *Locust Star*, Neurosis seven-

song sampler which contains three edited songs from the full-length, one LP version, and three songs from its side-project Tribes of Neurot, on March 25/26.

**EYEHATEGOD**  
**Dopesick**  
(Century Media)

Eyehategod has returned after a three year hiatus with a dark and repugnant CD entitled *Dopesick*. Produced by Billy Anderson (Melvins, Neurosis, Mr. Bungle) and C.O.C. guitarist Pepper Keenan, *Dopesick* marks Eyehategod's third full-length and its first for Century Media. To say this CD is abrasive and festering with burning hatred would be an understatement. *Dopesick* is 12 tracks worth of unprocessed, skin burning, head scraping aggressive rock. The first track, appropriately titled "My Name Is God (I Hate You)," showcases sludge-infected hooks and scathing vocals which set the pace for the entire CD. "Dixie Whiskey" boasts low-end bass lines while secreting jagged guitar licks that, like most of the other tracks, create a solid foundation for the ever-present devilish vocal sneers. "Lack of All Most Everything" and "Methamphetamine" are the only tunes that move out; although "Anxiety Hangover" starts off quick, it suddenly slows into churning guitar-torturing hooks. If your perpetually angry at everything, Eyehategod is for you.

**SKREW**  
**Shadow of Doubt**  
(Metal Blade)

Skrew's latest effort, *Shadow of Doubt*, will take your listeners on an apocalyptic journey through a maze of esoteric industrial caverns peppered with layered guitars. Skrew continues to successfully blend industrial and metal into a coiling ball of intensity. In fact, the band's metallic prowess has been beefed up considerably with the addition of former Overkill guitarist Bobby Gustafson. Together with guitarists Adam Grossman—who also does vocals—and Rob Lampman, Gustafson forges the melodic foundation that supports the blistering

## ARTIST PROFILE

## NEUROSIS



FROM: Oakland, CA

LABEL: Relapse Records/  
Release EntertainmentLATEST RELEASE: *Locust Star*  
(edit disk)

ADD DATE: March 25, 1996

RADIO PROMOTION CONTACT:

Sean McKnight (717) 397-9221

A FEW FACTS ABOUT THE BAND:

Neurosis has built a dedicated cult following over its 10-year career. In fact, some fans have been known to adorn themselves with Neurosis-

related tattoos. The band's visually oriented live performances are partly responsible for its growing fan base.

A FEW FACTS ABOUT THE ALBUM:

*Through Silver in Blood* comes out April 2 and is the first Neurosis release put out through Relapse/Release Records. The full-length will be preceded by a 7-track edit disk called *Locust Star*, which includes three tracks by the band's ambient side project Tribes of Neurot.

THOUGHTS ON ROCK RADIO:

Anyone (college and commercial) playing metal, hardcore, industrial, punk, or alternative should jump on this. Any college stations with RPM-based shows should spin and report the Tribes of Neurot tracks on *Locust Star*. This disk has major crossover potential and should chart well on the metal, alternative, and top 35 charts.

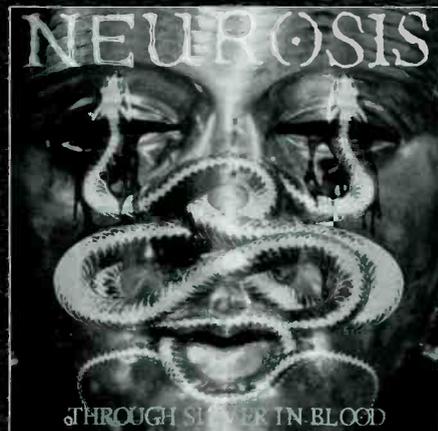
rhythm section of bassist Chadwick Davis, drummer Steve May, and keyboardist Jim Vollenhine. *Shadow of Doubt* offers ten aggressive tracks that harmonize powerful metal hooks with hard-hitting techno grinds. From the agro licks of "She Said" to the swirling hooks of "Sam I Am" to the roaring romps of "Head" to the eighth-minute epic "Crawl" metal radio shouldn't have any doubts about Skrew's ability to keep listeners tuned.

**RAGE AGAINST THE MACHINE**  
**"Bulls on Parade"**  
(Epic)

The long anticipated single from Rage Against the Machine has finally arrived. "Bulls on Parade," going for adds at metal radio on March 25/26, has been shrouded in secrecy for

quite a while. Now that its secret, double probation status has been lifted, hard rock/metal radio is free to spin the hell out of this catchy tune. Rage Against the Machine's patented booming bass lines and groovy licks fly off of "Bulls on Parade" like a ricocheting bullet, and Zack De La Rocha's signature high pitched rap lyrics are as accusing and intense as you would expect them to be. "Bulls on Parade," with its head boppin' jams, has the potential to turn on alternative and active rock listeners as well as your average hard rocker. Get used to this song, because it's the only new Rage Against the Machine you're going to hear until the full-length, *Evil Empire*, is released on April 23.

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# KILLING JOKE



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MARCH  
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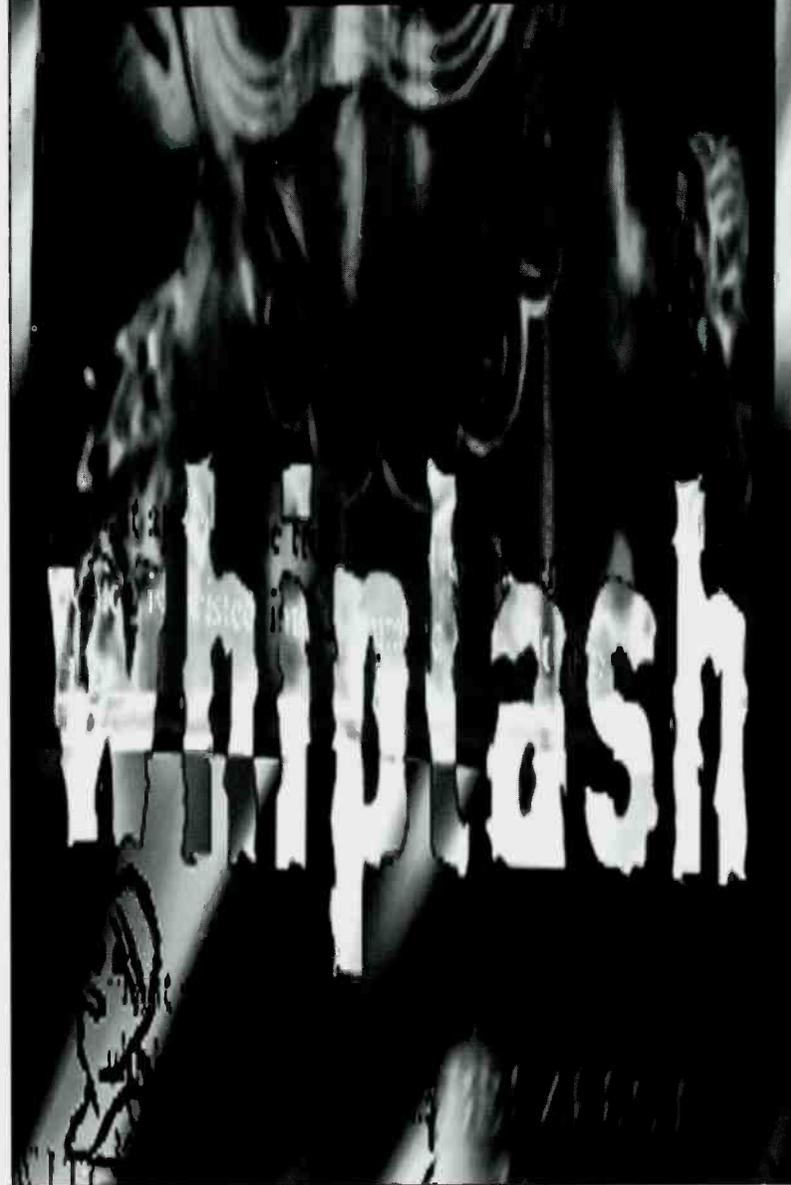


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# GAVIN PICKS

## Singles

BY DAVE SHOLIN



**GARBAGE**  
"Only Happy When It Rains" (Almo Sounds/Geffen)

While "Queer" got a fair amount of exposure at Top 40, this is the track many more in the format will latch onto. Naturally the song found a home at Alternative without any trouble, but its Pop appeal deserves to be set in motion just as quickly with an audience who's only experience with garbage—up 'til now—has probably been unpleasant.

**KISS**  
"Rock and Roll All Nite" (Mercury)

One of the greatest party anthems of the '70s gets the MTV *Unplugged* treatment in the '90s. The band's cross-generational following over the years has been nothing short of amazing. Expect the music and the group to make its presence felt in a big way over the next several months.

**COLOR ME BADD**  
"The Earth, The Sun, The Rain" (Revolution)

Just about the time we were ready to ask "Hey, whatever happened to Color Me Badd?," they deliver a new collection of ten songs, titled *Now & Forever*. Thanks to this highly commercial ballad, the foursome should have no trouble at all hearing themselves on stations everywhere very soon.

**GLORIA ESTEFAN**  
"Reach" (Epic)

Though there's nothing wrong with hearing Gloria sing covers, the remarkable performer *really* shines when



she has new material that showcases her signature style. A collaboration with Pop songwriting genius Diane Warren results in a production which is quintessential Gloria Estefan.

**CROSSOVER PICK SHAI**  
"I Don't Want to Be Alone" (Gasoline Alley/MCA)

Put these six in the studio and magic just happens. Dazzling vocals support the classy melody and chorus, co-written by the group. This one's definitely got multi-format flava!

## Albums



**BILLY DEAN**  
"It's What I Do" (Capitol Nashville)

Billy Dean's latest project is another winner, full of songs with great stories—and it's his storytelling ability that has helped Dean carve his successful music career. This album is a landmark, as it reunites him with producer Tom Shapiro, who's been at the helm of all of Dean's Number One hits. Plus, it marks the beginning of his association with new manager Narvel Blackstock and Starstruck Entertainment. Favorite tracks include the title cut and first single (which is already top 15), "I Wouldn't Be a Man," the Skip Ewing/Doug Stone-penned "In the Name of Love," the sentimental plea

of "Play Something We Can Dance To," the rockin' "Don't Threaten Me With a Good Time," and "The Mountain Moved." —ANNETTE M. LAI



**MEN OF VIZION**  
"House Keeper" (MJJ/550 Music)

"Accentuating the positive, obliterating the negative" is how Men of Vizion approached the making of their first album, which goes back to the basics of R&B music by focusing on male and female relationships. Believing women should be worshipped, the quintet's sexy songs put them on a pedestal, and treat them with dignity and respect. "House Keeper" is full of off-the-hook harmony and soulful lead vocals, produced by New Jack hit maker Teddy Riley. This group is a breath of fresh air. —QUINCY MCCOY

**BEATLES**  
"Beatles Anthology II" (Capitol)



Here's the *real* meat. *The Beatles Anthology I* was burdened with historic, but artistically and technically inferior tracks. *Anthology II* covers songs recorded from February 1965 through February 1968, and includes embryonic, primitive versions of classic songs like "Penny Lane," "Yesterday," "Strawberry Fields," and "Fool on the Hill."

Hearing Paul's single-track vocal and acoustic guitar on "Yesterday" (sans strings) exemplifies the adage, less is more. One can mentally hear the yet-to-be-recorded backing vocals and strings.

Here's the real meat for radio: For A/C, there are "Yesterday," "Fool on the Hill," and "Eleanor Rigby (string

quartet only; no vocals) that are ingrained in listeners' memories. Hearing these versions will be very special. For Classic Rock, "Taxman," "Sgt. Pepper Reprise," "Walrus," and "I'm Down" are in some cases stronger, cooler versions than what was eventually released.

There is very little, if any filler here. *Anthology II* holds up—and surpasses—any Beatles fan's expectations. —DAVID ROTHSTEIN

**VARIOUS ARTISTS**  
"The King R&B Box Set" (King Records)

Growing up in Cincinnati, I heard stories about the legendary King label, but the music on these four discs tells the tale better than anyone can. Bull Moose Jackson's polished "I Love You, Yes I Do" exhibits the label's penchant for sophistication, while Lonnie Johnson's country-crooned "Tomorrow Night" shows King's leanings toward tattered, rural sounds. Controversial classics like Wynonie Harris' "Good Morning Judge" (flaunting disregard for the law) and the Dominoes' "Sixty Minute Man" (exalting sexual endurance) stand out as memorable tracks. Volume two finds vocal groups showcasing their pipes. The Royals' "Moonrise" shimmers and the Platters' "Only You (And You Alone)" exudes timelessness. Volume three begins to show the influence of rock & roll. Peggy Lee's cover has nothing on Little Willie John's hot can of corn "Fever," and Bill Doggett's swaggering "Honky Tonk (Part 1)" may be the perfect R&B instrumental. Hank Ballard's classics "The Twist" and "Finger Poppin' Time" retain their loose raw energy, while James Brown's "Papa's Got a Brand New Bag (Part 1)" ushers in funk with bold assurance. Disc four features rare and unreleased songs and excerpts of King Records President Syd Nathan waxing philosophic. This 4-disc set opens a window onto another era without polishing or altering the songs, and the result is an honest rendering of a label that dared to take a chance and succeeded. Urban heritgae stations would be well-advised to give a listen.—DAVID BERAN

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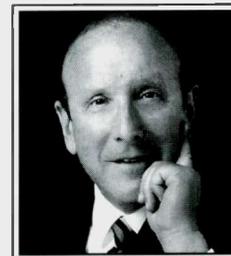
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**(212) 222-9400**  
*for information on*  
**THE**  
**NETWORKING**  
**FAIR**  
*now scheduled for*  
**SATURDAY, MAY 4th**  
**(3:00 PM to 6:00 PM)**  
*or if you want to*  
*attend the*  
**LIVING LEGENDS**  
**DINNER**  
**WEDNESDAY, MAY 1st**  
**(8:00 PM)**

*Want to play in the*  
**GOLF TOURNAMENT**  
*on THURSDAY, MAY 2nd*  
**1:00 PM SHOTGUN?**  
*call*  
**BILLY YOUNG**  
**(414) 353-8910**

**CONFERENCE**  
**CHAIRS**  
**STEVE CRUMBLY**  
 and  
**TERRI ROSSI**

# TOP 10 REASONS (PLUS) FOR ATTENDING **IMPACT SUPER SUMMIT X** (10th ANNIVERSARY CELEBRATION)

1. **CLIVE DAVIS...ARISTA's President•CEO**  
 (the world's #1 recording music executive will be honored at the conference and will conduct a question & answer session on Friday, 3:30 p.m. to 5:30 p.m.)



CLIVE

2. **LARGEST TURNOUT of RADIO...EVER!**  
 (leading programmers & music directors plus top mix show DJs & college heavies)

3. **LARGEST RETAIL ATTENDANCE to DATE!**

4. **THE "PGD ZONE"...BACK AGAIN and HOTTER THAN EVER!**  
 (PolyGram's family of labels will TAKE NO PRISONERS as artists from A&M, DEF JAM, ISLAND, MERCURY, MOTOWN, PERSPECTIVE, VERVE and others KILL the LATE NIGHT INDUSTRY FOLK in a specially designed private nightclub on Wednesday, Thursday, Friday and Saturday nights, 11:00 p.m. to 2:00 a.m., or even later)

5. **SONY MUSIC's (COLUMBIA & EPIC)**  
 will HOST the **SATURDAY NIGHT DINNER/SHOW!**  
 (10 consecutive years of industry leadership by SONY's labels (COLUMBIA & EPIC) with IMPACT!)

6. **ANNUAL MCA AWARDS LUNCHEON! (SATURDAY, 12:00 NOON)**  
 (also in its 10th year of sponsorship; a new and exciting awards concept plus star entertainment)

7. **BMG DISTRIBUTION's FAMILY of LABELS**  
 will CELEBRATE IMPACT's 10TH on FRIDAY NIGHT!  
 (food, drinks and artists from ARISTA, BAD BOY, JIVE, LaFACE, LOUD, RCA, ROWDY and others will do the honors)

8. **NEW! EMI RECORDS' LUNCHEON! (FRIDAY, 12:00 NOON)**  
 (for the second time at IMPACT's SUPER SUMMIT, the prestigious label will salute all in attendance with great food and great artists)

9. **NEW! A GOSPEL SALUTE to IMPACT** produced by Chordant Distribution and the EMI Christian Music Group featuring **KIRK FRANKLIN** and the **FAMILY, DARYL COLEY, CeCe WINANS, DONALD LAWRENCE** and the **TRI-CITY SINGERS, NU JOI** and **ETW**, on **THURSDAY NIGHT** following a **DINNER RECEPTION!**

**(the entire GOSPEL COMMUNITY will present a major seminar and workshop Thursday afternoon, prior to the live artists' showcase...a major happening and a first at the SUPER SUMMIT)...the seminar will begin 5:00 p.m.**

10. **4TH CONSECUTIVE YEAR... "THE NETWORKING FAIR"!**  
 (the industry's major distribution companies will once again be on hand with their label reps to meet, greet and network in a fun environment... a person to person happening, featuring artists, giveaways, food, drinks and more on Saturday afternoon, 3:00 p.m. to 6:00 p.m.)

PLUS...**THURSDAY AFTERNOON "GOLF TOURNAMENT"** on OPRYLAND's PGA PAR 72 GOLF COURSE!

PLUS...**LaFACE sponsored CONTINENTAL BREAKFASTS** each morning!

PLUS...**WEA FAMILY OF LABELS CONFERENCE BAGS!**

PLUS...**A SPECIAL SATURDAY MORNING "TOWN MEETING"!** (AN INDUSTRY FIRST)

PLUS...**MAJOR MEETINGS and WORKSHOPS** featuring **PROMINENT PANELISTS!**

PLUS...**OPRYLAND THEMEPARK!**

(**NON-STOP FAMILY FUN** featuring **THRILLING RIDES** like "THE HANGMAN," **SUSPENDED ROLLER COASTER**, and more)

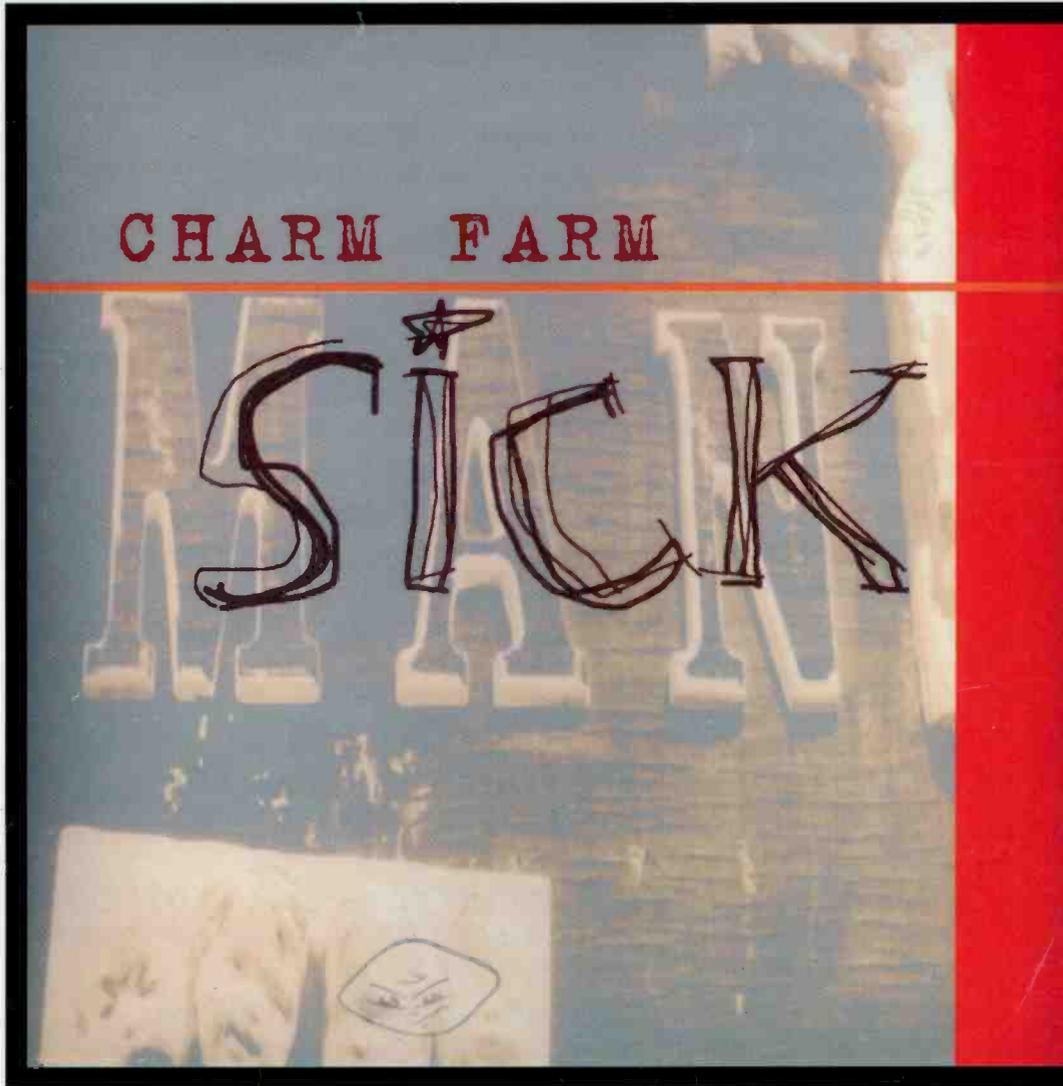
**DON'T MISS**  
**IMPACT's**  
**ONE TIME VISIT**  
**TO NASHVILLE!**

**WEDNESDAY, MAY 1ST**  
**thru SUNDAY, MAY 5TH**  
**OPRYLAND HOTEL, USA**  
**NASHVILLE, TENNESSEE**

**REGISTRATION HOTLINE:**  
**(215) 646-8001**



The whole world is ...**Sick**



Charm Farm's debut album, Pervert

チャームファーム  
パーヴァート

Life bites back.

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