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 NARJ convenes in Baltimore, we salute the idea of independents by profiling some of the many labels that define independence. They range from American Gramaphone 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 NdegèOcello 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 Khrist

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 PROD ARTWORK TITLE
BY UNIVERSAL CITY STUDIOS, INC.
Ron Alexenburg

On the Importance of Being Independent

Ron Alexenburg is a longtime friend of the music industry (and of Gavin, where he has served as special counsel for our annual Gavin Seminar). Through 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, Ordinaries, Rupert Holmes, Spyro Gyra), and now consults indie as well as investment bankers working with people investing in the music industry. Alexenburg and his family live in Huntington, Long Island.

I've never seen Jerry Brinner or Jeff McClusky turn labels down for representation because they're independent. 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 do. Give me not only my life, but my love of music.

To continue to grow, this industry needs independent labels. As in the past, many of the most successful 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, Kishner, Canbw, Invictus, Moms, 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 makes the difference. We must support them and give them their chance to be heard.

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

Independent labels have the best promotion and marketing they can afford. To continue to grow, this industry needs independent labels. As in the past, many of the most successful 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, Kishner, Canbw, Invictus, Moms, Spindizzy, and Brother Records.

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Ron Alexenburg
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 assaulted 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 KKBX-FM-Los Angeles. "But at the end of the day, it's a great song, so I'll play it."

At KMVL/FM-San Francisco, Michelle Santosuosso, Program Director, initially 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 Fredly said, 'Listen to the words.' And then we said, 'Wow, we have to play this,'" Santosuosso said KMVL 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.

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 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 $80 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 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."

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

In New Me'Shell Single

"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
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 SF03 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 See-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 contested 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-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 Harris, Clint Eastwood (he's a jazz fan 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 much other local musical talent.

Still, it was a million bucks of publicity for a city that, since Brown's flashy inauguration in January, has been on a roll. Voters approved a Camden Yards-like ballpark to replace windswept old Candlestick. We've just had 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, we went 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-Rayd), 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.

BY BEN FONG-TORRES

GAVIN MAY 24, 1996
Mayor Raps ‘Hot Talk’ Radio

Norm Rice, a candidate for Governor of Washington, has been mentioned as a potential candidate for a Cabinet post if President Clinton wins re-election. KVI, in recent years, has come to be known as a forum for Republican views. In the April 11 program

Jazz ‘Voice Of America’ Is Stilled

Liberty Gets Bigger Piece Of the BOX

Joel Jaws for WPLJ’s 25th

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.

A Bel, 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.

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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 icicle pick 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 could have power.”

His last album, Bone 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.
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 source of music information, says Jerry Rubenstein, 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 Alternative Rock. "Our Web site does in fact appeal to Alternative Rock."

One of the better independent releases I've heard in a long time. Great hook, great sound." - WNNK/John O'Dea

"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

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

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 users 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, says 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."

Gavin Top 40 Debut in Up & Coming

On tour now!

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." — WZWA/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

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RealPARTY
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 now, might be doing so permanently. Meanwhile, former WROX-Washington, D.C., morning co-host Bert will now be teamed with KISS 108 wake-up star, Kidd Kraddick.

Finally, we catch a glimpse of future baseball hall of famer and GO 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 KHTF-Fresno APD/MD Mike Yeager (aka "Alexander") and wife Elsa on the arrival of son, Gabriel Alexander, born May 15. Two days later, Z100-New York PD Tom Poleman and wife, Sunny, 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 PD/A/C get hotter?

Was that former KFRC/Z100/WPLJ morning personality Gary Bryan on the set of the Eddie Murphy film "After the Lovin'" after the show? These close personal friends 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.

Condolences to the family and friends of singer/songwriter Kevin Gilbert, who died last weekend at age 29. After three years as Manager of A/C Promotion for Arista, Jason Pert is reportedly moving on and has resigned the position. Contact him at (212) 477-3270.

Format shift at WFWM-Fairmont, W. Va. On May 31, new owner West Virginia Radio will begin simulcasting its Country station WWKR-Clarksburg on the previously Top 40 frequency. "KKW will eventually go to some other format. WFWM 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, rumbles 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?

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The move gives KHTT PD/MD Carly Simon full control.

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 KKRR-Portland by the time you read this?

Since when did massaged and subsidized jourmell lunches become job benefits? Employees at Rhino should know. The label was signed 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 Jerumans of TJ Promotions, Mr. H himself, TJ Promotions' Lynda Rice, and National Record Promotions' Masika Swain and Larry Weir.

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On the Air

**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 KKRQ-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 (WHTY/WMVK-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' KRRW/FM-Houston. Jefferson Pilot Communications buys Oldies KBRZ (94.9 FM)-San Diego from Anaheim Broadcasting for $30 mil. JP recently bought San Diego jazzster KJAZ/ FM...Osborn Communications has purchased WEJZ FM and WKHI/AM Port Charlotte. Florida-based Mark Communications pays $9,600,000 to Adventure Communications for WFXM/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 Interspace Radio Network, a syndicated program that targets cross-country truckers to River City Broadcasting.

**In the Grooves**

**Chris Barry becomes Director, National Urban Promotion for EMI Records involving 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 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 Hughes 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 Jocy Castro 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 97 Records. He will oversee the label's promotional marketing strategies and direct and coordinate Shotput Records' promotion department.
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.
Witherspoon, and cuts by June 23. It features X-Brown...Discovery Records'...

Touch Me Tease Me" featuring backup vocals by Foxxy Nutty Professor soundtrack (Linda Ronstadt and Pierce Brosnan) is responsible for writing and directing the opening sequence of Disney's new comedy Spy Hard...Critics are lauding the new film I Shot Love..."Weird Al" Yankovic rages a cover of Jefferson Airplane's "White Rabbit". The second installment on VH1's new music documentary When We Dance will feature Porno For Pyros with Colin Welland (Chariots of Fire, Twice in a Lifetime) penning the screenplay. San Francisco filmmaker John Antonelli is shooting a documentary on blues/jazz musician John Lee Hooker...Ensemble award-winning composer Gary Remal Malkin's latest project is a sound rendering of the Great Smoky Mountains. Malkin uses a palette of various instruments, including Native American drums and piano, to evoke sonic evocation. Contact Red Music at (415) 351-2873 for information.

VH1 will debut eight new series and specials this month. They include Archives, VH1's Rock N' Roll Picture Show, Notch Flashback, and Ronnie 96. Tune in to the June 2 premiere of VH1's new music series Storytellers, and catch Ray Davies of the Kinks.

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 marachi 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 5.

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, Wondrous Music.

B JORK 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.
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

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Inside Top 40 by Dave Sholin

When Dance Gets a Second Chance

As Yogi Berra once said, “It’s déjà vu all over again.” DJs and MJs 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, Top 40 Promotion, Columbia 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 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, RCA Records: "Our success with "Macarena" has 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 airplay 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 standard and we never put it on sale. We had planned to release for quite some time. Quite frankly, we believe the dance music trend will continue. We’re just one of many stations that have received a lot of attention for it."

Jerry Blair, Senior VP, Promotion, Columbia Records: "In the case of Bizzare, Inc., it was a remix we had planned to release for quite some time. Quite frankly, we believe the dance music trend will continue. We’re just one of many stations that have received a lot of attention for it."

Butch Waugh, Senior VP, Promotion, RCA Records: "Our success with "Macarena" has 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 airplay 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 standard and we never put it on sale. We had planned to release for quite some time. Quite frankly, we believe the dance music trend will continue. We’re just one of many stations that have received a lot of attention for it."

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 the trend is real and is here to stay.

It’s the second coming. We’re back to playing more Dance. Reality was that we were playing all dance records. It’s a trend we’re now embracing.

Outside Top 40 by Dave Sholin

As Yogi Berra once said, “It’s déjà

Book
**Up & Coming**

Reports Adds Spin's TRENDS

<table>
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*Indicates Debut*

**What's Going On?**

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

**DAVE EVAN, OM/PD, WILLI/FM-WILLIAMSTON, N.C.** "Magnapop's Open Your Door! Has a good summer feel. Jewel's 'Will Save Your Soul' picked up nicely in requests. We're spiking the Refreshments' 'Handrow & Stevie B's 'Waiting For Your Love' at night."

**STEVE HELLER, PD, ZFUN (KZFN)** "Cosmo Leone's 'Alasins' You Learn is sure to be a big phone record. We've gotten good response on C.D.s within the past week. The Fooles '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 instruments can't be hits?"

**CASIO LEONE, PD, KGRR/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 Iowas's 'Who Will Save Your Soul' picked up nicely in requests. We're spiking the Refreshments' 'Handrow & Stevie B's 'Waiting For Your Love' at night."

**J.J. MORGAN, PD, KIXY/FM-SAN ANGELO, TEXAS** "Standing Outside A Broken Phone Booth. -Greg Thompson, Senior VP, Promotion, Elektra Entertainment

**BILLIE RAY MARTIN**

**HOMETOWN:** Hamburg, Germany

**BIRTHDATE:** April 27

**LABEL:** Sire/EGG

**SENIOR VP, PROMOTION:** Greg Thompson

**CURRENT SINGLE:** "Your Loving Arms"

**FORTHCOMING ALBUM:** Deadline for My Memories

**MAJOR 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 its own musicians."
Go Chart

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

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<td>Hootie &amp; the Blowfish - Old Man &amp; Me (Atlantic)</td>
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<td>The Tony Rich Project - Nobody Knows (LaFace/Arista)</td>
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<td>Celine Dion - Because You Loved Me (Sony Music)</td>
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<td>-63</td>
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<td>Puff Johnson - Forever More (Work/CRG)</td>
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<td>Tracy Chapman - Give Me One Reason (Elektra/EGG)</td>
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<td>Oasis - Champagne Supernova (Epic)</td>
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<td>Mariah Carey - Always Be My Baby (Columbia/CRG)</td>
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<td>-102</td>
<td>24</td>
<td>Larry Muller &amp; Adam Clayton - Theme From Mission Impossible (Mother/Island)</td>
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<td>Foo Fighters - Big Me (Capitol)</td>
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<td>George Michael - Fast Love (DreamWorks/Geffen)</td>
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<td>Bryan Adams - The Only Thing That Looks Good On Me Is You (ASM)</td>
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<td>D&amp;S Eyesight - Everything Fails Always (Columbia/CRG)</td>
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<td>Brandon - Sitin' Up In My Room (Arista)</td>
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<td>Alanis Morissette - Irresistible (Maverick/Reprise)</td>
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<td>Dishwalla - Counting Blue Cars (ASM)</td>
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<td>Fugees - Killing Me Softly (Futuristic/Reprise)</td>
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<td>Voice of the Beehive - Scary Kisses (Discovery)</td>
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<td>Gin Blossoms - Follow You Down (A&amp;M)</td>
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<td>Billie Ray Martin - Your Loving Arms (Mint/EGG)</td>
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<td>Jann Arden - In The Morning (A&amp;M)</td>
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<td>La Bouche - Sweet Dreams (RCA)</td>
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<td>Natalie Merchant - Wonder (Elektra/EGG)</td>
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<td>Sting - You Still Touch Me (A&amp;M)</td>
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<td>Deep Blue Something - Fret (Run/Make/Interscope)</td>
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<td>Everything But The Girl - Aria (Atlantic)</td>
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<td>Dave Matthews Band - Too Much (Greatest/Suprise)</td>
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<td>Philosopher Kings - Changes (Columbia/CRG)</td>
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<td>Boyz II Men - Closer To Free (Reprise)</td>
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<td>Newsboys - Take Me To Your Leader (Virgin)</td>
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SMALL MARKET SUCCESS

By Gregg Mariuz

"Small Market Success" takes a return trip to Grants Pass, Ore., home of Top 40 KLDI. Last year when we visited them, the station was just starting out, and now, it's celebrating a 16.2 share (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 KLDI 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

KLDI Radio
P.O. Box 230
235 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: "KLDI, Southern Oregon's Music Leader."

both Grants Pass and Medford since then. We went from a 6.1 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 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 station in the market. 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 impersonal 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 not selling quite a bit of advertising in Medford, but our overall approach as far as music will stay the same. 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 you keep you there?

First, we have to avoid complacency. It's a lot tougher to stay here than it is to get there. 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 20 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 talent is, without a doubt, a rising star in the market.

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, we 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 setting limits 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 secondary division of Jeff McLusky and Associates in Chicago.

http://www.gavin.com

Gavin May 24, 1996
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, indie labels 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

Independent Labels

They Can Go Their Own Way

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—BEN FONG-TORRES
Reprobate includes the Kennedys, Brooks Williams, James Keelaghan and Rosalee Sonnet. The label originally launched Jonatha Brooke and the Story. According to the Director of Promotion, Tom Maguire. The common bond at all Green Linnet labels and music is a dedication to roots, though many of the artists have evolved into contemporary music forms.

—Kent Zimmermann

HEARTBEAT RECORDS
One Camp St.
Cambridge, MA 02140
(617) 354-0700; FAX (617) 491-1970
website: www.heartbeat-founder.com; www.heartbeatfounder.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 of Black Uhuru), Salsa Carol the legendary Mediterraneans, and Derrick Morgan.

Heartbeat Records' 200-strong catalog offers lots of old school reggae music. This specialty has been the passions of Jamaicas 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 Gorden Wamelen has built a committed 15-member promo staff including Joshua Blood Isaiah, Danie Johnson (video and record pool) and Andrew Simon (press). It's just a matter of time, says Wilson. "We're in it for the long term."

—TAMU D'LAMA

HIGHER OCTAVE MUSIC
23852 Pacific Coast Highway, Ste. 2C
Malibu, CA 90265
(310) 589-1515; FAX (310) 589-1525
email: harmunik@AOL.com

This year Higher Octave Music celebrates its tenth anniversary of specializing in progressive instrumental and world music. In 1988—before the days of Smooth Jazz—when Smooth Jazz was the music of the moment, Higher Octave was founded by Matt Marshall and Dan Selene. Their intent was to inject some spirituality into the genre, or more specifically into instrumental music. By 1991 Higher Octaves industry profile was raised further with the release of Ollington's Lebete's three Flamenenco-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 airlines such as Nature Company. World artists like Cucu Soto Koto Kamosi, Kitmama, and EKO represent the exotic, meditative side of Higher Octave Music. In 1993 the label's all invigorated by the success of the Zoo TV live album. Others include strategic use of state of the art technology as well as conventional marketing methods. Award-winning singer-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 Woodfill, former NRBC guitarist Al Anderson and Okinawa native Jeff Woodfill.

—KEVIN ZOLLER

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

Imprint Records was formed in August 1993 by former Sony Nashville President Roy Wensel and Triumphant Entertainment President Bud Scharf. 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 a re-structured development planning, which will include strategic use of store of the art technology, as well as conventional marketing methods.

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—KEVIN ZOLLER

Metal Blade Records was born to Stagel priected together The New Heavy Metal Revue presents Metal Massacre including Metallica, Ratt Black N’Blue and others. Metallica didn’t actually exist until Stagel asked Lars Ulrich if he would want to do a track for Metal Massacre. Lars later submitted a tune he and James Hetfield wrote ‘that the Lights’. At first Stagel 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, Flamin’ Groves, Saint Vitus, Michael Schenker, 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 FRIEND

PRIORITY RECORDS
6430 Sunset Blvd.
Hollywood, CA 90028
(213) 467-0151; fax: (213) 856-8790
32 West 18th Street
New York, NY 10011
(212) 627-8000; fax: (212) 627-5555

With a roster rich in the country vein, with Jesse Dayton as well as an established jazz singer, with major distribution and focus on a market that’s not really well known in America, Priority is a label that’s willing to take chances with artists that aren’t really well known in America.

—RON FELL

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New York, NY 10011
(212) 627-8000; fax: (212) 627-5555

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—RON FELL
THE INDEPENDENT LABELS' CHOICE

PAST, PRESENT & FUTURE...
Rasul in 1988.

However, the "big bang" theory of an exploding universe happened right on Priority's doorstep when they hooked up with rappers N.W.A. Ice Cube and Ice-T followed along with One Planes 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 the long haul as an independent label?

MAX TOLKOFF

QUATTROPHONIC MUSIC CORPORATION
1890 Cooks Rd., Ste. 202
Tray, MI 48084
(810) 269-9100; fax (810) 269-9104
Quattrophonic Music Corporation was formed in 1994 by performer/booking agent Michael Quarto whose idea 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 NAVS International Inc., an Internet distributor of music video and computer software products. The acquisition according to Quarto will create a "marriage of entertainment and web technology" in a combined organization that owns copyrighted records, artist and video content, and is an exclusive distributor of music videos and computer software for Internet delivery.

RAZOR & TIE
212 Sylvan St.
New York, NY 10012
(212) 473-9173; fax (212) 473-9174
e-mail: razrtie@aol.com

Chill Chenfeld and Craig Balsam, two music loving Wall Street execs formed Razor & Tie in 1993. The label first set up shop with a recording contract and licensing CD compilation and selling them exclusively over television. Those Fabulous 70s, Totally 80s, and Awesome 90s each sold over 100,000 copies.

By 1999, 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 Vee, Stone Temple Pilots, 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 tried and helped the Reggae buyer select what would be most appropriate for their store. That way we developed a good working relationship."

RAS Marketing Coordinator Teresa Alfaro says the4 idea is to deal with roots artists. "It's all about respect," says Alfaro, who notes that RAS gives its artists total artistic control.

TAMAL DU EVA

RAWKUS ENTERTAINMENT LLC
65 Reade, Ste. 28
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 Jarron 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. Platinum, the label's first release, combines hip-hop and reggae, chatting with harsh electronic sounds and metal riffs, while Popa Rasta Kool Breeze blends hip-hop and reggae. Whorgasam, 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 Enossique sounds.

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 Vee, Stone Temple Pilots, 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 tried and helped the Reggae buyer select what would be most appropriate for their store. That way we developed a good working relationship."

RAS Marketing Coordinator Teresa Alfaro says the4 idea is to deal with roots artists. "It's all about respect," says Alfaro, who notes that RAS gives its artists total artistic control.
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-length studio albums and videos, and the creation of a gigantic fan base, Sepultura is finally to become the label's biggest A&R success story. Among their many accomplishments, the label has produced a successful record, the recently released CDs, and has just put out its first single, Smooth Jazz, on February 28.

In 1996, the label's top sellers are Tyne-Davis Daniels, who has recorded Shanachie's first decision album, Let It Go. Taylor's On Its Way, and then at the end of the decade, they decided to put the band together. A3 and then nothing. A small group of releases until another band is formed. A3 is now the largest independent record company in the world. According to General Manager Bob Carlton, the existing roster includes Don Rose, Arthur Mann, and Rob Simonds. Rykodisc employs about 300 worldwide.

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

Rykodisc's first milestone was the signing of Frank Zappa's vast catalogue (which they own outright). The company acquired David Bowie's catalogue in 1986. Next came Elvis Costello, and in '91 the Irish folk band, The Chieftains.

New talent erupted on the Rykodisc label in '91, with the release of "Brown Eyed Girl." The label's first album, Let It Go, was released in about three weeks.

SUMMIT ENTERTAINMENT, INC.
10117 W. Oakland Park Blvd., Ste. 472
Newport Beach, CA 92660
(714) 261-1652; fax (714) 863-9857

LAUGHING STOCK
207 Ichabod Ave.
Santa Monica, CA 90405
(310) 581-2700; fax (310) 581-2777
email: unitylab@aol.com

Unity Label Group is founded in 1992 by the legendary established artists. We're real excited to have a place to record and Jr. The label's top sellers are Mike and PlainEye. Other notables on the roster include Stiffly, the Blamed, Unaimed, and Blemished. 1995 brought significant radio and video support for several Tooth & Nail artists. Radio promotion by Virgin, Viva and Recordings led to solid exposure on the college radio circuit, and a number of their acts have been regular visitors in the Christian rock format. Touring also remains the primary marketing vehicle for the label.

VANGUARD RECORDS
1299 Ocean Ave., Suite 800
Santa Monica, CA 90401
Phone: (310) 431-5727
Fax: (310) 394-4148

Vanguard Records dates back to 1950 when it began to forge a more musical path, encompassing jazz, folk, classical, and ethnic blues and pop music. Focusing itself as the premier folk and blues label in the 50s and 70s, it has acted like the Weavers. The label has secured the rights in the Vanguard catalog on CD, from 1954 to 1965.

19
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 Newsweek, Smooth Jazz's revenue growth has ballooned 75.7% between 1993 and 1995, vaulting it to second-place Spanish language radio (55.5%), and third-place Alternative (54.2%). Usually major music 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 Parlocko, and artists like Ellis Marsalis and Gary Bartz. We were especially impressed with the way the writers, Tom Yamlin Chang, addressed the prickliness of the term "Smooth Jazz" with some folks, and basically referred 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 "SM-O-O-T-H-J-A-Z-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 talent 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 and his wife, Beverly, look forward to relocating to Kansas City, and he's pleased with the progress KGY has made in its first year as a Smooth Jazz station.

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

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

Continued on page 22
tom scott
and the l.a. express

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

Add Date 5/30!!!
Gavin Smooth Jazz

MOST ADDED

RAMSEY LEWIS (20/26)

JOE MCBRIDE (19/52)

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 #12, 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 KJZ, WJFK, WNUI, KFMR, WLOQ, KMGO, and more!

Jazz/Smooth Jazz Pick

NICHOLAS PAYTON

Gumbo Nouveau (Verve)

Though it's only his second major label effort as a band leader, trumpeter 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 really 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.

SJV Chartbound

BLUE KNIGHTS (CDL)

CHRIS CAMIZZI (Higher Octave)

DAVE CAMP (Blue Orchid)

DAVID PAUL (Sin-Drome)

*RAMSEY LEWIS (GRP)

PALMINO DUCK (Planet Earth)

VITAL INFORMATION (Inmotion)

*TORCHES ON THE LAKE (Access)

CHIPS DAVIS' DAY PARTS (American Gramaphone)

BILLY MANN (DVG/A&M)

Dropped: #45 The Jazzmasters feat. Paul Hardcastle, #50 String, Glen Alexander.

SJV Spin Trends

1. JOE MCBRIDE +202
2. BRIAN CULBERTSON +131
3. MARILYN SCOTT +109
4. RAMSEY LEWIS +74
5. BRYAN SAVAGE +69
6. DAVE CAMP +68

Continued from page 20

ties include consultation with BJA's 25 client stations, known collectively as "The Smooth Jazz Network," which cover nine out of the top ten markets. DePuy also oversees 20 hours of Smooth Jazz and specialty programming on FM Japan/J-WAVE in Tokyo. Lorraine Bergman has been promot- ed to Music Director of The Smooth Jazz Network (replacing Ms. 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. Though it's only his second major label effort as a band leader, trumpeter 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 really 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.

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RUSSELL FREEMAN/THE RIPPINGTONS - Brave New World (Pick/GRP)

4. DOG POWELL - La Di Da (Discovery)

5. HERB ALPERT - Second Wind (Almo Sounds)

6. LARRY JOHNSON - Smooth Moves (Charity/Acclaim)

7. GEORGE JINDA - Between Dreams (Stearns/Cachet)

8. HERBIE HANCOCK - The New Standard (Verve)

9. COUNT BASIE - Movin' In The Right Direction (Indie)

10. RICHARD ELLIOTT - City Speak (Blue Note Contemporary)

11. ED HAMILTON - Plain Jazz (Telarc Jazz Zone)

12. BONEY JAMES - Seduction (Warner Bros.)

13. RANDY CRAWFORD - Naked And True (Blue Note Contemporary)

14. BILL EVANS - Escape (Escapade)

15. STRANGE CARGO - Hinterland (N-Gram/Discovery)

16. SPYRO GYRA - Head Of The Night (GRP)

17. JOHN TESH PROJECT - Discovery (GTPS)

18. BONEY JAMES - Keys To Your Heart (Heads Up)

19. BUCKY Pizzarelli - Blues On Broadway (Blue Note)

20. BILL EVANS - Three Nights In San Francisco (Joan's Jazz)

21. KEN NAVARRO - When Night Calls (Positive Music)

22. BILL EVANS - Waltz For Debby (SPA)

23. RICHARD ELLIOTT - City Speak (Blue Note Contemporary)

24. RICK BRAUN - Beat Street (Blue Note Contemporary)

25. JOSEPH VINCELLI - The Tony Rich Project - Words (LaFace/Arista)

26. THOM ROTELLA - How My Head Beats (Positive Music)

27. JOSEPH VINCELLI - Jazz Favorites (LaFace/Arista)

28. BARRY HOUSTON - Waiting To Exhale Soundtrack (Arista)

29. LIONEL RICHIE - The Vibe (Motown)

30. BARRY HOUSTON - Born To Sing Great Soul Classics (Verve)

31. BILL EVANS - Four On One (Verve)

32. BOBBY BROWN - Trees On Broadway (Blue Note)

33. THE TONY RICH PROJECT - Be There...for Christmas (LaFace/Arista)

34. BILL EVANS - Three Pieces For Piano (Verve)

35. BOBBY BROWN - Trees On Broadway (Blue Note)

36. BILL EVANS - Revolutionary Road (Verve)

37. BARRY HOUSTON - Waiting To Exhale Soundtrack (Arista)

38. BARRY HOUSTON - Born To Sing Great Soul Classics (Verve)

39. BILL EVANS - Four On One (Verve)

40. THE TONY RICH PROJECT - Be There...for Christmas (LaFace/Arista)

41. BILL EVANS - Diagonal Harmony (Verve)

42. BARRY HOUSTON - Trees On Broadway (Blue Note)

43. BILL EVANS - The Bill Evans Quartet In Japan (Verve)

44. THE TONY RICH PROJECT - Be There...for Christmas (LaFace/Arista)

45. BILL EVANS - Revolutionary Road (Verve)

46. BILL EVANS - Three Pieces For Piano (Verve)

47. BILL EVANS - In a Sentimental Mood (Verve)

48. BILL EVANS - Four On One (Verve)

49. BILL EVANS - Diagonal Harmony (Verve)

50. BILL EVANS - The Bill Evans Quartet In Japan (Verve)
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.
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 recording 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 LeBeba. Best wishes and well soon to John Cowan, the “Father of Bluegrass,” who is recuperating from a mild stroke at Tennessee Christian Medical Center in Madison, TN. Call your financial consultant now, “cause it looks like America’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.

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.

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 they applied to “Your Memory Won’t Die in My Grave” and “You’re the One I’ve Come to Live Here In Your Eyes” and “I Guess I’d Rather Die in My Grave” and “We Don’t Run.”

Another nice touch to Spirit is the musical journey, he lets his spirit take the wheel. 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 they applied to “Your Memory Won’t Die in My Grave” and “You’re the One I’ve Come to Live Here In Your Eyes” and “I Guess I’d Rather Die in My Grave” and “We Don’t Run.”

Willie Nelson’s effortlessly 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.

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.
spirit

a new album of original songs by

Willie Nelson

Produced by Willie Nelson

Sampler includes “She’s Gone” and We Don’t Run”
### Gavin A/C

#### Adult Contemporary

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>CELINE DION</td>
<td>Because You Loved Me (550 Music)</td>
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<tr>
<td>2</td>
<td>TRACY CHAPMAN</td>
<td>Give Me One Reason (Elektra/EGG)</td>
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<td>3</td>
<td>MARIAH CAREY</td>
<td>Always Be My Baby (Columbia/CRC)</td>
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<td>4</td>
<td>Hootie &amp; the Blowfish</td>
<td>Old Man &amp; Me (Arista)</td>
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<td>5</td>
<td>GEORGE MICHAEL</td>
<td>Fast Lane (DreamWorks/Cffen)</td>
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<td>6</td>
<td>GLORIA ESTEFAN</td>
<td>Reach (Epic)</td>
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<td>7</td>
<td>WHITNEY HOUSTON &amp; CE CE MINNALS</td>
<td>Count On Me (Arista)</td>
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<td>8</td>
<td>TINA ARENA</td>
<td>No. 1 (Epic)</td>
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<td>9</td>
<td>THE TONY RICH PROJECT</td>
<td>Nobody Knows (LaFaVo/Arista)</td>
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<td>10</td>
<td>STING</td>
<td>You Still Touch Me (A&amp;M)</td>
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<td>11</td>
<td>MICHAEL W. SMITH</td>
<td>#1 Lead You Here (Reunion/Arista)</td>
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<td>12</td>
<td>LIONEL RICHIE</td>
<td>Don't Wanna Lose You (Mercury)</td>
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<td>13</td>
<td>MACDONNELL</td>
<td>Love Don't Live Here Anymore</td>
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<td>14</td>
<td>JANN ARDEN</td>
<td>Insensitive (Epic)</td>
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<td>15</td>
<td>JANE KELLY WILLIAMS</td>
<td>Breaking In To The Past (Parachute/Mercury)</td>
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<td>16</td>
<td>SELENA</td>
<td>I'm Getting Used To You (EMI)</td>
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<td>17</td>
<td>GIN BLOSSOMS</td>
<td>Follow You Down! (A&amp;M)</td>
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<td>18</td>
<td>ALANIS MORISSETT</td>
<td>Ironic ( Maverick/Reprise)</td>
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<td>DOC's EYESIGHT:</td>
<td>Everything Falls Apart (Columbia/CRC)</td>
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<td>20</td>
<td>TOM BRAXTON</td>
<td>Let It Flow (Atlantic)</td>
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<td>21</td>
<td>ALL-4-ONE</td>
<td>Three Arms (Rizzi/Atlantic)</td>
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<td>22</td>
<td>MICHAEL E.</td>
<td>Love You (Curb)</td>
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<td>23</td>
<td>BoDeANS</td>
<td>Closer To Free (Reprise)</td>
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<td>24</td>
<td>MICHAEL STANLEY</td>
<td>Sha La La (Intersound)</td>
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<td>25</td>
<td>WYNONNA</td>
<td>To Be Loved By You (Curb/MCA)</td>
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<td>26</td>
<td>NATALIE MERCHANT</td>
<td>Jealousy (Elektra/EGG)</td>
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<td>27</td>
<td>EVERYTHING BUT THE Missing (Atlantic)</td>
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<td>28</td>
<td>BRYAN ADAMS</td>
<td>The Only Thing That Looks Good On Me Is You (A&amp;M)</td>
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<td>29</td>
<td>SEAL</td>
<td>Don't Cry (Ztti/Warner Bros)</td>
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<td>TOTO</td>
<td>I Will Remember (Legado/Sony)</td>
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<td>31</td>
<td>A. GREEN</td>
<td>Love Is A Beautiful Thing (Miramax/Hollywood)</td>
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<td>32</td>
<td>SORAYA</td>
<td>Suddenly (Island)</td>
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<td>33</td>
<td>NEIL DIAMOND</td>
<td>Marry Me (Columbia/CRB)</td>
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<td>34</td>
<td>THE BLENDERS</td>
<td>Charlie Anybody (Orchard Lane)</td>
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<td>35</td>
<td>JARS OF CLAY</td>
<td>Flood (Silverline)</td>
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<td>36</td>
<td>NATALIE MERCHANT</td>
<td>Wonder (Elektra/EGG)</td>
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<td>37</td>
<td>COLOR ME BAD</td>
<td>The Earth, The Sun, The Rain</td>
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<td>38</td>
<td>CELINDA PINK</td>
<td>- Unchained (Step One)</td>
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<td>39</td>
<td>TOMI LANG</td>
<td>Have You Ever Seen Your Real Love (Wonder Girl Bros.)</td>
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<tr>
<td>40</td>
<td>VOICE OF THE BEESIE</td>
<td>Scary Kisses (Discovery)</td>
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### Chartbound

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<thead>
<tr>
<th>Artist</th>
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<tr>
<td>KARLA BONOFF feat. NITY GITTY</td>
<td>DIRTY BAND - &quot;You Beloved In Me&quot;</td>
<td>(MCA)</td>
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<tr>
<td>JAE JIE</td>
<td>&quot;Reason For Living&quot; (Caribee)</td>
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<tr>
<td>EVERYTHING BUT THE GIRL</td>
<td>&quot;Wrong&quot; (Atlantic)</td>
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<td>&quot;CHER - &quot;One By One&quot; (Reprise)</td>
<td>&quot;Real Love&quot; (A/S)</td>
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### Record to Watch

**KIMMIE RHODES**

"I'm Not An Angel" (Justice)

Even if the filming Mrs. Winterborne bites the big one this theme will endure and establish Rhodas in more than one format.

### Inside A/C

**By Ron Fell**

To Margaritaville and Back

For WRCH's 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 not to be nominalized by my peers and then won. 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-Monticello, 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. He was followed by a four-year stint at A/C WTVI/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 1984 and, as a result, we got great record service," recalls Hann. "It was fun playing rock & roll and wailing away in Margaretville." 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
tropical mainland—and reality—in 1989, as a part time announcer at WHRL- Traverse City and WSUY-WRCH-Hartford, Conn. That job led to full-time work and, in 1993, Hann became the station’s music director and its afternoon drive talent. ‘At WHRL, 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 WLRD-Traverse City and WSNY-Charleston, S.C., has been named PD at Smooth Jazz & Vocals KI05-Litchfield, Kentucky, replacing Brian Walker. Rogers’ promotion from News Director also includes responsibilities programming sister station WMBL/AM.

PEOPLE
Mark Rogers is now the Program Director of WSKG/FM (K105)-Litchfield, Kentucky, replacing Brian Walker. Rogers’ promotion from News Director also includes responsibilities programming sister station WMBL/AM.

Artists
STEVE LUKATHER
(TOTO) Part One

**Artist Profile**

**STEVE LUKATHER**

**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, and her collaborative effort with the Hooters/Cyndi Lauper braintrust of Bazilian, Hyman and Chertoff, make version which was released in the UK earlier this year, but Sum Ward recorded the track for American radio prior to its Stateside release last week.”

**FAVORITE ACTRESS:** “Suspects.”

**FAVORITE ACTOR:** “Miguel Ferrer.”

**FAVORITE TV SHOW:** “The Usual Suspects.”

**FAVORITE MOVIE:** “Behold, A Pale Horse.”

**FAVORITE BOOK:** “Miguel Ferrer.”

**FAVORITE COCKTAIL:** “Vodka Martini, Grand Marnier, Apple Korn.”

**FAVORITE HOBBY:** “Life.”

**FAVORITE MAGAZINE:** “T.V. Guide.”

**FAVORITE MUSICIANS:** “Jeff Beck, Jimi Hendrix, Buddy Miles, Aretha, Jimmy Page, David Gilmour, etc.”

**FAVORITE BOOK:** “Holden, A Pale Horse.”

**FAVORITE MOVIE:** “The Usual Suspects.”

**FAVORITE ACTRESS:** “My daughter, Tina.”

**FAVORITE TV SHOW:** “X Files and Nick At Nite.”

**FAVORITE FOOD:** “Italian.”

**FAVORITE HOBBY:** “Life.”

**FAVORITE COCKTAIL:** “Vodka Martini, Grand Marnier, Apple Korn.”

**FAVORITE Hobbies:** “What else is there?” asks the award-winning Hann.

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### Gavin A3

Blue entries highlight a stronger performance than on the combined A3.

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### Top Tip

**ELVIS COSTELLO**

*All This Useless Beauty*  
*(Warner Bros.)*

It's good news week for A5'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.*

---

**Editors:** Kent/Keith Zimmerman

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**A3 Add Date:** June 4th

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**Early Adds From:**  
Acoustic Cafe  
World Cafe  
KAFR  
KERA  
KNOM  
KCPR  
KQED  
KGNU  
KUOF  
KRCU  
KUBL  
WCBE
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
A3 Picks

ANI DI FRANCO

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 reply to the protagonist after "each one took you for a ride."

The opening "Untouchable Face" is stark, tough-as-nails, and dangerous-ly armed with a classic chorus: "fuck you and your unouchable face and fuck you for existing in the first place." No A.C. play on this one—a remarkable moment that mixes love, admiration, hurt, and hatred. The single being serviced is every bit as hair-knuckled. "Otta Me, Onno You" is grits and gravel, rock for the turn of the century, when, possibly, the rest of the world will catch up with DiFranco's amazing vision.

EVERYTHING BUT THE GIRL

Walking Wounded (Atlantic)

In possibly the most vivid example of musical metamorphosis on the airwaves today, at precisely the right time, Everything but the Girl's Ben Watt and Tracy Thorn reinvent their sound and direction using jangle beats, acid and trance composition, and "abstract sounds." The result is EBTG's finest work, eclipsing even their early, pioneering work on the Rough Trade label. Clearing the canvas completely, Walking Wounded is basically the lone voice of Thom (only occasionally multi-tracked on the choruses) over Watt's memorably tasteful—but thoroughly modern—instrumental tracks. The music's simplicity makes it perfect as A3 fodder. After overcoming some May 24, 1996
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

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. I talk to music directors a lot and this 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 Sights 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 disillusionment 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.

I’ve talked 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 you 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. Conspire, 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 Sertson on the WJ 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
Sandra 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 “Peaks” is irresistible. The smooth delivery of lyrics during “Confession The Waitress” and “Air Towel” is enticing and fabulously mellow. “Blueski” is a brief instrumental on the slower-paced “Night of the Living Wedge,” and the enticings and fabulously mellow.

“Imbedded in every number is a yelling, haranguing self, and feeling the rhythm of the band on Kill Rock Stars. They send up, “Surfin’ Bird.” The contemporary set (1977-95) proves that the music has staying power and the ability to reinvent itself. Jon & the Nighthawks’ sleek “Storm Dancer,” (1980) explodes with infectious energy and a thin coat of reverbéd guitar. The wave of current surf Crests with the Wedges’ psychosurfabilly 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-alapsulation and complacency.

—David Ryan

VARIous ARTISTS
Eyesore: A Stab at The Residents (Vaccination)
OLYMPIC DEATH SQUAD- Blue Teen Bad
SINCLA- Crash Landing In Teen Heaven (Caroline)
Dropped: #20 Money Mark, #24 Lifter, #33 Los Lobos, #55 Massive Attack V Mad Professor, #59 Songs in the Key of X, #44 Vampireya Lesbia, #46 Huskerduke, #47 Vanessa, #48 Swellies, #49 Architects Of Lost, #50 Ras Sh/

ARTIST PROFILE
UNWOUND

From: Olympia, Wash.

LATEST RELEASE: Repetition

LABEL: Kill Rock Stars

CONTACT: Rob Stevenson @ AAM (212) 924-2529

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

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 great 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.
**Are They Really Worth A Thousand Words?**

The column has 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.

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 Unahomber.

1. Matt Pinfield (left) plays hand-puppet to Steve Leeds from Universal (next to Matt), while entertain- ing the boys from Goldfinger (John, Simon, and Charlie) on the set of 99X in Atlanta. We asked a bunch of programmers what's REALLY working at radio. "Or Ooooh, baby baby, I can feel the power!"

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 Bita (Brynn's roommate) backstage at SOMA LIVE.

4. It's Black Grape on the streets of Cubal Doops, sorry, that's 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 Kari, 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 WXEX PD Jeff Stevens (left), John from the Goo Goo Dolls (center), and WXEX former PD, and now PD of that other station in Vegas, Mike Stern (right).

6. It's D.J. of the week at 99X in Atlanta. In the studio we have Foo Fighter Nate Mendel, Foo Fighter Dave Grohl, and the arm & back of Sean Derry, 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 Network's Alternative interview couch" with "Kevin" trying to hit on Joan. What if "Kevin" is on the right on the photo caption Joan Osborne. Well, it says "Ooops, sorry, that's not right. It's D.J. of the week at 99X in Atlanta. In the studio we have Foo Fighter Nate Mendel, Foo Fighter Dave Grohl, and the arm & back of Sean Derry, 99X MD and Mid-day guy, Dave Grohl was heard to ask, "Hey Sean, how come all we see is your arm & back?"

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Up & Coming

Reports Adds Weeks
72 6 6 KEN MELLONS - Strange In Your Eyes (Epic)
71 32 2 AARON TIPPIN - Everything I Own (RCA)
63 56 1 - *I DON'T CARE* - Runnin' All My Heart (BNA Records)
61 51 1 - RICK TREVEL - Learnin' Ain't You (Columbia/CGR)
56 48 1 - GEORGE DUCAS - Everyday I See Pictures (Capitol)
56 29 2 - GREAT PLAINS - Dance With The Wind (Mogul)
54 49 1 - TAMMY GRAY - Tell Me Again (Atlantic)
46 4 3 - CHRIS LUCKETT - Spiritual (Capitol Nashville)
46 18 2 - MANDY BARNETT - Maybe (Asylum)
42 30 1 - CHELY WRIGHT - The Love He Left Behind (Polygram)
35 9 2 - DON COX - Man Overboard (Step One)
34 34 1 - BOBBIE CRYNER - I Don't Know My Own Strength (MCA)
32 32 1 - PAM TILLIS - It's Lonely Out There (Atlantic)

Dropped: #36 John M. Montgomery, #37 Tom Messina, #38 Tim McGraw, #44 Rich McCready, #46 D. Kersh, #48 S. M. (Smt/barnett)

GO Chart

GO MOST ADDED

MARK WILLIS (79)
CLAY WALKER (70)
LEANN RIMES (40)
TAMMY GRAY (46)
GEORGE DUCAS (40)

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

Radio & Record's GO MOST ADDED

GEORGE DUCAS (40)
LEANN RIMES (46)
TAMMY GRAY (46)
MARK WILLIS (79)

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Country Music Television's Top 20

Continued from page 44

that we have, and that's A. C. Our only danger is that we start cooking out the artists. As long as we don't cook out—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 the country music is the Adult Contemporary music of the day. The songs have real messages, all the things we used to listen to in the 60's 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 us.

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 W-1 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 tri-opolies and quadropolies—the heyday stations will always be there. But if they want to block us 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 satellite 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 recurrents. "It makes us a very diverse station," he says.

THE ORIGINAL TWISTERS

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

http://www.gavin.com

Gavin May 21, 1996
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**  
"Tweeded" (Elektra)

**Montell Jordan**  
"I Like" (Def Jam Recording Group)

### Top Tip

**Asante**  
"All About You" (Columbia)

With +213 spins last week, and +213 spins this time, Asante has increased their spins to +172 in one week. Stations reporting spins include WSEFM (33), KMJK (22), and WBBLK (5).

### Record to Watch

**Ann Nesby**  
"I'll Do Anything for You" (Perspective)

Week to week and continues that trend with an increase of +324 spins this time. Stations reporting spins include WYLD (31), WOWI (26), and KPRS (5).

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### Gavin Urban Landscape

**Tie Breaker**

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<thead>
<tr>
<th>Tie Breaker</th>
<th>Spins</th>
<th>Trend</th>
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<tr>
<td>1</td>
<td>SWV - You're The One (RCA)</td>
<td>2342</td>
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<tr>
<td>2</td>
<td>Fugees - Killing Me Softly (Ruffhouse/Columbia/CRG)</td>
<td>2315</td>
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<td>3</td>
<td>Jodeci - Get On Up (MCA)</td>
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<td>4</td>
<td>Monica - Why I Love You So Much (Bad Boy/Artsa)</td>
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<td>5</td>
<td>Total - Kissin' You (Bad Boy/Artsa)</td>
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<tr>
<td>6</td>
<td>Horace Brown - One For The Money (Motown)</td>
<td>1673</td>
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<td>7</td>
<td>Men Of Vizion - Housekeeper (MB/550/Epic)</td>
<td>1616</td>
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<td>8</td>
<td>The Isley Brothers/F/Ronald Isley - Let's Lay Together (Island)</td>
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<td>Faith Evans - Ain't Nobody (Bad Boy/Artsa)</td>
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<td>R. Kelly - I Can't Sleep (Jive)</td>
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<td>11</td>
<td>Quincy Jones - Slow Jams (Qwest)</td>
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<td>Michael Jackson - They Don't Care About Us (Epic)</td>
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<td>13</td>
<td>Whitney Houston &amp; Ce Ce Winans - Count On Me (Arista)</td>
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<td>14</td>
<td>Joe: All The Things You Man Won't Do (Island)</td>
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<td>15</td>
<td>Bone Thugs N Harmony - Tha Crossroads (Ruthless/Relativity)</td>
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<td>16</td>
<td>Toni Braxton - You're Makin' Me High (LaFace/Artsa)</td>
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<td>Mariah Carey - Always Be My Baby (Columbia/CRG)</td>
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<td>18</td>
<td>Case - Touch Me, Tease Me (Def Jam Recording Group)</td>
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<td>19</td>
<td>M.C. Lyte - Keep On Keepin' On (Flavor Unit/EEG)</td>
<td>1203</td>
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<tr>
<td>20</td>
<td>H-Town - A Thin Line Between Love &amp; Hate (Warner Bros.)</td>
<td>1100</td>
</tr>
</tbody>
</table>

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### Making Noise

**The Regional View**

**West Coast**

Toni Braxton +78  
"You're Makin' Me High" (LaFace/Artsa)

Tevin Campbell +39  
"Back to the World"  
(Qwest/Warner Bros.)

Jodeci +36  
"Get On Up" (MCA)

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**Southwest**

Toni Braxton +157  
"You're Makin' Me High" (LaFace/Artsa)

Michael Jackson +95  
"They Don't Care About Us" (Epic)

Men of Vizion +79  
"Housekeeper" (Atlantic)

---

**Mid-Atlantic**

Toni Braxton +210  
"You're Makin' Me High" (LaFace/Artsa)

Keith Sweat +108  
"Tweed" (Elektra)

Montell Jordan +91  
"I Like" (Def Jam Recording Group)

---

**Southeast**

Toni Braxton +127  
"You're Makin' Me High" (LaFace/Artsa)

Montell Jordan +72  
"I Like" (Def Jam Recording Group)

Ideal +64  
"Inner City Blues" (Noo Trybe)

---

**Carolina/Va**

Toni Braxton +130  
"You're Makin' Me High" (LaFace/Artsa)

Montell Jordan +122  
"I Like" (Def Jam Recording Group)

R. Kelly +91  
"I Can't Sleep (If I)" (Jive)
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 Lous'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 the Spring. I made a mental note to call my Grandmommy later that day.

Then DJ Ray played Mary J. Blige into Murnie 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 folk 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 my Grandmommy later that day.

On the radio, Mckay 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 dream. Recently, someone asked me if I liked Dionne Farr and Des'ree more than Sade. The day passed quickly with the help of Jodeci, Babyface, and SWV. At work, someone asked me if I liked Dionne and I said yes. When they asked me if I liked Des'ree, I said yes. When they asked me if I liked Sade, I said yes. When they asked me if I liked Dionne, Des'ree, and Sade, I said yes.

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 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 tampax promotion, which features the gospel track, "Lord I Need You;" dance track "A Witness;" and the RB ballad "I'll Do Anything For You," which was the most added tune last week on the Urban Landscape.

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I AM L.V. (Tommy Boy)

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**Gavin Rap**

**NEW**

- 3 3 1 Int - Favin' Jax featuring Pete Rock (Elektra/EEG)
- 8 4 2 De LA SOUL - The Busness (Tommy Boy)
- $ 2 3 MAV ION - Double Trouble (Remix) (Week/Next)
- 4 5 4 SADAT X - Hang Em High/Snakes And Ladders (Loft/RCA)
- 2 1 5 Group HOME - Suspended In Time (Remix) featuring Groove Theory (Payday/FFRR)
- 13 8 6 SUNSET PARK SOTIK - Mobe Deep, Back At You featuring Let's Get Lifted (Tomato/Tomato)
- 6 7 LANGE PROFESSOR - The Mad Scientist (Ghetto)
- 9 7 8 LORD FINESS - Game Plan (Actual Facts) (Phoniks)
- 12 10 9 Da YOUNGSTA'S ILLY FUNKSTAZ - Verbal Clock (Pos-Art)
- 20 15 10 FRANKIE CUTLASS - You-Ya-You (Violanza/Relativity)
- 14 13 11 2 PAC - 2 Of America's Most Wanted featuring Snoop Doggy Dogg (Death Row/Interscope/Death Row)
- 26 18 13 DARK SUN RIDERS featuring BROTHER J - Time To Build (Island/Island)
- $ 9 14 JUNIOR MAFIA - Gettin' Money (Big Beat/Atlantic)
- $ 11 15 HEATHER B - Headz Only Knew (Pendulum/EMI)
- $ 12 16 CHINO XL - No Comprehend (American)
- 27 25 17 JIGMASTAS - Beyond Real (Dead Mans Walk (Beyond Real))
- — 34 16 AMERICA IS DYING SLOWLY - Pete Rock and the Lost Boyz - The Yeam (astreet/EEG)
- 33 22 19 ARTIFACTS - Art Of Facts (Big Beat/Atlantic)
- 29 23 26 ZRO - Paparazzi (Loft/RCA)
- $ 19 21 MIC GIRONIMO - Wherever You Are remix/Men Y March (Burt)
- $ 14 22 SHAHEM - This Real (Noo Trybe/Pos-A-Fella)

**NEW**

- 23 INSONNIA - Erick Sermon Compilation - I.O.D. I Feel It (Interscope)
- 21 20 24 MC REN - The Mad Scientist (Ruthless/Relativity)
- 10 16 25 GHOSTFACE KILLA - Dead Man Walks (Beyond Real)
- $ 15 17 27 THE GENIUS - Shadowboxin' feat. Method Man (DGC)
- $ 16 14 ELEMENT - I.E.I.S. (MAXX)
- 23 26 29 ORGASMIC KONFUSION - 13th Ting In Da Remix (Priority)

**NEW**

- 30 REAL LIVE - Real Live Sh*t (remix) (Big Beat/Atlantic)
- $ 31 FUGITH - Killing Me Softly (Ruthless/Atlantic)

**NEW**

- 32 HELLTA SKELTAH - Operation Lockdown/De Waggy (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 Mobo Deep, Kapture, Montana (Dial/25 Ta Life)

**NEW**

- 36 BUSTA RHYMES - It's A Party featuring Zhane (Elektra/Interscope)
- 37 THE SUBSTITUTION SOUNDTRACK - Mark 10: Hoo Bangin' (Priority)

**NEW**

- 38 BAHAMADIA - Controversy/This The Hard Way (Chrysalis/EMI)

**NEW**

- 39 PMD - Rugged N-Row (Behavior)
## Rap Singles

<table>
<thead>
<tr>
<th>Week 17</th>
<th>Week 18</th>
<th>Week 19</th>
<th>Week 20</th>
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<tr>
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<td><strong>SINGLE</strong></td>
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<td><strong>The Coming</strong></td>
<td><strong>Ruffhouse/Columbia/CRC</strong></td>
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<td><strong>Big Beat/Atlantic</strong></td>
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<td><strong>The Love You Save</strong></td>
<td><strong>LTD/Interscope</strong></td>
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<td><strong>UNIVERSAL MUSIC GROUP</strong></td>
<td><strong>The Call</strong></td>
<td><strong>Interscope</strong></td>
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</tbody>
</table>

### Rap Pops

**COMMON**
- **SINGLE:** "The Bitch in You" (Relativity)
- **UPDAY:** "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 is off the top of my head."

**T'S MIXSHOW PICK**
- **THA TRUTH**
- **SINGLE:** "Red Lights" (Priority)
- **UPDAY:** "These three ladies from Texas have brought together two proven ingredients for girl-group success: Actual talent and strong hip-hop support from producer Erick Sermon. The track from Tha Truth's Soul Food LP is a tasty appetizer for the new album."

### Artist Profile

**KWEST THA MADD LAD**
- **UPDAY:** "Keeping it Wicked Every Single Time (KWEST)."
- **FROM:** Queens, New York
- **LABEL:** American
- **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."

**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, I think I'm best when I'm spontaneous."
Let The Mixshow Begin
Happy birthday to Island's Martine Reynolds. DJ Meinn (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 Prophets. "Boom Biddy Bye Bye" on Ruffhouse/Columbia.

Much respect to Bass Is Base. Lisa Cortes, Aaron and Loose Cannon Records. Freska is KKIs new Mixshow Coordinator. Reach her on Monday and Wednesdays at (908) 531-4602. Hot 97's Dre and Ed Lover, along with Red Alert, have been playing the Prophets. "Boom Biddy Bye Bye" on Ruffhouse/Columbia.

DM8 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 Program- ming 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.

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 up? The America Is Dying Sound album, no doubt! At last, excesses from all over unite to fight AIDS. EMZ. "The Sadat & Fat Joe O.C. joints are the best." Talib speaks Ball & G's "Listen To Me Now." "Zenobia is really diggin' "Conquillez" by Tha Hyenas. Warren confirms that Vegas has a Passion for her "Where I'm From" EMZ. "The Sadat & Fat Joe O.C. joints are the best." Talib speaks Ball & G's "Listen To Me Now." "Zenobia is really diggin' "Conquillez" by Tha Hyenas. Warren confirms that Vegas has a Passion for her "Where I'm From" EMZ. "The Sadat & Fat Joe O.C. joints are the best." Talib speaks Ball & G's "Listen To Me Now."
The T.J. Martell Foundation & Neil Bogart Memorial Fund

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.

14th Rock 'n' Charity Celebration
Benefiting Cancer, Leukemia and AIDS research
June 27, 28 and 29, 1996
Los Angeles, CA

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., ends at 11:00p.m.
Auction starts at 7:00p.m.
Tickets: $35
Special Hollywood Park/Hollywood Athletic Club pass: $60

Billiards Party and Casino
Saturday, June 29, 1996
8:00p.m.-2:00a.m.
Individual tickets: $35
Special Hollywood Park/Hollywood Athletic Club pass: $60

Event Sponsorships Available. For More Info Call:
T.J. Martell-Neil Bogart Office
310-247-2980
or 1-800-309-FUND
**Gavin Rocks**

**MOST ADDED**

1. SLAYER (62)
2. SUICIDE MACHINES (50)
3. EXTRA FANCY (22)
4. SOUNDGARDEN (21)
5. THE PATH OF RESISTANCE (15)

**TOP TIP**

**SLAYER**

*I Hate You* (American)

Thanks to heavy spins from WSQL (36), DMX (35), WCRK (28), and WRHC (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 spins.

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**Hard Kopy by Rob Fiend**

Strange Days

While I was busy inputting tedious radio reports yesterday (May 28) and cutting 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 axeman, 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 out and uptight neighbors to call the police—but I just couldn't fathom Mr. Wylde lockin' back and bopping the shit with the Zimmermans. This mangled 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 podium and onto our stage—like he was giving me a hell of a promotion stunt. Well, maybe not, but that would be enabling Wylde to float softly down.

Anyway, if Wylde threw himself out the window, his bell bottoms would probably catch the upward flow of air in such a fashion that he would probably catch the upward flow of air in such a fashion that the wide-end lower pant leg would be hanging out in our hallway on a Tuesday. 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, *Perpetual Velocity*, which is going for adds on June 3 and 4. Thirsty Ear's Ear is seeking an intern.

Call her at (210) 889-9595...And Thirsty Ear's Lula is seeking an intern. Call her at (210) 889-9595...Add for May 27 and 28 include Buda Kinevill, self-titled (Unity); Core, *Revival* (Atlantic); Scorpions, *Pure Instinct* (Mercury); Slayer, *Undisputed Attitude* (American); and Wesley Willis, *Fiasco* (Unity).
“Our Time.” The Suicide Machines are not your average “pop” punk band, since they don’t get bogged down with the cursive three-chord riff syndrome. *Distorted 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. —Firo

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 Violent Abuse original, at first doesn’t sound anything at all like Slayer. The vocals are muffled, the riffs are often messy, and even the guitar 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 punningly, 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,” “1DAMM,” 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. —Firo

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 base lines, steady thumping, and an almost English sound, they’re an almost English sound 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,” “Choon Love,” 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 funny little number that’s glazed with blue-ridden hooks and alto sax. —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’s not a lot of cool things on the radio. If your audience is craving the sounds of a furious metal drummer, definitely throw on “Ripping Corpse.” —GUY HAMELIN

“Warm and Welcome.” Also, the band should have its Web Site up and running very soon. —GUY HAMELIN

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,” “Innocent,” “Too Much,” and...
ALANIS
the summer.

be one of the top ballads of

16-year old vocal talent. This

former Record to Watch,

Airplay has been building on

with this polished, uptempo

currently breaking in Europe

Pop/Dance slots. The three-

dancers/performers will find

This trio of experienced

NO MERCY

"Where Do You Go"

NO MERCY o

do you go

This trio of experienced

dancers/performers will find

a warm reception from Top

40 programmers seeking for

fresh sounds to fill those

Pop Dance slots. The three

same hall 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

tomato 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

two or three 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.

Blessed 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

to come home.

The Badfees

"AngeLine Is Coming Home" (Polydor/&M)

It would be an understatement

to describe the band's huge

support in Central Pennsyl-

vania as solid. Programmers

like WMGK's Steve McKay,

WAV'Ts Skip Carr, and Tom

Morgan at WQKS 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 popular-

ity 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-Gi and JoJo
charm the vocal production.

We got our first glimpse of

Jordian Hill's talent when she

sang "Remember Me This

Way" for the movie Gray's

Garden last summer, but that

was just the beginning. Teaming

up with super producer David

Foster, whom Jordan calls her

"fairy godmother," 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 sin-
gle, "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 Delious,

co-composed by Brian

McKnight), and updated

renditions of the Bee Gees'

"Too Much Heaven" (featur-

ing 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.

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, "Nothing" at

All," which expresses positive

speech, to the blues-infused

"Man," with its mile-thick

layers of background vocals,

this album is as eclectic as it

is listenable. Labelmate Rich

Multiliner lends his con-
siderable skill on the harry

duced dulcimer to the lush

Appalachian-influenced treat-

ment of "Praise Song," while

the emotive " Thief"

presents an account of the

crucifixion of Christ as seen

through the eyes of one of the

mutual condemned. Third Day's

successful debut bridges the

gap between contemporary and

classic rock, and even manages
to stick a toe into pop waters
along the way.

David Bates

JORDAN HILL

JORDAN HILL

(143 Records/Atlantic)

http://www.gavin.com

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young woman in the months

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to stick a toe into pop waters
along the way.

—Todd Chatman

http://www.gavin.com
"St. Theresa" worked at KRBE and is working at Z100...It's clearly the strongest cut on the album."

— Tom Poleman
Z100/New York

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

— John Ivey
WXKS/Boston

"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!!"

— Garett Michaels & Alex Tear
WHYT/Detroit

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

just listen

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
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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 CD

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