

GAVIN

INDEPENDENT LABELS

They Go Their Own Ways



This Week

In an industry too often guilty of thinking and acting like lemmings, copying one another, and jumping onto various bandwagons, it's easy to admire independents. As our friend and First Person this issue, Ron Alexenburg, reminds, the record industry got some of its best early music from indie labels, from pioneers willing to



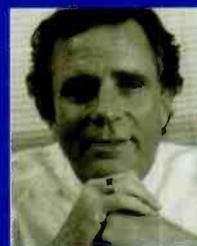
search out, or keep their doors open to artists

who might not be considered mainstream, and then willing to take risks, recording and distributing their records any way they could. That's how labels like Chess, Atlantic, Liberty, and Motown were born. That's how some of our greatest artists and most enduring music came to be. This week, as NAIRD convenes in



Baltimore, we salute the idea of independents by profiling some of the many labels that define

independence. They range from American Gramophone in Omaha, where Chip Davis (top) produces his monstrously popular Mannheim Steamroller recordings, to Vanguard, a long-time champion of folk, blues, and, now Americana. They include Razor & Tie, started in a living room and featuring such artists as Dar



Williams (middle). Indie labels need distributors, and we spotlight a couple of independents

in that arena, including Navarre, which is headed by Eric Paulson (bottom). In News, the major record companies and distributors, frustrated by Chinese piracy, come up with a controversial solution. Me'Shell NdegeOcello comes up with a song title and lyric sure to rile some programmers. And Infinity gets two more stations in Chicago. Enjoy your independence.

THE **NUTTY** PROFESSOR **SOUNDTRACK**

CASE
featuring Foxy Brown

Montell Jordan
featuring Slick Rick

Dos Of Soul

Monica
featuring Naughty
By Nature

Trigger Tha Gambler
featuring Smoother
Da Hustler and D.V.
Alias Khris

LL Cool J

12 O'Clock and
Raekwon

Jay Z and Foxy Brown

Az Yet

Richie Rich

Def Squad
(Redman, Erick Sermon,
Keith Murray)

Warren G
featuring Malik

Da Bassment
(produced by DeVante)

**THE PHATTEST SOUNDTRACK
OF THE SUMMER
IN STORES JUNE 4
ON DEF JAM RECORDS**



MUSIC INSPIRED BY THE MOTION PICTURE "THE NUTTY PROFESSOR"

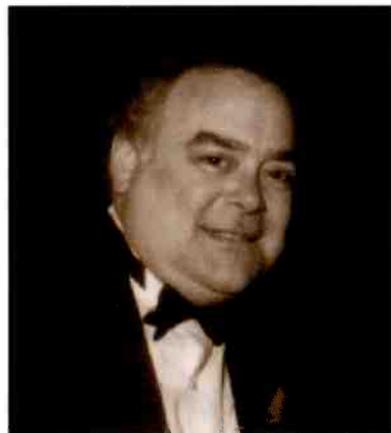
©1996 DEF JAM RECORDS, INC.
WWW.DEFJAM.COM

MOTION PICTURE ARTWORK AND ARTWORK TITLE
©1996 UNIVERSAL CITY STUDIOS, INC.

Ron Alexenburg

On the Importance of Being Independent

Ron Alexenburg is a long-time friend of the music industry (and of GAVIN, where he has served as special counsel for our annual GAVIN Seminar). Though well-remembered for his work as Senior Vice President and General Manager of Epic Records and CBS Associated Labels, where he signed Michael Jackson and helped develop Meat Loaf and Boston, he is passionate about independent labels. He established Infinity Records (Hot Chocolate, Orleans, Rupert Holmes, Spyro Gyra), and now consults indies as well as investment bankers working with people investing in the music industry. Alexenburg and his family live in Huntington, Long Island.



Ron Alexenburg

labels are guided by producers and artists. During my years at Epic Records, we were right at the start of distributing independent labels, many of which got their start at the independent distributors—Monument, Stax, Philadelphia International, Kirshner, Caribou, Invictus, Mums, Spindizzy, and Brother Records.

If not for independent pioneers, you wouldn't have Motown, Verve, Mercury, Warner Bros., Reprise, Chess, A&M, Atlantic, Liberty, Arista, Epic...I could go on and on, but you get the picture. Our industry started with and continues to need that independent label that starts with a dream.

As our business continues to grow, it's that independent artist that will make the difference. We must support them and give them their chance to be heard.

Music distributors like Navarre Corporation, MS Distribution, Red, Alliance, Koch, and Caroline need radio to expose their music.

Independent labels hire the best promotion and marketing they can afford.

I've never seen Jerry Brenner or Jeff McClusky turn labels down for representation because they're independent of the six major distributors.

Today's success in the hip-hop community wouldn't have happened had it not been for people like Russell Simmons or Jimmy Iovine, both very independent-thinking music people. It is important to our radio and music community that the feeling of hope can exist.

GAVIN has always given that availability to our business, while reporting on 14 formats of music. I'll bet the next format will be thought of by someone in radio like Paul Drew, who added a lot to his radio programs from independent labels, or James Murdoch (of Rawkus) giving his love of music with his partners, Jarrett Myer and Brian Brater.

I also want to address retail, as they must also support these labels. Why not special display racks to highlight these new independent labels? We can break many more artists if we show respect to these labels, and with that respect, our total industry support of these independent ideas and of music will continue to grow.

Many of our industry leaders developed their love of this music by starting at an independent music distributor. We are fortunate to have Jerry Moss, Steve Popovich, Sal Licata, Alan Becker, Johnny Salstone, Tony Dalesandro, Rick Chrzan, Eric Paulson, Mike Gaffney, and the memories of Morris Levy, Milt Salstone, and Lenny Garmisa.

I have been very fortunate in my life. Thanks to my parents, who gave me not only my life, but my love of music. GAVIN

The music business started for me in the summer of 1963 with my first job at an independent distributor, Garmisa Distributing. The best beginning any record person could get was working in the warehouse, picking the orders to be shipped to the accounts.

It was also there that I met my wife, Rochelle, by phone from New York, where she was working for an independent label, United Artists.

Those years at Garmisa gave me my street education, taught me to respect radio, and got me comfortable in dealing with artists.

I learned that there was room for the music I was promoting no matter what the competition was doing, providing I had my facts on why I thought a particular record should be added to a playlist.

To continue to grow, this industry needs independent labels. As in the past, many of the most successful

First Words

It's cyclical, believe me, and it goes like this: Independent labels lead the way with new acts and fresh music; the bigger companies catch up with the trend and lure away the best acts or buy the labels; everyone laments "the death of the independents"; and as a new generation of entrepreneurs rushes to fill the void, the whole process starts all over again.

Coming from the U.K., I've seen the cycle several times, with the likes of Island, Chrysalis, Stiff, Virgin, Charisma, Creation, Factory, and Beggar's Banquet making their mark. In the long term, some of those labels flourished—either alone and still proudly independent or absorbed by a bigger fish—while some foundered. For instance, Charisma nurtured Genesis and Phil Collins before being absorbed by Virgin and in turn Thorn EMI, while Stiff broke Elvis Costello and a whole legion of influential left field acts of the late '70s and early '80s before the label, well, stiffed. Yet each has

left an indelible print on the growth of the music business.

The pattern has been similar in the US, and the cycle is on an upswing at present with indie labels offering a friendly viable alternative to the majors for emerging artists and music niches. As GAVIN stays at the leading edge of new music and breaking acts, we say, long may the cycle continue, as independent pathfinders constantly regenerate our business.

David Dalton

David Dalton, CEO



Inside

- 4 News
- 8 That's Sho-Biz
- 10 Friends of Radio *Michael Caprio*
- 14 Small Market Success
KLDR—Grants Pass, Ore.
- 15 Independent Labels: They Go Their Own Way
Profiles of over 20 indie labels just in time for the NAIRD convention in Baltimore.
- 43 Classifieds
- FORMATS**
- 12 Top 40 *When Dance Gets a Second Chance*
Top 40 Profile: Billie Ray Martin
- 14 Go Chart
- 20 Jazz
On Z Corner Raves, Promotions, and Anniversaries
- 22 Smooth Jazz & Vocals
- 25 Gavin Americana™
Cross Country Roundup
- 28 Adult Contemporary
Inside A/C:
To Margaritaville and Back
- 31 A³ Album Adult Alternative
- 31 Extension 606: *Brad Paul*
- 37 College
Keepin' the Promo Wanks Happy
College Profile: Unwound
- 39 Alternative *Are They Really Worth a Thousand Words?*
- 42 Contemporary Christian Hits
From the Vine: P.G.S.S.
- 44 Country *Go Country!*
- 48 Urban Landscape
Urban On-line: Radio Paradise Urban Workshop
- 50 Rap *On Leakage and Love*
Rap Profile: Kwest tha Madd Lad
- 52 Gavin Mixshow
- 54 Gavin Rocks *Strange Days*
Rock Profile: Michelin Slave

NEXT WEEK
Alternative's Mission: Impossible
Can the Format Keep Its Cutting Edge? Yes, according to Max Tolkoff, who highlights some of the voices which will help keep the genre left of center, including Paul Westerberg and Jonathan Poneman.

Cover Photo: Trudy Fisher

GAVIN Founded by Bill Gavin—1958

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

©1996 GAVIN, Miller Freeman Entertainment Group
140 Second Street, San Francisco
California 94105, USA

Miller Freeman
A United News & Media company



"When a station decides to simulcast...a lie and a rumor...it is the lie and the rumor that defines you."

— Mayor Norm Rice

see page 6

Radio Ponders 'F' Word In New Me'Shell Single

BY BEN FONG TORRES

Will disc jockeys be able to play it and say it when what's being played is Me'Shell NdegeOcello's latest single, a little something called "Leviticus: Faggot"?

That's one of the questions facing radio and Maverick Records, which issued the single from NdegeOcello's upcoming second album, *Peace and Passion*, to radio last Tuesday.

Although "faggot" has long been considered a derogatory term for homosexuals, NdegeOcello, who says she is a lesbian, says the word is essential to the song, which tells of a gay man being insulted and beaten by homophobes, and includes the lines, "Hey faggot, better run," and "Go to church, boy, you're just a prisoner of your own faggot world."

"I just wanted the song to be human and deal with the issue in a human perspective," said NdegeOcello.

The early word from radio is that the song will have its support, despite the prominence of the epithet. "It's a word that, regardless of (the) context, someone is

going to feel offended," said Harold Austin, Program Director at KKBT/FM-Los Angeles. "But at the end of the day, it's a great song, so I'll play it."

At KMEL/FM-San Francisco, Michelle Santosuosso, Program Director, initially



Michelle Santosuosso

told Freddie DeMann, co-CEO of Maverick, "Are you crazy? This is San Francisco!"

"I said there was no way we can play it, given the large presence of the gay community here. But Freddy said, 'Listen to the words.' And then we said, 'Wow, we have to play this.'" Santosuosso said KMEL had gay activists—many of whom expressed approval of the song—on the air to put it in context before it first aired on May 20.

Labels to Chinese Pirates: 'We'll Work With You'

Frustrated by their efforts—and those of the U.S. government—to knock out Chinese piracy of music recordings, major record companies are said to be considering the unthinkable: getting into business with the pirates.

According to a report in the *Los Angeles Times* by Chuck Phillips, the six major record corporations "have considered everything from launching Chinese joint ventures to paying the pirates millions of dollars a year simply to stop producing illegally copied CDs."

In China, where some two dozen factories illegally copy compact discs, movies, and computer software, talks between Chinese and American trade officials failed to resolve differences, and, after an exchange of threats to slap heavy tariffs on each other's products, President Clinton has announced that he will renew China's favored trade status, choosing "America's interests" over a referendum on Chinese actions.

Meantime, the music industry, weary of Chinese pirates draining an estimated \$300 million in lost sales each year, has begun an

approach to the pirates, with a meeting in China between a representative for the industry and an intermediary for the illegal manufacturers.

"I know it sounds ridiculous to pay pirates to not manufacture illegal products, but frankly, everything else we've tried so far has failed."

The industry is proposing to invest in the existing Chinese plants or buy the copying equipment outright. The record companies would also pay the pirates an annual sum equivalent to their earnings, which are

estimated at some \$80 million for 1995.

The music companies hope eventually to be able to convert the factories—some said to be sanctioned by the Chinese government—into legitimate facilities.

"I know it sounds ridiculous to pay pirates to not manufacture illegal products," one record executive told the *Times*, "but frankly, everything else we've tried so far has failed."

"The arrangement," the executive continued, "would operate kind of like a U.S. agricultural program. It would give the counterfeiters a financial incentive to allow a legitimate market to develop."

"But we can't fix this problem by ourselves. If the record companies are willing to stick their necks out like this, the Chinese leaders need to lay down the law."

Interrep Reports: Urban Over Country, Again

Based on recent Arbitron ratings, Interrep Radio Store has once again analyzed format shares. Predictably, News/Talk leads the list, holding steady at its fall 15.2 rating (up .5 from this time last year). Meanwhile, Urban formats (Urban Contemporary, A/C, and Oldies combined) make a dramatic rise from last year, overtaking Country and A/C as those most listened to. Spanish and Alternative, likewise, make strong surges.

On the downside, Top 40 and A/C take small dips from last Winter—even though Hot A/C inches up a tad—and Jazz stations continue to fluctuate slightly. Contemporary

Christian is flat at 0.3.

(Note: A/C and Hot A/C are separated in the Interrep rankings. Together, they total 12.3.)

Audience share by format, 12+

	W '94	W '95	W '96
N/T	14.4	14.7	15.2
Urban	8.9	9.6	10.2
Country	11.1	11.0	9.6
A/C	12.5	9.9	9.2
Spanish	4.1	4.4	5.6
Alb	6.5	6.1	5.5
T40	6.0	5.5	5.3
Oldies	5.2	5.7	4.9
Alt	2.2	3.2	4.7
Standards	2.8	3.1	3.3
Hot A/C	2.7	3.0	3.1
Cl Rk	3.7	3.8	2.9
Jazz/SJ&V	2.6	3.1	2.7
Class	1.7	1.7	1.8
A3	n/a	1.2	1.5

Infinity, Cox Make Big Trade

Infinity Broadcasting of New York and Cox Enterprises of Atlanta have agreed on a deal for stations in Chicago and Orlando.

Infinity will take WCKG/FM, a Classic Rock outlet, and WYSY/FM from Cox, while Cox will receive WHOO/AM, WHTG/FM, and WMMO/FM, which are owned by Granum, which,

in turn, is being purchased by Infinity.

Infinity will also throw in \$20 million.

The deal could mean a new home for Howard Stern, who's had ratings difficulties in the Windy City.

Infinity, which owns talk outlet WJJD/AM, Oldies WJMK/FM, and Country WUSN/FM in Chicago,

could move the king of almost all media off WJJD and onto WCKG, which, coincidentally, was Stern's Chicago outlet, via syndication, for several months in 1994.

Infinity is also reportedly interested in getting long-time Chicago favorite Steve Dahl to handle afternoons on WCKG.

LIKE A ROLLING STONE

Be Sure to Wear Some Hippies in Your Hair...

DON'T GET ME wrong. This is not another of our subtle plugs for SFO3 and the Alternative Boot Camp, the twin-headed GAVIN gatherings happening in San Francisco in July.

All I'm saying here is that you oughta take advantage of the chance to come to San Francisco.

As Jim Carrey might put it, this town is Ssss-MO-king!

You got a whiff of the heat if you saw David Letterman's visit here two weeks ago. Here, it seemed, most of the city was *in* heat over the *Late Show* being around. At least the media were. The newspapers covered it like the Olympics, and KPIX/TV, the host station, went nuts, with news, sports and weather people all trying to be like Dave.

Radio contented itself mostly with ticket giveaways. KCBS, the usually sober, all-news station, ran such a contest and gave its winner a choice between a pair of Letterman tickets and a trip to Germany. It was no contest. Who did they think the winner was? Marge Schott?

After the *Late Show* week, stations were all over Manny, the sort-of-a-hippie befriended by Letterman in an unusually long, two-part segment in which young Manny introduced the words "dank" and "schwag" (as in "cool" and "sucks") into the national vocabulary. "Diggity-dank," according to Manny, means the best.

Late Show paraded local heroes like Steve Young, Joe Montana, Robin Williams, Tom Hanks, Clint Eastwood (he's a jazzier from Oakland), Don Johnson, who's been in SF a lot these past few months, filming his *Nash Bridges* series; Eddie Murphy, who's making a movie in town, and new Mayor Willie Brown. Musically, *Late Show* showcased Green Day and gave guest spots in the CBS Orchestra to Joe Satriani, Sheila Escovedo and Pete Escovedo, but ignored mucho other local musical talent.

Still, it was a million bucks of publicity for a city that, since Brown's splashy inauguration in January, has been on a roll. Voters approved a Camden Yards-like ballpark to replace windswept old Candlestick. We've just opened a dazzling new Main Library; we're still making our first visits to the Museum of Modern Art, in the beautiful new Yerba Buena Center, where part of Skid Row used to be, near downtown.

Nightlife is rocking. Slim's, Paradise Lounge, DV8, DNA (which O.J. prosecutors Marcia Clark and Chris Darden visited, despite the heavy irony of the club's name), and Release are only a few of the most happening clubs.

Now, if only our sports team and more than a few of our radio stations were better...

SINCE MY REPORT on my 20th wedding anniversary, and how Sue Hall of KFRC brightened it for Dianne and me with a bottle of Graceland wine, I've been asked: What did I really give Dianne, if not a set of vacuum cleaner bags? Actually, not much. Taking half a day off, I took her to two great restaurants—Boulevard for lunch (the chef at that hot spot, Nancy Oakes, was the DJ at our wedding reception in '76) and Masa's for dinner (just 'cause it's the best French restaurant in town)—and, a couple of nights later, Ray Davies' show at the Alcazar Theater. It's been a long time since I caught the Kinks, but brother Ray hasn't lost a step. (You can catch the production on VH1 on June 2.)

Nowadays, it's a one-man show, and between songs, Davies does spirited bits from his memoirs (*X-Rayted*), ranging from childhood recollections of listening to music on "the radiogram" at home north of London to crazy, kinky days and nights in rock & roll. But it's just Davies, a guitarist, and it's on a theater stage. But when Davies sang those gloriously pointed, satirical, campy, and all-out rock & roll songs of his, and got the audience singing along with his singular voice, and took us back to Sunny Afternoons and Waterloo Sunsets, it was—well, it was *diggity-dank*.



POP QUIZ:

- What 1964 Beatles album was the first to enter the charts in both the UK and US Top 10?
- What British-based group's 1983 album knocked Michael Jackson's "Thriller" out of the #1 spot in both the UK and US?
- What rap star's 1990 album topped the US charts for 21 weeks but never even entered the Top 10 in the UK?

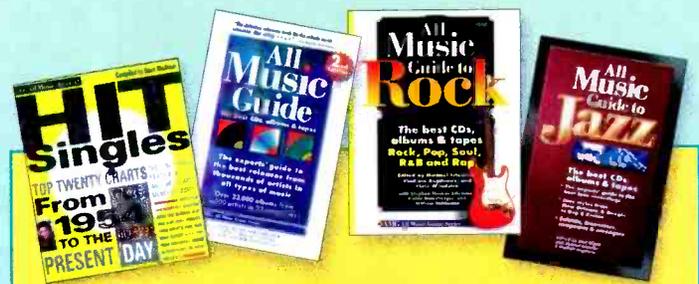
Now you can track 35 years of transatlantic pop and rock music history at a single glance—with *The All Music Book of Hit Albums*.

This unique chart book shows you the Top 10 US and Top 10 UK album charts from 1960 through

1994, side by side, month by month. Each listing is fully annotated with artist name, recording label, previous month's chart position, and more. Special symbols indicate an artist's first Top 10 entry, and gold or platinum albums. Plus—this addictively fun-to-read book includes tons of trivia, artist photos, handy indexes, and more.

Put your Top 10 knowledge to the test!

352 pages, 120 photos, softcover, US\$22.95



From the publishers of *The All Music Book of Hit Singles*, *All Music Guide*, *All Music Guide to Rock*, and *All Music Guide to Jazz*.



Available at book and music stores everywhere.

Also available from Miller Freeman Books • 6600 Silacci Way • Gilroy, CA 95020 USA
Phone: (800) 848-5594 • Fax: (408) 848-5784 • E-mail: mfbbooks@mfi.com
WorldWide Web: <http://www.mfi.com/mf-books/>

GV605

BY BEN FONG-TORRES

With Imus as Co-Pilot, Earhart Book Takes Off

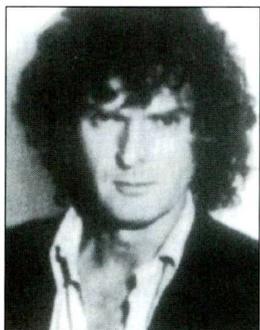
Don Imus, who's shown his considerable muscle with political bigwigs in recent months, can also sell books.

Just last month, Imus' wife, Dierdre, bought a copy of *I Was Amelia Earhart*, a first novel by Jane Mendelsohn.

She read and liked the slim, little-noticed book, an imagination of the end of the pioneer aviator's life on a deserted island (Earhart's plane vanished in the Pacific in 1937)—and passed it along to her husband. "I thought it was lyrical and poetic," Imus told *Newsweek*.

On Monday, April 22, he began waxing lyrical, if not poetic, about the book on his syndicated morning show from WFAN-New York. By the end of the week, book stores were rushing to order 60,000 copies. Within another

week, the book was number eight on the *New York Times* best-seller list and in its sixth printing. And, last week,



Fine Line Features bought the movie rights.

"Bill and Hillary might not have nice things to say about Imus," noted one industry observer, "but you can bet Jane certainly does. It is a great book, but it wouldn't be where it is today without the Imus injection."

Liberty Gets Bigger Piece Of the BOX

Liberty Media Corporation has agreed to increase its stake in Video Jukebox Network Inc., which operates The BOX, to a controlling stake worth up to \$32 million.

The Denver-based Liberty, which now holds 5 percent of Video Jukebox, plans to purchase 5.6 million shares for \$2 each, from a shareholder group. Liberty will also have options to buy enough additional shares at the same price to give it 52 percent of voting shares and 60 percent of outstanding shares.

Liberty Media CEO Peter Barton said that digital technology recently implemented by the BOX will differentiate the interactive video channel from all others, and "enable the BOX to localize programming efficiently, while maintaining the leverage of a national brand."

Joel Jaws for WPLJ's 25th

To help WPLJ/FM-New York celebrate its 25th anniversary May 16, Billy Joel took the stage at Town Hall for a three-hour, live broadcast session of "Questions, Answers, and a Little Music." True to his title, he played and dissected various songs, but mostly talked to the audience, much of it comprised of music students. "I should have paid more attention to the business end of my career," he said, referring to his well-documented managerial problems.

Here, Joel joins the WPLJ staff backstage.



Mayor Raps 'Hot Talk' Radio

Norm Rice, the highly-regarded Mayor of Seattle, has joined critics of talk radio, labeling as dangerous "cowards" KVI/AM and others for spreading unsubstantiated rumors that he was gay and had been shot by his wife.

The rumors, begun three years ago by a former city employee who distributed fliers on the street, were aired on a show entitled *The Truth About Norm Rice*, which was also aired by KGA/AM-Spokane.

Jazz 'Voice Of America' Is Stilled

Willis Conover, one of the first and most important champions of jazz music on the radio, has died at age 75.

Conover, who sent jazz through the Iron Curtain to millions of listeners by way of the Voice of America in the mid-'50s, died of lung cancer May 17 in a hospital in Alexandria, Va., near his home in Washington.

That's where he began his Voice of America Jazz Hour in 1955. Playing what he called "the music of freedom," Conover reached an estimated audience of 30 million in Eastern Europe and the Soviet Union; some 100 million worldwide.

While the government-operated Voice of America could not be beamed into the U.S. itself, Conover was known as the announcer of the Newport Jazz Festival for 15 years, and before landing the Voice of America job, was a popular DJ in Washington.

It was at his first radio job, at a station in Cumberland, Md., that Conover discovered a record by Charlie Barnet, "Cherokee," and went to a record store to find more such music. When the owner asked, "You really like that jazz, don't you?" Conover replied: "What's jazz?"

Rice, a candidate for Governor of Washington, has been mentioned as a potential candidate for a Cabinet post if President Clinton wins reelection. KVI, in recent years, has come to be known as a forum for Republican views.

In the April 11 program



Mayor Rice, as featured recently in *Newsweek*.

about Rice, however, host Mike Siegel went beyond politics, airing the allegation that the Mayor had been shot by his wife, Dr. Constance Rice, in early 1993 after she'd supposedly found him with a man. "Because it's such a rampant rumor," said Siegel on the air, "the Mayor ought to come out and deny it."

He did, to attack "so-called hot talk radio."

Last week, standing with his wife and son, along with

community and religious leaders, Rice held a press conference, saying he had no choice but to combat the rumors.

"When a station decides to simulcast all over the state of Washington with a lie and a rumor, wherever you go, it is the lie and the rumor that defines you," he said. "KVI has taken the hateful words put on paper by one disturbed former employee, even though they have admitted these words did not contain one shred of truth—and deliberately spread these lies across our state. I am here to say they are cowards. They are dangerous."

"We've acknowledged that it is a rumor," said Rob Dunlop, Operations Manager of KVI. Host Siegel added, "There was no intent to spread something that was rumor and innuendo, and if that happened, I'm sorry."

As GAVIN went to press, KVI put Siegel on indefinite suspension with pay. A station manager called the suspension "a time-out" and said it was not prompted by any single factor.

Johnny 'Guitar' Watson, 61, Dies

The original "Gangster of Love" is dead.

Johnny "Guitar" Watson, an influential R&B guitarist and singer, died May 17 in Japan, just as he was about to perform at the Yokohama Blues Cafe.

Al Bell, President of Bellmark Records, said Watson apparently suffered a heart attack. He was 61.

The Houston-born Watson's recordings, ranging from the '50s to 1993, included "The Gangster of Love," which became a nickname and was covered by the Steve Miller Band in his 1968 album, *Sailor*.

Besides Miller, Jimi Hendrix, Eric Clapton, and Stevie Ray Vaughan have pointed to Watson as a guitar influence. Frank Zappa employed him on several recordings, once describing Watson's sound as "an icepick to the forehead," and his playing was sampled in rap songs by Ice Cube and Snoop Doggy Dogg.

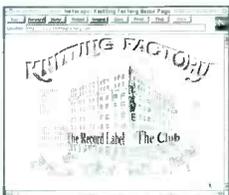
"He had his unique style," said Bell. "He knew simplicity had power."

His last album, *Bow Wow*, was his first in more than a decade, and received a Grammy nomination. In March, Watson received a Pioneer Award from the Rhythm and Blues Foundation in ceremonies at the Hollywood Palladium during Grammys week.

REALITY BYTES

KNIT ONE; VIEW, TOO

The Knitting Factory is weaving its way ahead of its time by becoming the first club to offer live video on the Internet. Cybercasts of live performances can be found at www.knittingfactory.com, and 90 percent of all Mac and PC users can view performances...Elektra is cybercasting The **AFGHAN WHIGS'** May 30 performance from NYC's Irving Plaza. An online chat, still photos, and real time video and audio are all part of the package. Access www.elektra.com, on Time Warner's Pathfinder at pathfinder.com...The new **ALICE IN CHAINS** Web Site, "Dog's Breath," features movies, audio files, a "Go Ask Alice" e-mailbox, and other surprises at www.music.sony.com/Music/ArtistInfo/AliceInChains/... Britain's *New Musical Express* will soon have a Web Site, including audio samples, gossip, charts, reviews, and chat groups. Contents will be updated daily. Type www.nme.com...Graphix Zone plans to release a **WILLIE NELSON** CD-ROM in September that will include unreleased songs, lyrics, rare photos, videos, music, film and video clips. For info, go to Graphix Zone's Web Site at www.gzone.com...The **SPIN DOCTORS** will discuss their upcoming CD on AOL on May 29 at 5 p.m. PST. Type keyword: Warner...To find the reunited **STEELY DAN's** tour dates and more, go to <http://pathfinder.com/steelydan>...To find me, e-mail davberan@best.com.



—DAVID BERAN

DMX Jumps from Cable To World Wide Web Site

BY DAVID BERAN

Digital Music Express (DMX), the cable-delivered digital music service, has made an express stop on the World Wide Web to launch a music resource site.

Music industry insiders and consumers can access charts, concert updates, online record stores, DMX information, and more.

The new site hopes to be "the definitive source for music information," says Jerry Rubinstein, chairman and CEO of DMX Inc.

Radio and record people will find the DMX charts a valuable reflection of what people are listening to. The charts are available in eight formats including Rap, Heavy Metal, and Alternative Rock. "Our Web Site does in fact appeal to music industry people and is not strictly consumer-orient-



ed," Rubinstein told GAVIN. "The source of information for these charts is the DMX playlists, with added information coming from the requests we receive from DMX subscribers."

The site includes an overview of DMX and a "Music Central" area (unrelated to Microsoft's *Music Central* CD-ROM and site), with over 1,000 links to other music Web Sites. The area is updated weekly.

The future of audio on the Web seems to be headed toward broadband transmission, which would enable 16-bit, CD-quality sound to be downloaded. Rubinstein notes that this imminent development will have an effect on DMX. "We will be looking at the World Wide Web as another possible distribution channel for our service," says Rubinstein. The DMX site is at <http://www.dmxmusic.com>.

RealAudio Introduces 'Timecast' Software

Progressive Networks, the company that developed RealAudio, has introduced a software that allows Internet providers to offer real-time radio broadcasts, has unveiled an improvement.

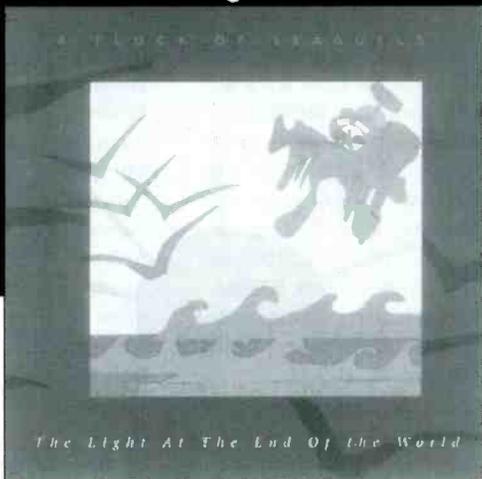
Timecast allows Net surfers to customize their news (from sources like ABC and *Entertainment Tonight*) with continual updates and program it to their own schedules as well as listen to various radio stations over the World Wide Web, including KUSF/FM-San Francisco, WPLX/FM-Dallas, and WOR/AM-New York.

Listeners, said Rob Glaser, founder, President and CEO of Progressive Networks, "can get access on demand. The bandwidth of the Internet will allow for a lot more choices than traditional radio stations...and they'll be able to listen to what they want, when they want it, by choosing the sequence in which they listen to news and music."

A Flock of Seagulls

Early Believers Include:

WJAT
WZWZ
KDOG
KOTM
KVHT
KX92



WNNO
KBCQ
KMVR
KTDR
KONG
KAGO

"rainfall"

Gavin Top 40 Debut in Up & Coming

On tour now!



3001 Aloma Ave.
Winter Park, FL 32792
(407) 673-3801 Fax: (407) 673-3802
e-mail: savant1@nebula.ispace.com



Joe Bean Esposito

"One Track Mind"

This is what's Going On!

"It's great to finally hear a record like this on the radio!" — **WJAT/Barry Stewart**

"The perfect spring and summer tune that sounds unbelievably great on the air! It's Motown meets Asbury Park—A NO BRAINER." — **KRAI/Rick Allen**

"This is a great up-tempo springtime pop record." — **WNNK/John O'Dea**

"One of the better independent releases I've heard in a long time. Great hook, great sound." — **WZWZ/Rob Rupe**

"When I played it on my morning show today I thought of bringing the top of the convertible down and taking the rest of the day off." — **KSTN/John Hampton**

NO GROWNUPS ALLOWED

310-374-2439

THAT'S SHO BIZ

That's Sho Biz By Dave Sholin

The news of **Liberty Media Group** acquiring a controlling interest in **The BOX** was met by cheers from employees and the music industry. Liberty is a division of cable giant **TCI**, so odds are good the outlet will be seen in a lot more markets. Word of the Liberty stock purchase comes as new "Digital BOX" technology and the **BOX Latino** are launched.

"Who will be the next PD at **KHKS-Dallas**?" remains an unanswered question as the man heavily rumored for the gig, **Tom Watson**, will head to Phoenix instead. Watson is set to program '70s gold **KHTC (K-Hits 96.9)**. Indications are APD/MD **"Mr. Ed" Lambert**, who's running the show right now, might be doing so permanently. Meanwhile, former **WRQX-Washington, D.C.**, morning co-host **Bert!** will now be teamed with **KISS 106** wake-up star, **Kidd Kraddick**.



Finally, we catch a glimpse of future baseball hall of famer and **GQ** model, **Ryan Gregory Thompson**, born last month to proud parents **Greg** (of **Elektra Entertainment** fame) and **Andrea Thompson**. Ryan will be happy to know he's gotten a couple of new industry pals in recent days. Congrats to **KTHT-Fresno** APD/MD **Mike Yeager** (aka "Alexander") and wife **Elsa** on the arrival of son, **Jacob Andrew**, born May 15. Two days later, **Z100-New York** PD **Tom Poleman** and his wife, **Ginny**, welcomed daughter **Julia Kelly**.

Apparently, contract talks between **WMTX-Tampa** and PD **Mason Dixon** broke down. Dixon has left the building. Could he wind up across the street at **WUSA**? If so, will the lite A/C get hotter?

Was that former **KFRC/Z100/WPLJ** morning personality **Gary Bryan** on the set of the **Eddie Murphy** film currently being shot in San Francisco?

What will the three-way swap between **Entercom**, **Nationwide**, and **Secret** mean in Seattle and Houston? In Pittsburgh, it's one less Alternative outlet as **WNRQ** flips to Smooth Jazz. 'NRQ PD **Phil Manning** and the entire staff are out with board ops keeping the station on-air. It's unlikely Entercom will change much at **KISW-Seattle**, but is Nationwide planning to pull the plug on Alternative **KTBZ**?

After three years as Manager of A/C Promotion for **Arista**, **Jason Perl** is ready to move on and has resigned the position. Contact him at (212) 477-3270.

Format shift at **WFGM-Fairmont, W. Va.** On May 31, new owner **West Virginia Radio** will begin simulcasting its Country station **WKKW-Clarksburg** on the previously Top 40 frequency. 'KKW will eventually go to some other format. WFGM PD **Ed James** is on the prowl for his next challenge. MD **Don Brake** stays on with 'FGM former owner, **Fantasia Broadcasting**.

In the wake of **Ted Edwards'** departure as PD of **WNEW/FM-New York**, rumblings about a new direction for the station get louder by the hour. Will **Lee Abrams** be involved? If it's back to Classic Rock, how will that impact **WAXQ**?

Condolences to the family and friends of singer/songwriter **Kevin Gilbert**, who died last weekend at age 29. Gilbert was nominated for a Grammy last year for "All I Wanna Do."

KHTT-Tulsa Operations Manager **Tim Van Marin** moves over to sister station **KBEZ** in the same capacity. The move gives KHTT PD/MD **Carly Simon** full control.

Will word have come down that **KDWB-Minneapolis** AMD **Rick Thomas** has been named the new MD/PM driver at **KKRZ-Portland** by the time you read this?

Since when did massages and subsidized gourmet lunches become job benefits? Employees at **Rhino** should know. The label was singled out for its "corporate citizenship" recently when U.S. Labor Secretary **Robert Reich** stopped by for a visit. Reich was last heard asking, "more hollandaise, please, and could you be a little firmer on the neck and shoulders?"

Look who showed up in Vegas for just one more chorus of "After the Lovin'" after the show? These close personal friends of **Engelbert Humperdinck** also joined in for a chorus of "Happy Birthday" to the world famous singer. Left to right: **Broadcast Programming Inc.'s Walter Powers** and **Mike Bettelli**, **Core Entertainment** promo director **Ted Mellencamp**, **Kelly Jerumanis** of **TJ Promotions**, Mr. H himself, **TJ Promotions' Lynda Tice**, and **National Record Promotions' Masika Swain** and **Larry Weir**.



On the Air & In the Grooves: **ALEXANDRA HASLAM** • *The Media Connection*. **DAVID BERAN** • *Backstage*. **JAAN UHESZKI** • *Sho-Prep*. **RON FELL** • *Friends of Radio*. **ANNETTE M. LAI** • *Sho-Dates*. **DIANE RUFER**

On the Air



Jeff Foxx

Overnight With Jeff Foxx, an **SJS Entertainment** program, will be the first nationally syndicated

overnight programming for Urban radio when it debuts July 1... **Steve Hoffman** is named Program Director of **KRQR-San Francisco**; he comes from Alternative **KDEG/FM-Las Vegas**... **Hot 97 (WQHT)-New York** welcomes **John Mullen** as its new Program Coordinator... **96.3 The Planet (WHYT/FM)-Detroit** brings **WVKS/WRVK-Cincinnati MD Kruse** to the Motor City for afternoons including p.m. drive... **KPSI/FM Power 100.5-Palm Springs, Calif.** adds **Mike Medina** to late nights. He comes from **Star 100.7-San Diego**, where he was Production Assistant...

Sandra Chin, formerly in the programming departments of **WPLJ-New York** and **K101-San Francisco**, has signed on as Manager of Rights and Clearances for the newly syndicated **Rosie O'Donnell Show**.

Of course, the big news is all the sales and swaps going on these days: **CBS Radio** and **SFX Broadcasting** will trade

assets: SFX's **KRLD/AM** and the **Texas State Networks** in Dallas for CBS' **KKRW/FM-Houston**... **Jefferson Pilot Communications** buys Oldies **KBZT (94.9 FM)-San Diego** from Anaheim Broadcasting for \$30 mil. JP recently bought San Diego jazzster **KIFM/FM**... **Osborn Communications** has purchased **WEEJ/FM** and **WKII/AM-Port Charlotte, Fla.**... **Benchmark Communications** pays \$9,600,000 to **Adventure Communications** for **WFMX/FM** and **WSIC/AM**, which service western North Carolina... **Sheridan Broadcasting Corp.** buys **WSSZ/FM-Greensburg, Pa.**, and will simulcast popular Pittsburgh station **WAMO/FM** over the frequency...

Tribune Broadcasting has sold **Interstate Radio Network**, a syndicated program that targets cross-country truck-

ers, to **River City Broadcasting**... **99.7 The Edge (WDGE)-Providence, R.I.** closes purchase of **100.3 FM (WOTB)-Newport**. A simulcast of **The Edge** began immediately.

In the Grooves



Chris Barry

Fred Williams is packing. His promotion to Senior Director, National Urban

Promotion

for **EMI Records** involves a move to NYC. **Chris Barry** becomes Director, National Urban Promotion; he'll stay in LA. **Stephanie Lopez-Ajose** is upped to National Director, "Quiet Storm" Radio and Urban Catalog. **Monte Bailey** becomes Northeast Regional Urban Promotion Manager and **Stephen Gill** takes the same post for Ohio Valley. **Ramona Barksdale** becomes National Field Coordinator... **Capitol**



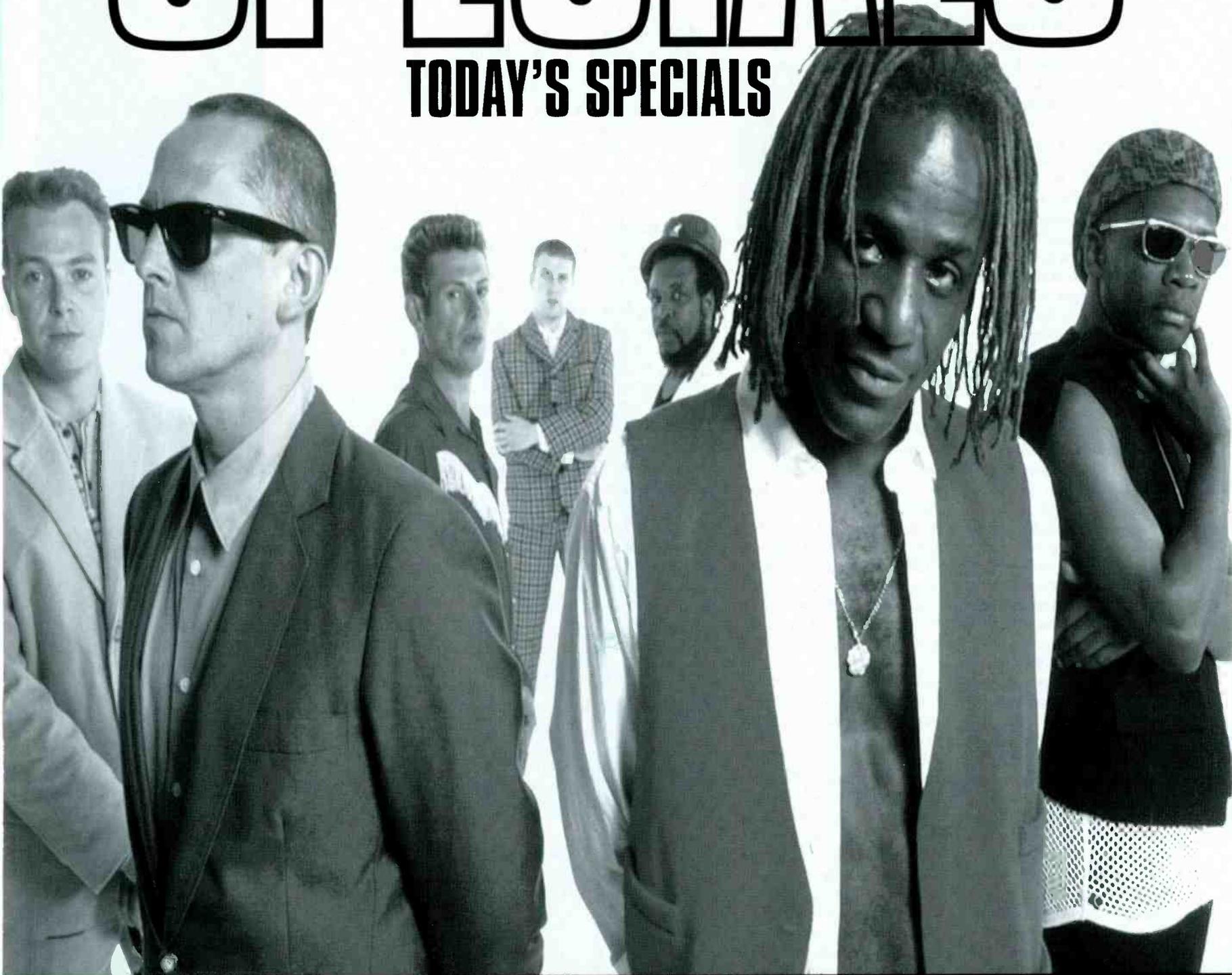
Tommy Daley

Records promotes **Tommy Daley** to National Director of Rock Promotion and **Mike Snow**

to Associate Director of College Promotion; both are based in Hollywood... **Jay Hughen** is upped to National Director of College Radio Promotion for **A&M**; **Terry Dry** is promoted to Director and **Jillian Newman** to Manager of Artist Development and Artist Relations; **Scott Carter** takes Director of Product Development... **H.O.L.A. Recordings** names **Joey Caravello** VP of Promotion; he comes to the company from **Champion Records**, where he was VP North America, and **SIN** where he acted as VP for **Set 'Em Up Promotion**... **William F. Marion** becomes National Director of Promotion and Special Products for **57 Records**. He will oversee the label's promotional marketing strategies and direct and coordinate **Shotput Records'** promotion department.

THE SPECIALS

TODAY'S SPECIALS



the new album featuring

"A Little Bit Me, A Little Bit You"



"A Little Bit Me, A Little Bit You" produced by Neville Staple/Tom Lowry

©1996 Kuff Records, Ltd.

THE MEDIA CONNECTION

Whitney Houston will sing several songs in her December-released romance *The Preacher's Wife*, and **Lionel Richie** also makes an appearance in the film... Hollywood Records is poised to release the first single from the Disney Records soundtrack to *The Hunchback of Notre Dame*. **All-4-One's** "Someday" is on its way to radio, and an **Alan Menken/Stephen Schwartz** score will follow...The **Muhammad Ali** film documentary *When We Were Kings* will feature an urban hip-hop soundtrack. The **Fugees** have written and produced a song for the project that will feature several hip-hop luminaries...**Harry Connick, Jr.** will star opposite **Alicia Silverstone** in the upcoming Columbia film *Excess Baggage*...Screenwriter **Ron Shelton** (*The Great White Hope*, *Bull Durbani*) is slated to pen the **Bob Marley** biopic screenplay...**Elisabeth Shue** will play a singer/performer in the upcoming comedy of manners *Cousin Bette*...The **Deftones** make their silver screen debut in the upcoming sequel *The Crow: City of Angels*. Look for them performing during a fight scene in the film's finale.

The Cable Guy soundtrack features **Porno For Pyros** covering **Lou Reed's** "Satellite of Love," tracks by **Silverchair**, **Cracker**, and **Ruby**, and **Jim Carrey's** outrageous cover of **Jefferson Airplane's** "Somebody To Love"...**"Weird Al" Yankovic** is responsible for writing and directing the opening sequence of Disney's new comedy *Spy Hard*...Critics are lauding the new film *I Shot Andy Warhol*, and the Tag/Atlantic soundtrack (featuring cool covers by **Bettie Serveert**, **Jewel**, and **Wilco**) is scaling alternative charts with a bullet...**Def Jam's** *The Nutty Professor* soundtrack includes the **Case** single "Touch Me Tease Me" featuring backup vocals by **Foxy Brown**...Discovery Records' *Georgia* soundtrack is due out June 23. It features **X-Man John Doe**, **Jimmy Witherspoon**, and cuts by **Van Morrison** and **Elvis Costello**...Miramax is planning a sequel to the 1991 film

The Commitments with **Colin Welland** (*Chariots of Fire*, *Twice in a Lifetime*) penning the screenplay...San Francisco filmmaker **John Antonelli** is shooting a documentary on blues journeyman **John Lee Hooker**...Emmy award-winning composer **Gary Remal Malkin's** latest project is a sound rendering of the Great Smoky Mountains. Malkin uses a palette of various



Hunchback of Notre Dame music will soon be lurching its way up charts

instruments, including Native American drums and piano, to evoke sonic scenery. Contact Real Music at (415) 331-8273 for information.

VH1 will debut eight new series and specials this month. They include *Archives*, *VH1's Rock N' Roll Picture Show*, *8-Track Flashback*, and *Route 96*. Tune in to the June 2 premiere of VH1's new music series *Storytellers*, and catch **Ray Davies** of the **Kinks**. The second installment on June 9 features singer-songwriter **Jackson Browne**... Take a bite out of **Cracker's** June 7 performance on CBS-TV's *Late Night with David Letterman*.

CONGRATULATIONS to **Scott Arkwright** who knew that *To Die For* was the **Matt Dillon** film where he played drums for a band called the Coolies. This week's question: Name one of the songs that the group Otis Day and the Nights performed in the 1978 film *National Lampoon's Animal House*. One winner will be drawn from all correct answers received, and will be awarded cool soundtracks from MCA Records, Milan Entertainment, and Epic Soundtrax. Fax answers, along with your address, to my attention at (415) 495-2580, phone GAVIN at (415) 495-1990 ext. 601, or e-mail me at davberan@best.com. Tell yourself a joke or two, and we'll see you on the big island. —DAVID BERAN

Sho-Prep

TINA ARENA

Even before Tina Arena's debut album, *Don't Ask*, was released in the States, it was certified eight-times platinum (600,000 copies) in her native Australia. Back in 1990, Arena's single "I Need Your Body," was declared the best-selling Australian single of the year.

JOHN TESH

John Tesh's decision to give up his co-anchor job with *Entertainment Tonight* to pursue his career as a musician means he's passing on a guaranteed \$1.25 million annual salary. He begins a summer concert tour with a show in Chicago June 12.

MADONNA

Carlos Leon, the 29-year old father of Madonna's forthcoming child, has signed with clothing designer Versace for an upcoming print advertising campaign.

GLORIA ESTEFAN

Gloria Estefan's official Olympic theme, "Reach," co-written with Diane Warren, will be used on all NBC-Television promos for the Olympics right through the closing ceremonies on August 4. Estefan is also scheduled to perform live at both the Games' opening and closing ceremonies.

THE CURE

The Cure have been making albums since 1979's *Three Imaginary Boys*, but only frontman Robert Smith has been part of the Cure since the beginning.

LINDA RONSTADT

Earlier this month, Linda Ronstadt, Aaron Neville, and the mariachi band Los Camperos de Nati Cano performed a concert for President Clinton and the rest of the first family on the South Lawn of the White House. The show was taped as part of a PBS television special to be broadcast on July 3.

CHER

Cher has directed her first film, *If These Walls Could Talk*, for a trilogy of pieces being produced by HBO.

IGGY POP

Iggy Pop is contributing to the score of Johnny Depp's next film, *The Brave*.

JONATHA BROOKE

Jonatha Brooke's first group was a high school band formed by her biology teacher called Science Function. Brooke played bass "Paul McCartney style."

OASIS

Oasis is often unfairly compared to fellow Brits the Beatles, but of the four guys in the group, only one, twenty-eight year old Noel Gallagher was born before the Beatles broke up in 1969. The big Oasis hit, "Wonderwall" takes its inspiration from George Harrison's 1968 album, *Wonderwall Music*.

BJORK

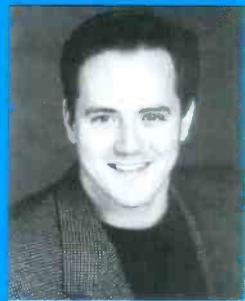
Bjork is taking a page from Elvis Costello's songbook. She's been working with the Brodsky String Quartet on some new music for her next album.

SHO-DATES

Sean Coakley Songlines 5/26	Scot Finck A&M Records 5/28	5/30
Dave Robbins WNCI/FM-Columbus, OH 5/26	Dwight Mulder KDMA-Montevideo, MN 5/28	Del Shaun (Kolorz), Wynonna, Marie Fredricksson (Roxette), DJ Mill (EMF), Tim Burgess (Charlatans UK) 5/30
Bill Judd WXLT-Herrin, IL 5/26	Joey Arbage KMEL-San Francisco, CA 5/28	David Carr KELL-San Angelo, TX 5/31
Loree Sorrick KZSO-Sonora, CA 5/26	Jeanne Ashley WLZW-Utica, NY 5/28	Cory Wells KMON-Great Falls, MT 5/31
Levon Helm, Hank Williams, Jr., Stevie Nicks 5/26	Celinda Pink, John Fogerty, Gladys Knight, Wendy O. Williams, Billy Vera 5/28	Corey Hart, Russell de Carle (Prairie Oyster), Johnny Paycheck, Greg Loos (Occams Razor), Brad Gilderman 5/31
Brian Douglas Q102-Cincinnati, OH 5/27	Faith Henschel Capitol Records 5/27	Sully Roddy KNEW-San Francisco 6/1
Jill McElhose KNEN-Norfolk, NE 5/27	Melissa Etheridge, Rebbie Jackson, Danny Elfman, Mel Gaynor (Simple Minds) 5/29	Steve Williams Arista Records 6/1
Dre (OutKast), Don Williams, Ramsey Lewis, Left Eye (TLC), Neil Finn (Crowded House), Siouxsie Sioux (Siouxsie & The Banshees), Roger Manning (Jellyfish), Sean Ki Todd Chatman Gavin 5/28	George Henry WDXX-Selma, AL 5/30	Alanis Morissette, Ronnie Dunn (Brooks and Dunn), Alan Wilder (Depeche Mode), Pat Boone, Ron Wood, Jesse Johnson, Susi Beatty, Harriet 6/1
Spencer Abbott Gavin 5/28	Dave Reynolds Universal Records 5/30	
	Bob Saportiti Warner Bros. Records	

Friends of Radio

Michael Caprio



Vice President, Publicity & Marketing Varèse Sarabande
Hometown: Carlstadt, New Jersey

What radio stations did you grow up listening to? WQEW and WPLJ-New York.

What stations do you listen to now? KOST and KXEZ-Los Angeles.

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

...bring back the standards, program more vocal albums, and put Broadway back on the radio.

If you could sign anyone to your label, who would it be and why?

Olivia Newton-John. She is a gifted performer who deserves the same recognition and accolades today that she received in the '70s and '80s.

Your proudest career achievement so far:

The label's new recording of Hello, Dolly! receiving a Grammy Award nomination—a first for the company's theatre music division.

Your most memorable career moment to-date:

Working with Jerry Herman and Carol Channing during the Hello, Dolly! recording session. He's a musical theatre genius and she's a legend—who could ask for anything more.

Future ambitions:

To make Varèse Sarabande a household and pronounceable name (vub-rez SARI-RUH-BAND).

Navarre Corporation is Proud to Distribute These Independent Labels and Their Radio Ready Artists

ARTISTS ONLY RECORDS - RESOLVE

AVALANCHE RECORDS - NOODLE HOUSE

BEACON RECORDS - BONNIE HAYES

BLUE ORCHID - DAVE CAMP

BONAIRE MANAGEMENT - SAGA

BRUNSWICK ENTERTAINMENT - CHI-LITES

CABANA BOY - MICHAEL WOLFF

CORE ENTERTAINMENT - ENGLEBERT HUMPERDINCK

CREATIVE MUSIC - STEVIE B.

DAMIAN MUSIC - LARRY TAGG

DIGITAL ENTERTAINMENT - TODD RUNDGREN

DOMO RECORDS - KITARO

DRIVE ENTERTAINMENT - COLORUNCONCIOUS

FOUR WINDS ENTERTAINMENT - DANIEL POLLACK

GLOBAL PACIFIC - REBBE SOUL

GRINDSTONE RECORDS - THE OBVIOUS

INNOVATIVE COMMUNICATIONS - BLUE KNIGHTS

INVINCIBLE - LIV & LET LIV

JAD RECORDS - BOB MARLEY

LENCH MOB RECORDS - KAUSION

MACOLA RECORDS - FIZZY BANGERS

MANATONE RECORDS - RICH MCCREADY

MIDNIGHT FANTASY - GHENGIS ANGUS

MOONSHINE MUSIC - KEOKI

MOULIN D'OR - DANNY WRIGHT

OGLIO RECORDS - MEN WITHOUT HATS

P.R. RECORDS - DJ ENRIE

PHISST RECORDS - SKIRT

REACT ENTERTAINMENT - MVP SERIES

ROCKSTAR RECORDS - STONE FOX

SPONTANEOUS RECORDS - DAN HILL

STR8 GAME - COZ

THUMP RECORDS - LISA LISA

TRIAD RECORDS - STUART DAVIS

VALLEY VUE RECORDS - CHET MCCrackEN

VAN RICHTER RECORDS - TESTIFY

VESPER ALLEY RECORDS - VONDA SHEPARD

VRG RECORDS - "HUMPTY" VISSION

WAVEFORM - HIGHER INTELLIGENCE AGENCY

ZAPPA RECORDS - Z

NAVARRE
CORPORATION

1-800-728-4000

MOST ADDED



ALANIS MORISSETTE (47)
TEVIN CAMPBELL (47)
CHER (41)
BLESSID UNION OF SOULS (34)
THE BADLEES (32)
BRYAN ADAMS (20)

TOP TIP

LOS DEL RIO

"Macarena" (Bayside Boys Mix)
 (RCA)

Momentum has been building steadily for what is the rediscovered party anthem of the '90s.

RECORD TO WATCH

STEVIE B

"Waiting for Your Love"
 (CMB)

Requests are the story in every market that's played this song so far.



Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	CELINE DION - Because You Loved Me (550 Music)	15	165	0	7885	-325
2	MARIAH CAREY - Always Be My Baby (Columbia/CRG)	18	157	0	7032	-687
3	TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)	13	160	0	6621	+266
4	HOOTIE & THE BLOWFISH - Old Man & Me (Atlantic)	8	169	1	6593	+119
5	FUGEES - Killing Me Softly (Ruffhouse/Columbia/CRG) †	12	146	5	6230	+747
6	ALANIS MORISSETTE - Ironic (Maverick/Reprise) †	20	144	0	6037	-471
7	GEORGE MICHAEL - FastLove (DreamWorks/Geffen)	6	153	0	4924	+339
8	DOG'S EYE VIEW - Everything Falls Apart (Columbia/CRG)	16	137	0	4718	-206
9	FOO FIGHTERS - Big Me (Capitol)	15	137	0	4613	-302
10	COLOR ME BADD - The Earth, The Sun, The Rain (Giant/Warner Bros.)	9	138	2	4583	+175
11	La BOUCHE - Sweet Dreams (RCA) †	11	124	3	4178	+121
12	GIN BLOSSOMS - Follow You Down (A&M)	18	114	0	3896	-639
13	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	23	106	0	3732	-639
14	JANN ARDEN - Insensitive (A&M)	26	112	2	3524	-281
15	BoDEANS - Closer To Free (Reprise)	25	98	0	3260	-570
16	VOICE OF THE BEEHIVE - Scary Kisses (Discovery) †	10	115	0	3205	+229
17	BRANDY - Sittin' Up In My Room (Arista)	22	85	0	3196	-418
18	JARS OF CLAY - Flood (Silvertone) †	12	125	12	2997	+350
19	LARRY MULLEN & ADAM CLAYTON - Mission: Impossible (Mother/Island)	5	144	16	2938	+666
20	OASIS - Champagne Supernova (Epic) †	12	117	9	2763	+376
21	TINA ARENA - Chains (Epic)	11	89	0	2700	-1059
22	NATALIE MERCHANT - Jealousy (Elektra/EEG)	5	118	9	2517	+351
23	NO DOUBT - Just a Girl (Trauma/Interscope/AG) †	22	90	3	2399	-309
24	EVERYTHING BUT THE GIRL - Missing (Atlantic)	48	77	1	2365	-480
25	BILLIE RAY MARTIN - Your Loving Arms (Sire/EEG)	6	91	6	2278	+404
26	PUFF JOHNSON - Forever More (WORK/CRG)	7	91	2	2261	+94
27	SWV - You're The One (RCA)	10	65	4	2197	+230
28	DEEP BLUE SOMETHING - Halo (RainMaker/Interscope)	7	88	0	2138	-76
29	DAVE MATTHEWS BAND - Too Much (RCA)	9	79	0	2124	+80
30	THE CRANBERRIES - Salvation (Island) †	8	95	3	2020	+137
31	BONE THUGS N HARMONY - Tha Crossroads (Ruthless/Relativity)	8	58	6	1960	+355
32	SMASHING PUMPKINS - 1979 (Virgin)	25	69	1	1950	-512
33	NATALIE MERCHANT - Wonder (Elektra/EEG)	27	69	0	1932	-363
34	COOLIO - 1, 2, 3, 4 (Sumpin' New) (Tommy Boy) †	13	64	0	1921	-251
35	BRYAN ADAMS - The Only Thing That Looks Good On Me Is You (A&M)	3	107	20	1893	NEW
36	COLLECTIVE SOUL - The World I Know (Atlantic)	30	60	0	1871	-289
37	DISHWALLA - Counting Blue Cars (A&M) †	10	73	0	1783	+60
38	LENNY KRAVITZ - Can't Get You Off My Mind (Virgin)	17	72	0	1749	-64
39	WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)	15	68	3	1673	-414
40	ALANIS MORISSETTE - You Learn (Maverick/Reprise)	4	103	47	1639	NEW

† = Daypart

Total Reports This Week 206 Last Week 208

Chartbound

	Reports	Adds	SPINS	TREND
EVERYTHING BUT THE GIRL - "Wrong" (Atlantic)	85	16	1605	+669
JEWEL - "Who Will Save Your Soul" (Atlantic)	82	15	1620	+432
PHILOSOPHER KINGS - "Charms" (Columbia/CRG)	79	15	1233	+554
STING - "You Still Touch Me" (A&M)	74	6	1449	+360
TONI BRAXTON - "You're Makin' Me High" (LaFace/Arista)	74	18	1395	+973
ROBERT MILES - "Children" (Arista)	72	7	1598	+262

Inside Top 40

BY DAVE SHOLIN



When Dance Gets a Second Chance

As **Yogi Berra** once said, "It's déjà vu all over again." PDs and MDs who've been getting reserved on rhythmic releases that got little or no exposure on their first go-around, should find it easy to relate to that nonsensical yet somehow true remark. Are we about to get deluged with even more songs that, for the most part, Top 40 ignored in recent years? We asked for opinions on whether the trend is real or fleeting, and here are some comments.

Marthe Reynolds, Director, National Crossover Promotion, Island Records: "The climate is more generous to records that were quite possibly hits when they were first heard, and programmers are more convinced of a label's commitment. Until we develop and sign new artists with longevity built into them, we're gonna play catch up with records that were good the first time around, but the climate wasn't as friendly."

Ken Benson, PD, KKRZ-Portland: "A lot of people overdid Alternative in the past year, and a year from now, a lot will have probably overdone the Dance thing. A key to our success has been to remain balanced and not get caught up in fads. Our audience never lost its appetite for Dance. You just play the hits like those of any genre and you're okay. These records may be re-releases to the industry, but in Portland, they're new."

Greg Thompson, Senior VP, Promotion, Elektra Entertainment: "Unfortunately, I think we'll probably see more of these records being re-released. Every once in a while there are records like **Everything But the Girl** or **Billie Ray Martin** that are huge. We didn't plan to re-release Billie Ray, but while there's no doubt **WK TU** played a role, Top 40 also swung

back to playing more Dance. Reality was airplay at **KIIS**-Los Angeles, **KKFR**-Phoenix, and especially **KTU**, which forced us to get singles into the market. But this is it for us. We have a lot of great music that's been recorded *recently*, and that's what we're going to promote."

Jerry Blair, Senior VP, Promotion, Columbia Records: "In the case of **Bizarre, Inc.** it was a remix we had planned to release for quite some time. Quite frankly, we became a bit reluctant since people might think we were jumping on the [Dance] bandwagon. It's a launching pad for a compilation album, not simply a decision to remix and re-issue a three year-old release. There needs to be some unique twist for a re-release to make sense."

Butch Waugh, Senior VP, Promotion, RCA Records: "Our success with **Los Del Rio's** 'Macarena' had a lot to do with people taking cruises and vacationing to places like Mexico or the Caribbean, where they heard the song and line danced to it. It's a phenomenon that started with air-play last spring and summer and picked up again a few months ago. A lot of stations used it as a 'secret weapon' record. It became a gold single and we never put it on sale. It's been full-price in all configurations. The shift in direction at Top 40 coincided with the release of 'Be My Lover.' If **La Bouche** came out two years ago, it wouldn't have had the same success. Now, it looks like there'll be a lot of interest in uptempo pop for awhile."

Bruce Schoen, Vice President, Top 40 Promotion, Arista Records: "We have no plans for re-releases of any kind at this label. My intuition tells me that under the circumstances, with the air of change at mainstream and

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 & Coming

Reports	Adds	SPINS	TRENDS	
68	13	1513	+340	LOS DEL RIO - Macarena (Bayside Boys Mix) (RCA)
66	—	1400	-99	RED HOT CHILI PEPPERS - Aeroplane (Warner Bros.)
62	7	1283	+168	THE NIXONS - Sister (MCA)
47	47	257	+257	* TEVIN CAMPBELL - Back To The World (Qwest/Warner Bros.)
46	32	356	+135	THE BADLEES - Angeline Is Coming Home (Atlas)
42	41	132	+120	* CHER - One By One (Reprise)
40	8	719	+204	PAUL WESTERBERG - Love Untold (Reprise)
39	12	795	+191	J'SON - I'll Never Stop Loving You (Hollywood)
39	8	612	+188	SPIN DOCTORS - She Used To Be Mine (Epic)
38	4	931	+161	QUAD CITY DJs - C'mon n' Ride It (Big Beat/Atlantic)
36	34	73	+73	* BLESSID UNION OF SOULS - All Along (EMI)
32	—	686	-205	GARBAGE - Only Happy When It Rains (Aimo Sounds)
29	—	733	-197	MADONNA - Love Don't Live Here Anymore (Maverick/Warner Bros.)
29	10	436	+65	TRACY BONHAM - Mother Mother (Island)
28	1	1129	-54	R. KELLY - Down Low (Jive)
28	15	361	+153	DEF LEPPARD - Work It Out (Mercury)
27	9	367	+80	GOLDFINGER - Here In Your Bedroom (Mojo)
25	5	405	+280	BLUE RODEO - Better Off As We Are (Discovery)
24	—	847	-105	ANGELINA - Release Me (Upstairs)
24	4	451	+21	DONNA LEWIS - I Love You Always Forever (Atlantic)
24	10	315	+210	JOAN OSBORNE - St. Teresa (Blue Gorilla/Mercury)
22	11	299	+109	GIN BLOSSOMS - Day Job (A&M)
21	1	375	+65	VAN HALEN - Humans Being (Warner Bros.)
19	4	379	+74	TIA - As I Watch You Dance (Ichiban)
18	—	485	+37	MICHAEL JACKSON - They Don't Care About Us (Epic)
18	2	484	+121	JODECI - Get On Up (MCA)
18	7	283	+132	COOLIO - All The Way Live (Tommy Boy)
18	11	243	+43	* KRISTINE W - One More Try (Champion/RCA)
17	1	548	+46	MONICA - Why I Love You So Much (Rowdy/Arista)
17	—	525	-21	BUSH - Mach'nehead (Trauma/Interscope/AG)
17	3	312	+31	VERVE PIPE - Photograph (RCA)
17	15	128	+107	* JORDAN HILL - For The Love Of You (143/Lava/Atlantic)
16	4	232	+74	LONESOME ROMEOS - King Of The Ditch (Curb)
16	4	230	-54	COWBOY JUNKIES - A Common Disaster (Geffen)
15	2	538	+116	TOTAL - Kissin' You (Bad Boy/Arista)
15	—	429	+116	DELINQUENT HABITS - Tres Delinquentes (RCA)
15	3	340	+89	STEVIE B - Waiting For Your Love (CME)
15	2	271	+26	JOE BEAN ESPOSITO - One Track Mind (Pool Party)
15	1	264	-36	DEEP PURPLE - Sometimes I Feel Like Screaming (CMC International)
14	3	224	+84	CATIE CURTIS - Radical (Guardian)
13	9	219	+160	* R. KELLY - I Can't Sleep (Jive)
13	4	135	+93	THE SPECIALS - A Little Bit Me, A Little Bit U (Virgin)
12	1	331	+98	CASE - Touch Me, Tease Me (Def Jam Recording Group)
12	2	209	+17	SHAGGY featuring RAYVON - In The Summertime ('96 Version) (MCA)
12	8	163	+138	* A FLOCK OF SEAGULLS - Rain Fall (Savant)
12	2	146	+17	3T - Tease Me (MJJ/550 Music)
11	1	261	+27	SOUNDGARDEN - Pretty Noose (A&M)
11	—	243	-182	LYNDAL'S BURNING - Happy Scrappy (Top Notch)
11	2	207	+87	* LIL' SUZY - When I Fall In Love (Metropolitan)
11	2	184	+59	* NO DOUBT - Spiderweb (Trauma/Interscope/AG)
11	5	123	+76	* LIVIN' JOY - Dreamer (MCA)
11	9	93	+68	* KEITH SWEAT - Twisted (Elektra/EEG)
11	11	63	+63	* METALLICA - Until It Sleeps (Elektra/EEG)
10	—	308	+46	ARTIE THE 1 MAN PARTY - Esa Nena Linda (Groove Nation/Scotti Bros.)
10	4	134	+69	* TOUCH THE SKY - Think (Smoke Rise)
10	10	62	+62	* MICHAEL ENGLISH - Your Love Amazes Me (Curb)
10	10	10	+10	* EDWIN McCAIN - Alive (Lava/Atlantic)

* Indicates Debut

rhythmic Top 40, there was little to lose in pressing and mailing out these records to see if they caught on. I would bet there'll be fewer being dredged up as time goes on. Most of it is happening now because it's fresh. At **Arista**, though, we're looking ahead to our new releases."

Johnny Coppola, Senior Director, Promotion, The WORK Group:

"I don't think anyone missed these records, but there probably will be more being resericed to radio. Are you tellin' me the same people who listened to the radio a year ago turned your station off when you played a Dance record? Maybe if club DJs stopped playing just what's on the radio and started breaking some records, the club scene would be exciting again."

Andy Shanc, MD, WKTU-New York: "We have a list of 25-30 songs that are ready to go when we feel current product isn't strong enough. We'll go to those to fill those open slots. Those 25 or 30 never happened in this market and often didn't happen nationally for one reason or another, but we know they can be legitimate hits for many markets, not just New York." ●

What's Going On?

An overview of early indications from a select panel of **GAVIN Only Correspondents** **DAVE EVAN, OM/PD, WILI/FM-WILLIMANTIC, CONN.** "Magnapop's 'Open Your Door' has a good summer feel. **Jewel's** 'Who Will Save Your Soul' picked up nicely in requests. We're spiking the **Refreshments'** 'Banditos' and **Stevie B's** 'Waiting for Your Love' at night."

STEVE HELLER, PD, ZFUN (KZFN)-MOSCOW, IDAHO "Alanis' 'You Learn' is sure to be a big phone record. We've gotten good response on *C.D. vision* during the past week. The **Fugees'** 'Killing Me Softly' is Number One in requests for three weeks, with huge calls also for 'Mission: Impossible,' **No Doubt's** 'Just a Girl,' and **Robert Miles'** 'Children.' Who says instrumentals can't be hits?"

COSMO LEONE, PD, KGRS-BURLINGTON, IOWA "Bryan Adams' 'The Only Thing That Looks Good on Me...' will be a staple here for the next few months. Top five retail stats for **George Michael.**"

ED KANOI, PD, KONG-LIHUE, KAUAI, HAWAII "Phone action has already started on **Quad City DJ's** 'C'mon n' Ride It' after just a few nighttime spins. We're testing the **Primitive Radio Gods'** 'Standing Outside a Broken Phone Booth.'"

J.J. MORGAN, PD, KIXY/FM-SAN ANGELO, TEXAS "Robert Miles' 'Children' is our most played track and it has just exploded. It was on for about two weeks, in all dayparts, and just went crazy all of a sudden. All positives on **Bone Thugs-N-Harmony's** 'Tha Crossroads.' This is an all-demo smash."

ARTIST PROFILE

BILLIE RAY MARTIN



HOMETOWN: Hamburg, Germany

BIRTHDATE: April 27

LABEL: Sire/EEG

SENIOR VP, PROMOTION,

ELEKTRA: Greg Thompson

CURRENT SINGLE:

"Your Loving Arms"

FORTHCOMING ALBUM:

Deadline for My Memories

MAJOR MUSICAL INFLUENCES:

"Siouxsie and the Banshees, Cabaret Voltaire, Throbbing Gristle, Depeche Mode, Martha Reeves & the Vandellas, Motown, Elton John, the Beatles, the Sex Pistols, Hi Records, and more."

THINGS THAT MAKE YOU

HAPPY: "Watching TV, situations where I manage to treat others with kindness, being treated with kindness, my family, going home to Hamburg, my new house."

THINGS THAT MAKE YOU SAD:

"When there's nothing on TV, bad food, watching the news, evil people."

FAVORITE PASTIMES/HOBBIES:

"Have you guessed TV? You're right. Plus, listening to fifteen Elton John albums in a row."

YOUR MOST TREASURED

POSSESSION: "My energy, but materially speaking, my new home in London."

IF YOU COULDN'T BE A

SINGER, YOU'D BE: "Dead."

FUTURE AMBITIONS: "Selling zillions of records so that my music can be heard."

IT'S SAID: "It's great that radio has the vision to not lose sight of a hit record, no matter how long it takes." —Greg Thompson, Senior VP, Promotion, Elektra Entertainment

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
CHER (23)
ALANIS MORISSETTE (20)
BRYAN ADAMS (16)

TW		SPINS	TREND	TW		SPINS	TREND
1	HOOTIE & THE BLOWFISH - Old Man & Me (Atlantic)	3938	+80	21	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	1592	-86
2	CELINE DION - Because You Loved Me (550 Music)	3810	-63	22	PUFF JOHNSON - Forever More (WORK/CRG)	1571	+114
3	TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)	3688	+147	23	OASIS - Champagne Supernova (Epic)	1547	+238
4	MARIAH CAREY - Always Be My Baby (Columbia/CRG)	3339	-102	24	LARRY MULLEN & ADAM CLAYTON - Theme From Mission: Impossible (Mother/Island)	1488	+411
5	FOO FIGHTERS - Big Me (Capitol)	2988	+74	25	NO DOUBT - Just a Girl (Trauma/Interscope/AG)	1347	+7
6	GEORGE MICHAEL - FastLove (DreamWorks/Geffen)	2872	+370	26	BRYAN ADAMS - The Only Thing That Looks Good On Me Is You (A&M)	1316	+469
7	DOG'S EYE VIEW - Everything Falls Apart (Columbia/CRG)	2771	+18	27	THE CRANBERRIES - Salvation (Island)	1313	+139
8	COLOR ME BADD - The Earth, The Sun, The Rain (Grant/Warner Bros.)	2687	+198	28	BRANDY - Sittin' Up In My Room (Arista)	1298	-103
9	ALANIS MORISSETTE - Ironic (Maverick/Reprise)	2497	-57	29	DISHWALLA - Counting Blue Cars (A&M)	1288	+37
10	FUGEES - Killing Me Softly (Ruffhouse/Columbia/CRG)	2344	+348	30	LENNY KRAVITZ - Can't Get You Off My Mind (Virgin)	1156	-52
11	VOICE OF THE BEEHIVE - Scary Kisses (Discovery)	2332	+133	31	EVERYTHING BUT THE GIRL - Missing (Atlantic)	1137	-15
12	GIN BLOSSOMS - Follow You Down (A&M)	2306	-89	32	BILLIE RAY MARTIN - Your Loving Arms (Sire/EEG)	1103	+252
13	JANN ARDEN - Insensitive (A&M)	2172	-135	33	GLORIA ESTEFAN - Reach (Epic)	1103	-30
14	TINA ARENA - Chains (Epic)	2110	-142	34	WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)	1091	-32
15	La BOUCHE - Sweet Dreams (RCA)	2066	+152	35	NATALIE MERCHANT - Wonder (Elektra/EEG)	1078	-74
16	JARS OF CLAY - Flood (Silvertone)	1907	+219	36	SWV - You're The One (RCA)	1031	+138
17	NATALIE MERCHANT - Jealousy (Elektra/EEG)	1787	+232	37	STING - You Still Touch Me (A&M)	1023	NEW
18	DEEP BLUE SOMETHING - Halo (RainMaker/Interscope)	1646	+114	38	EVERYTHING BUT THE GIRL - Wrong (Atlantic)	941	NEW
19	DAVE MATTHEWS BAND - Too Much (RCA)	1626	+46	39	PHILOSOPHER KINGS - Charms (Columbia/CRG)	925	NEW
20	BoDEANS - Closer To Free (Reprise)	1620	-166	40	NEWSBOYS - Take Me To Your Leader (Virgin)	858	+2

SMALL MARKET SUCCESS

BY GREGG MARIUZ

the LEADER KLD R™

"Small Market Success" takes a return trip to Grants Pass, Ore., home of Top 40 **KLD R**. Last year when we visited them, the station was just starting out, and now, it's celebrating a 16.2 share 12+ (up from a 6.1 last year). Bringing us up-to-date on the station and its progress is PD/MD Chad Bowar.

About a year ago, we did a feature on KLD R as it was just beginning its tenure as a Top 40. What has the first year brought you?

We've been extremely successful in

FACT FILE

KLD R Radio
P.O. Box 230
235 S.E. 7th Street
Grants Pass, OR 97526
(541) 474-7292
Owner: Grants Pass Broadcasting
General Manager: Carl Wilson
Program/Music Director: Chad Bowar
Consultant: None
Frequency: 98.3 FM-Grants Pass, 98.7 FM-Medford
Watts: Equivalent to 25,000
Target demo: 18-49 Adults
Positioning statement: "KLD R, Southern Oregon's Music Leader."

both Grants Pass and Medford since then. We went from a 6.1 12+ in 1995 to a 16.2 this year. We also came in very strong in the Medford fall ratings 12+ and are awaiting the current results to see how much we have jumped. In regards to more Grants Pass numbers, we're number two 12+, Number One with teens, 18-34, 18-49, and 25-54. More significantly, we jumped from a 13 to a 21.1 with 18-34 females, and 13 to 32.1 in our quarter hours. We've done some serious damage in this market since last year.

Is there anything specific you can attribute your success to?

Several things. First, there was a need for a personality-driven, mass appeal Top 40 station here. Most of the music we play was available on one station or another, but nobody put together a personality-driven air staff to deliver the hits of all genres. We did, and the market responded. We've built a large and loyal audience in a short period of time. People want more than an impersonable jukebox, and we gave it to them. Market factors figured in as well. A Hot A/C competitor switched to Country, which helped us. Another Top 40 signal decided to bring in a syndicated morning show, which has been very beneficial to us. People want to know what's happening here in southern Oregon, not in L.A., and we picked up their unsatisfied morning show listeners. They tuned in for our [live] morning show, and we kept

them all day.

Do you now expect some change of stance towards the Medford market?

Not really. We're now selling quite a bit of advertising in Medford, but our overall approach as far as music will stay the course. We'll definitely target promotions to Medford to maintain and possibly build on what we've already established.

Now that you're at the top, what will keep you there?

First, we have to avoid complacency. It's a lot tougher to stay here than it is to get here. Stations are now targeting us and our listeners, so we have to rise to the challenge. I feel our future is very bright if we continue to work as hard as we have. We're very confident in our air staff. Our morning guy is a market veteran of 30 years. Our female midday personality is very strong, and our night talent is, without a doubt, a rising star in the market.

What has the early response been from the record community?

The response has been mixed so far. There are some locals from Seattle and San Francisco who know what's happening and are willing to help us out. On the other hand, it's still impossible to get service from a hand-

ful of unnamed labels, which makes it very frustrating. The problem is not picking one station or the other, it's just that the locals have no idea what's going on in this market, and in reality, that's what their job is. Our indie relationship really helps fill a lot of the holes when we can't get our hands on something.

What's your take on the impact of the Telecom Bill?

It's already effecting us in Medford, where one company owns six signals out of the market's 15. Even in markets of this size, it makes it tough on the independently-owned station. Our sales staff has to be on the ball at all times. All in all, we have to deal with it like any other station. I think that if there is a niche in any market, it will be filled regardless of the size of that market. It won't prohibit competition, which is usually healthy in most markets. As far as limiting outlets for contemporary music, it may or may not happen, only time will tell. ●

EDITORIAL ASSISTANCE BY ANNETTE M. LAI
 PAUL E. SWANSON AND GREGG MARIUZ
 ARE THE NATIONAL SECONDARIES DIVISION
 OF JEFF MCCLUSKY AND ASSOCIATES IN
 CHICAGO.

http://www.gavin-go.com

Independent Labels

They Can Go Their Own Way



The National Association of Independent Record Distributors & Manufacturers (NAIRD) stages its annual convention this week in Baltimore, and, in doing so, it's breaking records—as in attendance records—and talking about breaking records.

When independent labels break records, they can truly say they've done it by going their own way—away from the Big Six record companies and distributors—and all the advantages (and limitations) that come with such affiliations.

On their own, indies face special challenges. That, in part, is why they are part of NAIRD and gather annually to exchange ideas and advice, and to honor one another.

It is in that spirit that the editors of GAVIN have selected a few of our favorite independent labels to profile. They thrive on their independence, but together, on these pages, they exemplify the diversity of the music that makes up our unique industry.

—BEN FONG-TORRES

AMERICAN GRAMAPHONE

AMERICAN GRAMAPHONE LLC

9130 Mormon Bridge Rd.
Omaha, NE 68152
(402) 457-4341; fax (407) 457-4332
e-mail: amgram.com

Twenty-two-year-old American Gramophone Records headquartered in Omaha, Nebraska, is the realized dream of composer/producer Chip Davis, who's best known for his production work on the *Fresh Aire* series of Mannheim Steamroller albums.

American Gramophone, with a catalog of 28 volumes, is not limited to the classically tinted Smooth Jazz New Age ambience of Mannheim Steamroller. Recent releases include the new America album *Hourglass* and the new AmGram signing of TV memeister Mike Post.

Though based in Omaha, American Gramophone maintains regional/satellite offices in Encino, Calif.; Plymouth, Minn.; Chester, Md.; and Gutersloh, Germany.

—RON FELL

BIRTHRIGHT RECORDS

4604 Korte Ave.
St. Louis, MO 63115
(314) 385-3386

Owned by Dianne Gray Coleman and based in St. Louis, Birthright Records' statement of

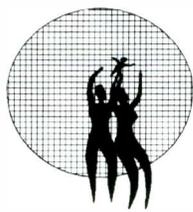
purpose is like a breath of fresh air: "Birthright stands for the rights that we as human beings are naturally entitled to from birth, but due to a wicked system, people of color and many poor whites have been denied. Those rights are love, truth, peace, justice, freedom, and equality."

Established in 1993, the label has had four releases: the *Let It Play* EP by rap duo Hollywood & Ace Boom; a promotional single by jazz chanteuse Carole Troll; "Gershwin Medley," the debut album 2 Be A G by hardcore "St. Lou" crew Twice Da G; and *Black Facts*, the third album and Birthright debut of veteran South African B-Boys Black Noise.

Says Coleman, "We believe that music is a powerful tool in changing the consciousness of Black youth. We promote the intellectual side of hip-hop. Don't get it twisted—that intellect is certainly backed by the sounds that heads crave, with Twice Da G being one of St. Louis' top-selling groups."

Birthright is self-manufactured and distributed. Coleman's long-term goal is to secure major distribution and she says to "bring St. Louis talent to the forefront of the industry."

—THEMBISA MSHAKA



Birthright Records

DEF JAM RECORDING GROUP

160 Varick St.
New York, NY 10013
(212) 229-5200; fax (212) 675-3588

What began in a dorm room in 1985 with 4,000 start-up dollars between Rick Rubin and Russell Simmons is now a formidable hip-hop empire. Ten years later and minus Rubin, he went on to found what is now American Recordings; the milestones just keep coming for Def Jam. Simmons has expanded beyond the trailblazing record label that brought us LL Cool J, Public Enemy, the Beastie Boys, EPMD, and Slick Rick. Out of Def Jam grew RUSH Management, RUSH Communications, Def Comedy Jam, Phat Farm Gear (a fashion line and retail store), and Rysler Films.

The Def Jam Recording Group is the core, however. The label is now home to superstars Method Man, Montell Jordan, Redman, Erick Sermon, and Onyx. In addition to a solid chart-topping collective of veterans, Def Jam continues to lead the path when it comes to breaking new artists. Warren G, Montell, and Method enjoyed platinum debuts last year. 1996 marks the arrival of Trigga Da Gambler and Richie Rich, who ooze with star quality.

The label's current endeavor of note is the soundtrack of *Nutty Professor*, which is executive produced by Simmons. The soundtrack



demonstrates Def Jam's growing commitment to the development of R&B artists. Case and Dos of Soul artists showcased on the soundtrack will release albums with Def Jam.

—THEMBISA MSHAKA

ellipsis arts

ELLIPSIS ARTS

20 Lumber Rd.
Roslyn, NY 11576
1-800-788-6670, fax: 516-621-2750
e-mail: ellipsis@aol.com

Since its inception three years ago, Ellipsis Arts has quickly established itself as "king of the world music hill" for a number of reasons. Beyond superb recordings, the amount of time and effort that goes into their packaging and liner notes reflect the work of individuals clearly motivated by a strong passion for the music and cultures of peoples abroad. No expense is spared for each release, packaged either as a box set or as a book and CD. Works like *Global Meditation*, *Trance*, and *Voices of the Forgotten Worlds* have shed light on music previously unattainable in the states, some titles selling in excess of 100,000 units, unheard of in the world music market. The label also donates part of its sales proceeds to various environmental and human rights organizations.

Ellipsis Arts is seeking real alternatives in music.

—VINNIE ESPARZA

GRAPETREE RECORDS

2620 S. I-H35
Austin, TX 78704
(512) 443-1684, ext. 104;
fax (512) 443-1720

Founded in 1992, Grapetree focuses on gospel rap and Urban/R&B music. A home and refuge for ex-gang members, dope deal-



ers, and hard-core criminals who have changed their lives for the better, the label is personified by its founder and first artist, 26-year-old Knobby

"Rubadub" Williams. Once a West Coast hustler, Williams met his challenges and built the label, which is dedicated to bringing hard-core gangsta funk beats with tight flows and straight-up messages about the artists' own escapes from the gang and drug cultures. Current roster includes Barry G., Faze K.I.I.S., Geno V., God's Original Gangstaz, Li'l Raskull (formerly Li'l Rascal), God's New Creation, Lord Byron, and Gina Brown. Product is distributed in both the U.S. Christian and general markets as well as in Canada and Europe. A listen-line provides consumers opportunity to hear product samples. (512) 443-1684

—TODD CHATMAN

GRAY DOT RECORDS

1987 S. Cobb Dr.
Marietta, GA 30060
(770) 384-0001; radio service 1-800-GRAY-DOT; fax (770) 384-0002
e-mail: graydot@aol.com;
radio e-mail: radioWDOT@aol.com;
www.clever.net/graydot/

Formed in March 1995, the first year has been one of rapid growth for this upstart label, which released seven albums by the end of its first year. Its early successes include Urban Shakedowners, who recently completed a run of 65 dates with the Black Crowes and Third Day, now figuring heavily in Christian music formats. Motivated by a desire to break down traditional barriers and positioning methodologies, Gray Dot's founders, Marty Bush and David Vanderpoel, have worked to market and distribute their acts to multiple markets simultaneously. In addition to Third Day and Urban Shakedowners (now signed to Elektra as Aunt Betty's), the Gray Dot roster includes I.S. Underground, Sunday Blue, and Breakfast With Amy.

—TODD CHATMAN

GREEN LINNET RECORDS

43 Beaver Brook Rd.
Danbury, CT 06810
(203) 730-0333; fax (203) 730-0345
e-mail: grnlinnet@aol.com;
www.grnlinnet.com

Twenty years ago, Green Linnet began releasing Celtic and British Isles music, stretching into World Music with the Xenophile label and the Redbird series, which celebrates North American music. Green Linnet and its 18 employees have been honored with 15 first-place NAIRD "Indie" Awards.

After a 1975 Irish pub gig by fiddler Tommy Peeples, Wendy Newton founded Green Linnet, noting a severe void in Celtic music retailing. The label has grown to 267 titles, including works by Altan, Sharon Shannon, Wolfstone, Capercaillie, the Bothy Band ("the Yardbirds of Celtic"), Planxty, and Patrick Street.

Redbird includes the Kennedys, Brooks Williams, James Keelaghan, and Rosalie Sorrels. The label originally launched Jonatha Brooke and the Story. According to the Director of Promotion, Tom Frouge, "The common bond of all Green Linnet labels and music is a dedication to roots," though many of the acts have evolved into contemporary music forms.

—KENT ZIMMERMAN

HEARTBEAT RECORDS

One Camp St.
Cambridge, MA 02140
(617) 354-0700; FAX (617) 491-1970
e-mail: info@rounder.com; www.heartbeat.rounder.com

Since 1981, Heartbeat Records has released and promoted reggae music worldwide.

Heartbeat proudly celebrates its 15th anniversary by having some of its best artists perform in a 29-city summer tour in June, called "Heartbeat Culture Splash '96." Heartbeaters include Michael Rose (formerly with Black Uhuru), Sister Carol, the legendary Meditations, and Derrick Morgan.

Heartbeat Records' 200-strong catalog offers lots of old-school reggae music. Their specialty has been the reissues of Jamaica's oldest record labels, Studio One and Treasure Island, whose artists include Burning Spear, Big Youth, and Grammy winner Black Uhuru.

A&R Director Chris Wilson says Heartbeat "is a label that's willing to take chances with artists that aren't really well-known in America."

Label manager Garret Vandermolen has built a committed 15-member promo staff, including Joshua Blood (radio), Dane Johnson (video and record pools), and Andrew Simon (press). "It's just a matter of time," says Wilson. "We are in it for the long term."

—TAMU DU EWA

HIGHER OCTAVE MUSIC

23852 Pacific Coast Highway, Ste. 2C
Malibu, CA 90265
(310) 589-1515; fax (310) 589-1525
e-mail: homusik@aol.com

This year Higher Octave Music celebrates its tenth anniversary of specializing in progressive instrumental and world music. In 1986—before the days of Smooth Jazz—when "New Age" was the more accepted term, Higher Octave was founded by Matt



'As in music, so in life'

Marshall and Dan Selene. Their intent was to inject some spirituality as well as personality into instrumental music. By 1991, Higher Octave's industry profile was raised by guitarist Ottmar Liebert's three flamenco-driven releases, one of which, *Nouveau Flamenco*, went platinum. The label's success not only hinges on airplay, but also on product placement in environmentally-oriented bookstores and outlets such as Nature Company. World artists like Cusco, Soto Koto, Osamu Kitajima, and EKO represent the exotic, meditative side of Higher Octave Music. In 1993, the label's A&R image blossomed further with more mass appeal projects by ex-Starship guitarist Craig Chaquico, 3rd Force (featuring staff producer William Auro), and Journeymen Neal Schon and Jonathan Cain.

—KEITH ZIMMERMAN

Imprint records

IMPRINT RECORDS

209 10th Ave. S. #500
Nashville, TN 37203
(615) 244-9585; fax (615) 244-9586

Imprint Records was formed in August 1995, by former Sony Nashville President Roy Wunsch and High Five Entertainment President Bud Schaetzle. Imprint is committed to country music, and primarily to singer-songwriters. Their mission is to seek out unique and rare artists with potential for long-term careers and surround them with well-funded development planning, which will include strategic use of state-of-the-art technology as well as conventional marketing methods.

Award-winning songwriter Gretchen Peters' first album, *The Secret of Life*, ships June 4 and will mark the official debut of Imprint's first project. This album will be an enhanced CD that merges music, video, and interactive text. In recent months, Imprint has signed Canadian Male Vocalist of the Year Charlie Major to a U.S. recording agreement. Other significant signings include Bob Woodruff, former NRBQ guitarist Al Anderson, and Oklahoma native Jeff Wood.

Intersound

INTERSOUND

11819 Wills Rd.
Roswell, GA 30325
(770) 664-9262; fax (770) 578-4833
e-mail: intersound@intersound.com

Atlanta-based Intersound Records is an independent label that thinks big. The 15-year-old label, founded by former Handleman Ampex Musicland Pickwick and Capitol executive Dan Johnson, uses a major-label-like retail distribution system based in six metro areas and employs more than 80 people at its Roswell, Ga. complex. Intersound boasts a 75,000-square-foot facility featuring a 48-track digital recording studio. In addition, Intersound has begun producing and releasing enhanced CDs at its studio.

Intersound's roster combines cutting-edge and catalog artists from rap to country. Acts include Jonathan Cain, Michael Stanley, Skeleton Crew, and a large stable of country music legends, among them Mickey Gilley, Roy Clark, Larry Gatlin, Moe Bandy, Crystal Gayle, and Brenda Lee, who are on Intersound's country imprint, Branson Entertainment.

Intersound's upper management team is peppered with seasoned major-label veterans. Vice President of Rock, Dick Bozzi, has a quarter-century of experience as a musician, music publisher, and professional manager, as well as a promotion and marketing director at A&M. George Collier, Vice President of Country Music, has had stints with MCA, Atlantic, Capitol, and Arista. James Bullard, VP of Gospel Music, spent 13 years at Word Records before joining Intersound two and a half years ago. And 15-year vet Lynn Forman spent many years at the helm of Epic's A/C department.

—RON FELL

JUSTICE RECORDS

P.O. Box 980369
Houston, TX 77098-0369
(713) 520-6669; fax (713) 525-4444
Justice Records President Randall Jamail start-

ed his label in 1989, basically because he didn't have the patience to go door-to-door to A&R representatives trying to convince them that the music he was hearing in his Gulf Coast region was important.

With a roster rich in the country vein, with Waylon Jennings, Kris Kristofferson, Billy Joe Shaver, Willie Nelson, Kimmie Rhodes, and Jesse Dayton, as well as an established jazz base with Tab Benoit, Herb Ellis, and Kermit Ruffins, Justice has enjoyed steady growth in sales and earned a Grammy nomination last year for Nelson's *Moonlight Becomes You*.

It was the Nelson release that enabled Justice to successfully get its Justice Distribution wing into high gear. "What sets us apart from some of the other indies is that we started our own distribution system, which we have relied on exclusively since we began. What started out as an account base with one record store in Houston is now up to 850 accounts that represent close to 15,000 record stores. We manage that system exclusively for the artists on our label. But retail's been very good to us, and they've had good success with us."

—ROB BLEETSTEIN

METAL BLADE RECORDS

2345 Erringer Rd., Ste. 108
Simi Valley, CA 93065
(805) 522-9111; fax (805) 522-9380

In 1982, a kid named Brian Slagel was sick of watching the local metal scene being ignored by the major labels. Working days at Oz Records and nights putting together one of the first metal fanzines, *The New Heavy Metal Revue*, Slagel asked some distributor friends if they'd be interested in circulating a compilation of unsigned bands if he put it together. They said yes, and Metal Blade Records was born.

Slagel pieced together *The New Heavy Metal Revue*, presents *Metal Massacre*, including Metallica, Ratt, Black 'N' Blue, and others. Metallica didn't actually exist until Slagel asked Lars Ulrich if he would want to do a track for *Metal Massacre*. Lars latter submitted a tune he and James Hetfield wrote, "Hit the Lights."

At first, Slagel simply wanted to put out music he loved. That goal still remains. He has signed or been affiliated with such acts as Slayer, Metal Church, Flotsam & Jetsam, Voivod, Fates Warning, Dark Angel, Armored Saint, and Sacred Reich.

Metal Blade is now a fully-staffed label with major distribution. While hard rock and heavy metal labels pop up every day, looking to capitalize on metal's illustrious past, Metal Blade forges ahead, knowing full well it not only helped write an important part of its history, but will be a part of metal's future.

—ROB FIEND

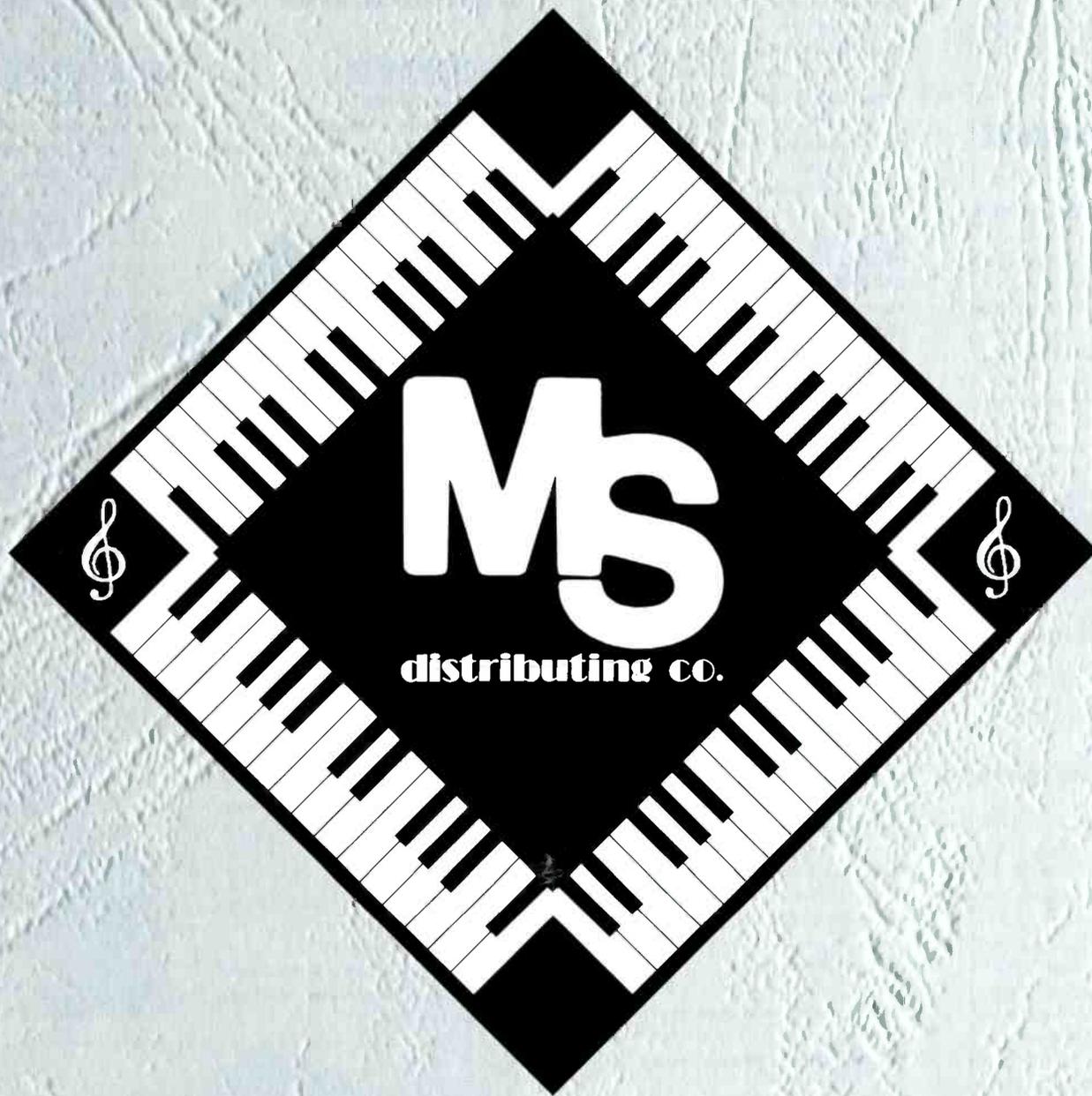
PRIORITY RECORDS

6430 Sunset Blvd.
Hollywood, CA 90028
(213) 467-0151; fax (213) 856-8796
32 West 18th Street
New York, NY 10011
(212) 627-8000; fax: (212) 627-5555

Bryan Turner and Mark Cerami started a small label in 1985 with a specialty of packaging compilation records. *Kings of Rap* was Priority's first release.

Priority next put out discs devoted to gospel, country, rock, and disco. The label then licensed the rights to the California

***THE INDEPENDENT
LABELS' CHOICE***



***PAST, PRESENT
& FUTURE...***

NAIRD

Raisins in 1988.

However the "big bang" theory of an exploding universe happened right on Priority's doorstep when they hooked up with rappers NWA Ice Cube and Ice-T followed along with Dre Paris and others to push Priority into the spotlight as a major force in rap.

Today Priority is a \$100 million dollar company. And they're about to make some noise on the Alternative side of the street. "Open the Door" from Magnapop is exploding at Alternative radio. This could be one of the biggest songs of the year for the format. The label is also developing the Rugburns, Sons of Elvis and the X-Members. Who says you can't be in it for the long haul as an independent label?

—MAX TOLKOFF

QUATROPHONIC MUSIC CORPORATION

1890 Crooks Rd., Ste. 202
Troy, MI 48084
(810) 269-9101; fax (810) 269-9104

Quatrophonic Music Corporation was formed in 1994 by performer/booking agent Michael Quatro whose idea it was to launch a recording company and entertainment distribution group that specializes in marketing music videos on the Internet.

QMC has purchased a controlling share of NAMS International Inc., an Internet distributor of interactive music videos and computer software products. The acquisition according to Quatro will create a "marriage of entertainment and web technology" in a combined organization that owns copyrighted records, artist and video content, as well as high-tech delivery, promotion and sales order systems. Quatro's first release is from Detroit's Speed Caesar and will be followed by another eight releases scheduled for this year.

RAS

P.O. Box 42517
Washington, D.C. 20015
(301) 588-9641; fax (301) 588-7108
e-mail: @rounder.com

When it comes to the distribution of reggae "roots" music, RAS Records (Real Authentic Sounds) has been Number One since 1980.

Co-founder and President Gary Himelfarb (aka Dr. Dread) started out as a DJ on WHFS/FM-Annapolis, Md. Gary produced the first album on RAS Records, *Rastafari*



ras

liveth by Peter Broggs and the Roots Radics Band. "Our philosophy" he recalls "was that we knew what could sell in America, and if we could get the product in the stores, we'd prove to them that it could sell. Instead of trying to force tons of product on the stores, we try and help the Reggae buyer select what would be most appropriate for their store. That way we developed a good working relationship."

RAS Marketing Coordinator Teresa Altoz says she enjoys dealing with roots artists. "It's all about respect," says Altoz, who notes that RAS gives its artists total artistic control.

—TAMU DU EWA

RAWKUS ENTERTAINMENT LLC

65 Reade, Ste. 2B
New York, NY 10007
(212) 566-3160; fax (212) 566-5866
e-mail: rawkus@inch.com

Rawkus Entertainment was founded a little over a year ago when grade school friends

Jarret Myer and Brian Brater made a commitment to blowing up their idea of an underground sound. "At that time, we were really into underground hip-hop and weird forms of electronic music and remixes," says Brater. The two then hooked up with a friend, James Murdoch, who added a larger vision.

True to their beginnings, Rawkus is still dedicated to supporting and promoting the underground sounds. Releases usually fall under the Alternative, electronic, and hip-hop categories, and it is not unusual for artists to cross and blend genres. *Plastique*, the label's first release, combines hip-hop and reggae, chatting with harsh electronic sounds and metal riffs, while Poppa Bear's *Kool Breez* blends hip-hop and reggae. *Whorgasm*, a current favorite at hard rock/metal radio, combines the electronic sounds of trip-hop and industrial with a heavy alternative rock feel. And coming soon in *Motorbaby*, which combines pop alternative with ambient, Eno-esque sounds.

RAZOR & TIE

214 Sullivan St.
New York, NY 10012
(212) 473-9173; fax (212) 473-9174
e-mail: razortie@aol.com

Cliff Chenfeld and Craig Balsam, two music-loving Wall Streeters, founded Razor & Tie. Chenfeld first set up shop in his living room, licensing CD compilations and selling them exclusively over television. *Those Fabulous '70s*, *Totally '80s*, and *Awesome '80s* each sold over 100,000 copies.

By 1991, Razor & Tie entered the retail stream with a series of reissues by Michael Stanley Band (massive in Ohio, selling 75,000 units), Merle Haggard, King Curtis, Cliff

Richard Bobby Womack, Bobby Bare, James Carr, Dan Covay, and Jules Shear. Next up are packages by Suzi Quatro and Mahogany Rush.

Razor & Tie got current in 1994 with the *In Their Own Words* songwriter discs featuring Richard Thompson, Marshall Crenshaw, Joey Ramone, and others. The roster also includes Graham Parker, the Nields, and Dar Williams. In four months, Dar has moved more than 30,000 copies of her newest *Mortal City* on A3 airplay alone.

Razor & Tie has a staff of 17, including Liz Opaka handling radio promotion. As for the name, what would two former Wall Streeters no longer need in the music business? That's right, A Razor & Tie.

—KENT ZIMMERMAN



ROADRUNNER RECORDS

536 Broadway
New York, NY 10012
(212) 274-7500; fax (212) 219-0301

Founded in Amsterdam by Cees Wessels in 1981, Roadrunner Records first made a name for itself in the early '80s by releasing the first Metallica, Slayer, and Megadeth records in Europe.

In November 1986, Roadrunner opened its first U.S. office in New York City to handle the marketing of Roadrunner acts in the U.S. and to sign, record, produce, and develop the most cutting-edge U.S. bands for worldwide release.

Distributing the Music They Love

MS DISTRIBUTING CO.

6405 Muirfield Dr.
Hanover Park, IL 60103
(708) 582-2888; fax (708) 582-8448

MS Distributing is the oldest and most stable company in independent label distribution. Its mission is to be a high-tech company with old school values, along with its financial strength, has allowed MS to thrive over most of its 50 years. But the main thing that has kept the company in business is the love of music.

Based on years of experience, MS predicts that the music industry is about to return to a time reminiscent of the late 1950s and early '60s, when, as they put it, "Creative entrepreneurs with a sincere love of music elect to forego the bumbling bureaucracy of the major labels and elect to deal with owner managed independent distributors instead."

"It has never been as profitable for independent label as it is now," says MS. "We expect to see an increasing number of CDs selling in the 100 to 500 thousand unit range, and fewer multi-platinum sellers. This trend will follow the narrowcasting of the broadcasters, and it will help the independents tremendously."

"No matter what the future brings, MS will be there, looking forward to going to work and listening to music."

The MS Distributing "Million Dollar Quartet": Tony Dalesandro, John Salstone, Elvis Presley, Rick Chrzan (below)



NAVARRE CORPORATION

7400 49th Ave. N
New Hope, MN 55428
(612) 535-8333; (800) 728-4000;
fax (612) 533-2156

Navarre was formed in 1983 by Eric Paulson, a 22-year veteran of the home entertainment industry. Under his guidance, the company has reached international stature, providing products and services to wholesalers and retailers alike in both the music and computer software channels.

In addition to distributing prerecorded music and software, Navarre develops, publishes, and distributes interactive CD-ROMs, Enhanced CDs, and CD-Pluses. Its first CD-ROM, *Backstage with John Tesh*, enjoyed a successful marketing launch, thanks in part to the coinciding PBS special *Live at Red Rocks*. In early May of this year, Navarre purchased 50 percent

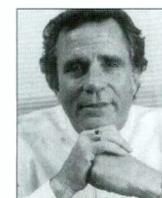
NAVARRE CORPORATION

of Net.radio Network, the first radio network on the World Wide Web.

Navarre has two separate operating units, two associated with the music industry and two with the computer software and interactive CD-ROM industry.

Musically, the company is a leading secondary supplier for several of the nation's music specialty retailers; Navarre also supplies product to the wholesale club community.

Navarre founder Eric Paulson (left)



One of the very first bands to be signed out of the NYC office and soon to become the label's biggest A&R success story was Brazil's Sepultura. After extensive touring six full-lengths, a 60-minute home video, and the creation of a gigantic fan base, Sepultura is now a major force in the world's music scene.

Roadrunner's insightful A&R department and policy of long-term commitment to their acts has proven successful, particularly in the case of Type O Negative, whose third album *Bloody Kisses* went gold last November, marking the first gold record for the label.

Besides offering aggressive acts like Fear Factory, Machine Head, and Obituary, Roadrunner is expanding into other musical genres with the recent addition of their dance division, Deep Blue, and their joint venture with the rap/urban label Next Plateau.

—ROB FIEND

RYKODISC

**Pickering Wharf Building C
Salem, MA 01970
(508) 744-7678; fax (508) 741-4506
e-mail: rykodisc.com**

The original 1983 Rykodisc "charter" was written during a MIDEM convention on a cocktail napkin, now referred to as "the Sacred Napkin." In addition to being the first CD-only label, Rykodisc has become the largest independent record company in the world. According to General Manager Bob Carlton, the existing "napkin partners" include Don Rose, Arthur Mann, and Rob Simonds. Rykodisc employs about 80 worldwide.

Rykodisc began by licensing "odd titles" through a network of regional indie distributors, including Rounder. Rykodisc is now distributed by REP, their own impressive distribution arm.

Rykodisc's first milestone was the signing of Frank Zappa's vast catalogue (which they now own outright). The company secured David Bowie's catalogue in 1986. Next came Elvis Costello, and in '91 the rich Hannibal legacy.

New talent erupted on the Rykodisc label in '88 with the Screaming Tribesmen. The roster now includes Sugar, Morphine, Medeski Martin & Wood (on Gramavision), Bob Mould, and Alejandro Escovedo, and upcoming releases by Throwing Muses and Mickey Hart's *Mystery Box*.

—KENT ZIMMERMAN

SHANACHIE ENTERTAINMENT CORP.

**13 Laight St., 6th Floor
New York, NY 10013
(212) 334-0284; fax (212) 334-5207
e-mail: shanach@haven.ios.com**

In 1976, Richard Nevins and Dan Collins put out an Irish fiddle record by Collins' sister Kathleen, and darned if it didn't sell. So the pair pressed their luck and put out a few more Irish fiddle records, naming their record label "Shanachie," a Gaelic term for "story-teller." As

Shanachie

Shanachie prospered over the next five years, so did its catalog of Irish Celtic music.

With the hiring of GM Randall Grass, Shanachie expanded into reggae, with a

strong roster of artists like Rita Marley and Lucky Dube.

Shanachie segued into world music in the late 1980s, and R&B releases by Cissy Houston and Chuck Jackson followed. The label continues its highly eclectic pace with a dozen releases a month. Clarinetist Eddie Daniels has recorded Shanachie's first decidedly classical project. Pop singer Angela Bofill has joined the label, as has Smooth Jazz percussionist George Jinda. A straight jazz recording by pianist Billy Childs is due in June. Shanachie has certainly come a long way from its early Irish fiddle music.

—KEITH ZIMMERMAN



STEP ONE RECORDS

STEP ONE RECORDS

**1300 Division St., Ste. 304
Nashville, TN 37203
(615) 255-3009; fax (615) 255-6282**

Established in 1984, Step One Records has become the largest independent country label and one of the few remaining American-owned labels on Nashville's famed Music Row. It has grown into a multi-format label that has enjoyed success in the pop, gospel, and blues genres.

President Ray Pennington has done it all—and done it well. As songwriter, record producer, and artist himself, Pennington is highly regarded as a "songman" in the industry.

"We are quite honestly the only independent label that's consistently charting in all the major trades," says VP/National Promotion Buzz Ledford. "We've charted 80 percent of the product we've had. I believe in the quality of the product. I told Ray, 'If you give us a great record, we'll get it on the radio.'"

SOR has always thrived on the simple philosophy of balancing the mix of new artists (Don Cox, Western Flyer, Bryan Smith) and the legendary established artists (The Whites, Floyd Cramer, Gene Watson, and the Browns). Innovative marketing of Cox's just released sophomore CD includes tie-ins with NASCAR, Wal-Mart, and Country radio.

—BILLY BLOCK

SUMMIT ENTERTAINMENT, INC.

**10117 W. Oakland Park Blvd., Ste. 407
Sunrise, FL 33351
(954) 746-5551; fax (954) 746-3107
e-mail: summit2000@aol.com**

Summit Entertainment was founded in June 1994 by dance music veteran Tolga Katas, now Summit's CEO. The label's first home was his bedroom. A small staff of dedicated people worked for free, hand-delivering records to local stores and distributors, and took some deliveries of up to 20 boxes of records to UPS themselves. Everybody put in their last dollar to make the music and never complained. Now Summit has a staff of 14 and a real office.

Summit's success has been mostly realized at the club/dance level with a catalogue of about 20 compilation albums covering Jungle, Trancehouse, Trip Hop, Freestyle, and House.

Summit has been promoting the Euro Dance group, M.T.S. (Mix Through Sound), and the song "I'll Be Allright" to Top 40, sending the group's members and promotion people in a minivan from their South Florida home base to Las Vegas to be seen at a radio convention.

Summit continues to build radio and retail relationships in anticipation of the release of M.T.S.' debut album *Let It Go*, which will be released in about three weeks.

—ANNETTE M. LAI

TELARC INTERNATIONAL

**23307 Commerce Park Rd.
Cleveland, OH 44122
(216) 464-2313; fax (216) 464-4108
e-mail: www.dmn.com/telarc/**

Founded in 1977, Telarc International is the largest American-owned independent classical label, and since 1990 has released several audiophile jazz recordings by legendary masters like Ray Brown and Dave Brubeck. In 1993, Telarc expanded into blues and has just put out its first Smooth Jazz recording on Telarc Jazz Zone. This year, Telarc Jazz won the GAVIN Award for Jazz Independent Label of the Year. Telarc is privately held by Jack Renner, an entrepreneur who got his start by recording high school bands and pressing up LPs. Label president Robert Woods helped Renner mastermind Telarc's reputation for impeccable digital recording. The Telarc trademark sound involves capturing a live room sound through minimal microphone techniques and premixing at the board during the session. That's why Telarc Jazz has attracted so many jazz legends like Oscar Peterson, Stephane Grappelli, Frank Morgan, and Jon Hendricks. Winner of 27 Grammys, Telarc International operates their own warehouse facilities and sales force in Cleveland, and are distributed all over the United States as well as 55 other countries worldwide.

—KEITH ZIMMERMAN

TOOTH & NAIL RECORDS

**4500 Campus Dr., Ste. 472
Newport Beach, CA 92660
(714) 261-1652; fax (714) 863-9857**

Launched with a single act in 1993, the Tooth & Nail roster grew to ten bands by summer of 1994 and currently carries 20 artists. Ranging from hard-core to punk rock and Alternative, the label's top sellers are MxPx and PlankEye. Other notables on the roster include Starflyer 59, the Blamed Focused, Unashamed, and Blenderhead. 1995 brought significant radio and video airplay for several Tooth & Nail artists. Radio promotion by Vision Trust Radio Promotions led to solid exposure on the college radio circuit, and a number of their acts have also seen regular airplay in the Christian rock format. Touring, however, remains the primary marketing vehicle for the label. PlankEye hits the road this summer with Newsboys for 120 dates in 3,000 plus-seat venues.

—TODD CHATMAN

TVT RECORDS

**23 E. 4th St., 3rd Fl.
New York, NY 10003
(212) 979-6410; fax (212) 979-6489**

You could call them the stealth label. For almost ten years, TVT has brought the Alternative world some very unique music, but they never seem to draw attention to themselves. Just when you think they've had their day in the sun, wham! Out pops Nine Inch Nails, Bam! Out pops Gravity Kills.

It's important to note that Steve Gotlieb, TVT owner and founder, started the label putting out the famous compilation known as *TV Toons*. After many volumes, TVT branched out and found promising young bands who didn't sound like Foreigner.

The '80s were filled with releases from the Saints, the Connells, the Jack Rubies, and then, at the end of the decade, they dropped the bomb known as NIN. But then, nothing. A smattering of releases until another bombshell, *Gravity Kills*. This was a time release bomb. A slow build at the format. But being on the soundtrack to the movie *Seven* didn't hurt either. Will TVT finally get the respect it deserves? Let's hope so.

—MAX TOLKOFF

UNITY LABEL GROUP

**207 Ashland Ave.
Santa Monica, CA 90405
(310) 581-2700; fax (310) 581-2727
email: unitylabl@aol.com**

Unity Label Group was founded in 1992 by attorney/artist manager Robert Tauro. Since then, ULG has dabbled with artists in the progressive adult genres, including Japanese keyboardist Keiko Matsui and saxophonist Paul Taylor. Matsui's Smooth Jazz recordings mushroomed in sales. Her 1992 release *Cherry Blossom* sold 30,000 units. *Sapphire*, her third ULG release from July 1995, has surpassed 100,000 in sales. Come this August, another CD is due. Taylor's *On the Horn*, currently three tracks deep on Smooth Jazz radio and kicking for the past 11 months, looks to be ULG's next sales success story. ULG has also ventured into alternative and rock, and is readying an A3 release by the fine vocalist Valerie Carter. *The Way It Is* features friends like Lyle Lovett, Jackson Browne, and James Taylor. Other key ULG staffers include GM Hyman Katz and Director of National Promotion Bill Clodfelter.

—KEITH ZIMMERMAN



VANGUARD RECORDS

**1299 Ocean Ave., Suite 800
Santa Monica, CA 90401
Phone: (310) 451-5727;
fax (310) 394-4148**

Vanguard Records dates back to 1950, when it began to forge its wide musical path, encompassing jazz, folk, classical, international, ethnic, blues, and pop music. Firmly establishing itself as the premier folk and blues label in the '60s and '70s, with acts like the Weavers, the label secured the rights to record the prestigious Newport Folk Festivals from 1959 to 1965.

The Welk Music Group purchased Vanguard Records in the mid-'80s. "We bought everything, including the classical," says Kevin Welk, Vanguard's Director of Artist Development. "But the company has sold back the classical." "We've stuck primarily with the folk and blues, and have taken up a huge effort to reissue many of these great albums in the Vanguard catalog on CD."

Vanguard continues to work with acts who comfortably fit into A3 and Americana, including Peter Case, Michael Johnson, John McEuen, Rik Emmett, and Ian Tyson. "We're real excited to have a place now to market Ian's music with Americana," says Welk. "People expect quality music from our label, and I'm glad that we can continue to give people the music from what I consider the true country and folk artists."

—ROB BLEETSTEIN ●

MOST ADDED

- BLUE NOTE ALL-STARS (48)
- BOB MINTZER BIG BAND (36)
- JOSHUA BREAKSTONE (30)
- JOE LoCASCIO (30)
- KANSAS CITY SOUNDTRACK (25)
- TALIB KIBWE (23)



TOP TIP
TED ROSENTHAL

Rosenthology
(Concord Jazz)
A little bit of Rosenthology in the night on 59 stations and a high debut at #38.

RECORD TO WATCH



TALIB KIBWE
Introducing Talib Kibwe
(Evidence)
Talib Kibwe (pronounced TAH-LEEB KEEB-WAY) is a fine sax player best known for his work with pianist Randy Weston, who guests on Kibwe's first effort as a bandleader.

Gavin Jazz

LW	TW		Reports	Adds	H	M	L
1	1	DIANA KRALL (Impulse!)	86	0	78	7	1
4	2	CYRUS CHESTNUT (Atlantic)	86	0	72	12	2
2	3	JOE SAMPLE (Warner Bros.)	82	0	75	7	0
9	4	CHARLIE HADEN QUARTET WEST (Verve)	83	0	61	17	5
10	5	RENEE ROSNES (Blue Note)	82	1	53	24	4
14	6	CHRISTIAN McBRIDE (Verve)	82	1	48	28	5
6	7	PAT MARTINO (Muse)	76	0	59	15	2
3	8	HERBIE HANCOCK (Verve)	77	0	61	13	3
11	9	SONNY ROLLINS (Milestone)	75	0	53	19	3
7	10	CASSANDRA WILSON (Blue Note)	73	0	58	11	4
13	11	GENE HARRIS QUARTET (Concord Jazz)	76	0	50	16	10
15	12	SUSANNAH McCORKLE (Concord Jazz)	74	0	49	19	6
16	13	STEPHANE GRAPPELLI (Telarc Jazz)	73	0	36	31	6
12	14	MARY STALLINGS (Concord Jazz)	69	0	44	19	6
5	15	BENNY CARTER (Music Masters)	67	0	44	16	7
21	16	DAVE HOLLAND QUARTET (ECM)	72	1	33	26	12
8	17	SHIRLEY HORN (Verve)	67	1	42	16	8
28	18	JEANIE BRYSON (Telarc Jazz)	81	5	19	32	25
18	19	JUNKO ONISHI (Blue Note)	66	0	33	28	5
22	20	CARLOS GARNETT (Muse)	68	2	26	30	10
19	21	CONRAD HERWIG (Double Time)	67	0	21	34	12
24	22	CLARK TERRY & GEORGE ROBERT (Mons)	57	0	27	25	5
27	23	PETE YELLIN & HIS ALL STAR GROUP (Mons)	61	2	24	24	11
33	24	BRIAN LYNCH QUARTET (Sharp Nine)	69	3	7	38	21
40	25	AHMAD JAMAL (Verve)	73	15	11	31	16
35	26	RONNIE EARL (Bullseye/Rounder)	62	3	11	32	16
30	27	RAY BARRETTO (Blue Note)	61	3	8	39	11
26	28	CHUCK ZEUREN (Monad)	53	0	17	31	5
31	29	ART DAVIS (Jazz Planet)	51	2	20	21	8
17	30	JACKY TERRASSON (Blue Note)	49	0	22	18	9
34	31	THE CHARTBUSTERS (Prestige)	57	7	13	23	14
29	32	BILL EVANS TRIO featuring STAN GETZ (Milestone)	47	1	16	26	4
20	33	JOE LOVANO (Blue Note)	45	0	22	14	9
48	34	GEORGE SHEARING TRIO (Telarc Jazz)	63	10	5	22	26
46	35	DAVID HAZELTINE QUARTET (Sharp Nine)	63	11	5	22	25
41	36	FREDDIE COLE (Fantasy)	54	7	9	23	15
47	37	VINNY VALENTINO & HERE NO EVIL (DMP)	57	8	4	25	20
—	38	TED ROSENTHAL (Concord Jazz)	59	7	3	20	29
42	39	DIANE SCHUUR (GRP)	53	7	8	21	17
37	40	JON BURR QUARTET (Cymekob)	46	2	9	23	12
36	41	PHAROAH SANDERS QUARTET (Verve)	48	1	11	16	20
—	42	NICHOLAS PAYTON (Verve)	68	20	6	16	26
—	43	CHARLIE SEPULVEDA (Tropijazz)	56	7	2	22	25
23	44	WESSELL ANDERSON (Atlantic)	40	0	14	21	5
25	45	TEODROSS AVERY (Impulse!)	43	0	13	17	13
45	46	JERI BROWN (Justin Time)	51	4	2	25	20
50	47	DEE DANIELS and the METROPOLE ORCHESTRA (Mons)	47	5	5	20	17
43	48	CHUCK OWEN & THE JAZZ SURGE (Sea Breeze)	42	2	5	23	12
—	49	STEVE BROWN (Brown Cats)	42	3	8	14	17
39	50	JAY HOGGARD (Muse)	40	0	4	20	16

On Z Corner BY KEITH ZIMMERMAN



Newsweek Calls It Smooth Jazz, plus Promotions, Blowouts, and Anniversaries

Did everyone check out *Newsweek's* full-page article in the May 20 issue, which proclaims Smooth Jazz as radio's hottest format? According to *Nweek*, Smooth Jazz's revenue growth has ballooned 75.7% between 1993 and 1995, walloping second-place Spanish language radio (55.5%), and third place Alternative (54.2%). Usually major news magazines do a lousy job of covering music radio, but this piece is different. The feature includes quotes from BA's Frank Cody, KJAZ's Bob Parlocha, and artists like Ellis Marsalis and Gary Bartz. We were especially impressed with the way the writers, Tom Masland and Yamlin Chang, addressed the prickliness of the term "Smooth jazz" with some folks, and basically refereed the conflict by urging jazz die-hards to lighten up.

In our opinion, such a piece could not have been written five years ago—and not just because of the increased ratings. Programming has grown more focused and sophisticated, but listeners now know what to call this genre of radio without necessarily associating it with "New Age" and A/C anymore. By the way, *Newsweek* calls it S-M-O-O-T-H J-A-Z-Z, *not* NAC.

Starting May 28, Bret Michael steps up for his first Program Director's job. Michael has left his MD position at KOAI-Dallas to program Heritage Media's Smooth Jazz KCIY 106.5 FM in Kansas City. Michael has developed considerable experience during his tenure at "The Oasis." He was on the air from 7 p.m. to midnight from 1991 to 1994. He was also production director, then music director for the past two years. Michael also

hosted *The Oasis After Hours* for three years, a Number One music show in demo for seven straight books.

"I've always wanted to program a station, ever since I was first on the air," Michael told GAVIN. "I used to think, 'If I were programming, what would I do?' Now I get the chance.

"I'm thrilled to be a part of a great company like Heritage Media. Kansas City is a highly competitive market, but I'm sure that with the talents and continued hard work of the staff at 106.5 The City, there's a tremendous opportunity for Smooth Jazz to win big here!"



Bret Michael, the new PD at KCIY

Bret and his wife, Beverly, look forward to relocating to Kansas City, and he's pleased with the progress KCIY has made in its

first year as a Smooth Jazz station. "Bret can give KCIY direction from a mature station perspective," says KCIY GM Bill Newman. "This will be invaluable to a station that is one year in its format."

Michael replaces departing PD Doug Gondeck, who moves to Detroit to work with the Motor City's Sports Talk radio outlet.

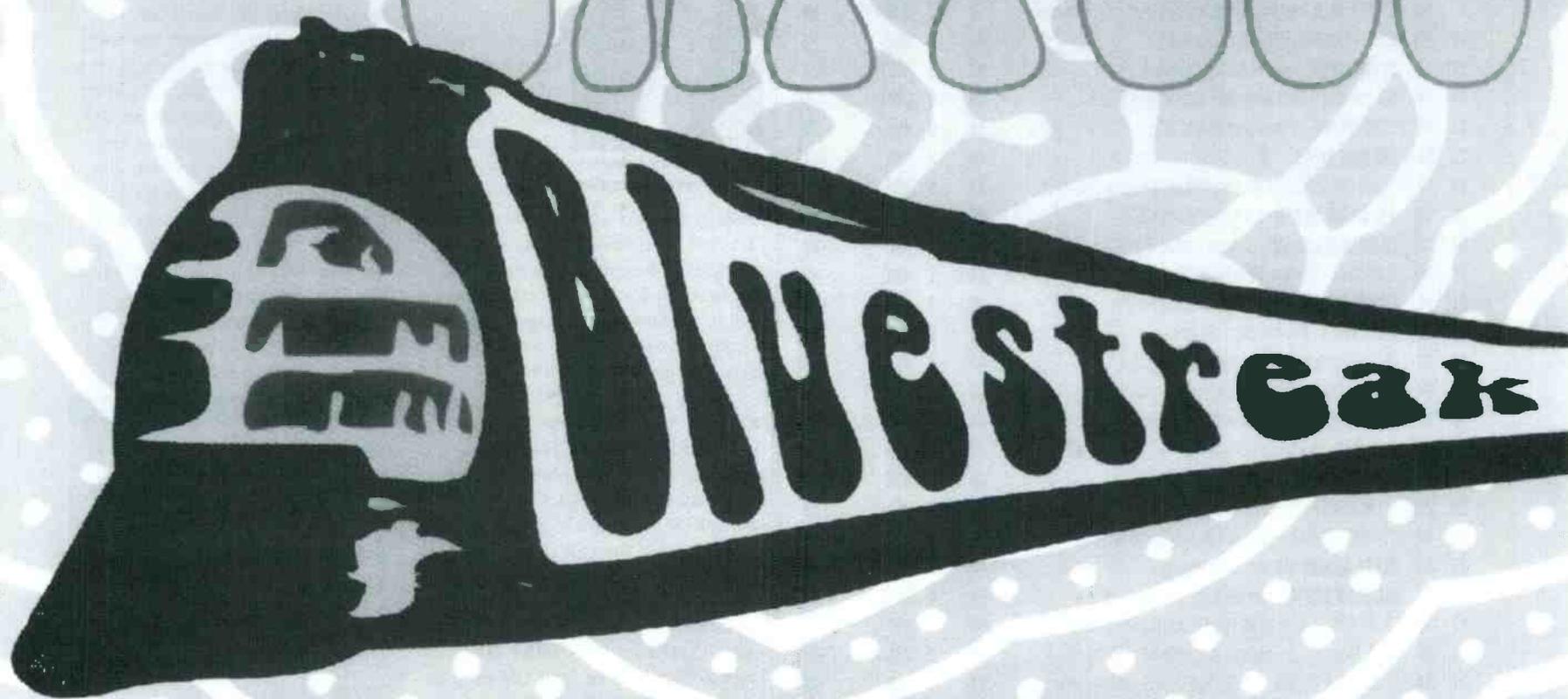
Broadcast Architecture CEO and Prez Frank Cody announces two key promotions. Renee DePuy has been named Director of Programming with the Princeton-based research and production consultancy. DePuy's responsibility

Continued on page 22

tom scott

and the b.a.

EXPRESS



featuring Tom Scott, Joe Sample, Ralph MacDonald,
Larry Kimpell, Steve Gadd, Robben Ford

Add Date 5/30!!!



MOST ADDED
RAMSEY LEWIS (20/26)

JOE McBRIDE (19/252)

TORCHES ON THE LAKE (13/13)

BONEY JAMES (12/536)

DARYLE CHINN (12/248)



TOP TIP
JOE McBRIDE

Keys to Your Heart (Heads Up)
 The Dallas native makes his mark on the chart with his gospel-influenced piano style. He checks in with a debut at #42, and a +202 Spin Trend, the highest spins increase on the chart.



RECORD TO WATCH
RAMSEY LEWIS

Between the Keys (GRP)
 There has been a big buzz for several weeks on his re-make of "Sun Goddess." Adds this week include KAJZ, WJFK, WNUA, KIFM, WLOQ, KMGQ/FM, and more!

Gavin Smooth Jazz

LW	TW	Reports	Adds	Spins	Differences	
1	1	RUSS FREEMAN/THE RIPPINGTONS - Brave New World (Peak/GRP)	67	1	840	+26
2	2	DOC POWELL - Laid Back (Discovery)	65	0	749	+30
4	3	HERB ALPERT - Second Wind (Almo Sounds)	67	1	691	+23
5	4	EARL KLUGH - Sudden Burst Of Energy (Warner Bros.)	67	0	671	+21
7	5	GEORGE JINDA - Between Dreams (Shanachie/Cachet)	61	0	660	+24
8	6	HERBIE HANCOCK - The New Standard (Verve)	63	0	635	+5
6	7	COUNT BASIC - Movin' in the Right Direction (Instinct)	57	1	629	-12
10	8	RICHARD ELLIOT - City Speak (Blue Note Contemporary)	66	1	606	+44
11	9	ED HAMILTON - Planet Jazz (Telarc Jazz Zone)	62	0	554	+13
3	10	BONEY JAMES - Seduction (Warner Bros.)	51	12	536	-146
9	11	AVENUE BLUE featuring JEFF GOLUB - Naked City (Bluemoon)	55	2	530	-50
12	12	JOHN TESH PROJECT - Discovery (GTPS)	49	1	507	-2
27	13	SPYRO GYRA - Heart of the Night (GRP)	60	3	467	+74
14	14	JOE SAMPLE - Old Places Old Faces (Warner Bros.)	59	0	464	-5
13	15	VIBRAPHONIC - Vibraphonic 2 (Acid Jazz)	44	0	458	-29
22	16	FREDDIE RAVEL - Soul To Soul (Verve Forecast)	56	2	453	+44
15	17	CRAIG CHAQUICO - A Thousand Pictures (Higher Octave)	53	1	452	-10
25	18	J MICHAEL VERTA - Time Line (BrainChild)	57	1	433	+33
24	19	PAMELA WILLIAMS - Saxtress (Heads Up)	55	1	430	+27
18	20	SLIM MAN - Closer to Paradise (GES)	47	1	429	-13
21	21	LIONEL RICHIE - Louder Than Words (Mercury)	49	0	423	+13
16	22	BOB MAMET - Day Into Night (Atlantic)	39	0	416	-34
20	23	PETE ESCOVEDO - Flying South (Concord Jazz)	43	0	413	-8
19	24	GEORGE HOWARD - Attitude Adjustment (GRP)	54	0	410	-28
39	25	BRIAN CULBERTSON - After Hours (Bluemoon)	54	3	392	+131
29	26	ED CALLE - Double Talk (Sony)	40	0	375	+10
37	27	BRYAN SAVAGE - Cat Food (Elation)	58	2	364	+69
28	28	GEORGE MICHAEL - Jesus to a Child (DreamWorks/Geffen)	44	0	357	-18
23	29	STRANGE CARGO - Hinterland (N-Gram/Discovery)	47	0	352	-53
32	30	OLETA ADAMS - Moving On (Mercury)	44	0	345	+1
47	31	MARILYN SCOTT - Take Me With You (Warner Bros.)	49	10	341	+109
17	32	THOM ROTELLA - How My Heart Beats (Positive Music)	40	0	341	-105
26	33	PAUL TAYLOR - On The Horn (Countdown/Unity)	36	2	333	-62
31	34	WHITNEY HOUSTON - Waiting To Exhale Soundtrack (Arista)	33	1	328	-20
35	35	DOUG CAMERON - Rendezvous (Higher Octave)	53	2	322	+13
34	36	RICK BRAUN - Beat Street (Bluemoon)	31	0	306	-6
33	37	PIECES OF A DREAM - The Best of (Blue Note)	51	1	303	-21
38	38	ANGELA BOFILL - Love In Slow Motion (Shanachie/Cachet)	44	3	285	+13
40	39	BILL EVANS - Escape (Escapade)	46	11	271	+11
41	40	BOBBY CALDWELL - Soul Survivor (Sin-Drome)	26	3	268	+15
30	41	SPECIAL EFX feat. G. JINDA & C. MINUCCI - Body Language (JVC)	30	0	259	-90
—	42	JOE McBRIDE - Keys To Your Heart (Heads Up)	52	19	252	NEW
—	43	KEN NAVARRO - When Night Calls (Positive Music)	33	4	252	NEW
36	44	NAJEE - Songs From The Key Of Life (EMI)	26	0	250	-57
48	45	DARYLE CHINN - From The Heart (MoJAZZ/Motown)	39	12	248	+20
43	46	THE TONY RICH PROJECT - Words (LaFace/Arista)	30	0	243	+4
49	47	MICHAEL ROSS - The Last Love Letter (MIHL)	37	1	236	+11
46	48	JOSEPH VINCELLI - I Will Wait For You (Breakaway Records)	35	0	229	-5
42	49	RANDY CRAWFORD - Naked And True (Bluemoon)	27	0	218	-28
44	50	BOBBY McFERRIN - Banglzooom (Blue Note Contemporary)	21	0	216	-23

Continued from page 20

ties include consultation with BA's 25 client stations, known collectively as *The Smooth Jazz Network*, which cover nine out of the top ten markets.



Renee DePuy (above), and Lorraine Bergman

DePuy) and has also been named Director of Affiliate Relations. Previously, Bergman was Project Coordinator for BA research, overseeing recruitment of respondents for *Mix-Master* auditorium music tests. Congratulations to both!

* * *

Welcome to deregulation. There's been a shakeup at KWJZ-Seattle. Since the station was purchased by Sandusky (owners of A/C KLSY and oldies KIXI), the newly arranged "tripoly" caused the exit of the GM, Sales Manager, Business Manager, PD, MD, engineer, and two traffic positions. Gone are PD Dave McKay and MD Michael Eads. KLSY GM Gary Robb will take over GM duties, and Production Director Wes Longino is doing morning drive temporarily. Theresa Kincaid moves from evenings to Eads' mid-day slot. Other airshifts will utilize pre-recorded breaks courtesy of the Audio Vault technology, with each jock cutting their breaks that day. The station signed an extensive deal with Broadcast Architecture, and will soon hire a new PD to also pull middays. Meanwhile, if you want to talk with Michael Eads about radio and/or label opportunities, phone him at (206) 933-1336. "Music Director. Will Travel," opines Eads.

Jazz/Smooth Jazz Pick

NICHOLAS PAYTON Gumbo Nouveau (Verve)



Though it's only his second major label effort as a band leader, trumpet virtuoso Nicholas Payton has already adopted a seasoned sound on *Gumbo Nouveau*. Still tied reverently to his hometown roots, Payton has chosen tunes indicative of both New Orleans and his own personal development as a soloist. For instance, Payton does a slowed-down, elongated version of the traditional "When the Saints Go Marchin' In." His uncanny ties to Louis Armstrong rise to the top on "Wild Man Blues." "I Gotta Right to Sing the Blues," isn't readily recognizable as the Billie Holiday chestnut, as Payton affixes his own lyrical stamp. Like Herbie Hancock's latest, sometimes you really have to struggle to pick out the standards, especially the slow blues treatment of "Way Down Yonder in New Orleans"; it's a far reach from Freddie Cannon's Top 40 version from way back in March of 1960.

SJ&V Chartbound

- BLUE KNIGHTS (IC/DA)**
 - CHRIS CAMOZZI (Higher Octave)**
 - DAVE CAMP (Blue Orchid)**
 - DAVID PAUL (Sin-Drome)**
 - *RAMSEY LEWIS (GRP)**
 - PALOMINO DUCK (Planet Earth)**
 - VITAL INFORMATION (Intuition)**
 - *TORCHES ON THE LAKE (Access)**
 - CHIP DAVIS' DAY PARTS (American Gramophone)**
 - BILLY MANN (DV8/A&M)**
- Dropped:** #45 The Jazzmasters feat. Paul Hardcastle, #50 Sting, Glen Alexander.

SJ&V Spin Trends

1. **JOE McBRIDE +202**
2. **BRIAN CULBERTSON +131**
3. **MARILYN SCOTT +109**
4. **SPYRO GYRA +74**
5. **BRYAN SAVAGE +69**
6. **DAVE CAMP +60**

Editors: **KEITH & KENT ZIMMERMAN** • Jazz & Smooth 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	
2	1	1	DIANA KRALL - All For You (Impulse!)
9	4	2	CYRUS CHESTNUT - Earth Stories (Atlantic)
4	2	3	JOE SAMPLE - Old Places Old Faces (Warner Bros.)
11	10	4	RENEE ROSNES - Ancestors (Blue Note)
14	13	5	CHARLIE HADEN QUARTET WEST - Now Is The Hour (Verve)
10	7	6	PAT MARTINO - Nightwings (Muse)
7	6	7	GENE HARRIS QUARTET - It's The Real Soul (Concord Jazz)
19	14	8	CHRISTIAN McBRIDE - Number Two Express (Verve)
13	11	9	SONNY ROLLINS - Sonny Rollins + 3 (Milestone)
1	3	10	HERBIE HANCOCK - The New Standard (Verve)
6	5	11	MARY STALLINGS - Spectrum (Concord Jazz)
8	12	12	CASSANDRA WILSON - New Moon Daughter (Blue Note)
5	9	13	SHIRLEY HORN - The Main Ingredient (Verve)
18	17	14	SUSANNAH McCORKLE - Easy to Love The Songs of Cole Porter (Concord Jazz)
21	15	15	STEPHANE GRAPPELLI - Live at the Blue Note (Telarc Jazz)
25	16	16	DAVE HOLLAND QUARTET - Dream of the Elders (ECM)
3	8	17	BENNY CARTER - Songbook (Music Masters)
—	30	18	JEANIE BRYSON - Some Cats Know (Telarc Jazz)
29	26	19	PETE YELLIN & HIS ALL STAR GROUP - It's You Or No One (Mons)
22	22	20	CONRAD HERWIG - New York Bread (Double Time)
NEW	21		AHMAD JAMAL - The Essence Part 1 (Verve)
20	18	22	JUNKO ONISHI - Piano Quintet Suite (Blue Note)
—	24	23	RAY BARRETTO - My Summertime (Blue Note)
—	28	24	CARLOS GARNETT - Resurgence (Muse)
NEW	25		BRIAN LYNCH QUARTET - Keep Your Circle Small (Sharp Nine)
—	29	26	CLARK TERRY & GEORGE ROBERT - The Good Things In Life (Mons)
27	27	27	ART DAVIS - A Time Remembered (Jazz Planet)
23	25	28	BILL EVANS TRIO featuring STAN GETZ - Bu: Beautiful (Milestone)
NEW	29		RONNIE EARL - Grateful Heart Blues & Ballads (Bullseye/Rounder)
15	20	30	WESSELL ANDERSON - The Ways of Warm Daddy (Atlantic)

COMMERCIAL SJ&V

2W	LW	TW	
1	1	1	RUSS FREEMAN & THE RIPPINGTONS - Brave New World (Peak/GRP)
3	3	2	DOC POWELL - Laid Back (Discovery)
7	5	3	HERB ALPERT - Second Wind (Almo Sounds)
5	6	4	HERBIE HANCOCK - The New Standard (Verve)
6	7	5	EARL KLUGH - Sudden Burst Of Energy (Warner Bros.)
8	8	6	GEORGE JINDA - Between Dreams (Shanachie/Cachet)
4	4	7	COUNT BASIC - Movin' in the Right Direction (Instinct)
9	9	8	RICHARD ELLIOT - City Speak (Blue Note Contemporary)
2	2	9	BONEY JAMES - Seduction (Warner Bros.)
13	15	10	ED HAMILTON - Planet Jazz (Telarc Jazz Zone)
12	14	11	JOHN TESH PROJECT - Discovery (GTPS)
—	29	12	SPYRO GYRA - Heart of the Night (GRP)
15	12	13	PETE ESCOVEDO - Flying South (Concord Jazz)
18	17	14	LIONEL RICHIE - Louder Than Words (Mercury)
11	13	15	VIBRAPHONIC - Vibraphonic 2 (Acid Jazz)
10	10	16	BOB MAMET - Day Into Night (Atlantic)
14	11	17	AVENUE BLUE featuring JEFF GOLUB - Naked City (Bluemoon)
21	21	18	FREDDIE RAVEL - Soul To Sol (Verve Forecast)
17	16	19	WAITING TO EXHALE SOUNDTRACK - Various Artists (Arista)
22	20	20	JOE SAMPLE - Old Places Old Faces (Warner Bros.)
—	27	21	PAMELA WILLIAMS - Saxtress (Heads Up)
23	22	22	ED CALLE - Double Talk (Sony)
29	24	23	OLETA ADAMS - Moving On (Mercury)
NEW	24		BRIAN CULBERTSON - After Hours (Bluemoon)
28	23	25	GEORGE MICHAEL - Jesus to a Child (DreamWorks/Geffen)
20	25	26	SLIM MAN - Closer to Paradise (GES)
26	26	27	GEORGE HOWARD - Attitude Adjustment (GRP)
16	19	28	PAUL TAYLOR - On The Horn (Countdown/Unity)
—	30	29	CRAIG CHAQUICO - A Thousand Pictures (Higher Octave)
NEW	30		J MICHAEL VERTA - Time Line (BrainChild)

Post-Bop compiled by a sample of Jazz intensive reports
 Commercial SJ&V compiled by a sample of Smooth Jazz intensive reports

Outstanding standards and
astounding originals.

bob james trio

Straight Up

The new acoustic trio tour de force album.

Bob James, piano
 Christian McBride, bass
 Brian Blade, drums

GOING FOR ADDS MAY 30.



www.wbjazz.com
 Christian McBride appears courtesy of Verve Records.



© 1996 Warner Bros. Records Inc.

UP AGAINST THE WALL, PARLOR JAMES



Flanking the members of Discovery recording artists Parlor James after their recent showcase at the Roxy are (left to right): Bud Scoppa, ASCAP; manager Harry Sandler; GAVIN's Rob Bleetstein; band members Ryan Hedgecock & Amy Allison; Syd Birenbaum, president/CEO of Discovery; and Bug Music's David Hirshland.

release of the *Essential Foster & Lloyd* collection. On hand for the festivities were **Southside Johnny**, who jammed on "Rave On" with the band, and **John Cowan**, who now plays with Lloyd in the **Sky Kings**...Be on the lookout for Little Dogs on the highway. **Little Dog** recording artists **Pete Anderson**, **Scott Joss**, and **Anthony Crawford** will all be hitting the road as members of **Dwight Yoakam's** band for his *Gone* tour this summer. Joss, a highly talented fiddle player, will have his Little Dog solo debut released this week, and it's a winner. He's got the voice of

Hag, the fiddle of **Gimble**, and the hair of **Elvis**. Anderson has just finished producing the **Mammoth** debut from the **Backsliders**, a Raleigh, S.C.-based band that's been pumping out rock-solid Americana in the South Central region for several years. Yoakam's tour will go from Tucson to Orlando and hit all points in between, so catch 'em if you can...

Red House artist and folk hero **Greg Brown** has just finished recording his next album, which has him working with **Kelly Joe Phelps**, and **Red House's Kate MacKenzie** has begun recording her follow-up to 1994's *Let Them Talk*. Once again, MacKenzie is working with versatile producer and **E-Town** maven **Nick Forster**. Musicians involved in this project include **Tony Furtado**, **John Reischman**, **Blue Highway's Rob Ickes**, and **Nashville Bluegrass Band's Stuart Duncan** and **Gene Leabea**...Best wishes and get well soon to **Bill Monroe**, the "Father of Bluegrass."

GILLIAN'S REVIVAL



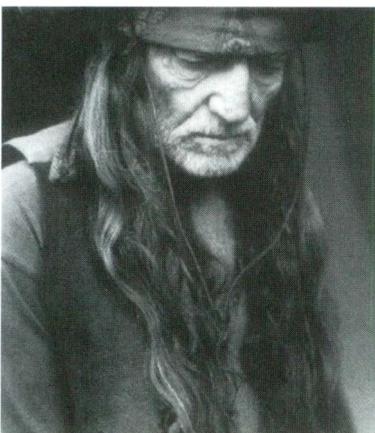
Almo Sounds artist and Americana sweetheart Gillian Welch (right) recently celebrated the release of her debut CD, *Revival*, at Nashville's Station Inn. On hand to help celebrate was Mercury Nashville artist Kim Richey (left).

who is recuperating from a mild stroke at Tennessee Christian Medical Center in Madison, TN...Call your financial consultant now, 'cause it looks like Americana's bringing in the big bucks. Well, close anyhow. **Chuck Wentworth** from **WRIU** in Kingston, Rhode Island reports that during their fund drives, their roots music programs have routinely brought in 40 percent of the total dollar amount donated to the station. During their most recent fund drive, however, that percentage shot up to 53 percent. "I suspect the influx of great new music coming into the station that's generated by being part of the Americana panel has played a significant role," says Wentworth... **WFUV** in New York also had their best fund drive ever, with a 52 percent increase, and let's not forget they're the Americana station of the year. Imagine what's going to happen when they get that new tower approved.●

Americana Picks

BY ROB BLEETSTEIN

WILLIE NELSON Spirit (Island)



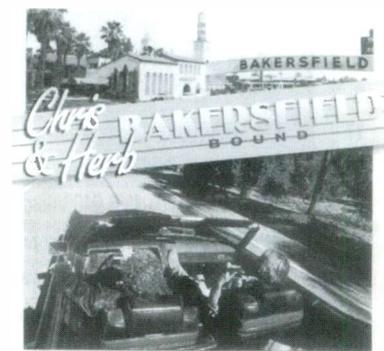
Willie Nelson's restlessly creative soul has graced us with a new collection of original compositions recorded with an intimate acoustic combo consisting of sister Bobbie Nelson, Johnny Gimble, and Jody Payne. *Spirit* embodies the "less is more" ideal that made *Red Headed Stranger* one of the classic albums of all-time, and with this debut record for Island, Willie

becomes the first country artist signed to the label in its 33-year history.

As is always the case with Willie, *Spirit* draws from his deep well of musical influences and life-long experiences. Old favorites "I'm Not Trying to Forget You Anymore" and "I Guess I've Come to Live Here in Your Eyes" are given new life with sparse arrangements, and the classic stamp can now be applied to "Your Memory Won't Die in My Grave" and "We Don't Run."

Another nice touch to *Spirit* is the Spanish flavor of "Matador," which opens and closes the disc, and "Mariachi." On this road of Willie's musical journey, he lets his spirit take the wheel.

CHRIS HILLMAN & HERB PEDERSEN Bakersfield Bound (Sugar Hill)



It's safe to say both Chris Hillman and Herb Pedersen are a part of California Country Music royalty, contributing immensely to its sound and progression over the past twenty-some-odd years. The unbeatable harmony that made the Desert Rose Band such a favorite is back in the driver's seat, making *Bakersfield Bound* sound more like Bakersfield found.

Delving into this assortment of many old favorites—which obviously inspired them throughout their careers—is a sheer joy, mainly because Chris & Herb do it so damn well. They have me convinced with this disc that real, good, traditional Country songs are timeless when treated with the proper care. Because the Bakersfield well is chock-full of classic songs, there are no wrong turns here—it's the proverbial case of "drop the needle anywhere and let it play." From the opening "Playboy," through the spectacular treatment of Buck Owens' "There Goes My Love," Jay Dee Maness' steel guitar and the guitar work of Larry Park and Jim Monahan keep the sounds well within the Kern County limits.

The vocal duo of Hillman and Pedersen is as crisp as ever, gracing the songwriting of Hank Cochran's "It's Not Love (But It's Not Bad)," Boudleaux & Felice Bryant's "Brand New Heartache," and Jim & Jesse McReynolds' "Congratulations Anyway." Hillman's two songwriting contributions, "Just Tell Me Darlin'" and the title track, are also worth spinning.

Alison Krauss & Union Station

"MOMENTS LIKE THIS"

The new track. From the album: **Music From The Motion Picture Soundtrack**

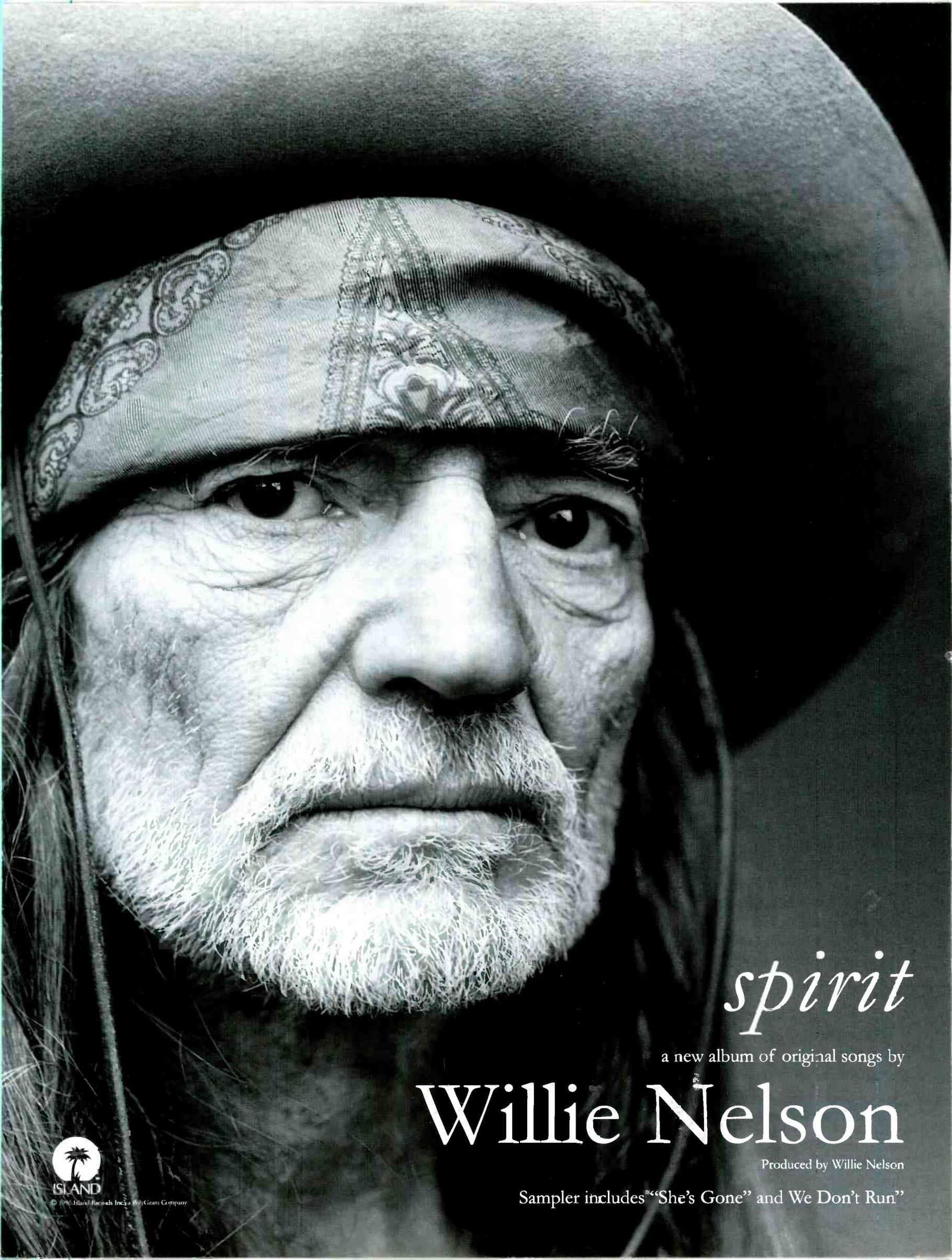
TWISTER

ON YOUR DESKS NOW!

Courtesy of Rounder Records.
<http://www.wbr.com/radio>



© 1996 Warner Bros. Records Inc. Motion Picture Artwork © 1996 Warner Bros./Universal City Studios, Inc.



spirit

a new album of original songs by

Willie Nelson

Produced by Willie Nelson

Sampler includes "She's Gone" and "We Don't Run"



© 1991 Island Records Inc. a PolyGram Company

MOST ADDED

- CHER (70)
- NATALIE MERCHANT (28)
- MICHAEL ENGLISH (24)
- JEWELL (22)
- * PHILOSOPHER KINGS (20)
- * BRYAN ADAMS (20)
- * MIKE POST (20)

TOP TIP

CHER
 "One By One"
 (Reprise)
 This Sam Wood production is a flat-out winner in A/C.

RECORD TO WATCH

KIMMIE RHODES
 "I'm Not An Angel"
 (Justice)
 Even if the film Mrs. Winterbourne bites the big one this theme will endure and establish Ms. Rhodes in more than one format.

Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	CELINE DION - Because You Loved Me (550 Music)	16	217	0	6326	-230	141	40	32	4
2	TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)	13	202	15	5449	+422	106	51	31	14
3	MARIAH CAREY - Always Be My Baby (Columbia/CRG)	17	195	0	5425	-757	111	45	32	7
4	HOOTIE & THE BLOWFISH - Old Man & Me (Atlantic)	8	183	0	5230	+49	115	39	19	9
5	GEORGE MICHAEL - FastLove (DreamWorks/Geffen)	6	204	4	5005	+448	88	47	46	22
6	GLORIA ESTEFAN - Reach (Epic)	9	195	3	4944	+173	87	49	46	11
7	WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)	15	157	1	3748	-1003	57	51	34	14
8	TINA ARENA - Chains (Epic)	11	148	2	3650	-275	61	35	38	14
9	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	25	134	1	3392	-213	59	36	28	10
10	STING - You Still Touch Me (A&M)	8	163	16	3376	+695	41	46	42	30
11	MICHAEL W. SMITH - I'll Lead You Home (Reunion/Arista)	12	142	6	3192	+157	50	41	29	18
12	LIONEL RICHIE - Don't Wanna Lose You (Mercury)	11	140	1	3191	-564	44	37	50	7
13	MADONNA - Love Don't Live Here Anymore (Maverick/Warner Bros.)	10	138	0	3130	-221	49	38	35	14
14	JANN ARDEN - Insensitive (A&M)	30	126	4	2902	+72	39	29	44	14
15	JANE KELLY WILLIAMS - Breaking In To The Past (Parachute/Mercury)	9	143	5	2736	+212	24	43	43	25
16	SELENA - I'm Getting Used To You (EMI)	11	132	3	2643	+133	32	37	35	24
17	GIN BLOSSOMS - Follow You Down (A&M)	18	103	2	2632	-521	47	26	21	8
18	ALANIS MORISSETTE - Ironic (Maverick/Reprise)	21	101	1	2503	-531	45	22	26	7
19	DOG'S EYE VIEW - Everything Falls Apart (Columbia/CRG)	13	104	3	2386	+135	38	28	27	9
20	TONI BRAXTON - Let It Flow (Arista)	8	134	13	2384	+368	19	33	47	31
21	ALL-4-ONE - These Arms (Blitz/Atlantic)	11	114	3	2318	+32	22	38	35	17
22	MICHAEL ENGLISH - Your Love Amazes Me (Curb)	4	143	24	2277	+707	10	34	51	38
23	BoDEANS - Closer To Free (Reprise)	17	86	0	2191	-662	38	22	16	8
24	MICHAEL STANLEY - Sha La La La (Intersound)	12	99	3	2177	+84	28	32	32	6
25	WYNONNA - To Be Loved By You (Curb/MCA)	10	108	1	2152	+87	20	29	39	19
26	NATALIE MERCHANT - Jealousy (Elektra/EEG)	8	122	28	2068	+746	13	28	44	32
27	EVERYTHING BUT THE GIRL - Missing (Atlantic)	85	82	0	1920	-253	27	22	25	7
28	BRYAN ADAMS - The Only Thing That Looks Good On Me Is You (A&M)	4	101	20	1882	NEW	14	24	43	18
29	SEAL - Don't Cry (Zit/Warner Bros.)	26	84	0	1878	-217	26	22	24	11
30	TOTO - I Will Remember (Legacy/Sony)	5	105	11	1785	+328	9	28	41	25
31	AL GREEN - Love Is A Beautiful Thing (Miramax/Hollywood)	7	95	0	1738	-10	15	25	30	22
32	SORAYA - Suddenly (Island)	19	105	7	1724	+158	6	25	43	29
33	NEIL DIAMOND - Marry Me (Columbia/CRG)	12	99	3	1718	+66	11	23	40	21
34	THE BLENDERS - Charlie Anyboy (Orchard Lane)	9	96	5	1716	+142	9	35	28	23
35	JARS OF CLAY - Flood (Silvertone)	10	90	12	1608	+277	13	25	26	24
36	NATALIE MERCHANT - Wonder (Elektra/EEG)	5	63	0	1575	-235	25	18	11	8
37	COLOR ME BADD - The Earth, The Sun, The Rain (Giant/Warner Bros.)	9	70	8	1463	+158	16	20	22	9
38	CELINDA PINK - Unchained (Step One)	17	75	2	1451	+56	15	21	24	14
39	TONI LAND - Have You Ever Seen Your Real Love? (Wonder Girl Music)	17	69	4	1354	NEW	14	19	26	10
40	VOICE OF THE BEEHIVE - Scary Kisses (Discovery)	4	70	11	1265	NEW	11	17	24	17

Chartbound

	Reports	Adds	SPINS	TREND
KARLA BONOFF feat. NITTY GRITTY DIRT BAND - "You Believed In Me"(MCA)	79	2	1249	+192
JAE CIE - "Reason For Living" (Carbide)	78	9	1209	+154
EVERYTHING BUT THE GIRL - "Wrong" (Atlantic)	74	17	1080	+316
*CHER - "One By One" (Reprise)	71	70	833	+817
THOMSON DAWSON - "Real Love" (d-Spot)	67	5	1065	+94

Total Reports This Week: 245 Last Week: 245

Editor: RON FELL

Associate Editor: DIANE RUFER

A/C reports accepted: Mondays

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

Station Reporting Phone: (415) 495-1990

GAVIN FAX: (415) 495-2580

Inside A/C

BY RON FELL



To Margaritaville and Back For WRCH's Joe Hann



Joe Hann

This past February, WRCH-Hartford, Connecticut Music Director **Joe Hann** attended his first GAVIN Seminar. He left with his first GAVIN award as the

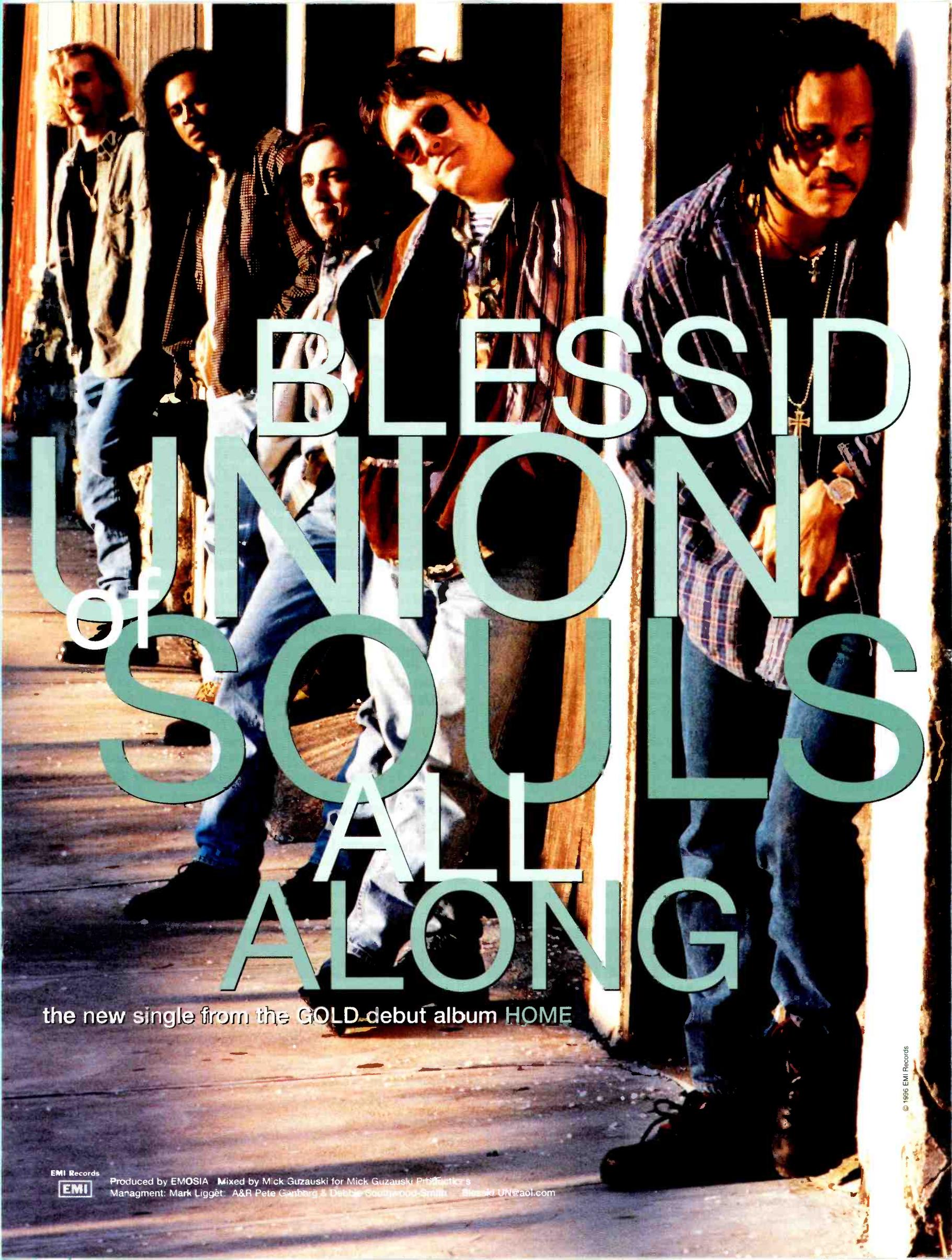
Large Market Music Director of the Year. "It was an honor to be nominated by my peers and then win. What a thrill! It made me very proud to be accepted by the record and radio community," said Hann.

Joe Hann is a 22-year veteran of contemporary music radio. He began his career in 1974 at **WSCP/AM** in Sandy Creek/Pulaski, New York where, among other responsibilities, he was the Country station's music director and program director. From 1977-79, he was production director for **WSUL-Monitcello**, New York, before embarking on a great Caribbean radio adventure.

In 1979, Hann submitted an aircheck to a job search service. Soon he became a morning talk show host at **WOSO** in San Juan, Puerto Rico, which was followed by a four-year stint at **A/C WIVI/FM**-St. Croix in the Virgin Islands, where he worked with ex-Californian **Tom "Banana Leaf" Plant**, who was the station's music director. "Tom signed up the station as a GAVIN reporter in 1981 and, as a result, we got great record service," recalls Hann. "It was fun playing rock & roll and wasting away in Margaritaville."

In 1984, it was off to crosstown **WSTX AM/FM** where Hann did production and was an air personality for the stations' West Indian/Big Band formats.

Hann returned to the not so



BLESSID UNION of SOULS ALL ALONG

the new single from the GOLD debut album HOME

EMI Records



Produced by EMOSIA Mixed by Mick Guzauski for Mick Guzauski Productions
Management: Mark Liggêt A&R Pete Ganberg & Debbie Cooperwood-Smith blessid UN@aol.com

A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
58	4	1230	+118	FOO FIGHTERS - Big Me (Capitol)
57	19	715	+262	LOUVETTE - Ask Me (Butterfly)
56	20	716	+287	PHILOSOPHER KINGS - Charms (Columbia/CRG)
47	4	709	+129	DONNA LEWIS - I Love You Always Forever (Atlantic)
45	20	548	+253	MIKE POST - Enchanted Evening (American Gramophone)
44	3	701	+111	ROBERT MILES - Children (Arista)
44	7	618	+121	BONNIE HAYES - Things You Left Behind (Beacon)
41	6	622	+141	MICHAEL LEARNS TO ROCK - Sleeping Child (Cleveland International)
41	6	457	+90	LINDA RONSTADT - Dedicated To The One I Love (Elektra/EEG)
40	3	800	+60	LENNY KRAVITZ - Can't Get You Off My Mind (Virgin)
37	22	536	+352	JEWEL - Who Will Save Your Soul? (Atlantic)
35	1	585	+28	QUEEN - Heaven For Everyone (Hollywood)
32	18	383	+231	BLESSID UNION OF SOULS - All Along (EMI)
28	5	449	+169	LARRY MULLEN & ADAM CLAYTON - Mission: Impossible (Mother/Island)
25	11	290	+130	KIMMIE RHODES - I'm Not An Angel (Justice)
23	2	308	+18	WRENDITIONS - Tonight Is The Night (KEF)
19	10	451	+194 *	FUGEES - Killing Me Softly (Ruffhouse/Columbia/CRG)
17	7	259	+149 *	JOAN OSBORNE - St. Teresa (Blue Gorilla/Mercury)
16	16	195	+195 *	TIN DRUM - Real World (Brainstorm)
14	14	154	+129 *	ONCE BLUE - Save Me (EMI)
13	5	230	+92 *	ALANIS MORISSETTE - You Learn (Maverick/Reprise)
13	8	170	+98 *	NAZARETH - Move Me (Mayhem)
12	1	117	0	INTRIGUE - Dance With Me (Universal)
12	9	105	+79 *	JIM MESSINA & CRYSTAL BERNARD - Watching the River Run (River North)

Dropped: Jackson Browne, Trisha Yearwood, Diana Ross.

* Indicates Debut

tropical mainland—and reality—in 1989, as a part time announcer at WRCH-Hartford, Conn. That job soon led to full-time air work and, in 1994, Hann became the station's music director and its afternoon drive air talent. "At WRCH, we all really like each other. There are no egos, the ratings are great, and we still have fun. What else is there?" asks the award-winning Hann.

CHANGES

Angie Handa, most recently PD at WLDR-Traverse City and WSUY-Charleston, S.C., has been named PD at Smooth Jazz & Vocals KTWC-Phoenix, Arizona.

Mark Rogers has been promoted to Program Director of WKHG/FM (K105)-Litchfield, Kentucky, replac-

ing **Brian Walker**. Rogers' promotion from News Director also includes responsibilities programming sister station WMTL/AM.

DEPARTMENT OF CORRECTIONS

In announcing a major change in the A/C department at Warner Bros. a few weeks ago, I made a double error. First, **Valarie Moses** is the National Director of A/C; I had listed her using her maiden name of Goodman. Plus, she's remaining in the company's Rockefeller Center office in New York City. Her phone number is (212) 275-4536.

In my review of **Cher's** "One By One" single last week, I said it was produced by **Steve Lipson**. Wrong again! Lipson produced the original

ARTIST PROFILE

STEVE LUKATHER (TOTO) Part One



LABEL: Legacy/Sony

PROMOTION CONTACT:

Mark Feldman (212) 833-5013

BIRTHDATE: October 21

CURRENT RESIDENCE:

Los Angeles, CA

FAVORITE MUSICIANS: "Jeff Beck,

Jimi Hendrix, Buddy Miles, Aretha,

Jimmy Page, David Gilmour, etc."

FAVORITE NEW BAND:

"Soundgarden."

FAVORITE BOOK:

"Behold, A Pale Horse."

FAVORITE MOVIE: "The Usual

Suspects."

FAVORITE ACTOR: "Miguel Ferrer."

FAVORITE ACTRESS:

"My daughter, Tina."

FAVORITE TV SHOW:

"X Files and Nick At Nite."

FAVORITE FOOD: "Italian."

FAVORITE MAGAZINE: "T.V. Guide."

FAVORITE HOBBY: "Life."

FAVORITE COCKTAIL: "Vodka

Martini, Grand Marnier, Apple

Korn."

IF I HAD ONLY TWO DAYS LEFT

TO LIVE: "Party, party, party!!!"

IF I HAD THREE WISHES: "Health,

peace and love and a load of cash."

version which was released in the UK earlier this year, but **Sam Ward** re-did the track for American radio prior to its Stateside release last week. ●

A/C Picks

PETER CETERA

"One Clear Voice" (River North)

The distinctive voice of Peter Cetera carries this secularly spiritual song about getting good advice and direction from a single decipherable source. It's also the title track from his airplay-friendly album.

JOAN OSBORNE

"St. Teresa"

(Blue Gorilla/Mercury)

Osborne's uniquely textured voice and her collaborative effort with the Hooters/Cyndi Lauper braintrust of Bazilian, Hyman and Chertoff, make

for intensely attractive production values and hedonistic metaphors.

ONCE BLUE

"Save Me" (EMI Records)

Fronted by vocalist Rebecca Martin, who sings in the tradition of Rickie Lee Jones, New York-based quartet Once Blue, glides through this acoustic confection with a poetic plea for help of the lovin' kind.

JIM MESSINA & CRYSTAL BERNARD

"Watching the River Run"

(River North)

We heard this song first in 1973 on Loggins and Messina's album, *Full Sail*, but it has a whole new complexion now in this boy/girl duet. This new version is as fluid, organic, and refreshing as the L&M original, and possibly more charming.

S/P/W

SPINS PER WEEK PER STATION

CELINE DION - Because You Loved Me (550 Music)	29.15
HOOTIE & THE BLOWFISH - Old Man & Me (Atlantic)	28.58
MARIAH CAREY - Always Be My Baby (Columbia/CRG)	27.82
TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)	26.98
GIN BLOSSOMS - Follow You Down (A&M)	25.55
BoDEANS - Closer To Free (Reprise)	25.48
GLORIA ESTEFAN - Reach (Epic)	25.35
THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	25.31
NATALIE MERCHANT - Wonder (Elektra/EEG)	25.00

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

CHER - One By One (Reprise)	817
NATALIE MERCHANT - Jealousy (Elektra/EEG)	746
MICHAEL ENGLISH - Your Love Amazes Me (Curb)	707
STING - You Still Touch Me (A&M)	695
BRYAN ADAMS - The Only Thing That Looks Good On Me Is You (A&M)	672
GEORGE MICHAEL - FastLove (DreamWorks/Geffen)	448
TRACY CHAPMAN - Give Me One Reason (Elektra/EEG)	422
TONI BRAXTON - Let It Flow (Arista)	368
JEWEL - Who Will Save Your Soul? (Atlantic)	352
VOICE OF THE BEEHIVE - Scary Kisses (Discovery)	345
TOTO - I Will Remember (Legacy/Sony)	328

MOST ADDED

- NEVILLE BROTHERS (22/153 spins)
- BRIAN SETZER ORCHESTRA (11/70 spins)
- ELVIS COSTELLO (9/530 spins)
- THE CURE (7/337 spins)
- THE WALLFLOWERS (7/467 spins)
- EVERYTHING BUT THE GIRL (7/152 spins)

TOP TIP

ELVIS COSTELLO
All This Useless Beauty
 (Warner Bros.)

It's good news week for A3's E. Bangin up big stats across the board with impressive debuts at #14 Combined, #14 Commercial, and #20 Non Comm with a Number One Spin Trend at +306.

RECORD TO WATCH

EVERYTHING BUT THE GIRL
Walking Wounded (Atlantic)

Tracy Thorn and Ben Watt reinvent Everything But The Girl with innovative jungle rhythms. Put this one on the top of your audition stack; it's bound to have multi-format repercussions. Start with "Wrong" and work your way forward.

Gavin A3

Blue entries highlight a stronger performance than on the combined A3

EDITORS:
 KENT/KEITH ZIMMERMAN



LW	TW	COMBINED
1	1	DAVE MATTHEWS BAND (RCA)
2	2	HOOTIE & THE BLOWFISH (Atlantic)
4	3	STING (A&M)
3	4	MARK KNOPFLER (Warner Bros.)
5	5	LOS LOBOS (Warner Bros.)
6	6	SUBDUDES (High Street)
7	7	JACKSON BROWNE (Elektra/EEG)
12	8	PATTI ROTHBERG (EMI)
10	9	DOG'S EYE VIEW (Columbia/CRG)
9	10	COWBOY JUNKIES (Geffen)
8	11	GIN BLOSSOMS (A&M)
13	12	PAUL WESTERBERG (Reprise)
11	13	STEVE EARLE (E-Squared/Warner Bros.)
NEW 14	14	ELVIS COSTELLO (Warner Bros.)
16	15	JARS OF CLAY (Silvertone)
14	16	TAJ MAHAL (Private Music)
15	17	RICHARD THOMPSON (Capitol)
20	18	THE WALLFLOWERS (Interscope)
18	19	THE CRANBERRIES (Island)
17	20	TRACY CHAPMAN (Elektra/EEG)
22	21	WHY STORE (Way Cool/MCA)
21	22	ALANIS MORISSETTE (Maverick/Reprise)
33	23	JEWEL (Atlantic)
30	24	SYD STRAW (Capricorn)
23	25	TODD SNIDER (Margaritaville/MCA)
24	26	RORY BLOCK (Rounder)
26	27	TRUTH ABOUT CATS & DOGS SOUNDTRACK (A&M)
19	28	JOAN OSBORNE (Blue Gonilla/Mercury)
25	29	ALEJANDRO ESCOVEDO (Rykodisc)
28	30	PHILOSOPHER KINGS (Columbia/CRG)
27	31	TORI AMOS (Atlantic)
37	32	AMANDA MARSHALL (Epic)
36	33	THE CURE (Fiction/Elektra)
34	34	THE BADLEES (Rite-Off)
35	35	CATIE CURTIS (Guardian)
31	36	MYSTERIES OF LIFE (RCA)
38	37	BILL MORRISSEY (Philo)
32	38	AIMEE MANN (DGC)
39	39	DANIEL TASHIAN (Elektra/EEG)
44	40	JOE HENRY (Mammoth)
29	41	OASIS (Epic)
46	42	THE BAND (Pyramid)
45	43	THE KENNEDYS (Green Linnet)
47	44	NIL LARA (Metro Blue/Capitol)
42	45	NATALIE MERCHANT (Elektra/EEG)
NEW 46	46	JOY ASKEW (Private Music)
48	47	BARENAKED LADIES (Reprise)
43	48	DAR WILLIAMS (Razor & Tie)
41	49	FOO FIGHTERS (Roswell/Capitol)
40	50	JOHN HIATT (Capitol)

LW	TW	COMMERCIAL
1	1	HOOTIE & THE BLOWFISH (Atlantic)
2	2	DAVE MATTHEWS BAND (RCA)
3	3	STING (A&M)
4	4	MARK KNOPFLER (Warner Bros.)
5	5	GIN BLOSSOMS (A&M)
7	6	DOG'S EYE VIEW (Columbia/CRG)
9	7	LOS LOBOS (Warner Bros.)
6	8	JACKSON BROWNE (Elektra/EEG)
8	9	SUBDUDES (High Street)
10	10	COWBOY JUNKIES (Geffen)
12	11	PATTI ROTHBERG (EMI)
14	12	PAUL WESTERBERG (Reprise)
13	13	JARS OF CLAY (Silvertone)
45	14	ELVIS COSTELLO (Warner Bros.)
15	15	TRACY CHAPMAN (Elektra/EEG)
18	16	ALANIS MORISSETTE (Maverick/Reprise)
21	17	THE WALLFLOWERS (Interscope)
11	18	STEVE EARLE (E-Squared/Warner Bros.)
19	19	WHY STORE (Way Cool/MCA)
20	20	THE CRANBERRIES (Island)
23	21	JEWEL (Atlantic)
16	22	TAJ MAHAL (Private Music)
17	23	JOAN OSBORNE (Blue Gonilla/Mercury)
26	24	THE BADLEES (Rite-Off)
25	25	TODD SNIDER (Margaritaville/MCA)
27	26	RICHARD THOMPSON (Capitol)
24	27	TORI AMOS (Atlantic)
28	28	PHILOSOPHER KINGS (Columbia/CRG)
34	29	AMANDA MARSHALL (Epic)
22	30	OASIS (Epic)
29	31	NATALIE MERCHANT (Elektra/EEG)
35	32	TRUTH ABOUT CATS & DOGS SOUNDTRACK (A&M)
42	33	SYD STRAW (Capricorn)
36	34	THE CURE (Fiction/Elektra)
39	35	CATIE CURTIS (Guardian)
33	36	MYSTERIES OF LIFE (RCA)
37	37	ALEJANDRO ESCOVEDO (Rykodisc)
30	38	FOO FIGHTERS (Roswell/Capitol)
31	39	AIMEE MANN (DGC)
38	40	DANIEL TASHIAN (Elektra/EEG)
40	41	BARENAKED LADIES (Reprise)
47	42	THE BAND (Pyramid)
32	43	JOHN HIATT (Capitol)
44	44	CRACKER (Virgin)
41	45	RORY BLOCK (Rounder)
50	46	DISHWALLA (A&M)
43	47	DAR WILLIAMS (Razor & Tie)
NEW 48	48	SEMISONIC (MCA)
46	49	PAUL CEBAR & THE MILWAUKEEANS (Don't)
48	50	BLUES TRAVELER (A&M)

LW	TW	NON-COMMERCIAL
1	1	RICHARD THOMPSON (Capitol)
2	2	LOS LOBOS (Warner Bros.)
12	3	GILLIAN WELCH (Almo Sounds)
11	4	BILL MORRISSEY (Philo)
5	5	DAVE MATTHEWS BAND (RCA)
6	6	RORY BLOCK (Rounder)
8	7	NIL LARA (Metro Blue/Capitol)
4	8	MARK KNOPFLER (Warner Bros.)
3	9	STEVE EARLE (E-Squared/Warner Bros.)
7	10	PATTI ROTHBERG (EMI)
9	11	SUBDUDES (High Street)
15	12	PAUL WESTERBERG (Reprise)
17	13	SYD STRAW (Capricorn)
14	14	STING (A&M)
13	15	ALEJANDRO ESCOVEDO (Rykodisc)
10	16	TAJ MAHAL (Private Music)
23	17	JOE HENRY (Mammoth)
18	18	TRUTH ABOUT CATS & DOGS SOUNDTRACK (A&M)
21	19	ROSANNE CASH (Capitol)
NEW 20	20	ELVIS COSTELLO (Warner Bros.)
19	21	DAVID GRAY (EMI)
27	22	JOY ASKEW (Private Music)
25	23	THE KENNEDYS (Green Linnet)
16	24	COWBOY JUNKIES (Geffen)
22	25	LYNN MILES (Philo)
32	26	THE CURE (Fiction/Elektra)
30	27	CLARENCE "GATEMOUTH" BROWN (Verve)
20	28	CASSANDRA WILSON (Blue Note)
26	29	ANGELIQUE KIDJO (Mango/Island/PLG)
43	30	THE CRANBERRIES (Island)
28	31	CATIE CURTIS (Guardian)
29	32	JACKSON BROWNE (Elektra/EEG)
46	33	SCUD MOUNTAIN BOYS (Sub Pop)
NEW 34	34	THE WALLFLOWERS (Interscope)
31	35	MYSTERIES OF LIFE (RCA)
24	36	JOHN WESLEY HARDING (Forward)
NEW 37	37	THE IGUANAS (Margaritaville/Island)
37	38	PHILOSOPHER KINGS (Columbia/CRG)
36	39	AIMEE MANN (DGC)
44	40	AMANDA MARSHALL (Epic)
34	41	THE BAND (Pyramid)
35	42	DANIEL TASHIAN (Elektra/EEG)
38	43	HOOTIE & THE BLOWFISH (Atlantic)
41	44	TODD SNIDER (Margaritaville/MCA)
39	45	REBECCA TIMMONS (Start)
47	46	HAMELL ON TRIAL (Mercury)
48	47	ROY ROGERS (Virgin)
42	48	JOLENE (Ardent)
NEW 49	49	BILL NELSON (Gyroscope)
33	50	DAR WILLIAMS (Razor & Tie)

MARTIN SEXTON

BLACK SHEEP

On Your Desk Now!

MARTIN SEXTON BLACK SHEEP

"Astounding!"

L.A. Weekly

Radio Promotion by:
 Matthew Kattman @ Eastern Front 1-800-337-3747
 Michele Clark Promotions 609-232-8883

**A3 ADD DATE:
 JUNE 4TH!**

EARLY ADDS FROM:
 ACOUSTIC CAFE
 WORLD CAFE
 KAFR KERA
 KNOM KPIG
 KRCL KVNF
 & WCBE



Gavin A3 Boomer Grid

EDITORS:
KENT/KEITH
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDJR	DMX	KBCO	KBYR	KFAN	KFMG	KFOG	KFYD	KGSR	KHKK	KLAF	KMMS	KMTT	KOTR	KPFT	KPIG	KOPT	KRSH	KRYM	KSCA	KSPN	KSTU	KTAO	KTCZ	KTRK	KTMN	KTUN	KUMT	KUPR	KUWR	KVMF	
1	DAVE MATTHEWS BAND (RCA)	1210	+50	31	16	32	13	19	29	29	23	29	20	23	17	4			10	20	28	15	32	18	7	18	12	12	18	18	32	26	7	8	
2	HOOTIE & THE BLOWFISH (Atlantic)	1111	+23	31	16	43	15	25	28	18	15	20	6	14	23	22			8	34	29	15	36	18		13	30	7	0	18	31	30	6	6	
3	STING (A&M)	999	+8	6	15	27	22		13	22	23	23	32	13	11	18		4		20	19	20	29		6	13	22	6	18	29	24	7			
4	MARK KNOPFLER (Warner Bros.)	971	-42			21	24	16	30	17	23	10	36	18	11	19	6	7	15		27	15	23	18		14	24	13	18	18	31	16	7	8	
5	LOS LOBOS (Warner Bros.)	809	-26	24	15	11		28	18	19	7	17		15	12	17	12	7	9		27	15	19	18		10	6	13	10	18	20	9	7	8	
6	SUBDUDES (High Street)	721	-67	19	16	13	10	32	17	17	21		6	15	11	8		7	17		6	15	12		11	15	20	7	17	14	10	7	8		
7	JACKSON BROWNE (Elektra/EEG)	691	-66	22			8	23	13	18	8	9	32	22	23	9	5	4	15		19	15	11		10	13	20	8	18	19	10	6			
8	PATTI ROTHBERG (EMI)	681	+44	29		21	9	21	22	19	11	11			11	18	7	4		16	9	10	14	18	4	7		8	20	18	7	9	7	6	
9	DOG'S EYE VIEW (Columbia/CRG)	662	-34	24	12	6	13	9	22	10	7				9	8			3	21	13	15	8	18	8	5	21	0	18	15	26	6			
10	COWBOY JUNKIES (Geffen)	654	-66	32	15	13	13	13	16	9	24	11	34	9	12		5	4	5		13	15	20	18	12	10	8	4	0	18	24	15	7		
11	GIN BLOSSOMS (A&M)	654	-90	24			22		24	18	16		28	11	23	23				12	18	15	8	18		4	6	18	18	8	33				
12	PAUL WESTERBERG (Reprise)	636	+62	20	16	8	7	28	21	6	24	11	6		11		6	2				10	13	11	7	9	9	9	11	8	9	7	4		
13	STEVE EARLE (E-Squared/Warner Bros.)	547	-124	23	16		9	32	9			11		7	11	7	7	7	14		11	10			12	12	8	8	18	7	7				
14	ELVIS COSTELLO (Warner Bros.)	530	NEW	0	17		7		5	18	11	10		9	11	8	7			0	29		15	18				0	18	7	4				
15	JARS OF CLAY (Silvertone)	507	+3	20	9	14	14		20			10		13	11	8						10	23	11			4		11	15	25				
16	TAJ MAHAL (Private Music)	507	-52	10	10	6	29	3	3	10	12	7	17	23	5	12	7	13			12	15		11	9	14		2	0	11	7	15	7		
17	RICHARD THOMPSON (Capitol)	500	-50	10	17			6		18	10				5	10	4		13		10	15	6	11	12	13		14	17	11			7	8	
18	THE WALLFLOWERS (Interscope)	467	+66	21	15	10		6	3	8	10	10			7	7	5		3		10	10	13	11	10	8	23	4	9	11	10	9	6	6	
19	THE CRANBERRIES (Island)	462	+34	0		6	7		14	6		20			7	10				14	24	10	11		10			6	20		19	9			
20	TRACY CHAPMAN (Elektra/EEG)	458	-15	10	16	8				11	22	9			19					12		6	15	21	18		11	2	18	28	25				
21	WHY STORE (Way Cool/MCA)	415	27	13		22	8	22	18	8	11			11	8	8		2		15	7	10	7		7	14	4	8	15	9					
22	ALANIS MORISSETTE (Maverick/Reprise)	412	+14	10	16	10			31			10			9	7				17	17	7	10					9			39				
23	JEWEL (Atlantic)	402	71	23		30			14		18	18			9					16	3		12	11		5	6		11	26	4				
24	SYD STRAW (Capricorn)	380	+41	9		9	21	4	8	17	7				5	10	2				9	10			7	8			18		7	4			
25	TODD SNIDER (Margaritaville/MCA)	373	-3	23	7		7	30	11		10	7			23	6	3	4	17		10				7	11		16	9		6	6			
26	RORY BLOCK (Rouner)	367	0				25	4						13			7	6			7	6			8	12	4	4	8	8	6	7	8		
27	TRUTH ABOUT CATS & DOGS SOUNDTRACK (A&M)	366	21		13		6				12	11			10		10			2		10		11	11	8	9	4	9	11		7	4		
28	JOAN OSBORNE (Blue Gorilla/Mercury)	359	-61	31		20			24	4				14		19					3	7	13							20	35				
29	ALEJANDRO ESCOVEDO (Rykodisc)	357	-6	11				26				12		10	12	8		4	12		9	20	8		6	6		2	9		7	8			
30	PHILOSOPHER KINGS (Columbia/CRG)	353	+12	16	9	11		7	4			14		10	10	8		7			10	10	18	5	5			2	9	18	12	10	6		
31	TORI AMOS (Atlantic)	350	+6	21	10				19		11	7	6	8			6				18	20	6		6				17	15		10	6		
32	AMANDA MARSHALL (Epic)	347	+43	11	11			6	4		31		12	15	12						29	7		11	7	11	5	3		11	15	6	6		
33	THE CURE (Fiction/Elektra)	337	+33				10		12			11										29	7		11	10		1	9		7		6	4	
34	THE BADLEES (Rite-Off)	332	+24	7	9	8	7	13	21	6	16				11				8		11	11		8			10	3	13	8	7	9			
35	CATIE CURTIS (Guardian)	318	+12	20				26		18		19	19						6		9			8	11	7	10	7	7	8	12				
36	MYSTERIES OF LIFE (RCA)	313	-24				11	14	3	4	7				11	7				23		10		8		8		1	9	8				6	
37	BILL MORRISSEY (Philo)	310	14				15			7	8							4	10			7		10	6		12					7	6		
38	AIMEE MANN (DGC)	287	-46							6		21	7	11	4							15		18					16	18		6			
39	DANIEL TASHIAN (Elektra/EEG)	284	-3	10			6			7	4	8			11	7		2	10	0		7		11		8		8	11	10			6		
40	JOE HENRY (Mammoth)	279	+18	13	16			20		7	3								8		10	10			8	6		5	8			6	6		
41	OASIS (Epic)	273	-68	23			4	7	21			10									17		12								22				
42	THE BAND (Pyramid)	267	+19					30				11		10		3					10		13	15		18	9		9	18		6	8		
43	THE KENNEDYS (Green Linnet)	266	+15					10			12											2	10		7		8	10		8			6	6	
44	NIL LARA (Metro Blue/Capitol)	259	+15	9		0						8							4			15		11	10	6			11			7	8		
45	NATALIE MERCHANT (Elektra/EEG)	250	-18	22	19							14										8								16	38				
46	JOY ASKEW (Private Music)	243	NEW		14			6	2		7											10		8	10				9	8			6	6	
47	BARENAKED LADIES (Reprise)	240	-2	14		3			6		6			13		4	5	2				9	10	9				0					6	4	
48	DAR WILLIAMS (Razor & Tie)	230	-37	18	9	12	10				17			18		5						14			11	11	4			11			6		
49	FOO FIGHTERS (Roswell/Capitol)	226	-46			7	14			18	6				9							12							16			26			
50	JOHN HIATT (Capitol)	226	-56	10							10				11	8						15			8		6	9		8			6		

At last

The Blue Nile

“Sentimental Man”

The first single from Peace At Last the highly-anticipated new album from **The Blue Nile**

“The Blue Nile’s floating, gently soulful sound musters a quiet intensity that gently demands to be heard.”—Chicago Tribune



Produced by The Blue Nile
Management: Gold Mountain Entertainment



© 1996 Warner Bros. Records Inc. <www.wbr.com/radio>

Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KXPT	KZJH	KZON	SWEC	WAFS	WBOS	WBZC	WGBR	WGLZ	WDET	WEEK	WERY	WFLV	WIII	WKZE	WVMY	WVMM	WVMO	WVNY	WVNS	WVCH	WVNU	WVLT	WVPR	WVNY	WVPS	WVAY	WVRY	WVCD	WVLE	WVFN	WVRT	WVRY	WVPE	
DAVE MATTHEWS BAND (RCA)	33	18	26	26	9	33		9	8	5	21		2	15	16	24	33	6	15	23	7	16	32		14	15	7	18	40	29	16	22	20	12	
HOOTIE & THE BLOWFISH (Atlantic)	35	18	15	32	11	33		7	7	5			6	16	12	33	32	6	15	12	7	31		14	4	14	37	40	46	24	12				
STING (A&M)	26	18		28	10	24	6		20		6		6	15	16	23	31	8	16	20	15	32		28	10	14	17	7	30	16	23	28	10		
MARK KNOPFLER (Warner Bros.)	13	18		23	8	8	10	3	32	11	20		4	16	16	20	22	6	5	20	15	15	32	16	7	4	14		20	11	17	14	9		
LOS LOBOS (Warner Bros.)		8		29	5	8		9		16	8	36	9	16	12		11	6	6	19	15	7	14	12		15	7	13	16	13	22	10			
SUBDUDES (High Street)		18		12	5				7		6	17	8	15	12		21	8	15	8	15		6	12	14	15	14	19	10	4	15	11	10		
JACKSON BROWNE (Elektra/EEG)		18		19	4		7		13		5		5	15	12		18	11	17	19		32	12	21	15	14		26		6	7	9			
PATTI ROTHBERG (EMI)		8		19	5	8	8	9	7	3	6	24		14		6	6	4	3	12	15	17	26	11	7	10		18		12		11	8		
DOG'S EYE VIEW (Columbia/CRG)	26		27	12						7			2		16	26	8	8	10			32		14	4	1	31	30	33	4	4	29			
COWBOY JUNKIES (Geffen)	11	8		30	5			8		6			9		12	7	6	9	23			31			14	15		1	5	16	4	24	10		
GIN BLOSSOMS (A&M)	29		37	22	5	8			5		6					9	8	2	16	10					14	15		9	22	19	4	21	26		
PAUL WESTERBERG (Reprise)		8	10	12	12		10	9	2	5	23	24	2		12	7	22	4	8	14	7		14	8		15		13	11	5	26	12	11		
STEVE EARLE (E-Squared/Warner Bros.)		18		16				9		6	24	6	6		16	8	1	6	5	4	15	15		13		15	7		14	12	11	7			
ELVIS COSTELLO (Warner Bros.)				27	7	24		9		7	21	17	5	15	6		6	4	10	10	15	15	5	13		7	15	1		12	5	20	7	10	
JARS OF CLAY (Silvertone)	23	8		9		47							16	12	25		9	4						12				31	14	11	13		15	6	
TAJ MAHAL (Private Music)		18		13				6			5	17	8		12		8	2	9	15	15	16		11		15	14		5	5			10		
RICHARD THOMPSON (Capitol)				17				9	4	15	16		9	15	16		7	9	10	15	18					15	4		12	6	6	10			
THE WALLFLOWERS (Interscope)		5		25	5	3	13	6		23	23		2	17	12		9	4	13	4			13	11		10	7		5	9	14	7			
THE CRANBERRIES (Island)			26	27	7	14		6			15				6	7		4	2	21						15			20	12	11	6	9	7	
TRACY CHAPMAN (Elektra/EEG)				16					6		5		7	14			14	12	3	4			14		14		7	15	29	14	15	6		8	
WHY STORE (Way Cool/MCA)		8		12	7	8	4	6	7		12				6	9		6	2	5		20		7		14			22				3		
ALANIS MORISSETTE (Maverick/Reprise)	11		38			33			12							8		16	6			6						30	19	26			11		
JEWEL (Atlantic)				17		24									15		9	14	4	4								11	14	18	15	3	16		
SYD STRAW (Capricorn)		8		11	5			9		6	14	7	2	14	6		9	4	1	6	4	6		11		10				6	11	11			
TODD SNIDER (Margaritaville/MCA)				8	5			6				17	3		16		10	4	4	4	7	15	13	20					9						
RORY BLOCK (Rounder)		18		8	6			9	9	6			5	5	16		6	4	4	4	7	8				10	14						10		
TRUTH ABOUT CATS & DOGS SOUNDTRACK (A&M)		5		12	9		9	3		5	6	17	2		12		18	8	4	7	6	7				10	8		6	7	7	8	8		
JOAN OSBORNE (Blue Gorilla/Mercury)		12		5		8			4				5				7	10					14					31	20	14		13	6		
ALEJANDRO ESCOBEDO (Pykodisc)		8		12				9		13		7	4		12		4	3		7	3	8	22			10				4		4	7		
PHILOSOPHER KINGS (Columbia/CRG)		8		13		3		6	7		7		15	12		8	6	3				6	19			4	4		8	10			9		
TORI AMOS (Atlantic)	12		8	24			7		4		6		4	14		7		10	22								10		4	13	6	16			
AMANDA MARSHALL (Epic)		18		13	9		3						17	12			6	2		4	7						11		21	6	5	6			
THE CURE (Fiction/Elektra)			11	21	14	3	6			4	22				6		14	12	4		17	10				4	1		13	13	8	6	11		
THE BADLEES (Rite-Off)	12			6												14	12	4					26		7			18	29		6				
CATIE CURTIS (Guardian)				12			10	9							15		8		3							10			5	5					
MYSTERIES OF LIFE (RCA)			8	16	7		3			13	24		9	16	12		3		4		7					10	4				7	11	5		
BILL MORRISSEY (Philo)		8		6			9	7	14	12			9	16	12		3		3		15	8	3				4						7		
AIMEE MANN (DGC)		8		19							24	10	5	12			9	8		9							15			5	4		11		
DANIEL TASHIAN (Elektra/EEG)				13	6	3	8				12	17			16		4	9	7								10		10	4		10	9		
JOE HENRY (Mammoth)				9	6			6		12	6	7	4		6					4	7	3	10				10	1		8			6		
OASIS (Epic)			28	16					5							6			3									29	29	9			22		
THE BAND (Pyramid)		8					9				3		8		12		4	13	9								14		6						
THE KENNEDYS (Green Linnet)					5			9			12		3	17	12		4	2		15	8	15	15			4			12				4		
NIL LARA (Metro Blue/Capitol)				8		3	10	9		11	16				16						4	7					4			4				11	
NATALIE MERCHANT (Elektra/EEG)	20					24			7							8		6			7	8				12		14							
JOY ASKEW (Private Music)		8		8			3			7			2	16	12		8	4		7	7	8					1		7						
BARENAKED LADIES (Reprise)		18										36		15	6	17		4												5				8	
DAR WILLIAMS (Razor & Tie)													7	5					4											5					
FOO FIGHTERS (Roswell/Capitol)	17		11																																
JOHN HIATT (Capitol)				12		3				20		7																							

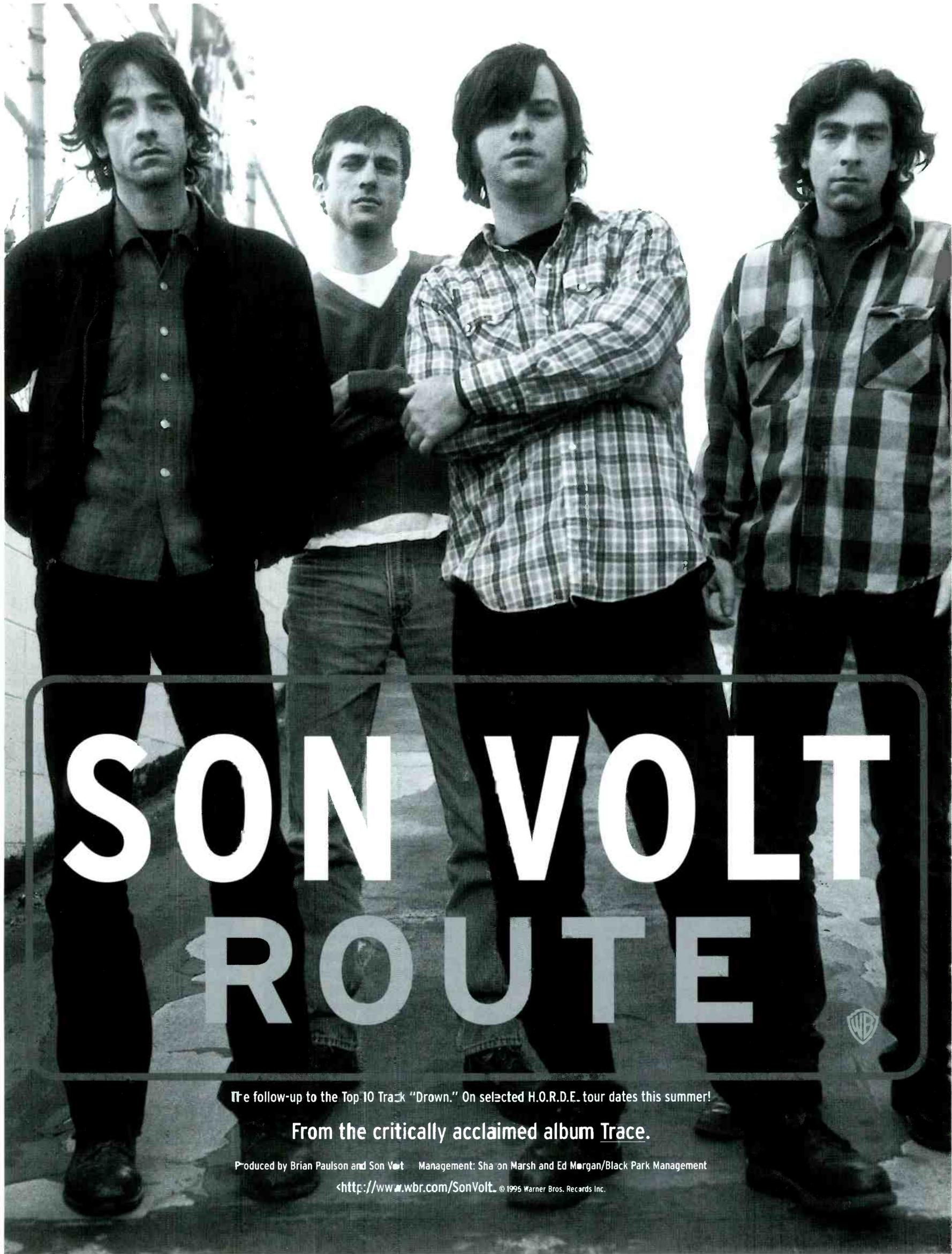
A3 Picks

ANI DIFRANCO Dilate (Righteous Babe)



Brimming with truth, intensity, and curse words, *Dilate* is one eye-opening collection of songs.

The notoriously independent DiFranco's strong principals serve as a granite foundation for her strong lyrics and transparent ideology. Most hair-raising is "Napoleon," a candid conversation between Ani and a fellow artist who took the conventional route to stardom. "I say, baby, you know I still love you/but how dare you complain to me" is Ani's rigid reply to the protagonist after "each one took you



SON VOLT

ROUTE



The follow-up to the Top 10 Track "Drown." On selected H.O.R.D.E. tour dates this summer!

From the critically acclaimed album Trace.

Produced by Brian Paulson and Son Volt Management: Sha on Marsh and Ed Morgan/Black Park Management

<http://www.wbr.com/SonVolt>. © 1995 Warner Bros. Records Inc.

Continued from page 37

(Answer: if you're reading this, you're probably low on that chain and it means absolutely nothing in the grand scheme of the world).

But, above all, I wanted to touch upon a topic or two that is not often touched upon. Unfortunately, like many music directors I've talked to or left messages for during this final exam season, I've waited to the last possible minute to complete my assignment. I'm writing this stream-of-consciousness style with *Sightings* blaring from the television, and I've yet to decide what exactly it is that I'll be writing about. At least I don't have to worry about grades anymore.

THE TOPIC:

I'm a promotions person and the nature of the music industry dictates that I will interact with other members of the promotion community. When this happens, naturally some discussion of work-related issues is bound to occur. Often, the discussion leads to an overall feeling of disgruntlement on the part of "Team Promo" on the alleged sorry state of music directors these days. Sometimes the complaining is valid. Often it is simply reactionary and uneducated.

When I talk to music directors about today's promotion people, the results are strikingly similar. Seems that the constituents of "Team Music Director" like to complain about promo people as much as promo people like to complain about them—with roughly the same mixture of valid points and uneducated and reactionary thought. Due to time and space constraints, I can only offer a limited and one-sided solution to the endless griping and miscommunication. I hope, in some future column, someone tackles "Five Ways to Be a Good Promo Person and Keep the MDs Happy," but until then I offer my humble treatise:

FIVE WAYS TO BE A GOOD MUSIC DIRECTOR AND KEEP THE PROMO WANKS HAPPY:

1) **Avoid mailbox infractions.** Promo people hate mailbox infractions more than anything else. It is not difficult to keep voice mailboxes empty and to return messages. Most of us who call just need to know some basic information, and we won't take up too much of your time. As lame as you may feel some reps are, there is no excuse for not returning phone calls.

2) **Use your brain.** When "passing" on a record, make sure your reasoning has more behind it than "I thought it sucked," or "I don't know." A good MD is knowledgeable and organized. A thoughtful explanation of why a record will not work at your station should be enough to make any decent promo

person happy.

3) **Honesty and courtesy are next to godliness.** Both go a long way. Remember that for a lot of promo people, this is a career (or at least a job that pays the rent). When their records are bad, they need to know, but there is no need to be condescending. Treat promo people the way you want to be treated. Be honest with your promo reps and communicate with them. Do not hold grudges or harbor resentment. Air your feelings and wishes. Let promo people know when they've crossed a line or pissed you off. If you don't confront someone who bothers you, then the offending behavior cannot be corrected.

4) **Reject abusive behavior.** If you've already been following the advice given in #3, and you are being harassed above and beyond your threshold of coping, don't get enraged. Politely request that the offending party stop calling, or state that you will no longer be accepting or returning phone calls from that person until they can behave in a manner that you deem appropriate. You're a music director, not a whipping post, for Chrissakes.

5) **Have fun.** It's only college radio, not brain surgery. If it's not fun at all, then it's not worth being a music director. *Comprende, compadre!*

That's it. I hope that someone actually learns or thinks or is stirred to form some opinion or other on this topic. I missed *Seinfeld* on the WB to write this for you all, so I'd hate to think that all of my observations and opinions had no effect. Happy hunting. —JEFF SPERBER
Seana Baruth is on vacation.

College Picks

UNDERWORLD Second Toughest in the Infants (Wax Trax!/TVT)

When listening to Underworld's latest trance-electro effort, *Second Toughest in the Infants*, I found it impossible to stay still long enough to write anything down. The inspiration to move with the raving, mad sounds of "Juanita," "Rowla," and "Pearls Girl" is irresistible. The smooth delivery of lyrics during "Confusion the Waitress" and "Air Towel" is enticing and fabulously mellow. "Blueski" is a brief instrumental on which guitar sounds are more defined, differentiating the track from anything else on the album. Prominent, melodic vocals and ambient keyboards on the slower-paced "Stagger" also display Underworld's diversity. *Second Toughest* is the perfect soundtrack for free falling through an eternal bliss, losing the self, and feeling the rhythm of the cosmos. —SANDRA DERIAN

VARIOUS ARTISTS Cowabunga! The Surf Box (Rhino)

This 4-CD, 82-track box set exhaustively chronicles surf music with a good mix of seriousness and light-heartedness. Those with an abiding love for the genre will appreciate Rhino's chronological order, detailed liner notes, and expansive lineup of instrumentals and vocals, while those who simply like rocking, surf beat-driven songs will find plenty to munch on. The odyssey begins with the Fireball's instrumental "Bulldog," introducing us to the wet guitar sound, simple, blues-like song structure, and the snare drum surf beat. Early '60s songs like the Frogmen's "Underwater" and the Belairs "Mr. Moto" use piano and saxophone as a nod back to '50s instrumentals. Wet guitar tracks like the Sentinals "Latina" and the Chantays' classic "Pipeline" use exotic '50s cocktail sounds as a jumping off point, but the real plunge comes with Dick Dale & the Deltones' energy-infused "Miserlou." In the liner notes, Dale describes promoting his music at high school assemblies. Toward the end of his set he would crank it up and let the harder-edged rock & roll songs surface, much to the dismay of the administrators. "Miserlou" is a defining moment in surf, that rare track that seems to know exactly where it's going every beat of the way. The Beach Boys' anthemic "Surfin' U.S.A." puts vocal surf music on the map in the same way "Miserlou" did for instrumentals. As surf hits its stride, perfect sand dollars like Johnny Fortune's stomping instrumental "Soul Surfer" and Jan & Deans' syrup smooth "Surf City" wash up. Set 3 begins with the Pyramids' timeless "Penetration" before surf's lighter side takes flight with the Trashmen's "Papa-Oom-Mow-Mow" send up, "Surfin' Bird." The contemporary set (1977-95) proves that the music has staying power and the ability to reinvent itself. Jon & the Nightriders' sleek "Storm Dancer" (1986) explodes with infectious energy and a thin coat of reverbed guitar. The wave of current surf crests with the Wedge's psychosurfably instrumental "Night of the Living Wedge," and Laika & the Cosmonauts' organ-tinged "A Night in Tunisia." College radio will find this music to be a relevant and vital combatant against self-absorption and cynicism. —DAVID BERAN

Chartbound

VARIOUS ARTISTS - Eyesore: A Stab at The Residents (Vaccination)

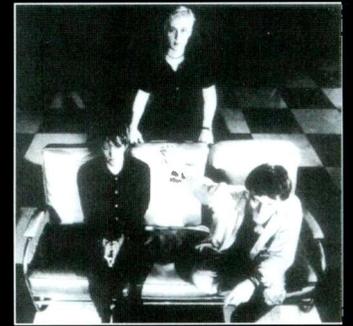
OLYMPIC DEATH SQUAD - Blue (Teen Beat)

SINCOLA - Crash Landing In Teen Heaven (Caroline)

Dropped: #20 Money Mark, #24 Lifter, #33 Los Lobos, #35 Massive Attack V Mad Professor, #39 Songs in the Key of X, #44 Vampyros Lesbos, #46 Husikesque, #47 Versus, #48 Swirlies, #49 Archers Of Loaf, #50 Pee Shy

ARTIST PROFILE

UNWOUND



FROM: Olympia, Wash.

LATEST RELEASE: Repetition

LABEL: Kill Rock Stars

CONTACT: Rob Stevenson
@ AAM (212) 924-2929

THEY ARE: Sara Lund, drums;
Vern Rumsey, bass; Justin
Trosper, guitar and vocals.

THEIR SONGS:

"Imbedded in every number is a visceral punch; rage, doubt, indifference, sadness...but always a strong vein of something which can only be tagged as 'hope.' Things'll either get better or they'll get so fucked up all we can do is laugh."
—Scott Rutherford, *Speed Kills*

THEIR AESTHETIC: "[Unwound's] music is so pure that you are almost fooled into thinking it's simple, but it isn't—it's just that the layers in their music work together so well that you're not distracted by its busy-ness...[it] does what all good art should do. It takes you away from where you are and brings you back slightly altered." —The Stranger

THEIR TOUR DATES: May 22
Green Bay, Concert Cafe
May 23 Chicago, Lounge Ax
May 24 Chicago, Fireside Bowl
May 25 Cleveland, The Grog Shop
May 26 Detroit, The Shelter @ St. Andrews Hall

TRIVIA: Unwound was the first band on Kill Rock Stars. They were the outfit that inspired the label's owner, Slim, to expand from exclusively doing spoken-word releases into the realm of rock records.

Gavin Alternative

Static BY MAX TOLKOFF

Are They Really Worth A Thousand Words?

The column's been a little wordy lately, so I thought we'd lighten up a little and catch up on some of the more usable photos that have been accumulating on Spence's desk. Actually, Spence has been hiding these photos from me. He never tells me when photos come in.

He thinks I should be concentrating more on my writing. Photos are just a distraction in Spence's stern, disciplinarian view of the world.

But I keep telling him that people love to see themselves in magazines. Spence's response is to just mutter some expletive and scuttle away to his cubicle where there are no pictures on the walls except for that famous composite drawing of the Unabomber.

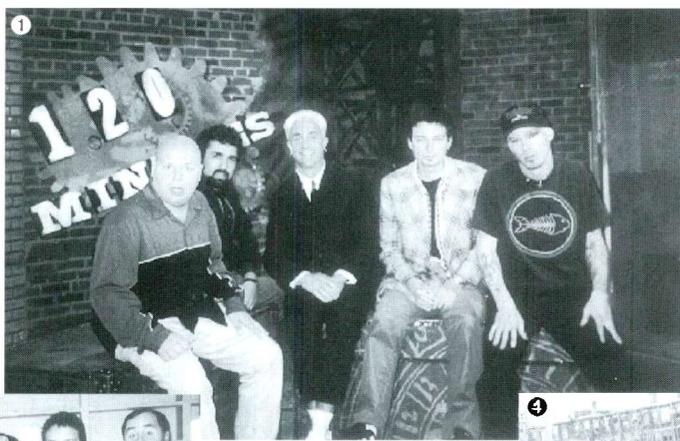
1 Matt Pinfield (left) plays hand-puppet to Steve Leeds from Universal (next to Matt), while entertaining the boys from Goldfinger (John, Simon, and Charlie) on the set of 120 Minutes. I still think Leeds looks like Hercules.

2 More Goldfinger on the road. It was a long journey across town from the MTV studios to the K-ROCK studios. Here we have John, Simon, and Charlie from Goldfinger visiting with K-ROCK's Whipping Boy (just to the left of Hercules, uh, I mean Steve Leeds) in the actual studio where Howard Stern does his morning show.

3 XHRM "The Flash" likes to send us lots of pictures. We don't mind running them 'cause we think Brynn is awfully photogenic. From left to right it's Flash MD Brynn Capella with Art Alexakis (Everclear), and Brita (Brynn's roommate) backstage at SOMA LIVE.

4 It's Black Grape on the streets of Cuba! Ooops, sorry, that's not right. It's Black Grape on the streets of Lynn, Mass. Shaun Ryder (left), Julie Kramer, WFNX afternoon driver (middle), and Psycho (otherwise known as Karl, right) decide to get some air while visiting WFNX. It's great when you're straight, right?

5 These three men just started a law firm. They're running a contest to see



who comes up with the best name for their new firm. They're circulating this photo to help people think of creative names for the firm. Got any ideas? How 'bout Dewey, Cheatem, and Howe? Actually it's new WXEG PD Jeff Stevens (left), John from the Goo Goo Dolls (center), and WXEG former PD, and now PD of that other station in Vegas, Mike Stern (right).

6 It's D.J. of the week time at 99X in Atlanta. In the studio we have Foo Fighter Nate Mendel, Foo Fighter Dave Grohl, and the arm & back of Sean Demery, 99X MD and Mid-day guy. Dave

Grohl was heard to ask, "Hey Sean, how come all we see is your arm & back?"

7 The big ear of SW strikes again! It's a photo of Columbia recording artists Stabbing Westward. From left to right it's Walter Flakus, Andy Kubiszewski, and Jim Sellers. The band recently stopped by SW's studios for a series of satellite interviews with affiliates of SW Network's Alternative Rock Network.

8 WMRQ afternoon guy "Kevin" trying to hit on Joan Osborne. Well, it says right on the photo caption that "Kevin" is on the "interview couch" with Joan. What if "Kevin" were one of us? ●



Data

MOST ADDED

METALLICA (29)

Until It Sleeps (Elektra/EEG)
KMYZ, WBZU, WQXA, WXEG, KROX, WENZ, KPNT, KRZQ, WDGE, KNNC, KROQ, WRXQ, WEDG, WIBF, WXRK, WMAD, WWBX, WTGE, WPBZ, KDGE, KREV, WBRU, KOME, KTEG, WEJE, KTBZ, WROX, KEDJ, WMMS

GREEN DAY (28)

Walking Contradiction (Reprise)
WUNX, WMAD, WWBX, WHTG, WEND, WPBZ, WXEG, KROX, KPOI, KISF, WRLG, KRZQ, WZRH, WOWW, KNRK, WWDX, WBRU, KXRK, KNDD, KWOD, WDST, WMRQ, XTRA, WFNX, WEJE, WPUP, KQXR, WROX

GARBAGE (21)

Stupid Girl (Almo Sounds)
KKNB, WUNX, KMYZ, WHTG, KTCL, WXNU, WQXA, KACV, KPOI, WRLG, WPGU, KRZQ, KNNC, WRXQ, WTGE, KNRK, WDST, WMRQ, KLLK, XTRA, WEJE

THE CURE (14)

Mint Car (Elektra/EEG)
WMAD, WWBX, WXNU, KACV, KROX, WPGU, WHYT, WXRK, WWDX, WBRU, KOME, XTRA, WHMP, WROX

SPACEHOG (12)

Cruel To Be Kind (Sire/EEG)
KROX, KPOI, WZRH, WOWW, XHRM, KLZR, WHMP, KWOD, WDST, WFNX, WPUP, WRWQ

MOST REQUESTED

BUTTHOLE SURFERS

Pepper (Capitol)
RAGE AGAINST THE MACHINE
Bulls On Parade (Epic)
TRACY BONHAM
Mother Mother (Island)
MARILYN MANSON
Sweet Dreams (Are Made Of This) (Nothing/Interscope/AG)
SOUNDGARDEN
Pretty Noose (A&M)

MOST BUH-UZZ

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

FUGEES

No Woman No Cry (Ruffhouse/Columbia/CRG)
MAGNAPOP
Open The Door (Priority)
METALLICA
Until It Sleeps (Elektra/EEG)
REFRESHMENTS
Banditos (Mercury)
BUTTHOLE SURFERS
Pepper (Capitol)

MOST LIKELY TO SUCCEED

They're just seedlings, but watch 'em grow.

JEWEL
Who Will Save Your Soul? (Atlantic)
PRIMITIVE RADIO GODS
Standing Outside... (Columbia/CRG)
PORNO FOR PYROS
Tabitian Moon (Warner Bros.)
CARDIGANS
Carnival (Minty Fresh)
PATTI ROTHBERG
Inside (EMI)

Up & Coming

Reports	Adds	Weeks	
72	6	6	KEN MELLONS - Stranger In Your Eyes (Epic)
71	32	2	AARON TIPPIN - Everything I Own (RCA)
62	56	1	* IDNESTAR - Runnin' Away With My Heart (BNA Records)
61	51	1	* RICK TREVINO - Learning As You Go (Columbia/CRG)
58	48	1	* GEORGE DUCAS - Everytime She Passes By (Capitol)
56	29	2	GREAT PLAINS - Dancin' With The Wind (Magnatone)
54	49	1	* TAMMY GRAHAM - Tell Me Again (Caroline)
46	4	3	CHRIS LeDOUX - Gravitational Pull (Capitol Nashville)
46	18	2	MANDY BARNETT - Maybe (Asylum)
42	30	1	* CHELY WRIGHT - The Love He Left Behind (Polydor)
35	9	2	DON COX - Man Overboard (Step One)
34	30	1	* ROB CROSBY - Fallin In & Crawlin Out (River North)
34	34	1	* BOBBIE CRYNER - I Didn't Know My Own Strength (MCA)
32	32	1	* PAM TILLIS - It's Lonely Out There (Arista)

Dropped: #36 John M. Montgomery, #37 JoDee Messina, #39 Tim McGraw, #44 Rich McCready, #46 D. Kersh, #50 Smokin' Armadillos * Indicates Debut

CMT Adds

Courtesy of Country Music Television

- Blackhawk** - "Big Guitar" (Arista)
- Charlie Major** - "For The Money" (Imprint)
- Hal Ketchum** - "Hang In There Superman" (MCG)
- Mandy Barnett** - "Maybe" (Asylum)
- Marcus Hummon** - "Honky Tonk Mona Lisa" (Columbia)
- Steve Azar** - "I Never Stopped Lovin.." (River N.)

Album Cuts

- Electric Range** - All That Remains Is Love
- Hawk & Jones** - Here Today, Gone Tomorrow
- George Strait** - I Can Still Make It To Cheyenne

Continued from page 44

that we have, and that's a 'C. Our only danger is that we start cookie-cutting out the artists. As long as we don't cookie-cut—"The Mavericks are having great success, so let's put out three groups like the Mavericks..." Country has been successful because of the great diversity that we have. Listeners tell me that this is the Adult Contemporary music of the day. The songs have real messages, all the things we used to listen to in the late '60s when rock had its heyday. I think Country has that now, and as long as it has that, the audience will continue to be with it."

Whatever size audience "GO COUNTRY" stations may draw, Cavender is modest about its ultimate goals. "We know what we are. We're not going to be a US 99 in Chicago, we're not going to be WMIL in Milwaukee, we're not going to be W4 in Detroit. But we can be a very strong Number Two in those markets, and because of the low overhead we have, we can make it, business-wise, a very cost-efficient radio station for a lot of people with a competitive sound that can go out there and make money for the radio stations. These days of duopolies and triopolies and quadropolies—the heritage stations will always be there. But if they want to block out competition, they can take us and block out any serious competition against them."

Because "GO COUNTRY" is a full-time service, listeners don't hear a disparity between the music played on a satellited morning show and the rest of the day.

As he's done at individual stations, Cavender programs from a 40-hit current list and uses Premiere's Media Base music research for gold and recurrends. "It makes us a very competitive radio station."

Or five. Or 20. ●

THE ORIGINAL TWISTERS



No, not Chubby Checker or Joey Dee. It's the Texas Tornados, signing up for some brand-new hats. The Tornados are (l-r) Doug Sahn, Augie Meyers, Freddy Fender (at the pen), and Flaco Jimenez. The legendary Tex-Mex ensemble are actually signing with Reprise Records, shifting from Reprise's Nashville roster.

GO Chart

GO MOST ADDED

- MARK WILLS (79)
- CLAY WALKER (70)
- LEANN RIMES (46)
- TAMMY GRAHAM (40)
- GEORGE DUCAS (40)

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
4	1	BRYAN WHITE - I'm Not Supposed To Love You Anymore (Asylum)	14	131	0	131	0	0
3	2	GEORGE STRAIT - Blue, Clear Sky (MCA)	10	131	0	129	2	0
5	3	TOBY KEITH - Does That Blue Moon Ever Shine (Polydor)	13	131	0	125	6	0
7	4	TRACY LAWRENCE - Time Marches On (Atlantic)	10	131	0	123	8	0
6	5	COLLIN RAYE - I Think About You (Epic)	13	131	0	122	8	1
8	6	TERRI CLARK - If I Were You (Mercury)	13	130	0	111	19	0
11	7	DAVID LEE MURPHY - Everytime I Get Around You (MCA)	11	131	0	102	28	1
13	8	VINCE GILL - High Lonesome Sound (MCA)	8	131	0	90	38	3
16	9	ALAN JACKSON - Home (Arista)	7	131	0	82	48	1
14	10	REBA McENTIRE - Starting Over Again (MCA)	10	131	1	74	51	6
15	11	JEFF CARSON - Holdin' On To Something (MCG/Curb)	14	131	1	71	56	4
18	12	SAMMY KERSHAW - Meant To Be (Mercury)	11	131	0	45	80	6
17	13	SAWYER BROWN - Treat Her Right (Curb)	11	130	1	42	86	2
2	14	BROOKS AND DUNN - My Maria (Arista)	10	110	0	97	12	1
19	15	WYNONNA - Heaven Help My Heart (Curb/MCA)	6	131	0	34	95	2
20	16	RHETT AKINS - Don't Get Me Started (Decca)	11	131	0	31	79	21
21	17	MARTY STUART & TRAVIS TRITT - Honky Tonkin's... (MCA)	7	131	0	21	95	15
22	18	MINDY McCREADY - 10,000 Angels (BNA Records)	16	115	1	46	66	3
27	19	SHANIA TWAIN - No One Needs To Know (Mercury)	4	131	2	8	98	25
23	20	DIAMOND RIO - That's What I Get For Loving You (Arista)	6	131	1	7	96	28
25	21	PATTY LOVELESS - A Thousand Times A Day (Epic)	8	124	0	10	93	21
24	22	LINDA DAVIS - A Love Story In The Making (Arista)	8	126	0	14	77	35
28	23	RICOCHET - Daddy's Money (Columbia/CRG)	6	125	3	3	89	33
26	24	MARTINA McBRIDE - Phones Are Ringin'... (RCA)	10	125	2	5	82	38
30	25	NEAL McCOY - Then You Could Tell Me Goodbye (Atlantic)	5	125	5	0	73	52
29	26	TRACE ADKINS - There's A Girl In Texas (Capitol)	8	123	4	3	68	52
34	27	WADE HAYES - On A Good Night (Columbia/CRG)	4	126	10	0	62	64
32	28	PAUL BRANDT - My Heart Has A History (Reprise)	11	110	8	5	74	31
33	29	LEE ROY PARNELL - Giving Water To A Drowning Man (Career)	4	124	9	0	56	68
31	30	RICKY SKAGGS - Cat's In The Cradle (Atlantic)	8	108	0	4	66	38
36	31	ALABAMA - Say I (RCA)	4	115	9	0	47	68
1	32	BILLY DEAN - It's What I Do (Capitol Nashville)	19	76	0	54	16	6
44	33	TRACY BYRD - 4 to 1 In Atlanta (MCA)	2	114	30	0	30	84
37	34	EMILIO - I Think We're On To Something (Capitol Nashville)	5	104	4	0	40	64
46	35	MARK CHESNUTT - Wrong Place, Wrong Time (Decca)	2	114	34	0	23	91
35	36	LORRIE MORGAN & JON RANDALL - By My Side (BNA Records)	8	96	1	2	42	52
41	37	CONFEDERATE RAILROAD - See Ya (Atlantic)	3	102	15	0	33	69
12	38	GARTH BROOKS - The Change (Capitol Nashville)	10	76	0	28	36	12
N	39	LEANN RIMES - Blue (MCG/Curb)	2	93	46	1	22	70
N	40	CLAY WALKER - Only Days That End In "Y" (Giant)	1	97	70	1	3	93
42	41	KENNY CHESNEY - Back In My Arms Again (BNA Records)	8	76	2	0	27	49
47	42	DARYLE SINGLETARY - Workin' It Out (Giant)	4	82	15	0	16	66
9	43	BLACKHAWK - Almost A Memory Now (Arista)	15	60	0	22	26	12
49	44	LARI WHITE - Wild At Heart (RCA)	3	78	17	0	10	68
N	45	MARK WILLS - Jacob's Ladder (Mercury)	1	81	79	0	2	79
N	46	SUZY BOGGUSS - Give Me Some Wheels (Capitol)	1	77	25	0	4	73
N	47	PAUL JEFFERSON - Check, Please (Almo Sounds)	1	72	17	0	9	63
10	48	FAITH HILL - Someone Else's Dream (Warner Bros.)	15	56	0	22	22	12
N	49	KEN MELLONS - Stranger In Your Eyes (Epic)	1	55	6	0	19	36
N	50	DAVID BALL - Circle of Friends (Warner Bros.)	1	58	5	0	12	46

http://www.gavin.com

DO THE MATTESON

➔ THE COUNTDOWN BEGINS. GAVIN's new Country Editor,

Jamie Matteson,

is in the house—or at least in our Nashville offices.

Watch for her debut Country section and column next week, right here.

"Everyone loves a good laugh,
and Cledus certainly delivers."
-Kimberly Vance, Cookeville, TN

Cledus "T." Judd
(No Relation)

**"IF SHANIA
WAS MINE"**

add date: may 31

from the album
I STOLED THIS RECORD

contact:
alan young/advantage plus promotions
818-360-3118

ken woods/ken woods promotion
615-885-4313

liz opoka/razor & tie
212-473-9173

management: miles bell/williams•bell & associates, inc.
615-327-8008



**The US has never
had it so good**



For five years, Gavin's sister magazine – Music Business International – has been the world's only truly international music business journal.

We celebrate our fifth birthday with our most ambitious task yet – a state-of-the-nation snapshot of the biggest and most successful music market of all, the United States of America. It's a single volume reference guide to what's happening and who's happening in America. It's what the world thinks of the US music business. You should read it.



To order your copy, contact: John Hurley Tel: +212 779 1212 Fax: +212 213 3484

MOST ADDED

TEVIN CAMPBELL
 "Back to the World"
 (Qwest/Warner Bros.)
KEITH SWEAT
 "Twisted" (Elektra)
MONTELL JORDAN
 "I Like" (Def Jam Recording Group)

TOP TIP

ASANTE
 "All About You" (Columbia)
 With +41 spins last week, and +213 spins this time, Asante has increased their spins to +172 in one week. Stations reporting spins include WESE/FM (33), KMJK (22), and WBLK (5).

RECORD TO WATCH

ANN NESBY
 "I'll Do Anything for You" (Perspective)
 Ann Nesby was one of most added last week and continues that trend with an increase of +324 spins this time. Stations reporting spins include WYLD (31), WOW1 (26), and KPRS (5).

Gavin Urban Landzcape

TW	SPINS	TREND	TW	SPINS	TREND		
1	SWV - You're The One (RCA)	2342	-17	21	D'ANGELO - Lady (EMI)	1052	-72
2	FUGEES - Killing Me Softly (Ruffhouse/Columbia/CRG)	2315	+73	22	IMMATURE - Please Don't Go (MCA)	1051	-35
3	JODECI - Get On Up (MCA)	1986	+174	23	KENNY LATTIMORE - Never Too Busy (Columbia/CRG)	1035	+136
4	MONICA - Why I Love You So Much (Rowdy/Arista)	1943	+255	24	ART AND SOUL - Ever Since You Went Away (Big Beat/Atlantic)	966	-438
5	TOTAL - Kissin' You (Bad Boy/Arista)	1804	+314	25	KINO WATSON - Bring It On (CBS)	925	+45
6	HORACE BROWN - One For The Money (Motown)	1673	+63	26	XSCAPE - Can't Hang (So So Def/Columbia/CRG)	860	-87
7	MEN OF VIZION - Housekeeper (MJJ/550/Epic)	1616	+181	27	CHANTAY SAVAGE - I Will Survive (RCA)	832	-433
8	THE ISLEY BROTHERS F/RONALD ISLEY - Let's Lay Together (Island)	1616	+1	28	QUINDON - It's You That's On My... (Virgin)	817	+45
9	FAITH EVANS - Ain't Nobody (Bad Boy/Arista)	1552	+67	29	PUFF JOHNSON - Forever More (WORK/CRG)	794	+128
10	R. KELLY - I Can't Sleep (Jive)	1518	+453	30	SOLO - He's Not Good Enough (Perspective)	786	+128
11	QUINCY JONES - Slow Jams (Qwest)	1429	-201	31	GERALD & EDDIE LEVERT - Get Your Thing Off (eastwest/EEG)	762	+99
12	MICHAEL JACKSON - They Don't Care About Us (Epic)	1417	+246	32	LIONEL RICHIE - Don't Wanna Lose You (Mercury)	750	-476
13	WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)	1401	-317	33	AALIYAH - Are You Ready (Elektra/EEG)	725	-1
14	JOE - All The Things Your Man Won't Do (Island)	1384	-219	34	MONIFAH - You (Uptown/MCA)	721	+137
15	BONE THUGS N HARMONY - Tha Crossroads (Ruthless/Relativity)	1378	+151	35	112 - Only You (Bad Boy/Arista)	705	NEW
16	TONI BRAXTON - You're Makin' Me High (LaFace/Arista)	1377	NEW	36	LaDAE! - Party 2 Nite (Motown)	663	+207
17	MARIAH CAREY - Always Be My Baby (Columbia/CRG)	1347	-302	37	R. KELLY - Down Low (Jive)	662	-369
18	CASE - Touch Me, Tease Me (Def Jam Recording Group)	1260	+232	38	JUNIOR MAFIA - Getting Money Remix (Big Beat/Atlantic)	582	+46
19	M.C. LYTE - Keep On Keepin' On (Flavor Unit/EEG)	1203	0	39	RANDY CRAWFORD - Cajun Moon (Bluemoon)	548	-31
20	H-TOWN - A Thin Line Between Love & Hate (Warner Bros.)	1100	-472	40	DONNELL JONES - In the Hood (Mardi Gras)	529	+67

Making Noise The Regional View

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

<p>west coast</p> <p>Toni Braxton +78 "You're Makin' Me High" (LaFace/Arista) Tevin Campbell +39 "Back to the World" (Qwest/Warner Bros.) Jodeci +36 "Get on Up" (MCA)</p>	<p>southwest</p> <p>Toni Braxton +157 "You're Makin' Me High" (LaFace/Arista) Michael Jackson +95 "They Don't Care About Us" (Epic) Men of Vizion +79 "Housekeeper" (MJJ/550/Epic)</p>	<p>midwest</p> <p>Toni Braxton +104 "You're Makin' Me High" (LaFace/Arista) R. Kelly +88 "I Can't Sleep (If I)" (Jive) Case +69 "Touch Me Tease Me" (Def Jam Recording Group)</p>
<p>mid-atlantic</p> <p>Toni Braxton +210 "You're Makin' Me High" (LaFace/Arista) Keith Sweat +108 "Twisted" (Elektra) Montell Jordan +91 "I Like" (Def Jam Recording Group)</p>	<p>southeast</p> <p>Toni Braxton +127 "You're Makin' Me High" (LaFace/Arista) Montell Jordan +72 "I Like" (Def Jam Recording Group) Ideal +64 "Inner City Blues" (Noo Trybe)</p>	<p>carolina/va</p> <p>Toni Braxton +130 "You're Makin' Me High" (LaFace/Arista) Montell Jordan +122 "I Like" (Def Jam Recording Group) R. Kelly +91 "I Can't Sleep (If I)" (Jive)</p>



On-line

BY QUINCY MCCOY

Radio Paradise

When my clock radio went off, I caught the last 16 bars of Louis Armstrong singing "What a Wonderful World." I laid there, comfortable in my bed and smiling at Louie's warm voice as it tickled my ears. Then DJ Ray announced the time and temp and segued into a message about the community jazz band's first free concert of the Spring. I made a mental note to attend and got out of bed.

I turned on the shower radio in time to hear Larry the Sports Wiz cap on our basketball team and their management for losing in the playoffs. He backed up his comments with his perfect plan for a winning season next year, then said

he was holding four tickets in his hands—two airline and two for the NBA finals—for caller 35. I jumped out of the shower and ran to the phone but couldn't get through. An old woman, who sounded just like my Grandmother, won the tickets and joyfully said she would take her teenage nephew to the game. I made a mental note to call my Grandmommy later that day.

Then DJ Ray played Mary J. Blige into Mtume and then into Seal. It was Seal's birthday, and DJ Ray had him on the phone from LA. Ray then announced a few birthdays of local folks and played "Happy Birthday" by Stevie Wonder. After some commercials, DJ Ray gave a computer away to a teenager for getting straight A's in school. The kid's parents got on the air; the mother cried a few happy tears and his Dad was soft spoken but very proud. I made a mental note to send in my nephew Louie's report card—he's a smart kid, too.

Naughty by Nature's "Hip Hop Hooray" and Grace Jones' "Pull Up to the Bumper" got me dancing out of the shower. DJ Ray told a funny story about meeting Grace back in the day, then played the newest version of the song by Patra.

Then DJ Ray got serious. He quietly asked everyone who was already registered to vote to raise their hands

over their heads and clap along with him. Looking in the mirror, I felt stupid and left out as I heard the clapping of Ray's hands. Then he made me feel worse when he quickly asked, "Why aren't you making any noise?" He said if I didn't register to vote, I never would make any noise. He mentioned the upcoming election and I listened carefully to the registration locations. I made a mental note to do the right thing and register today.



When I turned on my car radio, R. Kelly was bumping and grinding. The station played an announcement for safe sex right after the song. It was scary stuff about how the black community leads the country in

deaths associated with the AIDS virus. DJ Ray and his newsperson Brenda briefly discussed the debate between the Mayor and the school board about a plan to distribute condoms in local high schools. DJ Ray was for it and immediately did a giveaway—a box of condoms—before he segued into "Let's Get it On" by Marvin Gaye. I made a mental note to take an HIV test.

At work, someone asked me if I liked Dionne Farris and Des'ree more than Sade. The day passed quickly with the help of Jodeci, Babyface, and SWV. The noontime mix included Frankie Beverly, TLC, Tom Browne, Chaka Khan, JB, LL, KC, Kool & the Gang, and Coolio, too.

On the radio, Middy Mary was giving away free lunch to anyone who could answer her trivia question. She read the opening line from the Langston Hughes poem "Dream Deferred," and asked listeners to identify the poet? I made the call, got through and answered the question. Not only did I win the free lunch, but I got to be a jock on her show for one hour and was automatically registered for a trip to Bermuda. I was so excited I started pounding my desk and shouting "Yes, yes, yes!"

Then my wife shook me awake, it was all a wonderful dream.

Urban Picks

BY QUINCY MCCOY

ANN NESBY "I'll Do Anything for You" (Perspective)



Ann Nesby is a singer blessed with a voice that has the power to lift the human spirit. Her emotionally

charged vocals can take you to a peaceful place full of goodness and hope, or give you energy to never leave the dance floor. As the lead singer for the Sounds of Blackness, Nesby's vocal talents have been heard on all three albums by the group, including the hits "Optimistic," "Pressure," and "I Believe." Nesby's solo debut album, *I'm Here for You*, is a powerhouse of diverse singing that is sure to be a major musical event. Radio should look for the tripack promotional release, which features the gospel track, "Lord I Need You," dance track "A Witness," and the R&B ballad "I'll Do Anything For You," which was the most added tune last week on the Urban Landscape.

L.V. I AM L.V. (Tommy Boy)



There's nothing more important to L.V. than singing. In fact, you could say

singing saved his life. Just as he was establishing a name for himself in the club scene surrounding his hometown of South Central Los Angeles, he was shot nine times in a drive by shooting. He spent the next year in a hospital, writing songs while in a wheelchair. After three years of therapy, L.V. was walking again—and still singing. "When I got shot, I had a lot of time to think about things," says L.V. "That's why I try to write songs with messages." This album is full of soulful songs about love and the dangers of streetlife—and party songs for throwing your hands up in the air, when you're rocking the good times. Don't sleep on I AM L.V. If nine bullets didn't take him out, he obviously has a few messages he was sent here to deliver.

Urban Workshop *Digital Hit Man*

When one thinks of the content of most music Web Sites on the Internet, one can't help but realize that black music labels are sitting on a goldmine. The problem is that they need someone in-house who (1) sees the big picture, (2) has experience putting together cutting-edge Web Sites, (3) knows how to create a WWW-related marketing/promotion plan, and (4) has solid experience negotiating the myriad of complex electronic publishing deals.

One of the few rising stars in this area is Marcelino Ford-Livene, VP of Business Affairs for NetNoir, Inc. With a background in law and marketing, he has

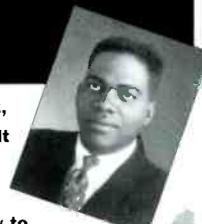
been structuring and negotiating Internet deals with artists, labels, radio stations, publications, Internet-based companies, and other entertainment-related entities since 1994. "I guess I'm kind of a rare breed. There aren't very many of us out there who understand both the creative and business sides of interactive entertainment and who have been online since the late 1980s," says Ford-Livene.

Black labels and music departments must be more pro-active if they want to be prepared for the cost-effective new media methods of promotion, marketing, and distribution. Says Ford-Livene, "One thing is for sure—the non-black music

categories, like rock, alternative, and adult contemporary, are locked in to this technology. The way to think of distribution is changing."

As black labels figure out how to implement a new media strategy, the competition will get fierce. Ford-Livene notes that he is ready for the challenge. He has already consulted a few curious label executives. "Few are on the right track, but [those who are] are asking the right questions."

Marcelino Ford-Livene can be reached at (415) 978-4760 or FordLivene@aol.com.



MOST ADDED

THE ROOTS

Clones/Sections
(DGC)

HELTAH SKELTAH

Operation Lockdown/Da Wiggy
(Duck Down/Priority)



TOP TIP

PASSION

Where I'm From
(MCA)

This sassy sista from the Bay represents, and nine more stations endorse her sound.

RECORD TO WATCH

MC BRAINZ

Hot Outside (WRAP/Ichiban)
Brainz steps up with his summer anthem, and it's in there. Don't even think about sleepin' on his new album, *Brainwashed*.



Gavin Rap

2W	LW	TW	
3	3	1	Int - Fatin' Jax featuring Pete Rock (Elektra/EEG)
8	4	2	DE LA SOUL - The Bizness (Tommy Boy)
\$	2	3	MAD LION - Double Trouble Remix (Wreck/Nervous)
4	5	4	SADAT X - Hang 'Em High/Stages And Lights (Loud/RCA)
2	1	5	THE GROUP HOME - Suspended In Time remix feat. Groove Theory (Payday/FFRR)
13	8	6	SUNSET PARK SDTRK. - Mobb Deep: Back At You/Queen Latifah:Elements...(eastwest/EEG)
\$	6	7	LARGE PROFESSOR - The Mad Scientist (Geffen)
9	7	8	LORD FINESSE - Game Plan/Actual Facts (Penalty)
12	10	9	DA YOUNGSTA'S ILLY FUNKSTAZ - Verbal Glock (PopArt)
20	15	10	FRANKIE CUTLASS - You+You+You (Violator/Relativity)
14	13	11	2 PAC - 2 Of Americaz Most Wanted featuring Snoop Doggy Dogg (Death Row/Interscope)
\$	24	12	JAY-Z - Ain't No N-g-a (Roc-A-Fella/Freeze/Priority)
26	18	13	DARK SUN RIDERS featuring BROTHER J - Time To Build (Island)
\$	9	14	JUNIOR MAFIA - Gettin' Money/White Chalk (Big Beat/Atlantic)
\$	11	15	HEATHER B - Headz Only Knew (Pendulum/EMI)
6	12	16	CHINO XL - No Complex (American)
27	25	17	JIGMASTAS - Beyond Real/Dead Mans Walk (Beyond Real)
—	34	18	AMERICA IS DYING SLOWLY - Pete Rock and the Lost Boyz: The Yearn (eastwest/EEG)
33	22	19	ARTIFACTS - Art Of Facts (Big Beat/Atlantic)
29	23	20	XZIBIT - Papparazzi (Loud/RCA)
\$	19	21	MIC GERONIMO - Wherever You Are remix/Men V. Many (Blunt)
\$	14	22	SHYHEIM - This Iz Real (Noo Trybe/Virgin)
NEW	23	23	INSOMNIA: Erick Sermon Compilation - L.O.D.:I Feel It (Interscope)
21	20	24	MC REN - The Mad Scientist (Ruthless/Relativity)
10	16	25	GHOSTFACE KILLA - Motherless Child (Flavor Unit/EEG)
\$	21	26	THE GETO BOYS - World Is A Ghetto (Rap-A-Lot/Noo Trybe)
15	17	27	THE GENIUS - Shadowboxin' Feat. Method Man (DGC)
—	31	28	ELEMENT 9 - Listen (MAXN)
23	26	29	ORGANIZED KONFUSION - 13/Bring It On Remix (Priority)
NEW	30	30	REAL LIVE - Real Live Sh*t (remix) (Big Beat/Atlantic)
\$	32	31	FUGEES - Killing Me Softly (Ruffhouse/Columbia/CRG)
NEW	32	32	HELTAH SKELTAH - Operation Lockdown/Da Wiggy (Priority)
—	35	33	BLAHZAY BLAHZAY - The Pain I Feel (Mercury)
\$	28	34	BIG NOYD - Recognize & Realize (remix) (Tommy Boy)
37	37	35	25 TA LIFE - LA, LA featuring Mobb Deep, Kapone, Noriega (Dolo/25 Ta Life)
NEW	36	36	BUSTA RHYMES - It's A Party featuring Zhane/III Vibe featuring Q-Tip (Elektra/EEG)
NEW	37	37	THE SUBSTITUTE SOUNDTRACK - Mack 10: Hoo-Bangin' (Priority)
NEW	38	38	BAHAMADIA - I Confess/Three The Hard Way (Chrysalis/EMI)
NEW	39	39	PMD - Rugged-N-Raw (Boondocks)
24	29	40	FAT JOE - Envy/Firewater (Relativity)

Chartbound

- EAST FLATBUSH PROJECT** - Tried By 12 (10/30 Uprear)
- DIGITAL UNDERGROUND** - Organo Flow (Avex-Critique/BMG)
- REAL LIVE** - Real Live Sh*t Remix (Big Beat/Atlantic)
- THE ROOTS** - Clones/Sections (DGC)
- AL TARIQ** - Do Yo Thang (Correct)

Like That!

BY THEMBISA S. MSHAKA



On Leakage and Love

Leaking new music used to be the thing to do to help an artist hit the street with a strong presence (and boost your clout by presenting the latest jam before any other jock). When hip-hop's resources were limited to the streets and underground radio, a little leak here or there was no big deal. Today, in this age of six and seven-figure marketing plans, highly competitive commercial radio outlets, wars over exclusivity and volatile programmer-to-promoter relationships, leaking a record can do more harm than good to both artist and label. Prompted by seeing two highly anticipated singles leak early in the past quarter (**Outkast's** "Elevators" and **A Tribe Called Quest's** "Ince Again"), I asked programmers and promoters how they feel about leaking records. A promoter who asked to remain anonymous replied, "When we service it is when DJs need to have it. It's hard to recommend someone for a radio position or as a key tastemaker when that DJ disrespects the artist and the promoter by leaking early. What DJs don't realize is that if they do that to one promoter, they may find themselves off everyone else's list."

The programmer's perspective is different, of course. Being ahead of the competition is everything in radio, and one of the best ways to keep that edge is to drop records first. For the DJs who thrive on world premieres, personal relationships with artists and access to new music keep their show's image and sound intact. Leaking music early isn't a purely selfish endeavor; however. "Early airplay on a release draws requests and builds a story for the record at radio," says **KKBT's Zenobia Simmons**. Simmons feels that structured leaking, at the right time with the right song, is the best bet. This way, underground radio isn't passed over. **KUNV-Las Vegas' Warren Peace** says, "Certain DJs should have it for radio play, as a thank-

you for their past support of the artist. Labels should warn artists about the risk of pressing up their own wax, too." **WVEE-Atlanta's Talib Shabazz** adds, "Leaking over the air sucks, especially when a song's getting 50 spins a week but is not in the stores." **EMZ**, who leads a double life as programmer at **KKBT-Los Angeles** and record promoter at **Interscope**, summed it up best. "It depends on the artist," he says. "Some records need [leaks] to create a big buzz. Be sure to leak it underground first."...Now, on to the love portion of our program. It is brought to us in the form of a letter from one of the hip-hop nation's most respected citizens, **Adisa Banjoko**, also known as **The Bishop of Hip-Hop**. He wants **Reverend Run** to honor a special once-in-a-lifetime request, and I couldn't resist helping out. If anyone can get to Rev. Run or **DMC**, show them this and make it happen.

* * *

*Dear Rev. Run and Bro. DMC,
Through the blessings of God,
my lovely Black queen Miekho has
agreed to take my hand in marriage.
I'm scheduled to be married
in August of this year.
As both a B-Boy and a man of
God, I have identified with your
lyrical and spiritual evolution. I
would feel honored and blessed if
you two would be the ones to bond
us in holy matrimony. It may
sound silly and far-fetched, but it
would mean a lot to my fiancée
and I. Please call (408) 496-2670
or write to 1304 Winchester Blvd.,
Suite #171, San Jose, CA 95128.*

*One Love,
Adisa S. Banjoko
"The Bishop of Hip-Hop"*

* * *

While wedding bells are ringing, the best goes out to **DJ Law** from **WOWI**, **James Lopez** from **Wild West**, and **Mykah Montgomery** on their respective nuptial adventures... **like that.** —ONE LOVE INDEED. ●

Editor: THEMBISA S. MSHAKA • Rap Assistant: JACKIE JONES MCWILLIAMS
Rap reports accepted Thursdays 9 a.m.-4 p.m.
Station Reporting Phone: (415) 495-1990 GAVIN FAX: (415) 495-2580

Gavin Rap Retail

Singles		
2W	LW	TW
7	6	1
24	8	2
4	2	3
1	1	4
5	5	5
2	4	6
3	3	7
11	9	8
6	7	9
10	11	10
NEW	11	11
—	17	12
8	10	13
12	12	14
NEW	15	15
20	15	16
16	13	17
NEW	18	18
21	19	19
NEW	20	20
—	23	21
NEW	22	22
—	18	23
—	24	24
NEW	25	25

Albums		
2W	LW	TW
4	2	1
1	1	2
2	3	3
6	4	4
3	5	5
7	9	6
8	6	7
9	7	8
—	14	9
5	8	10
—	15	11
12	11	12
11	13	13
10	10	14
17	12	15
19	17	16
18	24	17
13	16	18
22	18	19
23	22	20
16	23	21
—	21	22
14	19	23
NEW	24	24
20	—	25

Rap Singles compiled by Spence Abbot
 Rap Albums compiled by Matt Brown

Rap Picks

COMMON "The Bitch in You" (Relativity)

Leave it to Common, the uncommonly fly emcee from Chi-town, to defend himself with wit, intelligence, and specificity. On this answer to Cube's misuse of Com's lyrics (on Mack 10's "Westside Slaughterhouse"), Com flows so strong, it's hard to keep up: "What I look like dissin' a whole coast? You ain't made shit dope since *Amerikkka's Most*...I'm fillin' out your *Death Certificate*/slingin' bean pies and St. Ides in the same sentence..." In hip-hop's tradition of battlin' on wax, Common steps lively and correct. Whether Cube responds or not, many say he asked for this one. Get yours from Chris Mo at Relativity (212) 337-5300.

HOUSE OF PAIN "Heart Full of Sorrow" (Tommy Boy)



The key to success in hip-hop is to maintain that delicate balance of staying true while reinventing yourself. House of Pain understands this fully, and his group is a testament (remember Everlast?) to how it should be done. The House of today trades Celtic pride for a cross-section of lyrical skill: this joint features Sadat X and Divine Styler tossing rhymes with the crew. A tasty appetizer for the new album *Truth Crushed to the Earth Shall Rise Again*. Get yours from Chris Atlas or Sean at (212) 338-8300.

T'S MIXSHOW PICK THA TRUTH "Red Lights" (Priority)

These three ladies from Texas have brought together two proven ingredients for girl-group success: Actual vocal skill and strong hip-hop support from producer Erick Sermon. The track from *You Gots to Chill* will always bump at the party, and the ladies make it their own for a mixer-friendly debut. Yes, there are two clean versions! Get yours from Kelly or Rod at (800) 235-2300.

ARTIST PROFILE

KWEST THA MADD LAD



HE IS: Keeping it Wicked Every Single Time (KWEST).

FROM: Queens, New York

CURRENT SINGLE:
 "What's the Reaction"

CURRENT ALBUM:
 This Is My First Album

LABEL: American

PROMOTION CONTACT:
 Mike Avery (818) 973-4545

MUSICAL INFLUENCES:
 Queens pioneers LL Cool J, Organized Konfusion, Run-D.M.C., and Onyx.

HOW IT BEGAN:
 "My family started moving from place to place, and I got deeper into rhyming. It was an escape from the reality I was facing of leaving my friends."

ON FREESTYLING:
 "Seventy-five percent of this album is off the top of my head. I think I'm best when I'm spontaneous."

HIS GOAL: "To give people a verbal video, so they can close their eyes, listen, and envision the story in their head."

TO THE CRITICS:
 "Hip-hop is one of the greatest forms of expression. Deep down, what I do is skillful. If you've never lived it, you don't know anything about hip-hop."

Gavin Mixshow

Like Fax?!

Greetings to Milwaukee (WKKV) and Chicago's (WGCI) Fresh G., who joined us on the call this week. His Breaker to Watch is a success story waiting to exhale, so take note: Fresh G. gets requests for **Do or Die's** single "Po' Pimp" all over the Midwest...WHAT'S HOT? The *America Is Dying Slowly* album, no doubt! At last, emcees from all over unite to fight AIDS. **EMZ:** "The Sadat & Fat Joe/O.C. joints are the best." Talib likes **Ball & G's** "Listen To Me Now"...**Zenobia** is really diggin' "Concubinez" by **The Hyenas**... Warren confirms that Vegas has a **Passion** for her "Where I'm From" remix based on all the phones it's getting...Props to **Garnett** on his powermove from **Payday** to **Universal**, and to **Tony Collins**

who leaves **Giant** for **Universal** on the West Coast...*like fax*. ONE LOVE.

Let The Mixshow Begin

Happy birthday to **Island's Marthe Reynolds**. **DJ Mein (Wild 107)**, **Mystro (WPGC)** and **EMZ** and **Nardone (KKBT)** are just a few of those who have given early picks on **Cypress Hill** featuring the **Fugees**, "Boom Biddy Bye Bye" on **Ruffhouse/Columbia**.

Much respect to **Bass Is Base**. **Lisa Cortes**, **Aaron and Loose Cannon Records**. **Freska** is **KIKI's** new Mixshow Coordinator. Reach her on Mondays and Wednesdays at (808) 531-4602. **Hot 97's Dre** and **Ed Lover**, along with **Red Alert**, have been playing the **Punk Barbarians'** "Bubblin" on **Lethal Records**. Look for the new **Jocelyn Enriquez**, "Do You Miss Me," on **Classified Records**. Peace.

Caller, You Play What?

Talib Shabazz, WVEE-Atlanta

Hot: Group Home "Suspended In Time" (Groovy Remix) (Payday)
Society Of Soul "E.M.B.R.A.C.E." (LaFace/Arista)

MR: Bone Thugs 'N Harmony "Crossroads" (Ruthless/Relativity)

BTW: Dark Sun Riders "Time To Build" (Island)

EMZ, KKBT-Los Angeles

Hot: L.O.D. "I Feel It" (Interscope)
PMD "Rugged-N-Raw" (Boondocks)

MR: Common "The Bitch In You"

BTW: House Of Pain "Heart Full Of Sorrow" (Tommy Boy)

Jam Master D., KZRB-Texarkana

Hot: LL Cool J "Doin' It" (Def Jam)
Kino Watson "Bring It On" (Columbia)

MR: Fugees "Killing Me Softly" (Ruffhouse/Columbia)

BTW: Queen Latifah

"Elements I'm Among" (Elektra)

Coolio "It's All The Way Live" (Island)

Fresh G., WKKV/WGCI-

Milwaukee/Chicago

Hot: Crucial Conflict "Hay" (Pallas)

Junior M.A.F.I.A. "Gettin' Money" (Big Beat)

MR: Bone Thugs 'N Harmony "Crossroads"

BTW: Do or Die "Po' Pimp"

Zenobia Simmons, KKBT-Los Angeles

Hot: 2Pac "2 of Amerikaz Most Wanted"

Xzibit "Paparazzi" (Loud)

MR: 2Pac "It's All About You"

BTW: De La Soul "Stakes Is High" (Tommy Boy)

Warren Peace, KUNV-Las Vegas

Hot: Xzibit "Paparazzi" (Loud)

Whoridas "Shot Callin', Big Ballin'" (Delicious Vinyl)

MR: De La "Tha Bizness" (Tommy Boy)

BTW: Heltah Skeltah "Operation Lockdown" (Duck Down/Priority)

DJ MIDIMACK, KMVR-Las Cruces

Hot: Ruffneck f/Yavahn. "Move Your Body" (MAW/Strictly Rhythm)

Love Affair. "Wisher" (ZYX)

MR: DJ Dado, "X Files Theme" (Roadrunner/Next Plateau)

BTW: Natalia. "More of My Love" (Aqua Boogie)

Tim Martinez, KYLD-San Francisco

Hot: Earth Wind And Fire, "Reasons" (House mix) (White label)

Incognito, "Always There" (Talkin Loud)

BTW: Mone', "Movin" (Strictly Rhythm)

Alex Cabrales, KKFR-Phoenix

Hot: Keith Sweat. "Twisted" (Elektra)

Amber, "This Is Your Night" (Tommy Boy)

MR: Coolio, "All The Way Live" (Tommy Boy)

BTW: Coolio, "All The Way Live"

Mystro, WPGC-Washington D.C.

Hot: Cypress Hill f/Fugees.

"Boom Biddy Bye Bye" (Ruffhouse/Columbia)

Artifacts, "Art of Facts" (Big Beat/Atlantic)

MR: Michael Jackson, "They Don't Care About Us" (Charles' Full Joint Mix) (Epic)

BTW: Heltah Skeltah, "Operation Lockdown" (Priority)

DJ Dre D. WPGC-Washington D.C.

Hot: Case f/Foxy Brown, "Touch Me, Tease Me" (Def Jam/Mercury)

D'Angelo. "Sh*t, Damn, Motherf*cker" (EMI)

MR: Bone, Thugs "N Harmony, "Crossroads" (Relativity)

BTW: Blahzay Blahzay, "Pain I Feel" (Mercury)

Harold Banks, WHTA-Atlanta

Hot: Quad City DJ's, "Cmon' 'N Ride It (the Train)" (Remixes) (Big Beat)

DJ Kool. "Let Me Clear My Throat" (CLR)

MR: Luke, "Scarred" (Luther Campbell Music/Island)

BTW: Montell Jordan, "I Like" (Def Jam/Mercury)

Mark Mac, KWIN-Stockton

Hot: Xzibit, "Paparazzi" (Loud/RCA)

Richie Rich, "Tastes Like Sh*t" (Def Jam/Mercury)

MR: Too Short, "Gettin' It" (Jive)

BTW: Passion, "Where I'm From" (MCA)

Heidi Linn, WNNK-Harrisburg

Hot: Dreamworld, "Movin Up" (RCA)

Angelina, "Release Me" (Upstairs)

MR: Everything But The Girl, "Missing" (Atlantic)

BTW: Amber. "This Is Your Night" (Tommy Boy)

Albert Lugo, Z-90-San Diego

Hot: Doc Ximbi, "African American" (99 North)

Mighty Dub Kats. "It's Just Another Groove" (Southern Fried)

MR: Ruffneck f/Yavahn. "Move Your Body" (Elektra)

BTW: Mighty Dub Kats, "It's Just Another Groove"

J-Scratch, KCAQ-Oxnard

Hot: 112, "Only You" Ladae!. "Party 2 Nite" (A.B.S.olute/Motown)

MR: Tha Truth, Red Lights" (Priority)

BTW: Ricky "Get Down" Garcia, "Hard To Kill" (Underground Construction)

Ebro, KSFM-Sacramento

Hot: Busta Rhymes f/Q Tip. "Ill Vibe" (Elektra)

De La Soul, "The Bizness" (Tommy Boy)

MR: Celly Cel. "It's Going Down" (Geffen)

BTW: The Roots, "Clones/Sections" (Geffen)

B Swift, KBXX-Houston

Hot: Case f/Foxy Brown, "Touch Me, Tease Me" (La Face/Arista)

Outkast, "Elevators" (La Face/Arista)

MR: Crucial Conflict. "Hay" (Elektra)

BTW: UGK, "One Day" (Jive)

Caller You Say 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

Editor: THEMBISA S. MSHAKA •

Contributing Editor: MIKE FUTAGAKI

Editorial Assistant:

JACKIE JONES MCWILLIAMS

Mixshow reports are taken on conference calls at noon and 2 p.m. Pacific time each Monday.

MIXSHOW PROFILE

PETER ALBERTELLI



TITLE:

Manager of Crossover Promotion, Elektra Entertainment Group

HOMETOWN:

Bristol, Conn.

BACKGROUND:

After graduating from NYU, Peter interned at Elektra in 1988. He then became Assistant to the Director of Music Programming at MTV. Soon after, he was programming MTV's dance oriented shows *Street Party* and *Club MTV*. In 1990, Bob Catania at Charisma hired Albertelli as Manager of National Club Promotion; he stayed until 1993. His next move was to EastWest as Manager of Crossover Promotion. In 1995, EastWest was absorbed into the Elektra Entertainment Group.

FAVORITE PROJECTS:

Right Said Fred, "I'm Too Sexy" and Enigma, "Sadness Pt. 1" on Charisma, Billie Ray Martin, "Your Loving Arms" on Sire/Elektra and Kristine W. "Feel What You Want" on Champion/Elektra. "I feel that these records epitomize what it means to break records from the club level to radio."

MOTTO:

"Never lose your passion!"

FUTURE GOAL:

"To use my experience with dance music to forge a successful career in A&R."

BULLETIN!

Shortly after this interview, Peter left Elektra and moved on over to Champion Records.

GINA AND THE "LADY"'S MAN



Singing sensation Gina Thompson poses for a flick with D'Angelo. Look out for her Mercury debut this summer...

THE ALBUM NETWORK & 1-800 MUSIC NOW PRESENT

A day on the greens, a full breakfast and lunch, friendly competition, and a great gift bag.

Celebrity Golf Classic

Hosted by Alice Cooper

Thursday, June 27, 1996
 Calabasas Country Club - Calabasas, CA
 Tee times: 7:30am and 1:00pm
 Two levels of play
 Player entry fee: \$400
 Fivesome team fee: \$2,000
 Space is limited

NETWORK 40 & 1-800 MUSIC NOW

Nine thoroughbred races, a silent auction, prizes, scrumptious buffet and a live concert.

After Dark at Hollywood Park

Exclusive performance by The Brian Setzer Orchestra

Friday, June 28, 1996
 Hollywood Park Casino - Inglewood, CA
 Starts at 6:30p.m.
 Auction starts at 7:00 pm
 Tickets: \$35
 Special Hollywood Park/
 Hollywood Athletic Club pass: \$60

HOLLYWOOD ATHLETIC CLUB PRESENTS THE VIRTUALLY ALTERNATIVE / 1-800 MUSIC NOW

A night filled with pool, casino games, food and prizes.

Billiards and Casino

Saturday June 29, 1996
 Hollywood Athletic Club - Hollywood, CA
 8:00pm-2:00am
 Individual tickets: \$35
 Special Hollywood Park/
 Hollywood Athletic Club Pass: \$60

The T.J. Martell Foundation & Neil Bogart Memorial Fund



THE NETWORK MAGAZINE GROUP & 1-800 MUSIC NOW

Present

The TJ Martell Foundation and Neil Bogart Memorial Fund

14th Annual

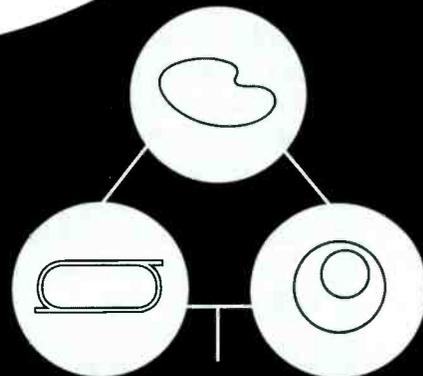
Rock 'n' Charity Celebration

Benefiting Cancer, Leukemia and AIDS research

June 27, 28 and 29, 1996
 Los Angeles, CA



NETWORK



BE THERE OR BE



IT'S FUN FOR ALL AGES

Event Sponsorships Available. For More Info Call:

T.J. Martell-Neil Bogart Office

310
247. 2980
 or 1-800-309-FUND

MOST ADDED

- SLAYER (62)**
SUICIDE MACHINES (50)
EXTRA FANCY (22)
SOUNDGARDEN (21)
THE PATH OF RESISTANCE (15)

TOP TIP

SLAYER
"I Hate You"
(American)

Thanks to heavy spins from WSOU(36), DMX(35), WVCR(28), and WRBC(15) Slayer claims this week's highest debut spot.

RECORD TO WATCH

CORE

Revival (Atlantic)

Core's *Kiss the Sun* EP is currently enjoying top ten spins, but the full length, *Revival*, will push Core into top five spinnage.

Gavin Rocks

TW		SPINS	TREND
1	PANTERA - The Great Southern Trendkill (Elektra Entertainment Grp.)	648	-25
2	PRONG - Rude Awakening (Epic)	629	+18
3	RAGE AGAINST THE MACHINE - Evil Empire (Epic)	600	-20
4	SEPULTURA - Roots (Roadrunner)	554	-11
5	FAR - Tin Cans With Strings To You (Epic)	398	-2
6	CORE - Kiss the Sun (Atlantic)	353	-17
7	KISS - MTV Unplugged (Mercury)	347	-32
8	KILLING JOKE - Democracy (Zoo)	346	-8
9	NEUROSIS - Through Silver and Blood (Relapse/Release)	321	+12
10	SOUNDGARDEN - Pretty Noose (A&M)	319	+96
11	OVERKILL - The Killing Kind (CMC International)	313	-8
12	GRAVITY KILLS - Gravity Kills (TVT)	311	-31
13	SACRED REICH - Heal (Metal Blade)	286	-34
14	PITCH SHIFTER - Infotainment (Earache)	283	+13
15	PRO-PAIN - State of Mind (Energy)	283	+7
16	MINISTRY - Filth Pig (Warner Bros.)	279	-11
17	INTO ANOTHER - T.A.I.L. (Hollywood)	276	-7
18	MANHOLE - All Is Not Well (Noise)	263	+7
19	DRILL - Go To Hell (A&M)	254	-8
20	CRISIS - Deaths Head Extermination (Metal Blade)	253	-37
21	MY DYING BRIDE - The Angel and the Dark River (Futurist)	250	-2
22	AMORPHIS - Elegy (Relapse)	240	+27
23	SKREW - Shadow of Doubt (Metal Blade)	233	+14
24	KILGORE SMUDGE - Blue Collar Solitude (Unsound)	231	-50
25	KINGS X - Looking for Love (Atlantic)	224	+10
26	FU MANCHU - In Search Of... (Mammoth)	220	-30
27	OTIS - Electric Landlady (Cherrydisc)	217	-5
28	PARADISE LOST - Draconian Times (Relativity)	205	-30
29	20 DEAD FLOWER CHILDREN - 20 Dead Flower Children (Overature)	188	-8
30	SLAYER - I Hate You (American)	178	NEW
31	G//Z/R - Cycle of Sixty/X13 (TVT)	177	-17
32	SCORPIONS - Wild Child (Mercury)	175	+3
33	BILE - No I Don't Know (Energy)	159	-1
34	MALEVOLENT CREATION - Joe Black (Pavement)	154	+4
35	DIE KRUPPS - Odyssey of the Mind (Cleopatra)	154	-17
36	THE EXPLOITED - Beat The Bastards (Triple X)	153	+25
37	CHUM - Dead to the World (Century Media)	149	+3
38	BOTH WORLDS - Beyond Zero Gravity (Another Planet)	149	-41
39	POWERMAN 5000 - The Blood Spat Rating System (Conscience)	148	-69
40	BRUCE DICKINSON - Skunkworks (Castle)	147	-49
41	WHORGASM - Smothered (Rawkus Entertainment)	146	-2
42	CANNIBAL CORPSE - Vile (Metal Blade)	143	+22
43	ECONOLINE CRUSH - Affliction (Nettwerk)	140	-10
44	THE ALMIGHTY ULTRASOUND - Sonic Bloom (Countdown/Unity)	139	+10
45	ANAL CUNT - 40 More Reasons To Hate Us (Earache)	135	-35
46	DEF LEPPARD - Work It Out (Mercury)	134	+9
47	GROTUS - Mass (London)	133	+22
48	GRAVE - Hating Life (Century Media)	132	+6
49	KREATOR - Scenarios of Violence (Noise)	131	NEW
50	FA-Q - Each Hit (ATP)	129	NEW

Hard Kopy BY ROB FIEND

Strange Days



While I was busy inputting tedious radio reports yesterday (May 21) and cussing out those stations who, even after several years, still don't understand the reporting process—reports can not be processed without listing artist spins, and I can't read hieroglyphics—I happened to look over the looming mountain of faxes and caught a glimpse of a figure that resembled **Zakk Wylde**. I thought to myself, "Why would Zakk Wylde, **Ozzy's** lead axe-man, be hanging out in our hallway on a Tuesday?" Well, I've seen many artists lighten up our dull hallways on any given day—I've even witnessed a marching band rage through, when the **Dirty Dozen Brass Band** dropped by, prompting our anal upstairs neighbors to call the police—but I just couldn't fathom Mr. Wylde kickin' back and shooting the shit with the Zimmermans. This merited investigation.

After introductions were made, I couldn't help but stare at Wylde's enormous bell bottom jeans. It looked like he just stepped off the set of *Easy Rider*: I swear, if he jumped out the window...(He wouldn't be the first person to jump out of one of GAVIN'S windows. I've thought about it myself, but I'm afraid that I'll land on my feet and suffer from a serious bout of pins and needles, not to mention the humiliation of going back to my desk knowing that I failed dramatically. That wouldn't be good for the old resumé).

Anyway, if Wylde threw himself out the window, his bell bottoms would probably catch the upward flow of air in such a fashion that the wide-end lower pant leg would expand into a balloon-like position, enabling Wylde to float softly down. Well, maybe not, but that would be a hell of a promotion stunt.

It turns out that the biker-clad Wylde was here to promote his guitar pickin', blues-riddled single,

"Between Heaven and Hell," which is from his latest solo effort *Book of Shadows*. "I don't think the metal kids will be into it," says Wylde. That may be true, but if you're a blues fan, it's worth checking out.

Last Friday morning (May 17), I dragged myself in, strapped myself to my desk, and immediately poured a fresh batch of black coffee into my I.V. I'm rarely in a good mood in the morning, so it puzzles me when people say, "Good Morning!" to me when I can't find any traces of what could possibly be good about it.

I checked my messages and decided to delete them all. As the caffeine started to kick in, however, I felt the need to return calls, so I called **McGathy's Gill** to find out what the hell he wanted.

Gill gets on the line and blurts out, "Fiend, you got to talk to this guy!"

"No man, I'm not in the mood to chat to anybody," I replied.

"C'mon man, just for a few minutes, here he is," said Gill.

Before I could voice any further objections I heard an annoyed English sounding man say, "I don't know who this is or why I'm talking to you."

And that was the beginning of my informal interview with **Deep Purple's Roger Glover**. After I explained who I was and what I did, the totally unimpressed Glover proceeded to tell me about Deep Purple's latest album, *Perpendicular*, which is going for adds on June 3 and 4... **Thirsty Ear's** LuLu is seeking an intern. Call her at (210) 889-9595... Adds for May 27 and 28 include **Budda Kinevil**, self-titled (Unity); **Core**, *Revival* (Atlantic); **Scorpions**, *Pure Instinct* (Mercury); **Slayer**, *Undisputed Attitude* (American), and **Wesley Willis**, *Fiasco* (Unity). ●

Editor: **ROB FIEND** • Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m. • Station Reporting Phone: (415) 495-1900
 GAVIN Fax: (415) 495-2580

Rock Chartbound

SWEATY NIPPLES (129) Elemental
JAWBOX (123) Atlantic
JUSTER (120)TVT
MICHELIN SLAVE (119) Magada
***SUICIDE MACHINES** (30) Hollywood
Dropped: #42 Lungs, #43 13MGS, #44 Galactic Cowboys, #49 Sweaty Nipples

TOP REQUESTS
PANTERA
RAGE AGAINST THE MACHINE
PRONG
SEPULTURA
SLAYER

Rock Picks

AMORPHIS
Elegy (Relapse)

Finnish death metal sorcerers, Amorphis, are back and have already slammed on the Rocks chart, hitting #48 last week with their latest effort, *Elegy*. Based on old Finnish folklore, *Elegy* is an 11-song journey through a maze of psychedelic rhythms, acoustic guitars, electric sitars, brooding low-end melodies, and progressive death metal antics. Although Amorphis belts out a few traditional death metal tunes like "Cares," "On Rich and Poor," and "Relief," they will surprise those who expect to hear nothing but fast tempos, blaring grinds, and throaty vocals. *Elegy* is loaded with rich keyboards, light vocals, and soaring acoustic guitars. "My Kantele" is a full-bodied cut that showcases both the band's dark and light side by mixing harsh vocals with suave keyboards and glittering harmonies. The acoustic version of the song, track 11, is outstanding and should be considered for Active Rock airplay. *Elegy* might not be as abrasive as some death metal listeners would like, but it's a well-written CD that reveals the band's serious efforts to take their music up a notch, and it will enlighten guitar-oriented listeners as well as melodic dreamers. —FIEND

THE SUICIDE MACHINES
Destruction By Definition (Hollywood)

The Suicide Machines, from Detroit, deliver an upbeat sound that can best be described as ska-punk. It's fast, it's furious, and it has a strong Fishbone-meets-English Beat flavor. What the band lacks in metal elements they make up for with their spontaneous energy. Some of the more aggressive guitar lickin' tunes include "The Real You," "Insecurities," "Too Much," and

"Our Time." The Suicide Machines are not your average "pop" punk band, since they don't get bogged down with the cursed three-chord riff syndrome. *Destruction By Definition* offers 16 tracks that are worth exploring, but their music is better suited for Alternative than for metal radio. Don't let that stop you from giving this a few spins, because The Suicide Machines do capture the aggressive energy of '90s rock. —FIEND

SLAYER
"I Hate You" (American)

Get down on your hands and knees, for the mighty Slayer have returned to rock radio with *Undisputed Attitude*. The first single, "I Hate You," not only grabbed this week's Number One Most Added, but it was also the highest debuting record with 178 spins. "I Hate You," a Verbal Abuse original, at first doesn't sound anything at all like Slayer: The vocals are muffled, the riffs are often messy, and even the drums ring with a modern rock crash. Upon hearing this, I was preparing myself for a weak record. After listening to *Undisputed Attitude*, however, my fears of a cheesy release were quickly extinguished by Slayer's pummeling, hard rockin' assault. The band aggressively covers punk tunes from Minor Threat, T.S.O.L., D.I., Iggy & the Stooges, and Dr. Know. "Gemini," "DDAMM," and "Can't Stand You," are the only original Slayer tunes on the CD—they're all delightfully crushing. Slayer's wickedly brutal sound and violent attitude will keep the angry fires of metal radio lit until their next release. —FIEND

EXTRA FANCY
Sinnerman (Atlantic)

Extra Fancy, an L.A. band, are extra weird, which makes them perfect for hard rock/metal radio. Armed with a couple of mean guitars that toss and turn around solid bass lines, steady skins, and an almost English sounding set of pipes, Extra Fancy knows how to groove. *Sinnerman* has 13 tracks to play around with, and though all of them are worthy of a listen, "You Look Like a Movie Star, Honey," "Son of That Man," "C'mon Louie," and "Self Made" merit special attention. "You Surf Like a Porno Star, Sonny" is a fun track that showcases classic surfing beats and picking guitar melodies before suddenly retiring with a bizarre array of sampling. "Yes Sir" is a funky little number that's glazed with blues-ridden hooks and old rock & roll swank. Extra Fancy's original rock sound and hip-swaying grooves will appeal to anyone into guitar-oriented rock. —FIEND

BY THE GRACE OF GOD
For the Love of Indie Rock (Victory)

Don't let the title fool you. This, thank God, is not indie rock. By the Grace

of God deliver a spiked dose of hardcore with a little thrash mixed in for good measure. Made up of past and present members of Endpoint, Falling Forward, Empathy, Enkindel, and Guilt, this five-piece rock outfit from Louisville, Kentucky is expert in the art of hardcore. *For the Love of Indie Rock* contains eight speed-intensive tracks (it's actually nine but the last track isn't listed) that will get the nod from hard rock metal radio. "Remora," "Ipecac" and "November's Lie" are a few of my faves, but the entire CD is a hardcore freak's wet dream. Part of By the Grace of God's mystique and grueling character is their indifference or reluctance of becoming mainstream, which allows them to keep their tight tunes naturally abrasive. By the Grace of God don't wear halos, they use them as throwing stars. —FIEND

KREATOR
Scenarios of Violence (Noise)

A decade in the pit is worth taking note of, and the people at Noise have done exactly that. *Scenarios of Violence*, the latest from Kreator, is 16 tracks of speed driven madness that traces the band's evolution with selections from their debut album, *Endless Pain*, to their last release, *Cause For Conflict*. A lot has happened with this band over the years, and *Scenarios of Violence* captures many of these changes. In addition, "Suicide in Swamps" and "Limits of Liberty" are two previously unreleased tunes that are worth checking out. "Suicide" feels like you are walking around in a nightmarish, hallucinatory state from a 102 degree temperature, while "Limits of Liberty" is all elbows and fists. "Extreme Aggressions," "Ripping Corpse," and "Tormentor" are live tracks that bring you back to the heyday of thrash. And if your audience is craving the sounds of a furious metal drummer, definitely throw on "Ripping Corpse." —GUY HAMELIN

CANNIBAL CORPSE
Vile (Metal Blade)

After listening to *Vile*, Cannibal Corpse's latest, I had to skip my usual second cup of coffee, because this CD is a fiery assault on the senses. All eleven tracks rage with the intensity of a fire storm, and there is something here for every death metal show to choose from. Cannibal Corpse perfectly describes its music with song titles, which isn't always an easy thing to do. "Relentless Beating" is exactly that; this short instrumental will pummel listeners. And the opening guitar riffs on "Disfigured" are sure to spawn a contorted mosh pit in the general listening area, even if it's in the front seat of a car. The instrumentation on this CD is tight, and "Eaten From Inside" has some very interesting guitar tones that are worth checking out. —GUY HAMELIN

ARTIST PROFILE

MICHELIN SLAVE



FROM: Hamilton, Canada

LABEL: Magada Records

LATEST RELEASES:

Poised to Meet the Maker

ADD DATE: You should already be on it!

RADIO PROMOTION CONTACT:

McGathy Edge's Rob Gill & Steve Krucher (212) 924-7775.

MICHELIN SLAVE ARE:

Julius Butty, lead vocals; Terry D'Andrea, guitar; Scott Murray, drums; Kevin O'Kane, bass.

A FEW FACTS ABOUT THE BAND:

Michelin Slave was created in 1994 by former Straightjacket members Butty, D'Andrea, and O'Kane. The band has the luxury of recording in their own studio.

A FEW FACTS ABOUT THE ALBUM:

Poised to Meet the Maker was recorded at the Metalworks in Toronto and produced by Michelin Slave and Mark S. Berry (Voivod, Headstones, Love Chain). The CD contains tens songs and marks the band's official first release.

THOUGHTS ON ROCK RADIO:

"Hamilton is stuck in the middle of Buffalo, NY, New York and Toronto. As a result, we hear a lot of cool things on the radio. There's not a lot of metal, but the Alternative stations are at least playing new bands with some degree of regularity, which is cool." —Michelin Slave

GENERAL INFO: Michelin Slave

is planning on releasing a video for "Warm and Welcome." Also, the band should have its Web Site up and running very soon.

TOURING: Hoping to tour the U.S. and Canada in July

GAVIN PICKS

Singles

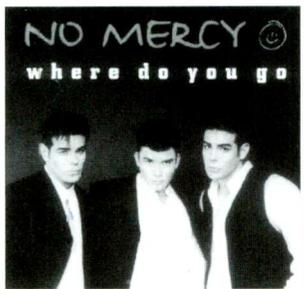
BY DAVE SHOLIN



ALANIS MORISSETTE
"You Learn"
(Maverick/Reprise)

No Ph.D or Masters required. A kindergartner could figure this one out!

NO MERCY
"Where Do You Go"
(Arista)



This trio of experienced dancers/performers will find a warm reception from Top 40 programmers searching for fresh sounds to fill those Pop/Dance slots. The three-some hail from Miami and are currently breaking in Europe with this polished, uptempo production.

J'SON
"I'll Never Stop Loving You" (Hollywood)



Airplay has been building on this former Record to Watch, which deserves to be the first major hit for this exceptional 16-year old vocal talent. This one has all the ingredients to be one of the top ballads of the summer.

COWBOY JUNKIES
"A Common Disaster"
(Geffen)

What with all the interest in *Twister*, be sure to catch the tornado theme on the video for this song, which is included on the current GAVIN Video Magazine (of course, by now you've watched it at least three or four times, right?). A winner at A3, this haunting piece of music should make it easy for this brilliant group to take Top 40 by storm.

BLESSID UNION OF SOULS
"All Along" (EMI)

Sweet, tender, and soulful, it was only a matter of time before this beautiful tune would surface as a single. And, like the group's past successes, it shouldn't take long for this one to come home.

THE BADLEES
"Angeline Is Coming Home" (Polydor/A&M)



It would be an understatement to describe the band's base of support in Central Pennsylvania as solid. Programmers like WSBG's Steve McKay, WAVT's Skip Carr, and Tom Morgan at WQKX were screaming about the band—and this song—week after week many moons ago. That belief is beginning to prove well, as more stations around the country join the club.

CROSSOVER PICK
2 PAC FEATURING K-CI AND JOJO
"How Do U Want It"
(Death Row/Interscope)

Multi-platinum sales figures reflect the awesome popularity of 2Pac's latest CD, *All Eyez on Me*. Incorporating various elements into his music, Pac's helped take hip-hop to a new level in '96. Jodeci's K-Ci and JoJo deserve props in the vocal department. It isn't taking long for this to generate significant early airplay.

Albums



VARIOUS ARTISTS
Stealing Beauty
Soundtrack (Capitol)

Stealing Beauty director Bernardo Bertolucci's last film soundtrack, to *Little Buddha*, was an unrecognized gem; this collection, however, will be hard to overlook.

Producers Peter Afterman and Karyn Rachtman meld trip hop, classic vocal jazz, Country, blues, and Alternative into an amazing amalgamation. Liz Phair's new song, "Rocket Boy," should penetrate Alternative's atmosphere with a dredging, distorted guitar and orbiting, double-tracked vocals. The Cocteau Twins' "Alice" eclipses any track on their new album, and Elizabeth Frasier's operatic singing scales its way to unbelievable heights as an echoed piano provides the backdrop. Don't miss the background vocals in Sam Phillips' thumping "I Need Love," or Billie Holiday's melancholy missive "I'll Be Seeing You." Did I mention Axiom Funk, Hoover, Mazzy Star, and Lori Carson also make appearances? Nearly all formats will have a field day with *Stealing Beauty*. —DAVID BERAN

JORDAN HILL
Jordan Hill
(143 Records/Atlantic)



We got our first glimpse of Jordan Hill's talent when she sang "Remember Me This Way" for the movie *Casper* last summer, but that was just the beginning. Teaming up with super producer David Foster, whom Jordan calls her

"fairy godfather," for most of these tracks, she presents a well-crafted project filled with songs that will easily find a home at Pop radio. While it's hard to single out tracks, some of the album's gems include the current single, "For the Love of You," "How Many Times," "Never Should Have Let You Go," "Until the End of Time" (a duet with All-4-One's Delicious, co-composed by Brian McKnight), and updated renditions of the Bee Gees' "Too Much Heaven" (featuring Barry Gibb), and Cheryl Lynn's "Got to Be Real." Expect to hear a lot more from this remarkably gifted young woman in the months and years to come.

—ANNETTE M. LAI

THIRD DAY
Third Day
(Reunion/Gray Dot)



This five-piece band's debut brims with a maturity of style and substance rare for a young group. From the gritty opening track, "Nothin' at All," which espouses positive speech, to the blues-infused "Mam," with its mile-thick layers of background vocals, this is an album as eclectic as it is listenable. Labelmate Rich Mullins lends his considerable skill on the hammered dulcimer to the lush Appalachian-influenced treatment of "Praise Song," while the emotive "Thief" presents an account of the crucifixion of Christ as seen through the eyes of one of the mutually condemned. Third Day successfully bridges the gap between contemporary and classic rock, and even manages to stick a toe into pop waters along the way.

—TODD CHATMAN

GAVIN

Miller Freeman Entertainment Group
140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990
Fax: (415) 495-2580
http://www.gavin.com
e-mail: editorial@gavin.com

CHIEF EXECUTIVE OFFICER DAVID DALTON
COMMERCIAL DIRECTOR BOB GALLIANI

MANAGING EDITOR BEN FONG-TORRES
ASSISTANT EDITOR ALEXANDRA HASLAM
DESIGN DIRECTOR/PRODUCTION CONTROLLER
DODIE SIOEMAKER
ART DIRECTOR PETER GRAME

A3/JAZZ/SMOOTH JAZZ & VOCALS -

KENT ZIMMERMAN Editor
KEITH ZIMMERMAN Editor
VINNIE ESPARZA Assistant
ADULT CONTEMPORARY -RON FELL Editor
DIANE RUFER Associate Editor
ALTERNATIVE -MAX TOLKOFF Editor
(213) 913-2691, FAX: (213) 913-2693
SPENCE ABBOTT Assistant
AMERICANA -ROB BLEETSTEIN Editor
COLLEGE -SEANA BARUTH Editor
COUNTRY -JAMIE MATTESON Editor,
LISA SMITH Consulting Editor

RAP -THEMBISA MSHAKA Editor,
JACKIE JONES McWILLIAMS Assistant
REGGAE -TAMU DU EWA Consulting Editor
TARA D. BANTZ Assistant
ROCKS -ROB FIEND Editor
GUY HAMELIN Assistant
TOP 40 -DAVE SHOLIN Editor,
ANNETTE M. LAI Associate Editor
URBAN LANDSCAPE -QUINCY MCCOY Editor,
STACY BAINES Assistant
CONTEMPORARY CHRISTIAN HITS -TODD
CHATMAN Editor, CHRIS WARD Editor

ART PRODUCTION DIAN-AZIZA OOKA,
RENE BRUCKNER
STAFF WRITER DAVID BERAN
EDITORIAL ASSISTANTS MATT BROWN,
ANNA CALL, JASON COHEN, ROB JACKSON,
ROBERT MOVRADINOV, JASON OLAFINE,
CATHERINE RYAN, ERIC SHEA, LILY SHIH,
MARY TAMZON, JUSTIN TORRES
CONTRIBUTING EDITORS JOHN LUND, DR. OREN
HARARI, ERIC NORBERG, RHODY BOSLEY,
JAN UHELSKI

HEAD OF SALES AND MARKETING
LOU GALLIANI (805) 542-9999
FAX: (805) 542-9997
RICK GALLIANI (415) 459-3703,
FAX: (415) 485-1799
TOP 40 MARKETING -STEVE RESNIK
(818) 951-6700, FAX: (818) 951-6800
RAP MARKETING -JOHN AUSTIN
(215) 924-7823, FAX: (215) 424-5491
COUNTRY MARKETING -BILLY BLOCK
(615) 255-5010, FAX: (615) 255-5020
CLASSIFIED MARKETING -CHRIS L. MITCHELL
(415) 668-5483, FAX: (415) 668-3967

GENERAL MANAGER BETTY HOLLARS
CIRCULATION MANAGER DIANE RUFER
ADMINISTRATIVE ASSISTANT WALT REED
MANAGER, MEDIA SERVICES DAVE ROTHESTEIN
ASSISTANT TO CEO SANDRA DERIAN
RECEPTIONIST LISA GRIFFIN

EXECUTIVE DIRECTOR, INFORMATION SERVICES
RON FELL
DIRECTOR, INFORMATION SERVICES
GEOFF MARSHALL
ASSISTANT, INFORMATION SERVICES
JENNIFER Z. RUGGLES

DIRECTOR, CONVENTION SERVICES
NATALIE DUTSMAN
GAVIN SEMINAR SPECIAL COUNSEL
RON ALEXENBURG
NFO3 ORGANIZERS BONNIE SIMMONS,
QUEENIE TAYLOR

EXECUTIVE DIRECTOR, RADIO SERVICES
DAVE SHOLIN

EXECUTIVE DIRECTORS, SPECIAL PROJECTS
KEITH ZIMMERMAN, KENT ZIMMERMAN

NASHVILLE OFFICE
209 10th Avenue South, Suite 510,
Nashville, TN 37203
Phone: (615) 255-5010
Fax: (615) 255-5020

in Miller Freeman
A United News & Media company

<http://www.gavin.com>

joan osborne st.teresa

the new single from the now double-platinum *relish*

just listen

"'St. Theresa' worked at KRBE and is working at Z100...It's clearly the strongest cut on the album."

— Tom Poleman
Z100/New York

"After witnessing her live performance after the Grammys in L.A., we're convinced that Joan Osborne is a 'Rock Star Goddess...'
'St. Theresa' is the song that will prove it!!"

— Garrett Michaels & Alex Tear
WHYT/Detroit

"This is the track we've been waiting for...
'St. Theresa' will go all the way!"

— John Ivey
WXKS/Boston

Z100	New York	15 spins
KRBE	Houston	40 spins
WXKS	Boston	20 spins

KALC	Denver	25 spins
KLRZ	New Orleans	41 spins
G105	Raleigh	27 spins



Produced by Rick Chertoff

Mgmt: David Sonenberg for DAS Communications

<http://www.mercuryrecords.com/mercury>

©1996 Mercury Records, Inc.



TIMELESS MUSIC FROM A TIMELESS MAN

What Goes Around Comes Around

*the first single from the album
BOB MARLEY-Soul Almighty the formative years Vol. 1*

album release date:
May 21, 1996

radio add date:
May 20-21

Features contemporary urban and dance
remixes - Bob Marley as you've never
heard him before!

JAD
RECORDS

enhanced 

ECD features a treasure trove of rare photos, interviews,
a music video, a special toggle device comparing
original and restored songs and much more!