The Sounds of the Underground: From Ambient to Jungle, With the Chemical Brothers Set to Explode

And With Top-Selling Artists Like Tricky

Also Inside: Don't Cry for Madonna

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WHAT THE CRITICS ARE SAYING ABOUT EMANCIPATION:

★★★★ "...the three-hour, three CD set by the artist formerly known as Prince is astounding in both its stylistic breadth and disciplined focus..."  
USA Today, Edna Gunderson

★★★★ "...it is an exhilarating, melodically rich tour de force..."  
People, Amy Robelen

★★★ ½ "...Loaded with ear-bending pop melodies, fat backbeats and hooks potent enough to sustain other artists for years..."  
Philadelphia Inquirer, Tom Moon

★★★ ½ "Prince’s Emancipation proclamation is a bedazzling three-hour assertion that he is the most prolific, expansive, visionary and musical pop-musicmaker since the Beatles..."  
Minneapolis Star Tribune, Jon Bream

"Emancipation includes shimmering ballads and fuzz-edged rockers, bump-and-grind bass grooves and big-band two beat, Latin-jazz jams, and dissonant electronic dance tracks..."  
New York Times, Jon Pareles

★★★★ "...his best work since, well, since he was Prince...a brilliant musician engages in his craft with a renewed sense of empowerment and joy..."  
Los Angeles Times, Elyse Gardner

The Holy River

The new single and video from the double platinum album EMANCIPATION

Produced, composed, arranged and performed by
Macey Lipman

On the State of the Business...and the Next Messiah

Macey Lipman is President of Macey Lipman Marketing (MLM) in Los Angeles, which he formed in 1972 as the "very first independent marketing company in the record industry." Lipman was previously Senior Vice President of Marketing for Liberty/United Artists Records. His company designs and executes national campaigns, gathers information for their clients and produces marketing data to retailers. Clients include the Artist, Anita Baker, Barbra Streisand, the Kings, and Daily Portrait. MLM publishes a monthly newsletter and conducts an annual State of the Business Survey, the result of calls to some 200 industry owners and shakers at the top of the new year.

1996 was a flat year for the record industry. Overall, we found holiday sales down one-half of one percent compared to last year. There wasn't anything terribly exciting out there. Probably the thing that spurred sales the most was the untimely death of Tupac. Sales went through the roof with that, and rap and hybrid music sold well, but by no means is it a trend. Hip-hop titles sell for two or three weeks, and then it stops.

Last year, there was the first Beatles Anthology set, which came out in November, and there were a lot of sales after Jerry Garcia's death. And there was the new Garth Brooks and K. Kelly albums. Those gave sales a huge spike in 1995. There are a lot of reasons being given for the flatness: decreased CD buying for the purpose of replacing vinyl records, the lack of a superstar act, or what we call a "messiah."

Macey Lipman

What it isn't is the economy. People have money. There were more people buying product, each customer, on average, spent less per transaction. They might be buying software or that Tickle Me Elmo doll instead of records.

Among the more dramatic findings in our survey is that singles have increased in sales. That could be attributed to manufacturers almost giving them away to retailers. For whatever reason, most of our respondents said single sales have picked up, and the lesson to the industry is that labels should find a way to make it a profit center.

On the other hand, cassette seem to be going away, and many retailers are cutting their stock. Many of them say they can only depend on sales from front line product, specifically urban and rap titles.

Among genres of music, Alternative still tops our list among categories of music that sold best for retailers. That got 32%, followed by rap, with 24%, rock with 23%, urban with 19%, and pop with 18%. We checked on the sales impact of an artist's performance or airplay on various television shows and networks. MTV received 56% of the pie, with the remaining 41% market share thinly divided among VH1, BET, Saturday Night Live, Rosie O'Donnell (all 5%).

We didn't ask about radio impact, because that's a given. If we'd posed the question, probably 95% would say radio is the biggest source of sales.

Generally, there seems to be a positive attitude—which is different from the feelings we've gotten before. Maybe it's because some large chains have been shutting down. But there's a lefthand among record buyers.

Every decade has its musical messiah. In the '50s, Elvis broke big. The Beatles became a milestone in the '60s. The '70s boomed with disco and a host of messiahs, and in the '80s, it was Michael Jackson's Thriller that broke new ground.

To date, the '90s haven't produced a real Messiah, musically speaking. I believe that about the closest thing to come to occupying the coveted Messiah spot is a recording artist, but Bill Gates and Windows 95. It was only fitting that its debut was heralded by rock & roll messiahs runners-up the Rolling Stones' "Start Me Up." What a fitting way to roll into the new millennium. Could artificial intelligence be far behind? The Times They Are A-Changin'.

First Words

What better way is there to kick off the new year than with a little dancing?

It's coincidental that we are running the conclusion of our two-part report on dance music this week, but it works on several levels. For one thing, we could use a break on the floor after what's been called a flat, lackluster holiday season and year (as noted by our guest, above).

For another, the report on dance, by our Vince Esparza and Mike Johns, is a reminder of how, no matter the kind of music, and no matter how popular it becomes, it ultimately gets...well, flat—not only In sales, but in acceptance. Success equals commercialism equals a big, fat target for an alternative or underground stance and sound.

That outside perspective often pumps fresh life into what's perceived to have become mainstream. Everyone is alerted to the need for something fresh, and all parties—creative, marketing, media, and audiences—benefit.

So, despite the occasional death knells for Top 40, disco, Country, punk, or Alternative, no form of popular music really dies. It gets a needed injection of innovation and reigns its beat. And then, once again, you can dance to it.

Ben Fong-Torres, Managing Editor

www.americanradiohistory.com
INTERSCOPE RISING

1996's One-Two-Three: Warners, Sony, BMG

Interscope had the happiest of holidays, thank you. The six year-old rap and rock label, which took the top four positions on the album sales charts one week late last year with Bush, Tupac Shakur, Snoop Doggy Dogg, and No Doubt, also ruled the holiday season, taking the Number One slot for eight weeks. Along with Death Row Records, whose Jagged Little Pill sold 7.4 million copies last year, by Elektra's Metallic (who unloaded some 3 million units of Load), Tracy Chapman, Natalie Merchant, and Keith Sweat, and by various Atlantic and Warner Bros. acts.

Sony improved from 13.07 percent with a big assist from Celine Dion (6.1 million sales of Falling Into You), Mariah Carey (3.1 million), and a wide range of others, including Oasis (2.6 million), Rage Against the Machine, Pearl Jam, Fiona Apple, Alice in Chains, Nas, and newcomers the Primitive Radio Gods and Maxwell.

BMG had the biggest increase in market share, going from 10.71 percent in 1995 to 12.4 percent. Its biggest contributors continue to be Arista, which led all labels in the industry in market share (for current music) with its mix of pop, hip-hop, and country stars. Toni Braxton topped the BMG field with 2.9 million sales of Secrets.

PolyGram, which had 13.01 percent of market share in 1995, slipped from third to fourth place, but can look forward to a new album from U2 and to more successes from Mercury, where Shania Twain moved 2.6 million units.

MCA's biggest performers included No Doubt (4.4 million) and Tupac Shakur (5 million of All Eyez On Me).

EMI Music is down from its 9.92 percent showing in 1995, but scored country, soundtrack, and rock hits at Capitol.

We are pleased to announce two featured performers at the GAVIN Seminar in New Orleans next month. Robert Schimmel (pictured) is one of the hottest comedians on the scene; his CD, Robert Schimmel Comes Clean, is out on Warner Bros. Records, and Schimmel will perform in a lounge setting at the Hyatt Regency.

In Los Angeles, the top stations held steady, with the most dramatic movement coming from country-rocker KZLA FM (2.1-2.9) and talker KLX-FM (1.7-2.5). Howard Stern took second place in the morning wars, his 5.6 trailing KLY-F's Pepe Barreto (7.6) and just ahead of KKBT (5.5).

As Top 40, dance, hip-hop and urban giants go at each other in New York City, with dancing 'KUTI holding on to the 12th lead, it's an AC station that made the biggest noise in the Fall Arbitrons.

WKTU FM zoomed from a 4.5 to a 5.9 to take the second slot, just 3 from 'KTVU, which slipped 6.8-6.2.

In Los Angeles, the top stations held steady, with the most dramatic movement coming from country-rocker KZLA FM (2.1-2.9) and talker KLX-FM (1.7-2.5). Howard Stern took second place in the morning wars, his 5.6 trailing KLY-F’s Pepe Barreto (7.6) and just ahead of KKBT (5.5).

NEW YORK

WKTY/F D/T40 6.8-6.2
WHLT/F A/C 4.5-5.9
WABC/F D/T40 6.3-5.7
WABC/F Old 4.9-4.5
WRKS/F Urb A/C 4.0-4.3

Changes at GAVIN

Heading into 1997, GAVIN has made some significant changes. The new College Crew comprises Matt Brown and Vinnie Esparza, following the departure of College Editor Sean Baruth. Annette M. Lai is stepping up to become Associate Editor of A/C as well as Top 40, allowing Diane Rufer to concentrate on her duties as Circulation Manager. Similarly, Stacy Baines is taking on further responsibilities as Rap Assistant in addition to assisting Quincy McCoy on the Urban Landscape.

The Convention Services department is being beefed up with the elevation of Natalie Duitsman to Executive Director and the addition of Catherine Ryan as Convention Services Assistant. Sandra Derian is promoted to Office Manager.

As part of the restructuring, GAVIN will be concentrating its Reggae coverage in two special issues during the year and has discontinued charting the contemporary Christian market. The Media Connection column makes way for more show prep material for radio.

Two exciting new additions debuting shortly are UK charts from our sister publication, Music Week, focusing on some of the music on its way to the UK, and a rundown of the live music scene with concert information supplied by Pollstar.
From Birmingham
...to a whole new place
"Fall From Grace"
The follow up track to "Birmingham." From the self-titled debut.
AMANDA MARSHALL
Thanks, But Show Me the MONEY!

BLESS CAPITOL NASHVILLE and MCA Nashville for restoring my faith in the holidays. The Music City crew accomplished that by sending me a lovely picture frame and a lovely cooler, respectively.

The thing is, it was a shock to get actual gifts, after so many years of cards with announcements about how, in the spirit of the season, the record company was making a donation in my name to some wonderful cause.

As Cuba Gooding Jr.'s character says in Jerry Maguire: SHOW ME THE MONEY! Yeah, sure, it's nice to help charities, but I do that, anyway, at year's end, and get the double pleasure of bringing cheer to good causes while earning a tax deduction.

And isn't that what the season is all about?

Back in the '70s, when record companies threw listening parties and hosted junkets, December meant a slew of goodies. Yes, labels observed an unspoken limit of a $25 value on gifts. But, just as Gooding's cry is for something more than cash, the gifts had no monetary measure; they simply offered tangible pleasure. Atlantic sent out an album-sized carrying case—brown, with Gucci-like striping—that served as the first briefcase, of sorts, for dozens of people in the rock & roll business. I still have, from Columbia, a wooden box with my name engraved on top. I never found much practical use for it, but it was still a nice show of respect.

Then came the dreaded donation craze. Exceptions, like Capitol and MCA's, are rare, but welcome. In late '95, Sony sent a holiday wreath that has begun its second year on our door, and parts of which made a lovely green salad one day when we were too lazy to go out for lunch.

YOU MAY HAVE heard the quote, attributed to Mariah Carey, and thought, "Nah—she couldn't have." The remark: "When I watch TV and see those poor, starving kids all over the world, I can't help but cry. I mean, I'd love to be skinny like that, but not with all those flies and death and stuff." Well, from scouring year-end wrapups, we learn that the quote was fabricated by an on-line magazine, which managed to get it printed in newspapers in London, San Francisco, and elsewhere. But not GAVIN. We're too sharp for that kind of stuff.

OUR FAVE year-end summary is Esquire's Dubious Achievements and, this year, our favorite items are these two:

NO WONDER SHE'S THE FLAVOR OF THE MONTH: While appearing on The Rosie O'Donnell Show, Jenny McCarthy admitted that she once fainted during an episode of MTV's Singled Out.

WOULD YOU SETTLE FOR JENNY MCCARTHY AFTER SHE'S HAD A BURRITO? Asked what he liked best about summer, Iggy Pop told Rolling Stone: I like to tick girls' sweaty armpits in the summer. The smell really turns me on, especially if they have hair.

EARLY ENTRY for 1997's best pop moment on TV: To cap its farewell to Bryant Gumbel, the Today show surprised him with one of his fave musicians, the former Prince, who ambled onto the set in Gumbel drag—crisp business suit (with the tag hanging from a buttonhole) and eyeglasses—then serenaded him with a medley of "Take Me With U" (including customized lyrics) and "Raspberry Beret." Gumbel, exhilarated to the point of tears, joyously sang along. Fresh, Prince!

Ben Fong-Torres can also be read on-line, on Channel A (www.channela.com)

While We Were Away...

Westinghouse Is Placed in Order

It's a done deal. Westinghouse's purchase of Infinity got FCC approval December 26 and was wrapped before year's end. The yet-to-be-renamed CBS/Infinity combo, headquartered in New York, has 79 stations, with Infinity Chairman Mel Karmazin in charge as Chairman/CEO. Spin-offs and trades are expected to begin soon.

McCartney to Have A Hard Day's Knight

Paul McCartney has been awarded a knighthood.

With the honor, announced on the annual New Year's list, the musician becomes Sir Paul McCartney, and will be formally knighted in ceremonies this summer at Buckingham Palace.

"It's a fantastic honor," said McCartney, "and I am very grateful receiving it on behalf of all the people of Liverpool and the other Beatles, without whom it wouldn't have been possible."

Mariah Gets Five AMA Nominations

Mariah Carey got five nominations for the 24th annual American Music Awards, on the strength of her Daydream album. Carey was nominated for Pop/Rock Female Artist (with Celine Dion and Alanis Morissette), Album (with the Beatles' Anthology, Vols. 1 and 2 and Morissette's Jagged Little Pill), Soul/R&B Female Artist (with Brandy and Toni Braxton) and album (with Braxton's Secret and Keith Sweat), and Adult Contemporary Artist (with Dion and Whitney Houston). In Pop/Rock, Bryan Adams, Eric Clapton, and Seal vie for Male Artist, while the Dave Matthews Band, Fugees, and Hootie & the Blowfish contend for Group honors.

In Soul/R&B, Male nominees are D'Angelo, R. Kelly, and Keith Sweat, while the Fugees, New Edition, and TLC are up for the Group trophy.

In Country, Garth Brooks, Alan Jackson, and George Strait got the Male nominations, while Faith Hill, Shania Twain, and Wynonna, along with Blackhawk, Brooks & Dunn, and the Mavericks fill the other categories. Brooks, Twain, and Strait have albums nominated: Metallica, Smashing Pumpkins, and Stone Temple Pilots battle for Heavy Metal/Hard Rock honors, while Bono Thugs-N-Harmony, Coolio, and Tupac Shakur are the Rap/Hi-Pop nominees.

Shakur's Mother Sues Death Row

Afeni Shakur, mother of Tupac Shakur, has sued Death Row Records, claiming that the company sold millions of dollars worth of Shakur-related merchandise without permission and cheating the artist out of some $1 million in the process.

Ms. Shakur accused the label, an attorney, David Kenner, and two companies of conspiring in a "secret enterprise" to make and sell hats, T-shirts, and sweatshirts through offers in his All Eyez on Me album without Shakur's permission.

Ex-Bombing Suspect Sues Atlanta Station

Richard Jewell, the former security guard who was suspected of planting a bomb at the Olympic Games in Atlanta last summer, sued WKLS/FM-Atlanta for using a photo of him on 100 billboards around town.

The billboards had the song title, "Freebird," next to Jewell's face.

Jewell, cleared as a suspect by the FBI following a long investigation, said he had rejected a $5,000 offer from WKLS to use his likeness. His lawsuit seeks damages for unauthorized use of his likeness and for implying that he was once a convict.

That's not how WKLS PD Michael Hughes saw the campaign. "We put up billboards that celebrated he was no longer considered a suspect, and we get a lawsuit," said Hughes. "We're a little disheartened."

Townes Van Zandt, Texas Troubadour

Acclaimed singer-songwriter Townes Van Zandt died on New Year's Day of a heart attack. Van Zandt, who was 52, died at his home in Smyrna, Tenn.

Van Zandt wrote "Pancho and Lefty" (a chart-topper for Willie Nelson and Merle Haggard), "If I Needed You" (a hit for Emmylou Harris and Don Williams), and many others, and recorded most recently for Sugar Hill Records.

Van Zandt, a native of Fort Worth, Tex., never had his records of his own, but is considered a prime influence on such fellow Texans as Lyle Lovett, Guy Clark, Joe Ely, Steve Earle, Nanci Griffith, and Jmmie Dale Gilmore.

"He was the Vincent Van Gogh of the lyric," said Robert Earl Keen. Steve Earle, writing the liner notes for Van Zandt's 1987 album, At My Window, called him "the best songwriter in the whole world," and added: "I'll stand on Bob Dylan's coffee table in my cowboy boots and say that."
IT'S WHO YOU KNOW

Everyone you should know will be there.

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Kenneth Edmonds, much better known as "Babyface," leads the pack for the 39th Grammy awards. The writer/producer/performing artist won 12 nominations.

Babyface’s work on the Waiting to Exhale soundtrack earned a nomination in the Best Album category, and he picked up his other nods for his work with Eric Clapton, Toni Braxton, and others.

Celine Dion and Smashing Pumpkins each earned seven nominations, while Beck, the rock press' consensus artist of 1996, got three, including one for Best Album. He will contend with Exhale, Don't Fall into You, Fugees' The Score, and the Pumpkins' Mellon Collie and the Infinite Sadness.

The Grammys will be presented February 26 in New York. CBS-TV will broadcast the show, and MJ Broadcasting will produce the radio coverage.

Here are the nominees in major categories:

**News**

- **Celine Dion**
- **Beck**

**Best Female Rock Vocal Performance**

- **Babyface**
- **Babyface**

**Best Male Rock Vocal Performance**

- **Garbage**
- **Garbage**

**Best Female Pop Vocal Performance**

- **Donnie Hathaway**
- **Al Green**

**Best Male Pop Vocal Performance**

- **Clapton**
- **Clapton**

**Best R&B Vocal Performance**

- **Beyoncé**
- **Beyoncé**

**Best R&B Performance by a Duo or Group**

- **Prince**
- **Prince**

**Best Rap Solo Performance**

- **Dr. Dre**
- **Dr. Dre**

**Best Female Country Vocal Performance**

- **Trisha Yearwood**
- **Trisha Yearwood**

**Best Male Pop Country Performance**

- **Trisha Yearwood**
- **Trisha Yearwood**

**Best Country Album**

- **Garbage**
- **Garbage**

**Best Alternative Music Performance**

- **Garbage**
- **Garbage**

**Just Call Him Grammyface**
That's Sho Biz By Dave Sholin

The most startling development of the new year is Universal President Daniel Glass' resignation. Daniel leaves after a great start-up year with acts such as Monifah, Crucial Conflict, Lost Boyz, Merrill Bainbridge, and Goldfinger (certified gold). MCA Music Entertainment Group Chairman/CEO Doug Morris is taking charge for now. Look for Glass to re-surface. It won't be long before he makes another major announcement.

Longtime A&M Vice President, National Album Promotion J.B. Brenner, tenders his resignation. Expect him to stay on in a consultant role. Plus, could another announcement be forthcoming soon from the former Charlie Chaplin studio trio?

On the Air

Power FM (WUSL): Philadelphia promotes APD/midday/1996 Gavin Urban MD of the Year Helen Little to Operations Director. Former OD Dave Allan will continue to consult the station...W2JM-Cleveland PD "Big Dave" Eubanks can stop acting now. His title is official by Jammin' 92.3 "management...Bubba Boudreaux has exited the MD/night slot at KSMB-Lafayette, LA, with no replacement yet named...

"Jazzy" Jim Archer is upped to MD at KYLD/AM (Wild 107)-San Francisco. D.J. Mein becomes APD/AMD. These announcements come as the station moves into new offices (the former home of KMEL). 55 Francisco St., 4th Fl., San Francisco, CA 94113. All phone and fax numbers remain the same. WSBG-Stroudsburg, PA. PD Steve McKay is promoted to Regional Programming Director for all of Nassau Broadcasting's Northern holdings, which include WNNJ/FM, WCHY/FM, and newly acquired WSUS/FM...94.9 KSAN-San Francisco brings Welch and Woody to mornings. A team for 12 years, W&W come from

Welch & Woody

WJHM/AM-Orlando...Sunday Breakfast With Christine debuts January 5 on WFUV/FM-Fordham University, New York City. A former folk correspondent for PRI's World Cafe, host Christine Lavin is a singer-songwriter who will play music she's collected during her years on the road...WNEW/AM (Wildcats) starts the new year with a lineup shuffle: The Dave Herman Rock and Roll Morning Show featuring Marty Martinez and Karen Stewart rolls from 6-10 a.m., Pete Fornatel continues in the 10 a.m.-1 p.m. slot, Scott Muni steps in from 1-4 p.m., Pat St. John takes you through to 7 p.m., Dennis Elkas returns at 7-10 p.m., Carol Miller

On the Air & In the Grooves: Alexandra Haslam • The Media Connection: David Beran • Backstage: Jan Uhlenski • Sho-Prep: Ron Fell • Friends of Radio: Annette M. Lai • Sho-Dates: Diane Rufer

On the Grooves

Maxine Stowe steps into Jon Baker's recently vacated shoes as U.S. President of Island Records' Island Jamaica imprint. Stowe comes to Island from Columbia Records, where she was Director of A&R...

Red Ant Entertainment Pres. Ruben Rodriguez to Executive VP of Urban Music. Rodriguez was founder/President/CEO of Pendulum Records prior to joining Al Teller's new venture...

Brendan O'Brien for a newly created Senior VP role. O'Brien will work with label prez Richard Griffiths on a wide range of creative issues and will serve as a creative resource for the label on various recording and artist development projects...

Steve Kline joins Geffen's Top 40 National Promotion staff as the East Coast counterpart to L.A.-based Craig Coburn. Kline has formerly spent time in the promo ranks at Lava Records, MCA, and Atlantic...Bob Merlis earns the lofty title Senior VP Worldwide Corporate Communications for Warner Bros. Records, Inc...Windham Hill founder Will Ackerman returns with a new, acoustically-oriented label, Imaginary Road...So So Def releases Director of Publicity Denyse Parks...Contact him at P.O. Box 170001, Atlanta, GA 30317. (404) 377-2990.

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SHIRLEY KISSES AND TELLS

What does Garbage lead singer Shirley Manson do to relieve stress? Her record company bought her an expensive treadmill which she hops on before soundchecks, so she doesn't bite the heads off of the rest of Garbage—Butch Vig, Steve Marker, and Duke Erickson—whom she affectionately calls "The Boys." The "Boys" were nowhere in evidence, when Backstage met up with the saucy redhead from Edinburgh, Scotland, and asked about Bush's Gavin Rossdale, who recently told MTV that Manson was the female artist he felt most comfortable promoting on their channel—as his girlfriend. No Doubt's Gwen Stefani sounded only slightlyhappier away. For Manson's part, she finds Iggy Pop and KISS's Gene Simmons the most fascinating men in rock today. Simmons stood directly in front of her at a recent Garbage show and wiggled his oversized tongue at her—but she had no idea who he was, until a roadie hissed at her that it was the Rat King himself. Afterwards he came backstage and introduced himself, and the two exchanged war stories and bon mots. "He's one of the most intelligent, charming men I've ever met," she says. "Like Iggy Pop, he makes you feel like you're the only woman in the room." Unfortunately, Pop's hell-raised wife, Suchi, doesn't feel the same, since the Igster recently told The Face that at 49, "I'm healthier and pull more chicks than I ever used to." And for Gene Simmons, we just got word that KISS now topped Pollstar's list for the most successful tour of 1996, but Action Figure Digest recently revealed that McFarlane Toys has snared the rights to make figures of the band.

ASS HER WHAT TIME IT IS

KISS aren't the only old-school rockers feathering their nests. Yoko Ono and Peter Gabriel have been designing watches for Swatch. Yoko says her design was inspired by Film No. 9, which she and John Lennon made in 1967, but if you ask us, the face of the watch is just a close-up of someone's bare behind. To her credit, she does concur, and told the New York Post that "You can call it a 'Bust Watch.' I don't know why butts are so funny, but they are. John would have loved it." The Gabriel watch is a little more restrained. He's dubbed his design "Peter Gabriel's Adam" and says that it "symbolizes the interrelationships between humankind, nature and technology." Yes there is an Eve, but it's not a watch; it's a CD-ROM that's sold separately.

ROBBIE JUMPS ON THE BAND WAGON

Robbie Robertson has always known which way the winds are blowing, so it comes as no surprise that he jetted over to the U.K. to spend two weeks with the producer of the moment, and mixer extraordinary, Howie B. to cut some tracks. As we probably don't need to remind you, Howie B. just finished (along with Nellie Hooper and Flood) the production work on the upcoming U2 album, Pop, that's due in stores March 4. As for Robertson, these tracks will most likely find their way onto his latest record. The former Band member has been working on what he considers a sequel to his 1994 Music For The Native Americans.

JANUARY 10, 1997

Sho-Prep

MADONNA/ALANIS MORISSETTE

People magazine's list of the 25 Most Intriguing People of 96 includes two Mavericks: Madonna and Alanis Morissette—the only recording artists on the list.

Peter Green, the founder of Fleetwood Mac, and a former mental patient as a result of using LSD in the '60s, has made a serious musical comeback, and is on a concert tour in England with his band, the Splinter Group.

INTERSCOPE

Interscope co-president Jimmy Iovine was recently asked by the New York Daily News which label was his role model for the exciting mix of rock and rap his label promotes. Iovine said, "Atlantic Records in 1970, when they had the Rolling Stones and Aretha Franklin—when black music and rock worked and led off each other."

MONKEES

The reunion of the Monkees—documented on a new record, Justus, a November concert in Los Angeles, and a CD-ROM—will be the subject of a TV special airing on the Disney Channel later this month.

PHIL COLLINS

Phil Collins will be honored as the Musicians Person of the Year. He'll receive his award at a Waldorf Astoria Hotel gala in New York City on February 24. Proceeds from the evening will benefit older musicians in need of economic support.

ROD STEWART

Rod Stewart will be playing in a one-off Faces reunion with Ronnie Wood. He expects Bill Wyman to fill in for the disabled Ronnie Lane.

WHITNEY HOUSTON

Among the investments Whitney Houston has made in recent years is an interest, with Danny Glover, Shaq O'Neal, and Johnnie Cochran, in the Pepsi-Cola distributorship in Johannesburg, South Africa.

PAUL MCCARTNEY

Paul McCartney has agreed to compose a symphonic piece in honor of EMI's 100th anniversary. The celebration takes place later this year.

GRACE SLICK

Warner Books is reportedly paying Grace Slick a smooth million bucks to pen her autobiography with the working title of Go Ask Alice.

JON SECADA

A new Jon Secada album is set for release in March, and it will reportedly include as many as three tracks produced by Jimmy Jam and Terry Lewis.

BRANFORD MARASIL

Former Grammy nominee Branford Marsalis recently told the San Francisco Chronicle that he's not a big fan of the Grammys. "The wood they use (in the award) is so cheap," says Marsalis. "It doesn't burn in the fireplace."

S H O - D A T E S

Kevon Phillips STARRS-Albion, CA 1/10
Bush, Bainbridge, Howard Stern, William Lee Golden, Pauleen (No Diggity) Ricky Van Shelton, Per Gigolo (Friendz) 1/12
Bill Minnich KISS-Pittsburgh, PA 1/13
Mark Allen-WARD Woodstock, NY 1/13
Stave Adkisson Wurzel Hill 1/13
Mark Allen-WARD Woodstock, NY 1/13
Dawn Adkisson Wurzel Hill 1/13
MARC COLE Hip-Hop, LA 1/14
Church Tiger (Em) 1/14
Robby Ferry-Grace 1/14
Gnere Alexander KSO-Cali, Rap M, LA 1/14
Joe Hone WACH-Hartford, CT 1/14
Billie Jo Spears, Billy Walker, Dave Groln (Yiya) 1/14
Ed Pinka Columbia Records 1/15
Gene Knight COLA-San Diego, CA 1/15
Brian Lockard CEDO 1/15
Eukuan U.S. (Mother's Day) 1/15
Mark Allen-WARD Woodstock, NY 1/15
Brian Lockard CEDO 1/15
Mike Rivers (Mother's Day) 1/15
John Dawson WMAK-Albany, NY 1/15
Ronnie Milsap, Sadie, Jim Stafford, Todd Wallsley (B) 1/15
Em Lladro 1/17
Kalyn Lee 1/17
Paul Young, Dave Earte, Suzanne Morris 1/17
Robbie Grubishe, Tom Bailey (The Florentines) 1/18
Mark Colie 1/18

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### Gavin Top 40

<table>
<thead>
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<th>TW</th>
<th>Artist</th>
<th>Title</th>
<th>Week</th>
<th>Reports</th>
<th>Adds</th>
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<td>NO DOUBT</td>
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**Total Replays This Week:** 180; Last Week: 202

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## Chartbound

**GARAGE** "#1 Crush" (Capitol)

**AMBER** "Colour of Love" (Tommy Boy)

**SHERYL CROW** "Everyday is a Winding Road" (A&M)

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### Inside Top 40

**By Dave Sholin**

**Going Through Resolution Withdrawl**

Another year's over and a new one's just begun, bringing with it the now almost instinctive urge to make a list of resolutions. The only promise I'll make is to not issue yet another reminder that the millennium is closing in on us with each passing day. Enough already with everyone's predictions about the year 2000, let's instead concern ourselves with 1997 and focus on goals rather than resolutions.

Goals always seem more attainable anyway, especially considering how apt many of us are to give ourselves failing grades for each resolution that we don't keep.

Though everyone will have a different set of goals to strive for over the next 12 months, there's one that I think would serve us all well during this or any year. That would be to place music at the very top of the priority list. Ask just about anyone and they'll likely agree their job responsibilities have greatly increased. Broadcasters and label execs vent daily about how much time is spent in meetings, handling paperwork, or putting out fires, many of which are small, but time consuming. Yet with all these new and varied duties there remains a group—actually more like a club—of professionals who make it their business to put music first. It's rare to have a conversation with any of them and hear the phrase, "No, I haven't heard that yet." The simple truth, however, is that not everyone pursues music with the same passion. Over the years, there have been some very successful programmers who've readily admitted that they don't have the greatest ears for music, but love the art of producing or conceiving great marketing schemes. There've been FMs who've confessed they turn up the radio when the jock comes on and turn it down when the music plays. But one thing all these winning FMs have had in common was staffers who did have an all-consuming passion for the music.

Just last month, Los Angeles Times columnists Robert Hilburn and Chuck Philips conducted an in-depth interview with Arista President Clive Davis. Those who attended Gavin's 1995 Seminar in New Orleans and witnessed Clive firsthand during our very first "fireside chat" will attest to his true love of music and genuine appreciation for artists blessed with the ability to create songs that become etched in our minds and lives forever. What better headline for the story than, "The Relentless Hit Man? More than a few times I've been asked to verbalize the sensation of hearing that next new smash and I've always found the experience hard to explain. Clive summed it up perfectly in this article, however, stating, "To me, there is no greater thrill than when you discover a terrific song. It's not just something you can hear. You can feel it down into your spine."

From now on, whenever that question arises, I'll refer to these words from one of the most successful music men of all time. Hopefully your short list of goals for '97 includes finding as many songs as possible that'll give the public their own personal spine tingling experience.

---

**Editor: Dave Sholin • Associate Editor: Annette M. Lai**

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

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

www.americanradiohistory.com
**Up & Coming**

**Reports Adds SPINS TRENDS**

55 2 1154 -166 DAVE MATTHEWS BAND - Crash Into Me (RCA)
39 8 699 +129 311 - All Mixed Up (Capricorn)
38 2 833 +44 GLORIA ESTEFAN - I'm Not Givin' You Up (Epic)
38 7 743 +59 BUSY SIGNAL - (Trauma/Perspective)
34 2 826 -40 SWV - It's All About U (RCA)
34 1 672 -61 FRAZIER CHURCHIS - Drivin' (Pure/RDE)
32 5 631 +57 QUAD CITY DJ'S - Space Jam (Warner Sunset/Atlantic)
31 2 963 -125 UNIVERSAL HONEY - Any Road Back (Alert)
29 3 786 -110 MINT CONDITION - What Kind Of Man Would I Be (Perspective/A&M)
25 8 367 +17 LUCIOUS JACKSON - Naked Eye (Capitol)
24 1 475 -30 SMASHING PUMPKINS - 33 (Virgin)
23 5 420 +71 DON HENLEY - Through Your Hands (Revolution)
23 7 405 +187 ELEANOR MCEVOY - Precious Little (Columbia/CRC)
20 6 546 +255 AALIYAH - One In A Million (Blackground/Ent/Atlantic)
20 8 390 +128 LE CLIK - Tonight Is The Night (Logic/RCA)
20 12 205 +6 LEAH ANDREONI - It's Alright, It's OK (RCA)
19 3 551 +31 FOXY BROWN - Get Me Home (Del Jam Recording Group)
17 — 335 -120 CAKE - The Distance (Capricorn)
17 — 263 +58 ASHLEY MACISAAC - Sleepy Maggie (A&M)
17 1 251 +33 PLASTICO - Macho Male (Cub)
16 5 392 +177 BLACKOUT ALL STARS - I Like It Like That (Columbia/CRC)
16 1 310 -33 CHALK FARM - Lie On Lie (Columbia/CRC)
16 1 511 -83 ROCKELL - I Fell In Love (Robbins Entertainment)
15 5 237 +26 THE WALLFLOWERS - One Headlight (Interscope)
14 — 300 -97 CHAKA KHAN - Never Miss The Water (Reprise)
12 2 319 -68 CRUSH - Jellyhead (Robbins Entertainment)
12 — 286 -15 M.C. LYTE - Cold Rock A Party (eastwest/EGG)
12 1 354 -53 NATE DOGG - Never Leave Me Alone (Interscope)
11 3 304 -98 STONE TEMPLE PILOTS - Lady Picture Show (Atlantic)
11 1 367 -129 JOCELYN ENRIQUEZ - Do You Miss Me (Classified/Tommy Boy)
11 1 262 +65 IMMATURE - Watch Me Do My Thing (MCA)
11 9 164 +164 * MONICA - For You I Will (Atlantic)
10 10 67 +67 * THE ARTIST - The Holy River (NPG/EM)
10 — 342 -300 DRIU WILL - Tell Me (Island)
10 2 167 +29 MICHAEL ENGLISH - Freedom (Cub)
10 2 9 11 +11 LUVIN' JOY - Don't Stop Movin' (MCA)

* Indicates Debut

**Signals & Detections**

There is definitely a story developing on the Barncaged Ladies' "Old Apartment." Sweet 98-Omaha MD Jimi Jamm heard it on WKSE-Buffalo during his trip home over the holidays and is convinced, "It will be a big hit: After spiking the Spice Girls' "Wannabe" for the past two weeks, Jimi adds it and is reporting "huge reaction" ... Australian import "I Want You" by Savage Garden on Columbia is still about three weeks away from its official release, but KISS 108-Boston, KDWB-Minneapolis, and KKRZ-Portland aren't waiting. KH 106-Providence PD Joe Dawson flashes instant phones for DJ Kool's "Let Me Clear My Throat." After only one play, Joe reports he got calls all day and believes "it will be a huge hit." Watch for an R&B ballad by Peggy Scott Adams called "Bill," which is busting out of the South. The song, originally out on New Orleans-based Mardi Gras Records, has been picked up by Universal and has generated exceptional sales off national play. The lyric features Peggy catching her man outside, "hugging and french kissing Bill!... B96-Chicago MD Erik Bradley says callout is just coming back on No Mercy's follow-up single, "Please Don't Go," and he anticipates a strong showing, adding, "It sounds great on the air." Erik's personal fave right now is Mark Morrison's "Return of the Mack" on Atlantic.

**What's Going On?**

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

**CHARLIE FISHER, PD, WFXQ-WINCHESTER, VA.**

"The calls for Garbage's "#1 Crush" came in immediately. Fountains of Wayne's "Radiation Vibe" is getting great response. The Wallflowers' 'One Headlight' could be bigger than the group's '6th Avenue Heartache.'"

**KEITH BANSEMER, OM, WDEK-DEKALB, IL.**

"The Spice Girls' 'Wannabe' is full of unique, quirky hooks. It should be an easy top 20 hit or better."

**ED RUSH, MD, KMXJ-FR, SMITH, ARK.**

"We started spinning Leah Andreoni a few weeks ago during nights, and it's taken off for us. If Alanis and the Cardigans work for you, so will 'It's Alright, It's OK.'"

**BILL BRAVO, MD, WEOW/WM-KEY WEST, FLA.**

"People in this market are going crazy for Tropicana's 'La Tropicana' for frr. It's doing great at retail and at the clubs, too. We can't play K5's 'Passion' enough. We're logging top five phones for the Cardigans 'Lovefool.'"

**ANDREW ZEPEDA, PD, KLYV-DUBUQUE, IOWA.**

"We started battling Spice Girls last week, and it's won for eight nights running. It's also Number One in requests during the day, even though it's only getting two spins at night. We just added Keith Sweat's 'Nobody,' which we got calls for before we put it on."

**GARY CUMMINGS, PD, ZFUN (KZFN)- MOSCOW, ID.**

"Top ten calls for Garbage's '#1 Crush.' We've been testing Spice Girls for the last week and a half and have added it due to strong early reaction."

**NOTE:**

Due to the holiday break, only 90% of the Top 40 panel reported this week. No stations were frozen. Panel will be back to full-strength next week.

—Dave Sholin and Annette M. Lai

**ARTIST PROFILE**

**ONDINA**

**HOMETOWN:** Goteborg, Sweden

**BIRTHDATE:** January 6, 1974

**LABEL:** Interspot Records

**PROMOTION CONTACT:** Jeff Johnson (213) 463-4896

**CURRENT SINGLE:** "Into the Night"

**THINGS THAT MAKE YOU HAPPY:**

"One thing in particular makes my heart sing: seeing two old people in love, holding hands. Christmas also makes me happy. I love buying presents for people, especially my kid sister."

**THINGS THAT MAKE ME SAD:**

"Envy. I hate envy. Why is it so difficult for some people to be happy for somebody else?"

**FAVORITE WAY TO RELAX:**

"Cozying up on the sofa with the remote control in one hand and a lot of candy in the other. The phone has to be within reach, too."

**YOUR WISH FOR THE NEW YEAR:**

"I wish for the year to be as fun and exciting as 1996 was. I couldn't be more lucky."

**FUTURE AMBITIONS:**

"I love singing and dancing, and that's what I'm going to do. Someday, I'd also like to be working with my biggest interest—astronomy. I hope I'll always do whatever makes me and the people involved happy. Something that matters."
GO MOST ADDED
MADONNA (29)
SPICE GIRLS (29)
SHERYL CROW (24)
AMBER (12)

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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Steve Resnick Top 40 818 951-6700
John Austin Rap 215 924-7823
MOST ADDED

DUE TO THE HOLIDAYS THERE WERE NO RECORDS GOING FOR ADDS THIS WEEK.

TOP TIP

DOGMA

"Cancer"

(Mercury)

Mercury's latest contribution to metal radio, Dogma, isn't going for adds until January 20/21, but be on the look out for the single in the mail this week. It rocks!

RECORD TO WATCH

BROKEN HOPE

Louthing

(Metal Blade)

Start your New Year off with a healthy dose of aggression and play Broken Hope. Hard, heavy, low-end, crunchy, and all the other cliché metal review adjectives apply to Broken Hope's uncompromising sound. Get on it!

Gavin Rocks

BY ROB FRIED

Back to the Grind

I hope everyone's holidays were groovy and cool. There's nothing like a little break from the horrid work to recharge your brain for the forthcoming year.

Unfortunately, my brain is still adjusting from vacation mode, and my body retaliates each morning to the brutality of rising before noon. The sleepy days of college bowl games, Laure It to Beater returns, and those damn Salvation Army bell ringer sharks have come to an end. It's time to brace ourselves as holiday cheer is quickly replaced by new year stress.

I'm personally looking forward to what the New Year has in store, for I've grown tired of the whole holiday scene. My subscription to Ba Humping Anonymous has run out and I'm ready to get on with it. The first thing on the agenda is to get rid of the eggnog ice cubes I made before the break. My experiment was a dismal failure, because they tasted like skin from the bottom of the bathtub and gave off such a potent odor that you had to approach them with caution. The whole extraction ordeal was like Superman trying to get rid of kryptonite. My only fear is that I didn't terminate them all and a few of the more clever ones escaped to start little colonies somewhere in the fast tundra that acts as Gavin's freezer.

I betcha Jimmy Hoffa is in there somewhere forming ice burned food unions. Kudos to the stations that remembered to report this week. Put yourselves on the back for a job well done; and if you can't reach your back, just clap your hands in the air and yell, "I'm a winner!" If you choose the latter congratulatory response, I suggest you make sure you're alone.

If any of you glanced at last week's issue, you were treated to a small overview of the upcoming seminar in New Orleans. If you used last week's issue for lining your kitty litter box, then here are some things you should know.

The 1997 Gavin Seminar will take place at the New Orleans Hyatt Regency February 12-15. The hotel reservation line is (504) 561-1234 (out of 1,000 rooms there's only 60 still available). Call Thordike Travel at (800) 466-9890 for discount airfare. Be sure to mention Gavin when making your arrangements in order to receive the cheapest rates.

Seminar registration is as follows: $199 for students with I.D.; $425 if postmarked by January 17, and $495 on site.

Please feel free for further information and helpful hints on how you can salvage your funds.

The Seminar is going to be a blast, they always are. Last year's highlights included my first glimpse at TVT Records' Gravity Kills, who have since become very successful. Last year marked TVT's Sudi Gaasche discovery of Crawlspace, who are now signed to TVT under the name Seven Dust.

If all goes well, they'll be playing at this year's Seminar. More Seminar news next week—and every week until the soiree begins.

Adds for January 13 and 14 are Bloodhound Gang, "One Fierce Beer Coaster" (Geffen); Broken Hope, Louthing (Metal Blade); Korn, *A.D.I.D.A.S.* (Immortal/Epic); Silverchair, "Abuse Me" (Epic)...Adds for January 20 and 21 include Cause for Alarm, *Breadcrumbs and the Cheated* (Victory); Deadgy, *Screamin' with the Dead* (Immortal/Epic); Dogma, "Cancer" (Mercury); Guilt, *Further* (Victory); Handsome, "Needles" (Epic); Sick of It All, *Cool as a Mustache* (Elektra/Epic).

Editor: Rob Fried • Rocks reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m. • Station Reporting Phone (415) 495-1990

Gavin Fax: (415) 495-2580

Gavin January 10, 1997

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1. CORROSION OF CONFORTMITY - Westbrook (Columbia/CRG)
2. KORN - Life is Peachy (Immortal/Epic)
3. DOWNSET - We Speak A Dead Language? (Mercury)
4. MORTAL KOMBAT - Mute Kombat (TVT)
5. DANZIG - Black Addiction (Hollywood)
6. TWIST - Aenima (Zoo)
7. CHEMICAL FIGHTER - Pigsie (Century Media)
8. MORTAL KOMBAT - Mute Kombat (TVT)
9. DOB - Angry Machines (Mayhem/FLG)
10. STUCK MOJO - Pigwek (Century Media)
11. MOTORHEAD - Overkill Sensation (CMI International)
12. UGLY KID JOE - Metal California (Castle)
13. VISION OF DISORDER - Vision of Disorder (Roadrunner)
14. OJEROSSE - Scars (Fierce/FLG)
15. P.S.T.H. - Number One (Fierce/FLG)
16. FAIRGATE - Perilously (Roadrunner)
17. CROWBAR - Broken Glass (Pavement)
18. MARY'S WINDOW - Whore (Sixgipsies)
19. S.F. FEET UNDER - Alive and Dead (Metal Blade)
20. CRYSTAL DECADE - Supernatural Birth Machine (Earache)
21. STRENGTH - Drive Like Heil (Energy)
22. KOMPASS - Still Suffering (Tooth and Nail)
23. TYPE O NEGATIVE - October Rust (Roadrunner)
24. EARTH CRISIS - Gomorrah's Season Ends (Victory)
25. NOTHIN'FACE - Nothingface (C&D)
27. DEARLY BEHEADED - Temptation (Fierce/FLG)
28. METALLICA - Load (Elektra/EEG)
29. MANOWAR - Louder Than Hell (Geffen)
30. BRUTAL TRUTH - Kill Trend Suicide (Relapse)
31. MARTH - Ib (Magazine)
32. RAINBOW - Ritchie Blackmore's Rainbow (Faith)
33. INNER THOUGHT - Perspectives (Dwell)
34. CARCASS - Wake Up and Smell the Carcass (Earache)
35. SIMAEL - Passage (Century Media)
36. CROWN OF THORNEX - Mentally Wired (Archetek Planet)
37. IRON MAIDEN - The Best of the Beast (Castle)
38. BATTERY - Until the End (Conversion)
39. SCISSORS/FIGHT - Guaranteed Kill (Waddonch)
40. MELIA RAGE - Death Valley Dron (Backstreet)
41. ACID BATH - Pagan Terrorism Tactics (Rubins Records)
42. PANTERA - The Great Southern Trendkill (Elektra/EEG)
43. SOUNDGARDEN - Down On The Upside (A&M)
44. THE NEFLIM - Zeon (Metal Blade)
45. CHEMICAL - Exile On Mainline (Metal Blade)
46. RUSH - Test For Echo (Atlantic)
47. LIT - Five Smokin' Tracks From...LIT (Malicious Vinyl)
48. PUNISHMENT - Immune (MIA)
49. WULL HAVEN - Will Haven (Revelation)
50. FYR - Py (Temporance)
Gavin College

Inside College

**Crash Course in Insanity**

Damn! It's been a crazy first week here at the office. We've had a chance to speak to some of you and get what you're all about. However, as you know, it's basically a three ring circus around here, what with trying to organize the seminar coming up in February in the City of Sin and trying to get up to speed with the charts and the new music that has been released over the past few weeks. There are still many of you we need to get to know, so please be patient. Reports were way down this week due to the holidays, so the chart may be a bit funky, like our man Pete at Fat Wreck Chords' breath, so don't freak out if your record isn't doing what your boss says it should. To all you fly MDs out there, give us a shout so we can see what you and your station are all about.

Yeah, we know we look all tweet-eyed in the photos that ran in last week's issue. That was actually the photos taken after we were caught at Walmart trying to steal the inflatable Chinese New Year's goat and some spiral ham. Oh, and no, Vinny didn't smoke roach prior to having his picture/mug shot taken; he always looks stoned.

Some things you should know—we are no longer using the x530 phone extension any longer. Direct all of your calls and faxes to x615. Also, we are all about e-mail, so feel free to say what you gotta at college@gavin.com.

We got some pretty raw ideas for the column that you'll be seeing in the 9-double tre + 1. Let us know if you have any brilliant ideas for the column or the seminar.

We were planning on sending you all letters explaining who we are, but being former MDs and promo guys ourselves, we know you won't read any mail that's more than a paragraph long. So, we have decided to run it here, with the hopes that maybe you'll spend some time.

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**January 10, 1997**

Dear College Radio Comrades,

As you are well aware by now, there have been changes here at Gavin. Change can bring about a fountain of emotions, both good and bad, from the people connected to it. In this case, change has brought about endless possibilities for your Gavin College chart as we, Matt Brown and Vinny Esparza, take over the college responsibilities for 1997 and beyond. We are looking to better this already excellent section with input from you, our business associates and friends, and through our own ideas.

Both of us have extensive knowledge and experience in the college realm, as well as in other formats. Matt has paid his dues working for various music related companies including Sony and Bill Graham Presents. He also has experience in artist management, retail, and has even started his own label.

As for Vinny, he was Music Director at KZSC in Santa Cruz, Calif. for three years, winning Gavin's College MD of the Year Award in 1994, and has worked for PolyGram and KFOG in San Francisco. He has also worked in retail and at High Street Records. Both of us have worked at Gavin for the past year doing what we gotta do to bring home the bacon. In other words, we're no joke.

We look forward to meeting all of you in person. If you have any ideas or suggestions for your college chart, please feel free to call or fax us anytime. You can reach us at (415) 495-1990 x 615. Our fax number is (415) 495-2380.

Thanks,

Sincerely,

Vinny Esparza & Matt Brown
College Radio Dynamic Duo

The College Crew

The College Crew is Matt Brown and Vinny Esparza

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

Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2380

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**Most Added**

<table>
<thead>
<tr>
<th>Track</th>
<th>Label</th>
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<tbody>
<tr>
<td>TRUCKY</td>
<td>Pre-Millennium Tensor (Island)</td>
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<tr>
<td>DJ SHADOW</td>
<td>Enthroning (MvW/In/London)</td>
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<tr>
<td>JOHNNY CASH</td>
<td>Unchained (American)</td>
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<tr>
<td>WILCO</td>
<td>Being There (Reprise)</td>
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<tr>
<td>JON SPENCER BLUES EXPLOSION</td>
<td>Now I Got Worry (Matador/Capitol)</td>
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<tr>
<td>TANYA DONELLY</td>
<td>Sliding and Diving (4-AD)</td>
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<tr>
<td>LUCIOUS JACKSON</td>
<td>Fever In Fever Out (Grand Royal/Capitol)</td>
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<td>FUTURE SOUND OF LONDON</td>
<td>Dead Cities (Astralwerks)</td>
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<td>SCREECHING WEASEL</td>
<td>Bark Like a Dog (Fat Wreck Chords)</td>
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<td>GUIDED BY VOICES</td>
<td>Sunfish Holy Breakfast (Matador)</td>
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<td>VIC CHESNUTT</td>
<td>About To Chop (Capitol)</td>
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<tr>
<td>SUPERCHUNK</td>
<td>The Laughter Guns EP (Merge)</td>
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<td>SPACE</td>
<td>Spiders (Gu/Universal)</td>
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<td>MAZZY STAR</td>
<td>Among My Swar (Matador)</td>
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<tr>
<td>SEPTEMBER 67</td>
<td>Life Is A Theory (Sub Pop)</td>
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<td>SAFE AND SOUND</td>
<td>A Brief In Response to the Brookline Clinic Violence (Big Rig/Mercury)</td>
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<td>MOBY</td>
<td>That's When I Reach For My Revolver (Elektra/Egg)</td>
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<td>KULA SHAKER</td>
<td>K (Col/Univ/RS)</td>
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<td>764-HERO</td>
<td>Salt Sinks and Sugar Frosts (Us)</td>
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<td>RAILROAD JUNK</td>
<td>The Third Rail (Matador)</td>
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<td>SUKIA</td>
<td>Comico Espiral con el Terce Sordo (Nickel Bag)</td>
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<td>SISY BAR</td>
<td>Statutory Grape (Sugar Fix)</td>
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<td>CHAVEZ</td>
<td>Ride the Fader (Matador)</td>
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<td>SATURNINE</td>
<td>Flags For Unknown Territories (Dirty)</td>
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<tr>
<td>GUITAR WOLF</td>
<td>Missile Me (Matador)</td>
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<td>INCURSIONS IN MILLENIUM</td>
<td>Various Artists (Drag City)</td>
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<td>AXIOM DUB</td>
<td>MYSTERIES OF CREATION</td>
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<td>HEAVENLY</td>
<td>Operation Heavenly (K)</td>
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<td>HEATMISER</td>
<td>Mic City Sins (Caroline)</td>
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<td>THE CLEAN</td>
<td>Unknown Country (Flying Nun)</td>
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<td>STEREOLAB</td>
<td>Laminations Sampler (Elektra/Egg)</td>
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<tr>
<td>HUEVOS RANCHEROS</td>
<td>Get Outta Dodge (Mint)</td>
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<td>HAPPIEST GUYS IN THE WORLD</td>
<td>Happiest Guys in the World (Dot Dot Dash)</td>
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<td>LESS THAN JAKE</td>
<td>Losing Steam (Capitol)</td>
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<td>JOSEPHINE WIGGS EXPERIENCE</td>
<td>Ben Box Lifestyle (Grand Royal)</td>
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<td>BOYS LIFE</td>
<td>Departures and Landladies (Headhunter/Cargo)</td>
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<tr>
<td>SPACEMEN 3</td>
<td>Performance (Young)</td>
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<tr>
<td>SNACKER PIMP</td>
<td>Becoming X (Virgin)</td>
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<td>POP AMERICAN STYLE</td>
<td>Various Artists (March)</td>
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<td>IN DEFENSE OF ANIMALS</td>
<td>Various Artists (Caroline)</td>
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<td>RED KRAYOLA</td>
<td>Here (Dog City)</td>
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<tr>
<td>PONY</td>
<td>El Dorado (Homespeed)</td>
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<td>JOE CHRISTMAS</td>
<td>North To The Future (Tooth And Nail)</td>
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<td>SCARED OF CHA</td>
<td>Mosaic Youth (Empty)</td>
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<td>ALEC BATHGATE</td>
<td>Gold Lame (Flying Nun)</td>
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<td>SKANKIN' PICKLE</td>
<td>The Green Album (Dr. Strange)</td>
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<td>MORCHEEBA</td>
<td>Who Can You Trust? (Discovery)</td>
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<td>PAPERCLIP PEOPLE</td>
<td>Secret Tapes of Dr. Ech (Planer E)</td>
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<tr>
<td>SPLASHDOWN</td>
<td>Stars &amp; Garters (Castle Von Butler)</td>
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<tr>
<td>FIREWATER</td>
<td>Get Off The Cross... (Jr Se/Big Cat)</td>
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**Top Tip**

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<tr>
<th>Track</th>
<th>Label</th>
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<tr>
<td>HUEVOS RANCHEROS</td>
<td>Get Outta Dodge (Mint)</td>
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Los Hueso son chingones!
Una banda que "rocks hard" y que sale este semana en el número 32!
Estos huesos son sabrosos!

**Record to Watch**

<table>
<thead>
<tr>
<th>Track</th>
<th>Label</th>
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<tr>
<td>TREBLE CHARGER</td>
<td>Treble Charger (Fair Candy)</td>
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Turning up the treble this week are WRL, WUNH, WUHA, and WURM.

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**Gavin January 10, 1997**

www.americanradiohistory.com
Like That!  by Thembisa S. Mshaka

9-Tre’ Double Duce

Welcome to 1997, folks. Change is on the horizon in a major way. Are you ready for the dawn? Are you online? Are you making your money work for you? Are you setting up for the future or will it set you up? My personal theme for this year is Back to Basics. Back to artists practicing talent and innovation, labels recognizing talent and innovation, and radio taking chances on talent and innovation. Back to respecting and encouraging colleagues instead of hating on them for less than no reason. Back to efficiency instead of excess, because time is moving on and you can’t take whatever’s left with you anyway. Back to music that I love, not just like, enjoy, not just listen to, and feel, not just appreciate. For the most part, 96 was a sparse year for excellent product. 1997 is tip, but not before they deliver the next chapter from Wu-Tang Clan (below) on February 28. While I have yet to get a confirmation on whether Fat Joe signed with Bad Boy or not, All City has struck a new deal with Geffen and they’re polishing up the album. No, T-Boz is not doing a solo album, she’s getting in with TLC for album number three. Speaking of LaFace offerings, Outkast’s new version of “Jazzybelle” features Babyface, the man himself, singing the hook! Nno Trybe has new albums from Scarface, Big Mike and the lovable new duo 3xCrazy due by spring. Elektra has two smash hits on their hands, “Wild 4 Da Night” from Rampage and “Hollywood” from Cydal. Undeas/Big Beat are releasing a new version of “Crush On...” Continued on page 21.
ICE CUBE
the world is mine

THE SINGLE FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK

DANGEROUS GROUND

Also featuring new music from

B-LEGIT, CELLY CEL, THE CLICK, KRIS-ONE, KEITH MURRAY, MYSTIKAL, SPICE 1,
T'OO SHORT featuring LUCI AND MC LYTE-YO YO-NONCHALANT-BAHAMADIA

In-Store Feb.11 • DANGEROUS GROUND the movie, starring Ice Cube, opens Feb. 14

Executive soundtrack album producer: Ice Cube

www.americanradiohistory.com
Ray

the newest star from the people who brought you Brandy

On January 20 it’s his turn.
On-line  BY QUINCY MCCOY

How to Survive and Thrive in 1997

Let's face it: programming has changed drastically over the last few years. Deregulation and station consolidation have forced our business into rapid, bottom-line economic policies and have increased workloads of many programmers who now have to oversee two or three stations. Radio mergers have increased the demand for more syndicated programming, as owners seek to differentiate their formats while cutting programming stuffs. It's not only getting tougher to keep your job, it's almost impossible to get a programming position.

The days of the program directors whose only qualifications for the job were "good ears" and "people skills" are vanishing from the landscape like gunslingers in the Old West. Today's ideal PD has great marketing skills, is Arbitron smart, is profit oriented, and is an aggressive coach demanding high performance from his or her team players.

The contemporary ideal is a great coach who can combine rapport and the ability to pass along wisdom with a talent for listening, resulting in motivating, empowering, and educating employees.

To better prepare you for programming challenges in 1997, I've put together a list of subjects for anyone who is interested in becoming a successful manager. Beware, the following ideas and suggestions aren't your usual quick fix or simple New Year resolutions. These ideas will take a real commitment on your part to change, to improve your personality, or totally re-invent your attitude and values regarding work.

PERSONAL DEVELOPMENT: Goal-Setting

This year, get yourself in the best physical condition possible and maintain your regime. When you are in shape, your brain works more efficiently and your body can handle more stress. If you're going to compete, create, negotiate, and lead, you have to be in tip-top condition. The only way to stay ahead of the pack is to continue to raise the bar, challenging and surpassing your current skills.

Maintain your hunger for learning. Stay in touch with the latest technical developments and concepts, and read every cutting-edge idea from strategic and motivational thinkers. Go to seminars and book readings to listen to and question visionary speakers. Your constant thirst for knowledge will keep you topical, local, and relevant. This type of passion is contagious and will uplift not only your performance, but that of your entire organization.

Marketing

When students ask me how to prepare to become a program director, I have an easy answer: study marketing. The language of marketing has become the acceptable form of communication at radio stations. With more and more stations run on a corporate level, marketing lingo is the primary language. Do you know what the terms "branding" or "market clustering" mean? If you don't, you're already behind on where the industry is headed.

Understanding marketing is the key to defining and locating listeners for your station. Once you know who your audience is, you'll be able to serve your customers with the best programming and promotional ideas. This opens the door to healthy Arbitron ratings.

Market Awareness

Remember that your market constantly changes. Nearly one-third of all Americans will relocate this year. Nearly five million will get married. New families and new lifestyles change your marketplace. For free information about potential new listeners, go to your public library. The public library is a great source of information on what has happened in your market culturally in the last few years; use it. The reference librarian will be able to steer you to the books and publications that have market studies, census reports, research reports, and industry studies by companies that paid impressive sums for the data.

Stations that don't weave local humor, events, or language into their sound will never be a true member of the community. It's important to rally around your city. Most PDs come from somewhere else and bring with them things that worked in other markets. For insights, talk to locals.
You’re with Lil’ Kim’s voice on it, and Shirelqe is excited to bring it to you as the new promotion director on the West Coast. In other new gig news, Ron Williams replaces Safari in college promotion at Penalty and he’s working the new Capone-N-Noreaga single “Top of New York (T.O.N.Y.).” Safari is director of Urban promotion at H.O.L.A. Recordings, home of the “Indestructible” Reign. His new digits are (212) 777-5678...keep it worldwide for the 9-seven...like that. — One Love.

J-Rap

J-FLEX

“Who Been There, Who Done That?”

(Death Row/Interscope)

J-Flex is that ghost writer with more than one story to tell about being in the shadows and going without cash and fame. His first subject is Dr. Dre, for whom he wrote the verses he rapped on “Natural Born Killaz,” and “California Love.” While the

wholly appropriate rhythm of Patrice Rushen’s “Forget Me Not” slides along, J-Flex unleashes the makings of a great answer record to Dre’s post-Death Row defeat. Contact El-Man at The Row for wax at (215) 852-5000.

RAMPAGE THE LAST BOYSCOUT

“Wild 4 Da Night”

Feat. Busta Rhymes

(Flipmode/Elektro)

Flipmode is gettin’ live this year! The Coming of Busta was only the beginning; Rampage takes the baton like a hungry emcee determined to be champion. This jam will have you jumping up and down with fervor like you did at Seminar ’96 when they hit the stage. Part II will be off the hook next month... contact Eric or Rene at Elektro (212) 275-4058.

Opportunities of a lifetime! Saw provides free

(25 words) listings to radio stations and record companies on a “space available” basis in Opportunities. To guarantee that your ad runs promptly, or to place a larger copy size call Parker Gibbs at (415) 495-1990, ext. 521, for a cost run. To appear in the following week’s issue, your ad must be received by Friday noon (PDT), seven days prior to issue date. Free Opportunities listings should be typewritten on company station letterhead and are accepted only by fax (415)-495-2586.

We offer weekly display advertising at extremely modest prices. Call Gavin Classifieds today.

Contact Parker Gibbs at (415) 495-1990, ext. 332.

Northern New York Mixed 96 WYXC Canton-Potsdam-Ogdensburg 1st Hit MC 24/7 Adult Positions open for part-time News Director and Afternoon Drive On-air jock. Send resumes and resume to this bright, right and neat small market radio station that sounds hot! Past jocks have gone on to bigger gigs, including former Program Director Tom (values who is now doing nights at WYJ) New York City as Sean Money. Send resumé to Tony Murphy, Mix 96 WYXC, Canton, NY 13617.

Country 174 in Northern California wine country seeking morning show host/team. Background in country music and computer savvy a plus! T&R to: Melissa McConnall, P.O. Box 3500, Springville, CA 95407 EOE. Major Contemporary Dance/Record Company seeks seasoned professional to assume the responsibilities of Sr. Director Promotion. The successful candidate for this job will have 3.5 years Radio Promotion experience. We offer an excellent salary and benefits package. Qualified candidates send resume, cover letter and salary requirements to Human Resources, P.O. Box 5085, Bremerton, WA, 98312-0585.

WSP

CUSTOM COMPACT DISCS

Custom CD’s from $49. Call for a catalog today! Over 5000 digital hits from the 50’s to the present!

Steve West Productions 800-858-HITS (4487)
At Underground Dance Music

Last September, we ran a story on the rise of dance music in Top 40 radio. This feature highlighted two dance-oriented stations, WKTU in New York, currently the number one station in the country, and Groove Radio in L.A., a unique entity that features more experimental, non-commercial dance grooves as well as the slick Top 40 grooves fully embraced by its New York counterpart. While the philosophies of these stations differ greatly, one thing is clearly evident in their success—dance music is making a huge comeback on the airwaves and in the retail realm.

While the term "dance" may be seen as a single style or sound to the casual spectator, the differences in sound within the genre vary greatly.

Our first story focused primarily on dance music with a commercial edge, often backed by the "big money" of dance-friendly majors such as Arista and RCA. The success of acts such as Ace of Base, Lara Santiago, and the Macarena has spurred other majors to enter the arena with hopes of finding the next dance craze.

However, as with any successful commercial genre, there is always a black sheep in the family—a sound or style which rejects all that is mainstream and "accepted" in the lucrative end of the genre. This movement is often labeled "underground." At first, it is ignored by the mainstream, but eventually becomes co-opted with a mega-marketing scheme cooked up by corporations looking to cash in on "the next big thing."

This process happened in the late '70s when punk was created by those who were fed up with the crass commercialism of popular rock. This no-holds-barred, do-it-yourself style of playing became the savior for a generation which embraced the attitude, style and independent spirit of punk's aggression. Twenty years later, the punk aesthetic became the foundation for the "grunge" movement.

"Underground dance" is a vague term that describes a handful of dance sounds that, until very recently, has enjoyed success only on a small scale at college radio and in the clubs. Today, underground dance finds itself at the very crossroads where "punk" found itself six years ago - on the threshold of massive commercial acceptance with the omnipresent danger of being used, abused, overplayed, and disowned when Joe and Mary Middle America tire of the style. One only need look at the growing wreckage of alternative and "grunge," which has created a new crop of cynical music fans fed up with lackluster bands and stale recordings.

Defining "underground dance" is extremely difficult. Because the underground scene has embraced so many divergent sounds, from ambient to techno to jungle and every cross-pollination in between, we have narrowed our focus to the two most innovative, controversial and ground-breaking movements currently happening—jungle (a.k.a. drum & bass) and "trip hop."

At this point, underground dance has become more a function of DJ culture and the underground dance community accepting and embracing sounds which mainstream music culture fails to accept.
to recognize. The music makers of these particular styles often have problems with the labeling their music invites. This is especially true with producer/artists like Tricky (who has refused to do interviews with journalists that persist in labeling his music trip hop). Another innovator, DJ Shadow, simply calls his music hip-hop and refuses to be associated with the trendy genre term, battling futilely against the "Godfather" status which has been heaped upon him.

Jungle, a highly volatile form of dance music that has become a staple in the clubs of England, has so far remained underground here in the States. Combining elements of techno, dub, jazz, and various other musical styles, its trademark sound is frenzied drumming over booming, dub-like bass lines. It has the distinction of being the very first style of dance music created in Britain.

Trip Hop, on the other hand, is seen by some as the stylistic opposite of jungle, since it is often a more down-tempo, and richly layered music that has more in common with hip-hop and dub. Unlike jungle, whose approach to the bass line mimics that of reggae dub, trip hop incorporates dub elements. The vocalist (or in this case, rappers) are removed and the music is processed to give it a more psycho-active feel. The resulting sound is aesthetically dubwise, but hip-hop in terms of the groove. Consequent the question of whether or not this is actually "dance" music comes into play.

The groundwork for this music was laid as more like today's house music, with the emphasis on bass grooves rather than flashy orchestrations and catchy themes. This underground disco sound has since become the domain of pricey collector circles and rare snippets surfacing, on occasion, as samples.

The majority of the labels putting out jungle and trip hop are based overseas, especially in England, where dance, in all of it's forms, is Top 40 music. Of the labels leading the way here in the States, only a few have big money behind them—Quango, mostly a compilation label is backed by Island and Astralwerks, a division of Caroline whose roster is a virtual who's who in cutting edge dance and electronic music. Of the smaller independents, Astralwerks, Mephisto, sm:je, and compilation/CD-ROM label Om are among the leaders in the realm of underground dance.

Andrew Goldstone handles radio promotion for Caroline's Astralwerks label. In it's five-year existence, the label has established itself as one of the leaders in underground dance. With artists such as the Chemical Brothers, Future Sound of London, and Plotek the label has enjoyed respectable sales on a number of recent titles, thanks to the rise in popularity of this music.

"I see a lot of things happening to dance that happened to punk rock two years ago," says Goldstone. "Dance was the next big thing in '91 and it never happened. It never happened because it wasn't ready to happen, and now I'm scared of people who don't necessarily know or understand the music trying to capitalize on a limiting climate. I'm also scared of people signing shit bands and ruining it all over again."

Following this thought, Goldstone determines, "It's an inevitable conclusion that the underground eventually becomes part of the mainstream. But even if this genre becomes extremely successful, there will always be an underground and artists who want to be underground can be underground.

"I think that as far as we've come and as much as the industry sees electronic music as being an important, developing genre, there is still a vast public that has no clue, and thinks of techno as basically something much closer to industrial—something that is really noisy, abrasive, hard and inaccessible.

"Part of it is that there is still quite a stigma attached to the music," explains Goldstone. "Retailers will bring in one techno record, but they aren't going to bring in two techno records. Unfortunately, I think the industry only listens to itself and not to the public. They accept what the industry thinks as what the public thinks, and those two are simply not connected.

"I see it in radio as well. Programmers are traditionally slow in coming to the party. I think programmers simply don't give their listeners enough credit."

Goldstone concludes, "There is no music being made right now that is more progressive than electronic music, because it spans such and enoromously broad spectrum of styles and sounds. There is something every music fan can appreciate."

In relative terms, '96 was a good year for the experimentally minded Astralwerks label. Relaunching DJ Spooky's well-received album Songs of a Dead Drummer and sponsoring the Recombinant Tour, the New York based label has quickly become a fixture in the burgeoning electronic dance music scene.

Label Manager Eric Gilbert has his own theory about dance's recent rise. "I think what's really going on is that people have become inevitably bored with the old rock format," he says. "And it's all very much tied into cultural changes that are going on, with the technology especially. It's almost an inevitable evolution."

Gilbert also recognizes the ties the music has with punk of the '70s. "There are a lot of similarities between the electronic music scene now and what went on in the punk scene," he explains. "Because it's about music and attitude and ideas. It's always suggesting the future, but it's always looking for elements of the past to bring into the future."

Gilbert also disagrees with the common assumption that the European market is most conducive to cutting-edge dance music. "In England, the creative pressure is to have a hit. Here, people tend to just do what they want rather than trying to fit into the trend or the next big thing. Consequently, artistic values here are a lot healthier.

Gilbert also stresses the importance of non-commercial radio in exposing underground dance artists. "College radio is our most important outlet. It allows us to really build awareness on a level that we couldn't in any other way. It is one of the last real free-form outlets for underground dance music."

"What's most important about this emerging club music movement is that it needs to be defined by artists, not flavor-of-the-month genres," Quango label co-owner Jason Bentley says. "The people who come up with these genre terms are usually the press. But the artists don't necessarily want to be put in a box creatively."

"As a label, we are trying to create a home for underground dance music here in the States."

Chris Kelley does radio and press promotions for OM Records, which has been around for about two years, documenting underground dance music with the CD-ROMs.
As mentioned, a major component of the dance revolution is the nascent technological revolution. If you're curious to find out more about ambient, trip hop and especially jungle, we suggest the First Byte web page at: www.1stbyte.com

Chris Courtney, the creator of this page, explains, "First Byte is using the Web as a music resource. This means the listener can get the kind of information they want quickly and easily. There are no reviews on this site; you don't need them, because you make your own decisions based on what you hear." First Byte will allow you to get up to three minutes of music with out the need for a special server.

OM Records does two simple things," says Kelley. "We put out underground dance music and we put out visual art. We focus on interactive music, which could be anything from artist interviews to club scenes. It's limitless. Primarily, we want to show people an artist at the heart of what they are, not just focus on their music."

"Underground," says Kelley, "will mutate more and more in the next few years, making room for the independent voice. You see it happening already with KROQ in L.A. giving Jason Bentley a show that he can play jungle and trip hop. You're starting to see write-ups in Rolling Stone and Spin—magazines that have largely ignored us for the last few years—embracing the music and saying this is a viable format."

On the retail side, underground is championed by "moody & pop" DJ shops, where vinyl is still king. The vinyl selection is comprised mainly of 12" singles on independent labels and majors that are dance and vinyl friendly.

Soundworks in San Francisco is one of a handful of stores that cater to the DJ in a city where there are more DJs per capita than anywhere else in the U.S. Co-founder Sam Labelle has been a DJ himself for 17 years and has seen many dance styles come and go.

"I don't really see a commercial future for jungle, at least here in the states," he says. "We see one side of the music becoming very facile and acceptable. Its future is that it will be listening music in an ambient sense, meaning background music. It's not something that people are going to dance or sing along to."

"Major labels have put testers into the waters, but are not seeing any success. If an established artist like Everything but the Girl, whose last album heavily incorporated jungle, can't break it, it's probably not going to happen. When most majors get involved with these genres and they become commercial or even worse, it doesn't become commercial—they give up on it and this has a negative effect on the genre."

"Dance music goes in waves. We saw a slump in the early '90s due to "grunge", now all of that is totally commercial. We are now seeing a true resurgence of dance music.

Labelle stresses the importance of club goers in maintaining the music's non-commercial edge. "The people that are in the clubs, and that are dedicated to that culture are the ones that are the testers," he says, "and a good DJ that wants to progress the sound will spin to these people. When it becomes popular with the taste makers, then radio will take a chance. There are cases in which it will go the other way, but in our realm, the club DJs break the music first."

After two decades, New York City's Vinyl Manta has become a fixture in the Big Apple's dance community. They carry a variety of dance music including, but not limited to, garage, house, hip-hop, and acid jazz. Interestingly enough, the store does not stock jungle at this time. When asked why, Founder Charlie Grapenose replies, "I carried jungle when it first came out a few years ago and it didn't really work. Since it didn't work at the beginning, I never took it beyond there." Vinyl Manta's biggest seller at the moment is house.

On the other side of town, however, a small store specifically for jungle music was opened by two young DJs and an investor. Ninety percent of what is sold at Break Beat Science, founded three months ago by DJ Dana, DJ D.B., and DJ booker Paul Morris, is Drum and Bass.

"We are confident that jungle has staying power for us," says Dana. "This was proven to us when people said it was gone three years ago and now it's as big as it ever was. In every top country in the world, top producers are getting into the drum and bass thing."

As Dana points out, there is a jungle sound to suit everyone. "It has diversified so much and there are so many different styles even within the genre. For example, we have older people buying the jazzy jungle and more pop-oriented sounds like the latest Everything but the Girl. The great thing about this music is that it appeals to someone who has never been into any type of dance music before."

When asked whether or not jungle is still considered underground, Dana offers a rather fresh perspective, "Something will remain underground no matter how popular it gets," he advises. "It's very hard to gain mainstream acceptance without compromising, therefore it's a self-fulfilling prophesy. The spirit of this music will always stay underground because people who are doing it are not willing to compromise."

"I think that radio is one of the major things holding back this music. There are a lot of people out there that would genuinely like this music if given the opportunity to hear it."

While the younger generation of DJs and merchants, like Break Beat Science, are relying heavily on jungle's staying power as a viable and lucrative music, seems to view this genre as another fad. Either way, both jungle and "trip hop" are having a substantial impact in the retail realm.

Commercial radio has been slow to start with this music, which should come as no surprise to anyone familiar with how radio works. The flavor in the underground now will take about four years to get on the commercial airwaves. But we are already seeing this change reflected on tastemaker MTV, which has debuted a new electronic music-oriented video program called "Amp," and at commercial alternative radio with the recent success of Orbital and the Chemical Brothers. And web sites are springing up every day for this music and artists. With the technology to create these sites and the music made readily available to anyone with the right equipment, electronic music will surely seep into every cultural nook.

As we near the 21st century, the music industry needs an injection of creative juice. Whether or not mainstream music culture will tap the "underground" to fill this need remains to be seen. But in the prophetic words of Chris Kelley, "This is a phenomenon that will get a lot bigger than what we've seen so far."
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### Top Tip Eric Johnson

**Venus Isle (Capitol)**

Texas guitarist Eric Johnson percolates over the holiday, jumping 32-27 with a total of 285 spins during a soft holiday week.

### Record To Watch Widespread Panic

"Hope in a Hopeless World" (Capricorn)

Widespread Panic hits the streets as the Bombs and Butterflies album represents the band's hardest A3 impact yet. WSP are Most Added, with 177 spins out-of-the-box. Look for a monster debut next week.

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**Gavin A3**

Blue entries highlight a stronger performance than on the combined A3

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**Pierce Pettis**

**Making Light of It**

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- Performance Magazine

"Pierce Pettis is a top notch songwriter."

- Guitar Magazine

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"...I've seen everyone from U.S. Senators to pro-football stars rock the night away with this group! Roomful of Blues packs a powerhouse of sound into a tightly-tuned package."
—Jane Fredrickson, Music Director, Cities 97/Minneapolis

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—Mike Morrison, Program Director, KSCA/Los Angeles

Check out the hot new single "Standing Here at The Crossroads" from their brand new release Under One Roof.

Going for adds on January 14th!

On Tour Now - More dates to come!

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Silver Spring, MD
San Francisco, CA

2/6
Piermont, NY
Chicago Blues
Hollywood Ballroom
Bimbo's

2/7
New York, NY
Chicago Blues

2/8
Cleveland, OH
Wilber's

2/9
New Berlin, WI
Irish Spring House

2/10
Chicago, IL
Buddy Guy's Legends

2/11
Dayton, OH
Gilley's

2/12
Ferndale, MI
Magic Bag Theater

2/13
Cambridge, MA
Regatta Bar

2/14
Silver Spring, MD

2/21
Chicago, IL
Buddy Guy's Legends

2/22
Dayton, OH
Gilley's

2/23
Ferndale, MI
Magic Bag Theater

3/1
Cambridge, MA
Regatta Bar

3/2
Silver Spring, MD

3/22
San Francisco, CA
Bimbo's

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If your New Year's resolution had anything to do with playing well-written, beautifully crafted and passionately performed songs, allow us to help.

baby

Hot off his nomination as A3 Artist of the Year, Nil Lara starts the new year right with an amazing track successfully proven on WXRT-Chicago, CIDR-Detroit, WXKV-Boston, and KMTT-Seattle.

From the self-titled debut ranked #36 in Gavin's 100 Best Albums of 1996.

The new single from the singer-songwriter who has toed with Natalie Merchant, *Me'Shell N'Degeocello, Los Lobos, Ben Harper,* and on the HORRIBLE Tour.

Produced by Susan Rogers and Nil Lara
Management: Jesus Lara and Jose Tiliash for Matt Entertainment

"...one of those rare examples of a truly imaginative musical alchemist."
—LOS ANGELES TIMES

"A revelation."
—BILLBOARD
**History**

This is the enclaved that Big Head Todd Park Mohr needed to unleash upon the programming crowd that has thoroughly accepted this band as one of the early (if not the first) core Triple A band. Beautiful World is a splendid return to form after the band's experimental previous release, and "Resignation Superman" is as fine a starting point as any, although radio will not be limiting themselves to a single portion. Until January 28, when the album is officially released, this track will more than do the trick.

**FIONA APPLE**

"Sleep to Dream" (Clean Slate/WORK) More proof that this girl means serious business. A 300,000 units later, the depth truck process begins, and "Sleep to Dream" sounds more like a first trucker to me. First week in '97, Fiona makes the post-holiday transition and starts the year with an upward spin trend during a soft spin week. All that industry promotional stuff aside, the song's a killer, smart and tough.

**DAVID BOWIE**

"Little Wonder" (Virgin) Ziggy meets the jungle house mixers, this is rowdy, industrial and not totally unlike what you're going to hear out of U2 later this year. Ultra modern, but hey, so was the Ziggy's in his day.
BRUCE COCKBURN
THE CHARITY OF NIGHT

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Come To New Orleans If Only for the Sheer Chaos

This job is a piece of cake. Except for the GAVIN Seminar in February. Except for the Summit in August. Except for all of the calls I can't return. Except for all of the music we can't get to. Except for the chaos we all feel at our jobs, this gig is a piece of cake.

Case in point is the GAVIN Seminar, February 12-15.

True, our course is firmly set. Meeting times are chiseled in stone and will be announced en masse next week. You'll agree that it will be our best gathering ever, especially after we're allowed to release all of the names we're anxiously sitting on.

But that doesn't diminish the chaos factor of putting on the event. Of the traveling. Of budgeting the necessary funds toward booking speakers and arranging panels. Of anticipating production snarls and keeping things on time. Of drawing the right caliber of people. We understand that a convention is as much about networking as it is about attending sessions. So what we've done is incorporate the chaos of producing the event into the actual event.

Come again?

Here's the scoop. Writer Douglas Rushkoff, author of Playing the Future: How Kids' Culture Can Teach Us to Thrive in an Age of Chaos (as well as the hot-selling Cyberia) delves deeply into the concept of surviving chaos by adopting a child-like absorption of popular culture.

Multitasking is one of the virtues of today's youth. Adapting quickly and maintaining a broad (albeit a short) attention span is what "screenagers" do best. Sounds like your personal modus operandi? Well, we've asked Rushkoff to address all of us in a general, all-formats-ages-colors-demos-are-welcome environment.

Believe us, this is information we all need, whether you're in need of a youthful presentation for your station or plan on trying to understand why our industry, particularly the younger CD-buying demographic, is mired in chaotic change. Say you were able to capitalize on that chaos, would that ring your bell? Douglas Rushkoff is slated to address the GAVIN Seminar on Thursday, February 13, 1:45pm. Be there or be squared or cubed.

We were as shocked as everyone else on hearing of J.B. Brenner's departure from A&M Records. Obviously, A&M's loss will be someone else's swift gain.

Still, it's hard to imagine dealing with that label's fine roster and not doing a bit of horse trading with the J.B.-meister. Every call from J.B. is a little like haggling at a busy market square. The man knows how to make a presentation for what he wants, but isn't afraid to give so that everybody's happy in the end. I hope he doesn't kill me for printing his phone number—but what the hay—call J.B. at (818) 501-6579 and tell him you miss him, because we already do.

Congratulations of Amy Doyle, the new Program Director of the Zone, KKZN in the lovely Dallas/Fort Worth metroplex. Doyle joins the station from WPBZ "The Buzz" in West Palm Beach where she worked hard signing on that station. Before that, she spun out of New England as Music Director of WBMX in Boston. Meanwhile, Susquehanna continues to tap Paul Marszałek's talents as station consultant. The Zone signed on last October 25. We look forward to their taking up space on the GAVIN A3 GRID.
On Z Corner

By Keith Zimmerman

Star Seminar Events for Jazz and Smooth Jazz

Next week's Gavin will carry a full Seminar agenda featuring keynotes, general sessions, and format-specific meetings. Meanwhile, here is an essential breakdown of the meetings, keynote events, and a couple of evening events happening in the French Quarter. Before we get down to details, though, here are some special announcements.

Reserve Your Hotel Room Now! The Hyatt is already 90 percent booked up. We've never been so close to full so soon. Get into that last 10 percent by phoning (504) 561-7234. We have plenty of comparably priced hotel rooms at the nearby Fairmont Hotel, plus the Fairmont will provide free shuttle to the Hyatt if you don't want to stay at the hotel room. Phone the Fairmont at (504) 529-7111 for reservations and mention the Gavin Seminar.

SEND PRODUCT FOR JUKEBOX JURY 2000

Consideration:

This year, we're using United Artists Theatres' Process Network technology to computer-graphically assess this year's Jukebox Jury song selections for both Jazz and Smooth Jazz. KOAI PD Michael Fischer will host the Smooth Jazz Jukebox Jury 2000. Overnight those musical selections to Michael at KOAI, 7901 Carpenter Freeway, Dallas, TX 75217. KPIU's Joe Colan will be assembling the jazz entries. Send music to Joe at KPIU, South 1218 Street & Park, Tacoma, WA 98407.

Here's a wrap-up of the format-specific events for Jazz and Smooth Jazz in order of appearance, Thursday through Saturday, February 15-17 at the Hyatt Regency in New Orleans.

THURSDAY 11:30 A.M.
JAZZ JUKEBOX JURY 2000/BRAD MEHLDUHL PERFORMANCE SHOWCASE
Joe Colan of KPIU is busy compiling music for the return of our Jazz Jukebox Jury. Send him your considerations. Co-hosted by John Rogers of Faraday Records. The United Artists Theatres Process technology will enable us to include dozens of audience members' votes alongside an extensive panel of jazz programmers and music industry opinion leaders. In addition, we will be conducting an instant-response survey of key horsetraining questions involving jazz on the radio, so be sure to bring your music evaluation and programming Hank Shank survey. Whenever Brad, sound artist Brad Mehlduhi is already hosted at the jazz fest in New Orleans, and when his hits plays selections from his upcoming CD, The Art of the Fool, you will surely agree.

THURSDAY 3:45 P.M.
SMOOTH JAZZ AS A PROGRESSIVE FORCE ON THE EMBASSY
Smooth Jazz has proven itself as a lucrative form of major-market radio. It's also a progressive musical radio format. Bob O'Connor, Keith McKinnon, and Courtney Thompson of Opp/1st Broadcast Consulting will conduct a session driving into musical philosophy, serving your show, looking forward, and using direct mail as a weapon in your programming arsenal.

THURSDAY 8:00 P.M.
STUFFIN' WITH SOME BARBECUE WITH LEROY JONES
It's his first night in the French Quarter, so why not stuff yourself with this/Dakota Blue/Izzy/Robby Biomari, plus a special guest who has just signed with Zibah. Here's his way through selections from his upcoming CD, Pages for Pages. The gig takes place at Donna's in the French Quarter.

FRIDAY, FEBRUARY 14
THE SMOOTH JAZZ REVOLUTION CONTINUES/TELARC RECORDS CONTINENTAL BREAKFAST
Another hotly-tipped evening co-hosted by Alan Kepler, the man who put "invention" in Broadcast Architecture, and WWOJ PD Maurice Todd. Do all Smooth Jazz stations sound the same? Hell, no! Alan has, arguably, the best ears in the format end.

Editors: Keith & Kent Zimmerman • Jazz & Smooth Jazz reports accepted Thursdays 9 a.m. - 3 p.m., Station Reporting Phone: (415) 495-1900 • Gavin Fax: (415) 495-2580
Gavin Smooth Jazz

MOST ADDED
WHITNEY HOUSTON

NORMAN BROWN

TOP TIP
NORMAN BROWN
Better Days Ahead
(Mot/AtjazzMotion)

Af ter a super-proli fic 1995, Norman
Brown enters '97 alive and pickin' as
this week's Number One Spin Trend,
+78. Track is "Third World."

Continued from page 31

Vocals

Renee's own and Verve Records' mainstays follow up to last
year's sensational Marie's Dig showcase. Renee was in the
hotter pop producer around, having worked with the likes of
Beverly Hunt, Bob Dylan, and the Rolling Stones. Now he's
signed with his band and has recorded his third studio project, "No War."

FRIDAY, 1:30 P.M.

ORCHESTRA WAS FEATURING SUPER PRODUCER BROWN AND
Renee's own and Verve Records' mainstays follow up to last
year's sensational Marie's Dig showcase. Renee was in the
hotter pop producer around, having worked with the likes of
Beverly Hunt, Bob Dylan, and the Rolling Stones. Now he's
signed with his band and has recorded his third studio project, "No War."

FRIDAY 8:30 P.M.

BLUE NOTE SHOWCASE WITH DAVID REEVES,
JAMES HUNTER QUARTET, AND SHARON IVY

Join Blue Note and Verve listeners for a fan-
tastic evening of jazz in the French Quarter at
The Legend Room on the third floor of the Music Cruise. Gavin
attendees will be treated to a reception from 8:30 to 9:30
prior to theScr. Now alsoophony signing
Sharon Ivy will open, followed by the Charlie Hunter
Quarter, performing selections from their Bob Morley
tribute release, "Denny Street." Sharon Ivy will be
backed by a tight New Orleans ensemble, per-
foming songs from her Number
One release, "The Grand Encounter. Get
there early, directly after the Black
cocktail party. Transportation will be
provided and the show will be broadcast on the
Internet.

SATURDAY 10 A.M.

SMOOTH JAZZ JUKEBOX "JUKE 2000/INSTANT RECORDS
CONTINENTAL BREAKFAST

He did such a great job last year that KDA's Michael Fisher is
back—by popular demand—to host this year's premiere,
smooth Jazz jukbox June 20. Our esteemed
panel of judges have a multitude of tastes and talents, plus
dozens of audience members will be able to vote too. Judging
new music is often the best way to get to those tough topics in
music/radio, and Fisher will smoke out the vital issues.

Best year, best hour Records bought out Count Basie to perform a
couple of Basie tracks. This year, they'll be bringing separation
and producer Gates to perform this year's music honors.

SATURDAY 11:45 A.M.

JAZZ RADIO AT THE CRUISE CROSSROADS

Join co-hosts WAYNE'S Joe Smoove and VVS's Bad Stone as
they guide us through the tough issues with a panel of their
peers. Who carries the listener's score—the programmers or the
disc jockeys? Is it new release glut causing the modulating sys-
drome of eight weeks? Should jazz radio find its com-
moner listener through music research? Jazz radio bosses bend a
TSI, but how about better cancer? What's the connection
between retail and jazz radio? What about dueling, self-
managed, and building quality mix sets? This will rep-
resent a sequel Thursday's meeting.

SATURDAY 2:00 P.M.

GAVIN JAZZ/SMOOTH JAZZ AWARDS LUNCHEON

FEATURING THE MICHEL CAMILO TRIO

What will be the coveted Gavin Awards in the Jazz and Smooth Jazz
genus? Besides win and various acceptance speech,
we'll be dazzled by a legi-

SATURDAY 2:00 P.M.

GAVIN JAZZ/SMOOTH JAZZ AWARDS LUNCHEON

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What will be the coveted Gavin Awards in the Jazz and Smooth Jazz
genus? Besides win and various acceptance speech, we'll be dazzled by a legi-

S&V Jaz Sp Tren

1. NORMAN BROWN =+8
2. KEIKO MATSUMI =+50
3. ZACKARY BREAUX =+47
4. BRAXTON BROTHERS =+46
5. PAUL HARDCASTLE =+40
6. CURLED SOUNDTACK =+38

S&V Jaz Chartbound

Jazz Chartbound

DREAM SESSION (Milestone)

STEVE DAVIS (CIMP)

ALTO SUMMIT (Milestone)

ERIC ALLISON (Contemporary)

APRIL BARROW (Kosmoell)

LEW TABASKIN (Concord Jazz)

STAN GETZ (Concord Jazz)

DAVID WHITE (CIMP)

BILL NAY (CIMP)

HARVEY WAINAPEL (Jazz Mission)

MEL TURNE (Concord Jazz)

Dropped: A+44 Marc Copland, #49 Jimmy Madison &
Friends, Jazz For Joy, Gaby Gibbo, Sardi, Bob Stewart

Editions: Keith & Kent Zimmerman • Jazz & Smooth Jazz reports accepted Thursdays
9:30 a.m. 3 p.m. Station Reporting Phone (415) 495-1990 • Gavin Fax (415) 495-2500

www.americanradiohistory.com
CELEBRATING OUR VICTORIES

1997 LOS ANGELES
HUMAN RIGHTS CAMPAIGN
DINNER GALA

There is much to have hope about, but still much work that must be done. The Human Rights Campaign raises a united voice on the issues. We lobby and mobilize. We reach out and educate. And we make sure your voice is heard.

We're reaching out farther and wider than ever before. We've even changed our name because our efforts touch every part of your day-to-day life.

If you're an HRC member, thank you—your support has made great work possible. And, if you're not a member, we urge you to join us. The greater our membership, the stronger our voice.

Join us at the 1997 L.A. Winter Gala: Saturday, February 1, 1997; Beverly Hilton Hotel.

For information and tickets, please phone 213.580.7590 or fax 310.395.4017. Tickets are $175 and VIP passes are $330.

Cocktails and silent auction begin at 6:00 PM, followed by dinner and awards at 7:15 PM.

HUMAN RIGHTS CAMPAIGN
WORKING FOR EQUAL RIGHTS FOR LESBIAN AND GAY AMERICANS
Most Added
Steve Kolander (12)
American Songbook (9)
Beth Williams (7)
Mary Chapin Carpenter (6)
Hank Cochran & Billy Don Burns (4)

Top Tip
Various Artists
American Songbook (Tripe)
Great response generating for this unique package of select cuts from Steve Earle, Kim Richey, Freakwater and many others.

Record To Watch
Beausoleil
"L'amour ou la Folie" (Rhino)
Cajun legends celebrate their 20th anniversary with an assortment of friends.

Gavin Americana

LW TW Reports Adds
1 1 Johnny Cash - Unchained (American) 74 0
2 2 IRS Depliant - The Way/Should (Warner Bros.) 70 0
3 3 Carl Perkins - Go Cat Go (Dinosaur) 55 0
4 4 Jerry Jeff Walker - Scamp (Tried & True) 60 1
5 5 True Life Blues - The Songs of Bill Monroe (Sugar Hill) 56 0
6 6 Lacy Kaplansky - Flash And Bone (Red House) 54 0
7 7 Jerry Garcia & David Grisman - Shady Groove (Acoustic Disc) 46 0
8 8 BRS-46 - BRS-46 (Arista) 48 0
9 9 Erica Wheeler - The Harvest (Signature Sounds) 53 0
10 10 The Del McCoury Band - The Cold Hard Facts (Rounder) 51 0
11 11 Rank Outsiders - Checkpoint (Rank Records) 52 0
12 12 Riders In The Sky - Public Cowboy No. 1: Music of Gene Autry (Rounder) 51 0
13 13 Hank Cochran & Billy Don Burns - Desperate Men (Small Dog-A-Barkin') 50 4
14 14 Chris Wall - Any Saturday Night In Texas (Cold Spring) 46 0
15 15 Mike Henderson - First Blood (Dead Rocking) 49 3
16 16 Beth & April Stevens - Sisters (Rounder) 49 0
17 17 Michelle Shocked - Pink Hearted Woman (Private Music) 41 0
18 18 Greg Brown - Further In (Red House) 36 0
19 19 Less Sampou - Fall From Grace (Flying Fish/Rounder) 43 1
20 20 Rig Rock Deluxe - A Musical Salute to the American Truck Driver (Upstart/Diesel City) 36 0
21 21 John P. Strohm & Hello Strangers - Caledonia (Fat Earth) 41 1
22 22 Mary Black - Circus (Curb) 39 1
23 23 Carrie Newcomer - My Father's Only Son (Rounder) 38 1
24 24 The Freight Hoppers - Where'd You Come From, Where'd You Go? (Rounder) 36 1
25 25 Ignitions - Ghost Train (Hayden's Ferry) 36 1
26 26 Moonshine Wily - Bold Displays of Impeccation (Bloodshot) 35 0
27 27 Gene Clark - This Byrd Has Flown (Monster Music) 36 1
28 28 Harley Allen - Another River (Mercury) 35 2
29 29 Pierce Pettis - Making Light Of It (Compass) 36 1
30 30 Peter Rowan - Bluegrass Boy (Sugar Hill) 32 0
31 31 Ian Tyson - All The Good Uts (Vanguard) 32 0
32 32 Jan Krist - Curious (Silent Planet) 31 2
33 33 Wilco - Being There (Reprise) 28 1
34 34 Marty Stuart - Honky Tonkin's What I Do Best (MCA) 27 0
35 35 Mary Chapin Carpenter - A Place In The World (Columbia/Capitol) 27 6
36 34 Insta-Daturas - Insta-Daturas (Reptile) 33 2
37 37 Jason & The Scorchers - Clear Impetuous Morning (Mammoth) 31 0
38 38 Kate Mackenzie - Age of Innocence (Red House) 29 3
39 39 Marty Brown - Here's To The Honky Tonks (Hig Tone) 26 0
40 40 Steve Forbert - Rocking Horse Head (Revelation) 23 0

Chartbound

September 67 (Enclave)
American Songbook (Tripe)
Kathy Kallick (Sugar Hill)

Jana Stanfield (JS)
Beth Williams (BGM)
Steve James (Discovery)

American Inroads by Rob Bleustein

Ringing in the New Year—Leftover Salmon Style

Starting this New Year off needed to be done in a style that would set the tone for the next 300-some odd days. With that in mind, in '93 and yes, it was strange but most enjoyable to see a show at the Fox and not be in hyper-schmooze.

The big New Year's extravaganza—or as Leftover Salmon guitarist Vince Herman put it, "the year's first Festivaaaaal!"—included plenty of craziness. The Zoos of Zydceco opened the show, and in a seamless move of spontaneity, by the end of their set, each member of Leftover Salmon was onstage jamming with the Zoos. A triumphant "Jambalaya" sent the Zoos on their way, as Leftover began their set in a natural flow.

It's moves like that, along with the band's talent, integrity, and conscience that will have them staking claim this year as ultimately the most talented party band. With a stage set that included giant angel wings and a
clock that seemed to be stuck at 4:20, the hall was a festive sight. Balloons, lights, and glittering streamers mixed with the theater's art-deco ceiling and walls. Salmon's first set gave folks a taste of their new album, Euphoria, which will be released in March.

As the midnight hour approached, a parade began from the side of the stage. Led by a split-smokin' fish (make that a salmon), a giant float of Bert from Sesame Street (the connection is all yours to make), Mayor McCheese, and a school of swirling fish, the parade snaked its way through the hall and back onto the stage. As the clock struck twelve, a diaper-clad individual riding a giant Number 2 pencil was hoisted from the front of the stage to burst the giant mass of balloons, which cascaded down upon the revelers as the band and assorted guests romped through "Auld Lang Syne."

Leftover Salmon kept the madness going for the next hour and a half. The evening concluded with a rousing "Aiko, Aiko," followed by the thematic "Rise Up, Wake and Bake," which turned into a closing parade led by Vince Herman—right out of the theater, into the streets, and onto the Pearl Street mall. Leftover's connection with their audience strikes one as that of mutual admiration, and that admiration should only continue as the band continues to tour throughout the year after the release of Euphoria. Euphoria, indeed.

**GRAMMY GOODIES**

This year's Grammy nominations have been announced, and once again, several categories are stocked with several of the past year's Americana favorites. Congrats to Gillian Welch, Jerry Douglas & Peter Rowan, Jimmie Dale Gilmore, Richard Thompson, and Bruce Springsteen—all of whom were nominated for Best Contemporary Folk Album. Also scoring big in the nominations were Junior Brown, nominated for Best Country Song and Best Country Male Vocal for "My Wife Thinks You're Dead," Lyle Lovett, whose The Road to Essenwada was nominated for Best Country Album, as was Dwight Yoakam's Gone, and BR5-49, who scored a nomination for Best Country Vocal by a Duo or Group. The bluegrass category is also stocked with nothing but winners, with nominations going to Tim O'Brien, Del McCoury, Rowan, and the tribute records to Bill Monroe and the Stanley Brothers. If any of you nominees have an extra plus-one, I'm available.

**RADIO-O-RAMA**

Jeff Grubb is the new music director at KAZU/FM, replacing Peter Williams, who has been promoted to station manager. Jeff will be taking music calls all week except Wednesdays, from 1-4 p.m. cst. Ray Miller's new call times at WJTH/AM are Tuesdays, 10 a.m.-1 p.m. est... Jim Patrick and Rob Moore have moved their call day at KIKT/FM to Wednesday from 2-4 p.m., so please make a note of these changes.

Please welcome the following stations to the Americana reporting panel:

**KHYI/FM 95.3**
660 North Central Expressway, Suite 120
Plano, Texas 75074
(972) 396-1640
Fax: (972) 396-1643
Contact: Bruce Kiddler
Music Call Times: Mon.-Fri. Noon-3 p.m. cst.

**KCSS/FM 91.9**
801 West Monte Vista
Turlock, California 95380
(209) 667-3578
Fax: (209) 667-3333
Contact: Jeannie Pacheco
Music Call Times: Mon. 10 a.m.-Noon, Tues. 1-4 p.m., Wed. 9 a.m.-Noon pst.

**WVLS/FM 89.7**
808 E. South Street, Suite 1; Round Rock, TX 78664
(512) 255-9600
Fax: (512) 460-2085
Contact: Keith Scott
Music Call Times: Tuesday, 9 a.m.-5 p.m. cst.

Please note that WMTO will no longer be reporting to Americana.

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**Gavin Americana Most Added 13**

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<td>(214) 326-1461</td>
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<td>KZMK</td>
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<td>Jason</td>
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<td>Dan</td>
<td>(972) 740-1224</td>
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Visit us on the Web: www.hankcochran.com

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**Desperate Men**

Hank Cochran

Billy Don Burns

"A Modern Day Red Headed Stranger..."

Rob Bleetstein

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**Small Dog-A-Barkin'**

Distributed by Rounder Records

Media: Martha Moore / 615-298-1689
Radio: Jon Grimson / 615-352-0420

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### MOST ADDED

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<td>Reba McEntire (157)</td>
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### TOP REQUESTS

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### RECORD TO WATCH

**Trace Adkins**

(This Ain't) No Thinkin' Thing

(Capitol)

This song has smash written all over it. WHKW-Louisville's been playing this track for months and reports huge phones!

---

**Gavin Country**

**Let's Take It From the Top!**

The new year tends to bring out the organizer in most of us. We've got new calendars, doodle-free folders, and have made a number, its reporting status could be in jeopardy. If you are planning on freezing due to a holiday or illness, please call or fax us so that we can update our computers to reflect this. If a station doesn't report for three consecutive weeks, the available data will not be used.

- Once a playlist has been received, the only changes allowed are reinserting an erroneous drop back to the category it held the previous week, and calling in a late add for the station. Please check over your playlist carefully before sending it in.
- Please clearly mark your categories of Heavy, Medium, and Light categories. (In the near future, we will be adding a current and depart light category.) Also, it is very important to list you adds and drops, top requests, and any album cuts you are playing.

---

**Inside Country**

**BY JAMIE MATTeson**

### Stogie Time: It was a celebratory affair at the Asylum Records post CMA party: (L-R) Gavin's Jeff House and Jimmy Herring, Bryan White, and WQYK's Dave McKay.

silent vow to stay clutter free and organized. So, as we start fresh for 1997, I felt it would be a good time to once again recap the reporting procedures for all Gavin reporters.

- **All** playlists are due in our San Francisco offices by 3 p.m. PT.
- There are no exceptions to this. You may call your list in to (415) 495-1990 or fax to (415) 495-2580. If you have difficulty getting through to San Francisco, you are always welcome to call or fax Jeff House or myself in Nashville at (615) 255-5010, fax (615) 255-5020.
- After the chart closes at 3 p.m. PT, there will be a 30 minute grace period for any changes.
- In order to keep our research information as current as possible, each station is allowed only six frozen reports per year. If a station exceeds this number, its reporting status could be in jeopardy. If you are planning on freezing due to a holiday or illness, please call or fax us so that we can update our computers to reflect this. If a station doesn't report for three consecutive weeks, the available data will not be used.

---

**Editor Jamie Matteson**

Consulting Editor Lisa Smith • Associate Chart Editor Jeff House

Country covers accepted Fridays 8 a.m.-3 p.m. and Mondays 8 a.m.-3 p.m.

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

Nashville Office: (615) 255-5010. Nashville Fax: (615) 255-5020

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**Gavin January 10, 1997**

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**KILT-Houston's recent "Now Country Spectacular" show included Career's Lee Roy Parnell (left) pictured here with KILT PD Dobie Pipa, and Career's Scott St. John (right).**

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## Up & Coming

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<td>51</td>
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<td>* MARTINA McBRIDE - Cry On The Shoulder Of The Road (RCA)</td>
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<td>LARRY STEWART - Always A Woman (Columbia/CRS)</td>
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<td>* REGINA REGINA - More Than I Wanted To Know (Giant)</td>
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<td>HARLEY ALLEN - Boy She Did (Mercury)</td>
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<td>* DAVID KERSH - Another You (Curb)</td>
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<td>JOSE NICHOLS - Tell You The Truth, I Lie (Intersound)</td>
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<td>* LORRIE MORGAN - Good As I Was To You (BNA Records)</td>
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**Dropping:** #29 Randy Travis, #33 Alan Jackson, #42 Reba McEntire, #44 Shania Twain, #45 Crystal Bernard, #48 Trace Atkins, #50 Tony Toliver, K.T. Oslin, Mike Ward, BRS-49

* Indicates Debut

### CMT Adds

**BIG HOUSE - Cold Outside (MCA)**
**BRYAN SMITH - Jack Of All Trades (SOR)**
**CLAY WALKER - Rumor Has It (Giant)**
**DAVID LEE MURPHY - Genuine Rednecks (MCA)**
**DOUG SUPERNAW/HERSHAL WALKER - 4 Scores And 7 Beers Again (Agidron)**
**GARY ALLAN - Forever And A Day (Decca)**
**KATHY MATTEA - 455 Rocket (Mercury)**
**MARTINA McBRIDE - Cry On The Shoulder Of The Road (RCA)**
**THRASHER SHIVER - Be Honest (Asylum)**

### Album Cuts

**LITTLE TEXAS - Kiss The Girl**
**TY HENDRON - Don't Tell Mama**
**CORINDA - Whatta Gonna Do With That**

## CHANGES FOR UP & COMING

**Beginning with the reports for January 17, songs reported by 15 percent of the panel will be listed in the Up & Comin section. For our Gavin GO chart, the number of stations is 20, and for the Gavin main chart, the number of stations needed is 30.**

### WHAT'S ON YOUR MIND?

We're in the planning stages for the upcoming Gavin Country Seminar, which will take place in Los Angeles April 24-26. Got a burning issue that needs to be addressed? Have a solution you'd like to share with your peers? Call me and let's talk, or you can e-mail me at gavin-girl@carthlink.net.

**DUNN DOES IT**

River North recording artist Holly Dunn has signed a one year agreement to join the WWW-Detroit morning team effective February 3. Dunn will be living primarily in Detroit, but will commute frequently to Nashville. While she has no touring plans for 1997, Dunn's recording career is in full swing with a new single scheduled for release this March and an album to follow mid-April.

**CMT TOP NODS**

The CMT Top 12 Videos for 1996 are:
1. Brooks & Dunn - "My Maria"
2. Bryan White - "Rebecca Lynn"
3. Shania Twain - "If You're Not In It For Love" I'm Outta Here"
4. LeAnn Rimes - "Blue"
5. Shania Twain - "You Win My Love"
6. David Lee Murphy - "The Road You Leave Behind"
7. Faith Hill - "It Matters To Me"
8. Wade Hayes - "What I Meant To Say"
9. Bryan White - "I'm Not Supposed To Love You Anymore"
10. Shania Twain - "No One Needs To Know"
11. The Mavericks - "All You Ever Do Is Bring Me Down"
12. George Strait - "Check Yes Or No"
13. Mary Chapin Carpenter - "Let Me Into Your (Columbia/CBS)
14. Faith Hill - "If I Can't Do That Anymore (Warner Bros.)
15. Clint Black - Half Way Up (RCA)
16. Rick Trevino - "Running Out Of Reasons" (Columbia/CBS)
17. Brooks and Dunn - "A Man This Lonely (Arista)
18. Mindy McCready - "Maybe She Notice Her (BNA Records)
19. Toby Keith - "Me Too" (Mercury)
20. Marty Stuart - "You Can't Stop Love (MCA)
21. George Strait - "King Of The Mountain (MCA)
22. John Berry - "She's Taken A Shine (Capitol Nashville)
23. LeAnn Rimes - One Way Ticket (MCA/Curb)
24. Travis Tritt - "Where Can't Grow (Warner Bros.)
25. Deana Carter - "We Danced Anyway (Capitol Nashville)
26. Diamond Rio - "Holdin' (Arisa)
27. Patty Loveless - "She Drew A Broken Heart (EPIC)
28. Mark Wills - "High, Low & In Between (Mercury)
29. Sammy Kershaw - "Politics, Religion, And Her (Mercury)
30. Ty Herndon - "She Wants To Be Wanted Again (Curb)
31. Daryle Singletary - "Amid Kind Of Love (Giant)
32. Deana Carter - "We Danced Away (Capitol Nashville)
33. Diamond Rio - Holdin' (Arista)
34. Patty Loveless - "She Drew a Broken Heart (EPIC)
35. Computer Wills - "High, Low & In Between (Mercury)
36. Sammy Kershaw - "Politics, Religion, And Her (Mercury)
37. Ty Herndon - "She Wants To Be Wanted Again (Curb)
38. Daryle Singletary - "Amid Kind Of Love (Giant)
39. Deana Carter - "We Danced Away (Capitol Nashville)
40. Diamond Rio - Holdin' (Arista)
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42. Computer Wills - "High, Low & In Between (Mercury)
43. Sammy Kershaw - "Politics, Religion, And Her (Mercury)
44. Wade Hayes - "It's Over My Head (Columbia/CBS)
45. Ray Boulding - "That's A Woman's Dream (Decca)
46. Rhett Akins - "Every Cowboy's Dream (Decca)
47. Ray Boulding - "That's A Woman's Dream (Decca)
48. Rhett Akins - "Every Cowboy's Dream (Decca)
49. Reba McEntire - "How Was I To Know (MCA)
50. Deryl Dodd - "That's How I Got To Memphis (Columbia)
51. Alan Jackson - "Everything I Love (Arista)
52. Jodee Messina - "Do You Wanna Make Something Of It (Curb)
53. Reba McEntire - "How Was I To Know (MCA)
54. Deryl Dodd - "That's How I Got To Memphis (Columbia)
55. Alan Jackson - "Everything I Love (Arista)
56. Jodee Messina - "Do You Wanna Make Something Of It (Curb)
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60. Jodee Messina - "Do You Wanna Make Something Of It (Curb)
61. Reba McEntire - "How Was I To Know (MCA)
62. Deryl Dodd - "That's How I Got To Memphis (Columbia)
63. Alan Jackson - "Everything I Love (Arista)
64. Jodee Messina - "Do You Wanna Make Something Of It (Curb)"
**MOST ADDED**

**JIM BRICKMAN w/ MARTINA McBRIDE (49)**

**DON HENLEY (33)**

**COUNTING CROWS (30)**

**"CARDIGANS (26)"**

**"MADONNA (26)"**

**TOP TIP**

**JIM BRICKMAN w/ MARTINA McBRIDE**

"Valentine"  
(Whindham Hill)

A love song for the forthcoming season is already an airplay favorite.

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**Inside A/C**

**BY RON FELL**

**Coming Attractions**

Here's a list of major labels with acts about to release new product for A/C consumption in the first quarter. As always, this information is subject to change and addition.

**A&M:** Suzanne Vega, Sheryl Crow, Billy Mann, Dishwalla, Bryan Adams, Snow Maelssac

**Atlantic:** Phil Collins, Monica, Tori Amos

**Arista:** Gary Barlow (Take That), Lisa Stansfield, For Real, No Mercy, Tonic, Braxton, Whitney Houston

**Capitol:** Dave Koz, Luscious Jackson

**Columbia:** Soundtrack to The Ghost of Mississippi, Wynton Marsalis. Peter White w/Basia, Grover Washington Jr., Journey, Shaun Colvin, Tod the Wet Sprocket, Tony Bennett, Buckshot LeFonque

**Curb:** Kari Stockwood, Michael English, Mary Black, Fun Factory, Mary Griffin

**EMI:** Jon Secada, The Artist, The Blesscd Union of Souls

**Geffen/DreamWorks:** George Michael

**Mercury:** Vanessa Williams, William Topley

**Island:** Susanna Hoffs, 1.2

**RCA:** Dave Matthews Band, Leah Andrene, Wild Orchid, Verve

**Pipe:** La Bouche

**Reprise:** Holly Palmer, Chaka Khan, Michael McDonald, Chicago

**Sony 550 Music:** Celine Dion, Joe Cocker

**Virgin:** Spice Girls, Sneaker Pimps, Zayka Hooker, David Bowie, John Lee Hooker & Van Morrison. After 7

**Walt Disney:** Alison Krauss, Rod Stewart, Paula Cole, Marilyn Scott

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**Chartboard**

<table>
<thead>
<tr>
<th>Track</th>
<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
<th>TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td>BILLY VERA &amp; THE BEATERS  &quot;Oh, What A Night&quot; (Paws Party)</td>
<td>57</td>
<td>10</td>
<td>-13</td>
<td></td>
</tr>
<tr>
<td>JAMIE &amp; THE JURY  &quot;Imagination&quot; (Reptilia)</td>
<td>57</td>
<td>3</td>
<td>-14</td>
<td></td>
</tr>
<tr>
<td>SUSANNA HOFFS  &quot;All I Want&quot; (London)</td>
<td>56</td>
<td>7</td>
<td>-91</td>
<td></td>
</tr>
<tr>
<td>JESSICA  &quot;My Heart Said No&quot; (Morning)</td>
<td>55</td>
<td>3</td>
<td>+8</td>
<td></td>
</tr>
<tr>
<td>*JIM BRICKMAN w/MARTINA McBRIDE  &quot;Valentine&quot; (Whindham Hill)</td>
<td>49</td>
<td>49</td>
<td>+55</td>
<td></td>
</tr>
</tbody>
</table>

**Gavin January 10, 1997**

**www.americanradiohistory.com**
ANNE MURRAY
ME TOO
THE NEW SINGLE

PRODUCED BY: ED CHERNEY
MANAGEMENT: BRUCE ALLEN
A/C Up & Coming

Reports Adds SPINS TRENDS
48 11 855 +185 THE CRANBERRIES - When You're Gone (Island)
49 9 614 +106 TONE POETS - Cold Comfort (Midnight Fantasy)
45 5 541 +72 BARRY MANILOW - Bigger Than Blue (Arista)
38 6 587 +50 SHAWN COLVIN - Get Out Of This House (Columbia/CRC)
34 4 565 -94 NO MERCY - Where Do You Go (Arista)
33 3 580 +240 EN VOGUE - Don't Let Go (Love) (MCA)
27 4 507 +3 CAST of "RENT" - Seasons Of Love (DreamWorks/Columbia)
27 6 392 +372 * MADONNA - Don't Cry For Me Argentina (Warner Bros.)
24 2 351 +25 CHER - Paradise Is Here (Reprise)
24 8 314 -70 LYLE LOVETT - It Ought To Be Easter (Carls/MCA)
23 5 441 -139 JOHN TRAVOLTA/OLIVIA NEWTON-John - Grease (Polydor/A&M)
23 2 341 +37 BEACH BOYS & LORRIE MORGAN - Don't Worry Baby (BNA Records)
21 3 249 -43 FINE YOUNG CANNIBALS - The Flame (MCA)
20 4 259 +17 SHARON ROSE - Sunshine (Castle)
20 5 217 +46 PETER MAYER - In The Meantime (Polydor)
18 6 313 0 DAVE MATTHEWS BAND - Crash Into Me (RCA)
14 4 177 +13 BALANCE - Until The End Of Time (J[P]Bellmark)
14 4 206 +77 STEVE MCDONALD - All You Can Know (Etherean)
12 8 137 +79 WESTERN FLYER - What Will You Do With M-E (Sep One)
12 2 225 -49 FIONA APPLE - Shadowboxer (Clean Sine/WPRK)
13 13 151 +151 * PHIL COLLINS - It's In Your Eyes (Any Time At All) (Atlantic)
11 11 140 +140 * AMANDA MARSHALL - Fall From Grace (Epic)
11 11 139 +93 * RICK MONROE - Day By Day (Divoz)
10 6 202 +99 * GINA G. - Ooh Aah, Just A Little Bit (Warner Bros.)
DROPPED: Steve Chapman, Michael Bolton, John Mellencamp/Ernestos, Bonnie Raitt, Johnny Cash, Paul Simon, Bruce Springsteen, Linda Ronstadt, Laura Branigan (Xordis) Jimmy Buffet, Chuck Negron, B. E. Taylor, Englander Humpernick, Bill Medley, The Beach Boys, O'Jays, cannonball Orchestra, Chip Taylor, Mac Ridley, Friddy Dumas

* Indicates Debut

Continued from page 38

LET'S EAT, MEET AND GREET

Thanks to some hard work by Columbia's Elaine Locatelli, the site of this year's off-site, unofficial A/C dinner during the Gavin Seminar in New Orleans can now be announced. We will gather inside the Riverview Room at the Jackson Brewery/Millhouse on Friday, February 14, right after the Seminar's annual cocktail party at the Hyatt Regency. This event is sponsored by the national community of A/C promotion execs and independents.

A/C Picks

MADONNA

"Don't Cry For Me Argentina" (Warner Bros.)

The most memorable tune from Andrew Lloyd Webber's original musical score is now the new single from the hit film. Madonna gives the song a special depth that takes it from a stage piece to a wide screen epic.

TINA TURNER

FEATURING BARRY WHITE

"In Your Wildest Dreams" (Virgin)

One of my favorite album tracks from last year is now out as Tina's new single. It's too cool.

Ironically, the original version of the song employed Lenny Waronker Antonio Bandera in the Barry White role.

PHIL COLLINS

"It's In Your Eyes" (Atlantic)

Here's the second straight Phil Collins single from Dance Into the Light that's supported by a pulsating rhythm track, and while PC should never be judged by beats-per-minute, it's worth noting his current penchant for perky pop vs. the more expected sleepy ballads.

THE ARTIST

"Holy River" (NPG/EMI)

The Artist delivers his second straight A/C-attractive single. There's a pattern developing here that I don't recall in his previous incarnations. This one's easy on the ear yet has fiber and sinew. Look for the man to once again rule our format.

SUZANNE VEGA

"No Cheap Thrills" (A&M)

Three minutes of Suzanne Vega is probably not enough, but this short and exotic thought piece is still charming and entertaining. It should prove to be a big A/C record possibly returning her to the "Luka" league.

Mac Charles "Deep Blue Ocean Dream"

Mac Charles and everyone at FT Records would like to thank the radio listeners and all of the Gavin Reporters for their support.

Gavin A/C Debut-40*

Billboard bound

"Heating up for R&R!"

For promotions contact:

NATIONAL RECORD PROMOTION
Masika Swain, Larry Weir at (213) 852-1869 or LOGGINS PROMOTION
Paul Loggins at (310) 325-2800
<table>
<thead>
<tr>
<th>S/P/W</th>
<th>Spins Per Week Per Station</th>
</tr>
</thead>
<tbody>
<tr>
<td>NO DOUBT - Don't Speak (Trauma/Interscope)</td>
<td>30.49</td>
</tr>
<tr>
<td>ALANIS MORISSETTE - Hand Over Heart (Maverick/Reprise)</td>
<td>28.53</td>
</tr>
<tr>
<td>TONI BRAXTON - Un-Break My Heart (LaFace/Arista)</td>
<td>28.49</td>
</tr>
<tr>
<td>JOURNEY - When You Love A Woman (Columbia/C4S)</td>
<td>27.97</td>
</tr>
<tr>
<td>HOOTIE &amp; THE BLOWFISH - I Go Blind (from Friends soundtrack) (Reprise)</td>
<td>27.49</td>
</tr>
<tr>
<td>BARBRA STREISAND &amp; BRYAN ADAMS - I Finally Found Someone (Columbia/C4S)</td>
<td>26.93</td>
</tr>
<tr>
<td>SHERYL CROW - If It Makes You Happy (A&amp;M)</td>
<td>26.47</td>
</tr>
<tr>
<td>SEAL - Fly Like An Eagle (Warner Sunset/Atlantic)</td>
<td>26.02</td>
</tr>
<tr>
<td>MERRILL BAINBRIDGE - Mouth (Universal)</td>
<td>25.80</td>
</tr>
<tr>
<td>ROD STEWART - If We Fall In Love Tonight (Warner Bros.)</td>
<td>25.71</td>
</tr>
<tr>
<td>Huey Lewis &amp; The News - 10 Years From Now (Elektra/EGG)</td>
<td>25.16</td>
</tr>
<tr>
<td>NO MERCY - Where Do You Go (Arista)</td>
<td>25.36</td>
</tr>
<tr>
<td>Celine Dion - It's All Coming Back To Me Now (EMI Music)</td>
<td>25.38</td>
</tr>
<tr>
<td>JEWEL - You Were Meant For Me (Atlantic)</td>
<td>23.88</td>
</tr>
<tr>
<td>DONNA LEWIS - I Love You Always Forever (Atlantic)</td>
<td>23.25</td>
</tr>
<tr>
<td>WHITNEY HOUSTON - Believe In You And Me (Arista)</td>
<td>22.61</td>
</tr>
<tr>
<td>LOUVETTE - When I Think Of You (Butterfly)</td>
<td>22.25</td>
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<tr>
<td>EN VOGUE - Don't Let Go (Love) (eastwest/EGG)</td>
<td>22.15</td>
</tr>
<tr>
<td>MICHAEL ENGLISH - Freedom (Curb)</td>
<td>21.98</td>
</tr>
<tr>
<td>JOHN MELLENCAMP - Just Another Day (Mercury)</td>
<td>21.49</td>
</tr>
<tr>
<td>ERIC CLAPTON - Change The World (Reprise)</td>
<td>21.27</td>
</tr>
<tr>
<td>ELTON JOHN - You Can Make History (Young Again) (MCA)</td>
<td>20.68</td>
</tr>
</tbody>
</table>

**SPINCReases**

<table>
<thead>
<tr>
<th>Ranked Increase In Total Spins</th>
</tr>
</thead>
<tbody>
<tr>
<td>DON HENLEY - Through Your Hands (Revolution)</td>
</tr>
<tr>
<td>JIM BRICKMAN and MARTINA McBRIDE - Vaentine (Windham Hill)</td>
</tr>
<tr>
<td>KENNY LOGGINS - For The First Time (Columbia/C4S)</td>
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<tr>
<td>COUNTING CROWS - A Long December (DG)</td>
</tr>
<tr>
<td>CARDIGANS - Lullaby (Mercury)</td>
</tr>
<tr>
<td>DUNCAN SHEIK - Barely Breathing (Atlantic)</td>
</tr>
<tr>
<td>MADONNA - Don't Cry For Me Argentina (Warner Bros.)</td>
</tr>
<tr>
<td>WHITNEY HOUSTON - I Believe In You And Me (Arista)</td>
</tr>
<tr>
<td>DONNA LEWIS - Without Love (Atlantic)</td>
</tr>
<tr>
<td>EN VOGUE - Don't Let Go (Love) (eastwest/EGG)</td>
</tr>
<tr>
<td>BABYFACE - Every Time I Close My Eyes (Epic)</td>
</tr>
<tr>
<td>JOHN MELLENCAMP - Just Another Day (Mercury)</td>
</tr>
<tr>
<td>THE CRANBERRIES - When You're Gone (Island)</td>
</tr>
<tr>
<td>R. KELLY - I Believe I Can Fly (Atlantic/Warner Sunset)</td>
</tr>
<tr>
<td>JEWEL - You Were Meant For Me (Atlantic)</td>
</tr>
<tr>
<td>TONE POETS - Cold Comfort (Midnight Fantasy)</td>
</tr>
<tr>
<td>ELEANOR McEVOY - Precious Little (Columbia/C4S)</td>
</tr>
<tr>
<td>GLORIA ESTEFAN - I'm Not Giving You Up (Epic)</td>
</tr>
<tr>
<td>BARRY MANILOW - Bluer Than Blue (Arista)</td>
</tr>
<tr>
<td>LYLE LOVETT - I Ought To Be Easy (Curb/MCA)</td>
</tr>
<tr>
<td>SHAWN COLVIN - I'll Be Your Woman (Curb/MCA)</td>
</tr>
<tr>
<td>LIONEL RICHIE - Still In Love (Mercury)</td>
</tr>
<tr>
<td>NO DOUBT - Don't Speak (Trauma/Interscope)</td>
</tr>
<tr>
<td>BEACH BOYS &amp; LORRIE MORGAN - Don't Worry Baby (BNA Records)</td>
</tr>
</tbody>
</table>

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

PHIL MANNING, PD, Y107-LOS ANGELES
1) There will not be a third Alternative station in L.A.
2) Cigar will not race in the Kentucky Derby.
3) The L.A. Kings will not win the Stanley Cup.

SHANNA FISCHER, GRASS RECORDS
1) There will not be any more hours in a day.
2) Max will not lead us in a rousing chorus of ‘Don’t Speak’ at the Gavin Seminar.
3) WHAM will not reform and play the KROQ Weenie Roast.

TAMI SHOMOAASSEY, EPITAPH RECORDS
1) Mike Ness will not go in for tattoo removal surgery (Thank God).
2) Epitaph won’t rave.
3) I will not apologize for anything.

TOM CALDERONE, FAMOUS CONSULTANT-TYPE-GUY
1) Brett Summers and Charles Nelson Reilly will not host a morning show.
2) Internet chat rooms will not take the place of the Gavin suites.
3) Max will not stop asking his friends to write his columns for him.

TOM BIERY, WARNER BROTHERS
I couldn’t think of anything, asked if he could call me back… still waiting.

JIM MCGUINN, PD, W-DRE, PHILLY
Couldn’t think of anything, asked if he could call me back… still waiting.

JON COHEN/JOHN LEHAY, COLUMBIA
I couldn’t think of anything, asked if they could call me back… still waiting.

JACK ISQUITH, A&M RECORDS
Hung up on me.

TED VOLK, GEGEN
Wouldn’t take my call. Was on the phone with radio (supposedly).

NAYN MCDONNELL, INTERSCOPE
Sweats will call me back.

MICHAEL IDLIS, MERCURY
1) Kiss will not take off their makeup.
2) Bryant Gumble will not happen.
3) Beatles Anthology 4 will not happen.

STEVE LEEDS, UNIVERSAL RECORDS
1) Everyone will get U2 tickets for the tour this summer.
2) Radio will not leak any superstar product.
3) Fewer record reps will call your station.

JONATHAN LEV, VVVVVP
REQUESTED PROMOTIONS
1) Gavin cocktail party will not be held at the Regal Beagle.
2) Phil Costello will not return in the re-make of Do No.
3) Gold Bond powder will not be mistaken as the cocaine of the 90’s.

BILL CARROLL, LONDON RECORDS
Requested I lose his number.

So there you have it. Another attempt at useful insight by the leading minds of our format. I think next week I’ll write a column about the death of Alternative and send it to the New York Times. If I play my cards right, I could make it as a guest on Nightline.

Ted Kopch: Mr. Tolkoff, please explain to us exactly what “Alternative” means.

Me: Well, Ted, um… May I call you Ted?

Gavin Alternative
Static
By Max Tolkoff

Happy Freakin’ New Year

If John Grisham’s latest book sells only three million copies instead of the eight million his last one sold, do we then talk about the death of the publishing industry? If Stephen King’s latest horror novel is not as well received as his list one, do we then talk about the death of “horror” as a genre? I thought about this over the holidays’ while realizing that the mainstream press is full of laments and industry know-nothings, who, although they feign knowledge, only misunderstand the public and give fuel to industry nitwits naive enough to buy into the bullshit. I certainly have filled the pages of Gavin with my share of ridiculous topics, but I would never presume to declare a particular format dead just because a few of my label buddies couldn’t get their records on the air and called me to bitch about it. And the recent New York Times’ misguided piece on the industry as a whole (which then caused two or three other national publications to do stories) should never have seen the light of day. They should have called Interscope for their opinion on how bad the year was.

The whole thing would be fairly amusing if it weren’t so frustrating. Unfortunately, impressionable people both in and out of the industry read these things, and the next thing you know, station owners are running scared and formats are flipping. Yes, another weird year is shaping up nicely, thank you very much. Even so, my belief is that the stations in this format are going to spend the year getting down to business and focusing. And as long as all of our music comes from Interscope, we’ll be just fine.

THREE THINGS THAT WILL NOT HAPPEN IN 1997

Last year at this time, I asked whoever I could get my hands on to give me their predictions for ’96. The only catch was that they had to tell me three things that would not happen in the coming year. An amusing twist, yes? No. Last year’s responses were the product of dead brains who could not come up with a creative thought even if it meant a one point jump in the ratings (if you were in radio) or an add out of the box (if you were in records). So I thought this year we’d try it again. I do believe it’s even worse.

M ost ADDED
OFFSPRING (58)
All I Want (Epitaph)
WHFS, KTOO, WQX1, WAMX, KLDZ, KPNP, WBRI, WEND, CMX, WHRG, WEXG, WPGU, KNIR, WIDGE, KGDE, WPNX, KQKR, KZKR, CFNY, KMZY, WWEX, KRZQ, WXRN, WQPB, XTRA, WLRM, KTIZ, XATX, KROQ, WQX1, WROX, WEJE, KROQ, WMMS, WGRD, KEDG, KEGD, KDJE, WUPP, KNN0, WQPB, WHMP, XHRM, KOME, KOMY, WHYR, KKJX, KJIE, KISF, KQPO, WZRH, WTIZ, WNXK, WNBZ, KFRR, KTEG, KQXR

BUSH (29)
Greedly Fly (Tsunami/Interscope)
KKPT, WQRB, WHFS, Kobe, KMAD, KWMX, WBRI, WHTG, WEXG, WPGU, KGDE, KQKR, WBNX, WLUM, KROQ, WMM5, WARD, KEDG, WUPP, KNDE, WSTD, WHTY, KSPF, WPOL, WZRH, WBZ5, WNZK, WNBZ, KFRR, KTEG, KQXR

SOCIAL DISTORTION (26)
When Angels Sing (550 Music)
WHFS, WQX1, WAMX, KLZ5, WBNX, WBRI, WHTG, WEXG, KQKR, KGDE, WQBP, KAVC, KQXD, KQNO, WLUM, KBZ5, WQX1, WBTZ, WQPB, WHMP, KJIE, KQPO, WZRM, WNBZ, WTEN, WNBZ, KFRR, KTEG, KQXR

BLOODHOUND GANG
“Fire Water…” (Republic/Geffen) CAKE
“The Distance” (Capricorn) GARBAGE
“#1 Crush” (Capitol)
RED HOT CHILI PEPPERS
“Love Rollercoaster” (Geffen) CARDIGANS
“Lovefool” (Mercury)

M ost REQUESTED
BANGS
“Tournique!” (Vox/Hner/Interscope)
CHILI PEPPERS
“Bloodflowers” (Capricorn)

CARDIGANS
“Smells Like Teen Spirit” (MCA)

CARDIGANS
“Lovefool” (Mercury)

M ost B U H - U Z Z
We asked a bunch o’ programmers what’s REALLY working at radio.

GARBAGE
“#1 Crush” (Capitol)

CARDIGANS
“Lovefool” (Mercury)

WALLFLOWERS
“One Headlight” (Interscope)

SPACE
“Female of the Species” (Universal) 311

“Mixed Up” (Capricorn)

M ost LIKELY TO SUCCEED

They’re just seedlings, but watch ‘em grow.

SNEAKER PIPS
“G Underground” (Virgin)

MARIYN MANS
“Touriquet” (Nothing/Interscope)

SMASH UPNROTION
“Where Angels Crawl” (550)

DEPECHE MODE
“Barrel of A Gun” (Reprise)

MUNDY
“We Are Young And In Love” (Vocal)
Stoned

Red Kross

Show World

the new Red Kross album

from the first track from

Stoned

Greeting

World!
BE ON THE LOOKOUT

Upcoming release info should be addressed to Spence D. and sent either via fax: (415) 495-2580 or fom: (415) 495-1990 x 648
Send any and all goodies (gear, toons, etc.) to:
Spence D. e/o The Gavin Alt. Dept.
140 Second St., 2nd Floor, SF, CA 94105

JANUARY

4

Gavin Alternatives

January 16

Berea Hammond
Björk album
Bocce Chavis
BriTigz Boden
Crash Original Motion Picture Soundtrack
Crittin's Buggin'
Ed Noir
Flora Apple
Hi-Fives
Mike Lavelle White
Pat
Protobowl
Redd Xross
Skank Pryor
Space
Squirrel Nut Zipper

January 17

Angel Baby Original Motion Picture Soundtrack
Björk
Chris Whitley
Coal Chamber
Crashin' Melon
The Crumbs
Dr. Robert
14 Fat Moths Deep
The Gufs
The Heads
Hotel De Love Original Motion Picture Soundtrack
Incognito
James
John Fahey
Jonny Lang
Lateef The Truth Speaker and...
Lisa Carbone
Machine Head
Moby
Odds
Original Sins
Protein
Quatrants
Tom Amos
v/a
William Topley

JANUARY 21

Space Needle
Spoon
Starfish
Windsor For The Derby

January 27

Angel Baby Original Motion Picture Soundtrack
Björk
“i Miss You”
Chris Whitley
“Automatic”
Coal Chamber
Coalchamber
Crashin’ Melon
Red Clay Harvist
The Crumbs
The Crumbs
Realms Of Gold
The Seattle Hip Hop Compilation
“The Smile”
The Gufs
The Heads
Hotel De Love Original Motion Picture Soundtrack
Incognito
James
John Fahey
Jonny Lang
Lateef The Truth Speaker and...
Lisa Carbone
Machine Head
Moby
Odds
Original Sins
Protein
Quatrants
Tom Amos
v/a
William Topley

February

Chainsaw Kittens
Handsome
Mundy
Offspring
Silverchair
Sneaker Pimps
Stone Temple Pilots
Tony Bennett

February 3

“Hard Catch Thump”
Handsomet
Jelly Legs
Icky Chat
Six Underground
“Tumble In The Rough”
Tony Bennett On Holiday

LIVE

“Lakini’s Juice” Impacts January 20th

Produced by Jay Healy & LIVE
Management: David Sestak and Peter Freedman

Gavin January 10, 1997
FUN LOVIN' CRIMINALS

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KNRK  WHMP  WGRG
KEDJ  KICT  KDEO
KTCL  WRAX  KQRX
WCYY  WDST  WJSE
KCXX  WNFZ  WEQX
KXRX  WZRH  WMRQ

The New Single From The Album COME FIND YOURSELF

PRODUCED BY FUN LOVIN' CRIMINALS  MANAGEMENT: JONATHAN BLOCK, MAJOR MUSIC
Though the album after Bono and crew kept us all on edge awaiting this newest project, I'm happy to say it does not disappoint. Though the album is still some time away from release, this track is certain to get plenty of exposure and give Top 40 a big shot in the arm during the first quarter. No painting within the lines for this band! Another masterful and totally original effort.

DON HENLEY
"Through Your Hands" (Revolution)
Singer/songwriter John Hiatt hands Don Henley a wonderful piece of material which the former Eagles tell morals to his signature style. Lots of folks are hearing this based on the box office strength of the new John Travolta & Andie McDowell flick, Michael. Makes a nice adhesion to daytime programming.

CROSSOVER PICK
DJ KOOL
"Let Me Clear My Throat" (American)
Many are comparing this production to Tag Team's "Whooop! There It Is." Bolstered by a sample of Kool & the Gang's 1974 hit "Hollywood Swingin'," the song generates immediate interest. WKE-F-Buffalo MD Dave Universal was first to shout about this one late last year, and KIX Texas-Providence PD Joe Dawson reports getting calls for it all day long after just one spin.

AMANDA MARSHALL
"Fall From Grace" (Epic)
Some impatient programmers might have been hasty in making a decision on "Birmingham." No less than a half dozen PDs comment each week on how well it researches when given proper exposure. Now comes the powerful follow-up from an artist whose star will undoubtedly continue to shine bright in the new year.

MARK MORRISON
"Return of the Mack" (Atlantic)
I fell in love with this track while in the UK for a semi-sponsored by our sister publication Music Week on "Breaking Hits in the U.S." Went out to buy copy, but they were sold out. It was rated a big winner by American programmers who gave opinions on various songs during the seminar's closing session. Hey, do the guys at Apple know about this one?


Free to Be Me: A Celebration of My Life/Volumes 1-5 (The Right Stuff)
Here's a Cinderella story: EMI Music Distribution Sales Rep music aficionado Jaime Ikeda was not happy with the compilation CDs he'd been hearing, so he went to work. The result is the Free to Be Me series. Based on what he calls a "Divas to Dance" concept, the series is being marketed to the gay community, but anyone with a passion for music will find songs here to enjoy.

While stereotypes of what the gay population listens to still run rampant ("Gay music doesn't have to be just high-energy and Broadway show tunes," Ikeda says), their people who possess a wide range of musical tastes. Ikeda presents a marvelous collage of mostly club favorites—domestic and imported, some of which are now hard to find or out-of-print. With dance music once again taking center stage, maybe there's something in these five volumes that will spruce up your playlist.


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We’ve HIT the ground running in 1997!

FRANCE JOLI • Touch

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WPRO: added
“We couldn’t wait to get it on and it’s already pulling female phones.” - Tony Moscaro, M.D. WPRO

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