Shawn Colvin: On Fire

Plus

Adult Contemporary's

Freshman Class of '97
Jive Records would like to take this opportunity to say:

**THANK YOU!**

to all our friends at A/C & HOT A/C radio

For helping make BOB CARLISE'S "BUTTERFLY KISSES" CD PLATINUM and on its way to DOUBLE! & for making his song "Butterfly Kisses" the biggest song at A/C radio so far this year!

We look forward to much continued success at this formidable format as we'll continue to bring you hits by artists such as:

**BACKSTREET BOYS -**
"Quit Playing Games (With My Heart)"
The debut single by the internationally renowned group that's already sold over 10 million records worldwide!

**R. KELLY -** "Gotham City"
From the "Batman & Robin" movie soundtrack & the follow up to his #2 A/C hit single "I Believe I Can Fly"

**KATHY TROCCOLI -**
"He'll Never Leave Me"
Her most recent A/C hit that A/C radio made Top 20!

Coming soon from JIVE/essential/Reunion Records:
JARS OF CLAY, MICHAEL W. SMITH, JOE & more from BACKSTREET BOYS!
Bruce Resnikoff
On Hip-O's Place in the Music Kingdom

"I'm dealing with all the music I grew up with, as well as the music of generations before me and the current generation of kids who are exposed to new kinds of music as well," says Bruce Resnikoff, Executive Vice President and General Manager, Universal Music Special Markets, since 1995. The head of the year-old Hip-O label specializing in reissues and compilations started out as a real estate lawyer for one year "and absolutely hated it." At home, he turned to music, "and I began to reevaluate what I wanted to do." He found his new opportunity with MCA Records in business and legal affairs in 1983. He launched the MCA special markets and products division in 1986, was promoted from Director to Vice President in 1987 and Senior VP in 1990 with the added title of general manager two years later.

When we formed Hip-O in June of 1996, the intention was to take our vast catalog and use that as a step to go farther. We wanted to build releases that could be based on concepts that were broader than what we had in the vaults. Hip-O also allowed us to acquire masters from other companies, which gave us a broader opportunity to enter the marketplace. We also had our own in-house distribution system.

In addition, we wanted to create something that was more or less non-traditional, something that was a little more fun and hip than the traditional reissue label. Like the Pat Boone heavy metal album or The Tarantino Connection (featuring songs from the films of writer, director and actor Quentin Tarantino), or the soundtrack from John Waters' classic film Pink Flamingos. They tend to be a little outside the norm.

We also have our Power Chord (guitar) series, with a new live album out September 23 featuring tracks by Deep Purple, Joe Walsh, Asia, and Foreigner. For our four-volume Cigar Classics series, we're planning numerous gift-type projects for the Christmas season. These are albums from different musical genres, and the concept was to create an atmosphere using clever packaging, so you'd want to leave the CDs on your coffee table.

During our first year we had 48 releases in the marketplace. We plan doing another 48 this year. The music comes from such Universal-owned catalogs like Decca, MCA, Chess, Dot, GRT and Blue Thumb. We also have tracks from Geffen/DGC, and we have tracks from Impulse! on the drawing board.

At least 50 percent of our releases come from third party licensing. We have found that classic rock radio drives a lot of our product, but it's also very difficult to target specific releases. When we run specific contests on classic rock, it's very effective. We found that with the Pat Boone, Tarantino and Pink Flamingos releases, they got played on morning drive shows from rock to Top 40 to straight talk shows. (For an update on Boone, see the separate article in News.)

We've just begun to tap the Blue Thumb catalog with best of compilations by Ike and Tina Turner and the Pointer Sisters (which arrived in stores July 15). They follow Return to Hicksville by Dan Hicks and His Hot Licks, which came out earlier.

When I started Hip-O, Rhino thought this was an attempt to rip off or spoof what they had accomplished. That's not what we were trying to do. I had talks with Harold Bronson and Richard Fosse. Rhino's owners, and they were not thrilled. We're not the first to try and capitalize on a member of the animal kingdom. There's Alligator and Koala, and if anything, Hip-O is a play on the word hip, not a play on Rhino. I also told them if I really wanted to spoof or rip-off their name, I would have called us Dino. We get along, but you won't find them wearing a Hip-O T-shirt anywhere.

What's our criteria for a release? It's commercial and critical viability. What is effective is when you can put certain music together, it hits home with somebody, it's packaged, marketed and exposed in a certain way, and it rings bells.

First Words

Adult Contemporary is music that lasts...and lasts. Some stations may not play many records, but when they do, they cement them to the playlist. Gavin aims to highlight the more active stations willing to join us in championing new artists and fresh sounds; nevertheless, we have a track record which matches the solid nature of the format. This is Gavin's 22nd year covering A/C, and Ron Fell is the second Adult Contemporary Editor, following Bill Gavin himself. And this is Gavin's 37th A/C special issue (Ron counts these things). Some things do change. When Bill Gavin coined the term Adult Contemporary and created the first chart, there were 45 A/C stations, mostly on AM. Now, we are at an all-time high of 260 on our Gavin panel, providing a broad composite of adult singles on radio. There are "hot" and "modern" overlaps, aiming to keep track of the shifts in demographics, and we will be providing further insights into these trends as they develop.

For now, in this issue, the hot topic is talent, and we are throwing the Gavin spotlight on some artists you should be listening for in the months to come.

David Dalton, CEO

Gavin

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NEXT WEEK

Independent Promotion
Gavin salutes the hard-working independent promotion forces of the industry, and they tell us what makes their job tough, and why they stay at it.

Gavin

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Biz Has ‘a Good Second Half of the First Half’

BY BEN FONG-TORRES

At the GAVIN Seminar in New Orleans in February, Russ Solomon, founder of Tower Records, addressed the flat state of the record biz.

“It sucks,” he said. A solution? “We need to pay attention to the kids,” Solomon said the industry needed a new crop of teen sensations.

Now, with SoundScan figures showing record sales up 5.4 percent over last year, Solomon’s been proven right.

Sales boosts were led by two young, new acts: Spice Girls, whose U.S. debut album has sold 2.7 million units since February, and LeAnn Rimes, the teen country sensation whose two albums have sold 3.2 million in six months.

The late Notorious B.I.G. was also a major factor in the upswing, as his Life After Death double-CD sold 2.3 million sets.

And that’s not to mention such other big sellers—and relatively new names—as the WallFlowers, Jewel, No Doubt, Erykah Badu, Deana Carter, Hanson, and Bob Carlisle. (Celine Dion’s Falling Into You has sold 2.4 million units so far in 1997, and the Space Jam soundtrack sold 2.3 million copies.)

The diversity of best-selling music, says Mike Shalett, CEO of SoundScan, is a healthy sign. “It means different audiences and tastes are being served,” he said.

Tower Records’ Senior Vice President, Stan Goman, said that sales have picked up noticeably since April. “The first part of the year was the same old crap,” he said, “but the second half of the first half was very encouraging.”

Restructuring Fever

Hits Island Records

Island Records let some 16 employees go last week in what the company, which employs about 150, called a “restructuring” to “reallocating resources to the creative areas of the company in order to be more effective in the marketing and development of the artists.”

The label, home to U2, the Cranberries, Melissa Etheridge, Local H, Tricky, Pulp, P.H. Harvey, the Offspring, and Dru Hill, is part of the PolyGram Music Group, along with Mercury, A&M, Motown, London, Def Jam, Polydor/A&M (home of the Bee Gees), and PolyGram Classics & Jazz.

The dismissals, impacting field offices as well as New York and Los Angeles headquarters, primarily affected the sales and promotion departments, and were the first large-scale firings since last November, when some 400 PolyGram employees, worldwide, were laid off.

ARBITRONS:

New York Still Dancing

The Spring Arbitrons are rolling out, but in New York, most of the top stations are either dancing or standing pat. WQHT (Hot 97) held its Number One ranking with a flat 6.1, while WKNU also maintained, 4.8-4.7. Top 40 Z-100 trailed, but bounced up 3.1-3.5. A/C WLTW is the 25-54 champ, and in mornings, Howard Stern rules.

In Los Angeles, KSCA, whose demise as an A station drew lots of ink, has leapt up the rankings as a Mexican music station, going 3.5-4.4 in 12-plus to take third place behind Spanish language KLVE and KKBT (The Beat), which dropped a full point. Meantime, KIIS/FM, KROQ, KOST, KYSR, and KRTH (K-97) all celebrated gains. The morning topper is KLVE’s Pepe Barreto, followed by KSCA’s Almendarez Cuello, then Stern, on KLX.

In Chicago, oldies WJMK, alternative WXQX, and Hot A/C WTMX had half-point boosts, while in San Francisco, oldies KFRC and sports KNBR made the biggest jumps.

In the Bay Area, KSAN, now a Susquehanna property and relocated to 107.7 FM, joins the classic rock/oldies battle; Bonneville’s KOY/FM, the former KPIX, has gone Top 40, KITS/FM has axed Alex Bennett and will bring in comic Johnny Steele, and a new all-sports station, ‘The Ticket,’ is coming from Susquehanna.

For the top market rankings, see Page 6.

Alliance Entertainment

Reads Chapter 11

The buzz is true: Alliance Entertainment Corp., the music distribution giant that hoped to join the Big Six record companies, has filed for protection from creditors under Chapter 11 of the U.S. Bankruptcy Code.

The filing, made last Monday (July 14) in federal bankruptcy court in New York, excludes Red Ant Records, the Los Angeles-based label founded by Al Teller. The former RCA and CBS Records chief then sold the company to Alliance and became the parent company’s Co-Chairman.

Alliance, founded in 1990, grew rapidly, acquiring smaller distributors and wholesaling music to some 11,000 record stores. As the music business flattened in recent years, retailers folded, and Alliance’s sales clipped. It reported a net loss of $148.7 million for 1996.

Also excluded in the filing is Castle Communications, the British-based catalog and re-issue label.

Teller launched his Red Ant Entertainment just a year ago, with a $100 million bankroll, and then, less than two months later, folded it into Alliance with dreams of becoming, as Alliance’s Joseph Bianco said, “a major music powerhouse.”

Teller says he’s cut costs by closing warehouses and trimming staffs. “We aggressively attacked the costs and are making progress,” he told the Wall Street Journal, “but the industry conditions never allowed us to turn the corner.”

DreamWorks Nabs Bruce Tenenbaum

BY LAURA SWEZEE

Industry veteran Bruce Tenenbaum, President of the management firm Left Bank Organization, has been named to a key senior executive post at DreamWorks Records.

Tenenbaum will be involved in long-range planning and growth of the company, and developing areas of the company outside of A&R.

DreamWorks principal Jenny Warnker said, “We’re thrilled to have someone of Bruce’s caliber on board. We’re counting on him to bring to DreamWorks the same kind of talent for growth and development he demonstrated at Left Bank, MCA, and Atlantic. And we know it’s going to be a lot of fun having him around.”

Tenenbaum joined Left Bank Organization in 1995. The company’s management roster includes the Cranberries, John Mellencamp, En Vogue, the Bee Gees, and Deana Carter. Before joining Left Bank, Tenenbaum was Senior Vice President of Promotion at MCA Records. He spent 12 years at Atlantic Records, where he began his career in college promotion, later occupying various posts.

In an unusual arrangement, Tenenbaum will continue to work with Left Bank artists as he makes the transition to DreamWorks.

THE FIRST PART OF THE YEAR WAS THE SAME OLD CRAP...

—Stan Goman, Tower Records

See Below
NATALIE COLE

A SMILE LIKE YOURS

THE PREMIERE SINGLE FROM THE ORIGINAL SOUNDTRACK ALBUM TO THE RYHSER ENTERTAINMENT FILM A SMILE LIKE YOURS.

Written by Diane Warren  Produced and arranged by Walter Afanasieff  Co-produced by David Foster for Chartmaker Inc.
courtesy of Sony Music Corporation
courtesy of Atlantic Recording Corporation

FROM COAST TO COAST EVERYONE'S SMILING!

MAJOR MARKET AIRPLAY

New York  Washington  Orlando  Detroit
Long Island  Baltimore  Buffalo  Indianapolis
Boston  Norfolk  Cleveland  St. Louis
Providence  Atlanta  Cincinnati  New Orleans
Philadelphia  Miami  Milwaukee  San Antonio
Pittsburgh  Tampa  Chicago  Dallas

DENVER  Salt Lake City  Phoenix  Portland
Sacramento  Los Angeles

ALBUM IN STORES AUGUST 5  FILM OPENS NATIONWIDE AUGUST 15

www.americanradiohistory.com
LIKE A STURGEON

If the Globe is any authority, Courtney Love is joining Madonna in some upcoming venture. Remember two years ago the two divas came close to an out-and-out catfight at the MTV awards, and then there was the little incident at the 1995 Lollapalooza. Apparently the two have kicked and made up, since they were spotted at L.A.'s trendy Atlantic restaurant last week, talking up a storm—and, thanks to an oversolicitous waiter, we know it wasn't beauty tips the two were swapping over their seafood, as Madonna downed jewelencetoned Cosmo politan, which, for the initiate, is a vodka/triple sec/cranberry concoction that's all rage. Love is apparently still walking the straight and narrow, since she never nary a drop of alcohol, but chain smoked throughout the meal, even though smoking is illegal in LA eateries, but what water would have the Goldfrapp tell Courtney Love couldn't do something? P.S. Light, who hasn't been granting interviews in quite a while, has agreed to grace the cover of the next Lesbian News and Tell, if not, all quite a bit...

R.E.M. SHOTS

Michael Stipe and R.E.M. were in San Francisco last week visiting local studios to firm up exactly where they will record their next album (sans longtime producer Scott Litt). Besides work, the band did pop into the Great American Music Hall to see Tipsy and The Invisible Strachan Pickle before scattering to the four winds. Mike Mills to L.A. to return to work scoring the forthcoming Vince (Stingers) Vaught vehicle. A Cool, Dry Place. Stipe resurfaced in Manhattan, where he was spotted for the second time in a month, hobnobbing with Marilyn Manson, who will not be involved in Stipe's latest(ly) film. They're just "good friends." And speaking of R.E.M., they have reportedly tapped Screaming Trees drummer Barrett Martin to join their touring band, which must mean they've planned a tour, right?

IF WE HAD A HAMMETT

We're waiting eagerly for the new Orbital/Kirk Hammett collaboration of "Satan," which will not only appear on the soundtrack of Spawn, but will have the distinction of being played as the film's opening credits roll. Although the song sounds right up Hammett's alley, since he's such an avid collector of monster and horror movie paraphernalia, it's actually an updated remix of an Orbital song. Speaking of Metallica, the band are back at Sausalito's Plant for the next few months finishing up work on their next album, affectionately dubbed Unold, since it's comprised mostly of stuff they recorded during the in 1995, while producing Load. We spotted Hammett and guitarist Lars Ulrich at Bix, one of San Francisco's more spectacular hangouts. (It's named after that jazz great Bix Beiderbecke.) Hammett, who was resplendent in a very subdued black suit, was nuzzling a graceful brunette, while Ulrich was all aglow in muted beige tones. The party popped corks and talked over a jazz trio...Ulrich was especially animated as he hung out in a bar arm over the back of his ornamental date, and used the other to tick into a small silver bowl of Beluga caviar: What do you think they were celebrating?...Meatime, Arnie Frager, the Planet's owner and proprietor, has launched his own label, PopMafia, with KFOG/FM-San Francisco's Operations Mgr, Paul Marszałek...
The Wait Is Over

Paula Cole

“I Don’t Want To Wait”

From the gold album THIS FIRE

PRODUCED BY PAULA COLE
MANAGEMENT: CARTER FOR STEREOTYPE MANAGEMENT
RECORDED AND MIXED BY ROGER MOUTENOT

side effects include
increased heart rate
elevated blood pressure
shortness of breath
lightheadedness
and powerful cravings...

for more

Adult Top 40 Monitor D-37*
7TH GREATEST GAINER!
R&R #2 Most Added 30*-23*

Gavin AC Up & Coming

k.d. lang “the joker”

From the new album DRAG

Produced by Craig Street and k.d. lang
Mixed by Patrick McCarthy
Management: Larry Wannagas, Bumsedge Productions

Mainstream AC R&R
New & Active

Gavin AC Up & Coming

www.wbr.com/adcs • www.wbr.com/kdlang
Why I Love Being Indie

BY ERIC SHEA

I am a music lover. Everything I do is focused around music. In my spare time I listen to, read about, write about, watch, talk about, or create music. I have a hard time getting along with people who don’t love music, because I live music. I always have. In my cake-and-eat-it world, I want a serious career in music and a serious career in music. I want to be like the guy who struggles really hard to write a great album instead of the guy who pierces his eyelids and paints his fingernails to write a flavor-of-the-week commercial-alternative single. That’s why I jumped at the opportunity to make a record on an independent label.

Listening to the “who erased my cart” realm of college radio for three years, combined with three years as an editorial assistant at GAVIN, have helped to root my aspirations in the true direction of the music industry. I want to be like the guy who writes a book about Gram Parsons instead of the guy who chases Blur around backstage with a video assistant and a microphone.

Eric Shea’s band Mover have just released their album, Original Recipie, on poster artist Frank Kozik’s label, Man’s Ruin. Shea, who took radio airplay reports at GAVIN until last month, runs the Popscene club in San Francisco with Live 105 (KITS/FM’s Aaron Axelsen. Call (415) 263-0365 or email: mansruin@samus.com.

The indie-enthusiast format of college radio is the only format where people (can afford to) take risks by not programming their station, or by adding artists on the sole basis of good taste. In 1997, the difference between college and commercial radio is the same difference between indie and major labels. It goes without saying (but desperately needs to be said) that this difference is a matter of soul.

With my band’s first album on an indie label, I’m confident that my band and I have a better chance of someday writing and recording an Exile on Main Street or a Sweetheart of the Rodeo. On an indie label, my band and I have absolute say on the overall feel of the album, on how we want our songs to sound, what songs we want on the record (and in what order), and how we want the packaging to look. The unprocessed and undisturbed soul of creativity is the one and only true nourishment that feeds the confidence of artist development.
SINGER.
SONGWRITER.
COLLABORATOR.
ARRANGER.
MUSICIAN.

"Nobody's Girl" Nicky Holland

THE FIRST SONG FROM THE DAZZLING NEW ALBUM
"Sense And Sensuality"

PRODUCED BY Michael Beinhorn.
ADDITIONAL PRODUCTION AND MIX ON "Nobody's Girl" BY
Jimmy Bralower and Jeff Bova.
MANAGEMENT: Jeff Schock FOR Alliance Artists

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On the Air

Charles M. Warfield becomes VP/GM of Evergreen's WDAS AM/FM-Philadelphia. Empire Broadcasting System names Jim Riley to GM of WRNK/WM-Graysonville, Md. Most recently, Riley was VP of Sales for WRCQ/FM-Fayetteville, N.C. At WCIL-Carbondale, Ill., PD Chad Elliot takes the mid-day shift from Rich Bird, who becomes the station's Creative Services Director. APD/MD Kato moves from nights to p.m. drive, replacing Brian R. Powell, who transfers to sister station WXTL/WM Weekender Gregory Paul takes evenings, and fellow weekender Dave B. Goode fills overnights for Roger Gardner, who steps into an off-air post. New MD at PWR 94.5 (KJCK)-Junction City, Kan. is K.C. Garrett. Former MD Kevin Harvey and PD Todd Taylor have exited. A search for Taylor's replacement begins. WSNU-Lock Haven, Pa. has a new MD. It's a.m. station Holiday Owens, who replaces Brian Anderson, who has left the station...Shawn Stewart, former MD of Rev 105-Minneapolis, joins WXPN-Philadelphia as AMD and Associate Producer of World Cafe...Z100-New York's midday host Lisa Taylor signs a two-year extension. Melissa Beatrice, former Production Director at Kiss 108 (WXKS/WM)-Boston, is named Director of Marketing and Promotion at 106.1 Kiss/FM (KIKS)-Dallas. Chris Cassidy, formerly of Y107.9-Chicago, joins suburban Chicago WDKB (B95) as Production Director and midday talent...Marketing vet Audrey Jacobs joins Nationwide's KXGL/WM (The Eagle)-San Diego as Promotions Director...Promotion department changes at WNCI-Columbus, Ohio: Ross Kuhns is upped to Director, freeing former Promo head/APD/MD Neal Sharpe to concentrate on programming. Laurence Brinig-Bennett moves from Programming Assistant to Promotion Asst. Devene Perry comes from a Sales Operations Coordinator post with WMX-Atlanta to join WPNT/WM as Executive Assistant to VP/GM Chuck Williams, another WM alum. The pair have worked together for 11 years.

In the Grooves

EMI Records may be history, but EMI-Capitol Entertainment Properties (or E-Prop, as it's been dubbed) lives on. A host of new appointments is meant to reflect the company's broad design, which is to market the enormous music catalogs of both EMI and Capitol (the Beatles, Garth Brooks, Frank Sinatra, and David Bowie, to name a few). New execs include: Mark Jaffe, Senior VP of Product Development, Jeff Peitzser, Senior VP Sales; Tom Werman, VP A&R; Michael Tomlin, VP Promotions; and Justin Morris, CFO. Tara Griggs-Magee is promoted to VP/GM of Verity Records, which is part of the Benson Music Group, which is, in turn, part of the Zomba Group of Companies. Happy Birthday (July 22) to Nick Bull, who becomes Senior Director of Promotion at Velvel; he'll work all formats. He comes from EMI, where he was Senior Director of Alternative. Working with Nick Bull is one of those occupational hazards that I have so far not been able to avoid," jokes the label's Mike Abbattista. (Uh, at least we hope he's joking, that is.) Popular Records Group, which originally gained its name as a dance music label, has added a Black Music Division. Mark "Sexx" Skete becomes VP of the new section, which will sign both artists and indie projects for release.

On the Air & In the Grooves: Alexandra Haslam • Sho-Prep and Flashbacks: Ron Fell Friends of Radio: Annette M. Lai • Sho-Date: Diane Ruffer

Nick Bull
WHITNEY HOUSTON/BRANDY

Whitney Houston and Brandy are currently filming a new version of Rodgers and Hammerstein's Cinderella for a Wonderful World of Disney presentation on ABC later this year. Houston plays the Fairy Godmother and Brandy portrays Cinderella.

MEAT LOAF

Meat Loaf is in Livingston, Montana, making a made-for-TV movie with Dennis Quaid called Everything That Rises.

10,000 MANIACS

Mary Ramsey of 10,000 Maniacs is not totally new to the band. She had been a backup singer for the group on some previous tours and has worked with a former Maniac, John Lombardo, in a duo called John & Mary.

BEE GEES

Paramount Pictures plans to celebrate the 20th anniversary of Saturday Night Fever by re-releasing the film this fall.

POWER STATION

Robert Palmer, Tony Thompson, Andy Taylor, and the late Bernard Edwards reformed their band Power Station and released a reunion album in the UK earlier this summer. Look for it to surface next month on Guardian here in the States.

MICHAEL BOLTON

Michael Bolton has written his first screenplay, a courtroom drama, and has sold it to Columbia/Tri-Star. Bolton hopes to co-produce and star in the eventual film. If he gets the part, Bolton would cut his famous tresses in order to look more like a conventional attorney.

Sho-Prep

BILLY JOEL

Earlier this year, Billy Joel received an honorary doctorate from Hofstra University. It was the third such honorary degree from a university for Billy Joel, who was a high school dropout in real life.

HANSON

The success of the Hansons is leading to nearly instant authorized and unauthorized biographies. The brothers have signed with Virgin Publishing for an authorized tome, but Archway Paperbacks will have their own Hanson bio in stores by September.

SHERYL CROW

Sheryl Crow has inked a deal with designer Tommy Hilfiger for a tour sponsorship from Hilfiger. In exchange, Crow will help develop and endorse a clothing line.

DURAN DURAN

Duran Duran takes its name from a character in the Jane Fonda film Barbarella, but not until this summer has the band ever referred to the film in any of its music. They've recently completed recording "Electric Barbarella" for their next album and have already completed a video for the track.

CHICAGO'S NEW MUSIC FESTIVAL is going into its fifth year. Al Rose (Whitehouse), Cash Money (Touch & Go), Chain Suck (Max Trax), Cuberette (Max Trax), Drovers, Edith Frost (Gray City), Fig Dish (Mercury), Full on the Mouth (Pioneer), Gyn Stylers (Truck Stop), Kurt Elling (Blue Note), Liquid Soul (ARX), Love Kit (Ginger), Moonshine Willy (Bloodshot), Mystery Driver (Whitehouse), Ellis Paul (Rounder), Poster Children (Reprise), Shallow (Zero Hour), Swinger (Ginger), Tripl3ast, Von Freeman (Southport) are just some of the bands performing. Over a hundred bands will be participating. Over a dozen panels will feature reps from Bloodshot Records, Invisible Records, MS Distribution, WACA, PIG, Max Trax Records and WEA to name a few.

Showcase Only Pass $35 available at Box Office

Full Convention/Fest Pass $250 by mail and at convention site

Flashbacks

JULY 18, 1992

Whitney Houston and Bobby Brown marry.

JULY 19, 1995

George Michael is released from his long-term contract with Sony. He signs with Virgin worldwide, excepting North America, where he becomes the first artist on DreamWorks SKG.

JULY 19, 1980

David Bowie makes his stage acting debut in Denver in the title role of The Elephant Man.

JULY 21, 1983

Diana Ross performs a free concert in New York's Central Park. A torrential rainstorm forces an early end to the evening, Ross returns the following night with another concert.

JULY 23, 1984

After Penthouse publishes some old and risque pictures of Vanessa Williams, she resigns her title as Miss America just two months before her term expires.
Inside Top 40 by Dave Sholin

Championing Top 40 In Small Markets Midwest

Many of those employed today by the Tom Ingstad Radio Group were in grade school—or possibly hadn't even been born yet—when the company purchased its first facility, KKKL/AM-Grand Forks, in 1973. Nearly 25 years later, the firm boasts 26 properties, including nine recent acquisitions. COO/VP Randy Holland is the man CEO Tom Ingstad entrusted with running the company's day-to-day operation. And considering Holland's been on the Ingstad team since 1968, few would be more qualified.

However, when Randy joined, it was to work for the late Bob Ingstad, Sr., whose sons Tom, James and Robert each run a separate radio group with the exception of four properties in Fargo (KQWB, KLTA, KPPX and WDAY), which Tom and Jim own jointly, have since made the Ingstad name synonymous with Midwest radio.

We caught up with Holland the other day in his Twin Cities home office. He was just back from a road trip to Grand Forks, home to six of those nine new properties mentioned earlier. What makes this purchase even more interesting is that it marks a return of KKKL to the Ingstad family. The stations were first sold to Minneapolis' Vaughn Company and have most recently been run by Dave Ramage and his Excel Corporation. This spring's devastating flood, precedented by a lower collapsing, have kept KKKL off the air for months, but Holland expects the station will be "up and running by the time we start our LMA, scheduled for August 1. We'll be at lower power for a couple of weeks, but hope to be back to strength by the beginning of September." The best news of all is that, according to Randy, KKKL/FM is "definitely staying Top 40." He hopes the staff will decide to remain in place.

It's obvious when looking at their portfolio that the Tom Ingstad Group is bullish when it comes to Top 40. In fact, they recently ventured outside the Midwest, and purchased Yakima, Wash. Top 40 outlet KFFM. Earlier this year, TIRG returned WDAY (Y94)-Fargo to its Top 40 roots. Holland also flipped Rapid City, S.D. country outlet KCRS/FM Top 40 in January and reports response has been "very, very good, even with some signal problems, which will soon be corrected." Holland says his company judges response by revenue. Y94, he admits, was a case of it being "far more successful as a Top 40 than an also-ran Hot A/C," the direction chosen by the previous owners. In his view, the owners made the switch because "our A/C, KLTA, was out-performing them, and they thought they could do better. But they didn't. I firmly believe that if you're first in a format and doing it right, you really..."
We may be in the heat of summer now, but just wait until September in New Orleans when The NAB Radio Show will really start heating things up!

We've got an incredible line up of innovative sessions and speakers to ensure your success in this new era of Radio. There's something for everyone at your station from management and programming to sales & marketing and engineering.

And networking opportunities, you ask—this is the "who's who" of Radio where you'll make contacts, share ideas just have fun—at receptions, lunches and blow-out parties!

We'll also pack the exhibit hall full of the industry's hottest manufacturers and suppliers so you can meet face-to-face to evaluate new technologies, make final purchases in your 1997 budget and start planning for 1998 and beyond!

AOL's Robert Pittman to Keynote The NAB Radio Show

A pioneer in entertainment programming, Bob Pittman began his career in Radio, first as a disk jockey and then as a program director for top rated stations. Infamous as a brand builder and innovator, Pittman has successfully applied his philosophies to businesses such as MTV, Six Flags Theme Parks and most recently CENTURY 21 and AOL. Come hear his unique perspective on the future of Radio, communications and entertainment.

NEED MORE INFORMATION?
Fax this completed form to (202) 429-5343.
Please send me more information on ☐ Attending ☐ Exhibiting

Name __________________________ Title __________________________
Company __________________________ Cell # __________________________
Address __________________________ City __________________________ State ________ Zip ________
Country __________________________ Great Address __________________________
Phone __________________________ Fax __________________________

Group Heads: Succeeding in a New Era of Radio
Hear how some of the biggest players are re-shaping the face of Radio this super session, moderated by Herb McCord, President of Granum Communications Corp.

Norm Feuer, Triathlon Broadcasting
Steve Hicks, Capstar Broadcasting
Robert F. Neil, Cox Radio
Jeff Smulyan, Emmis Broadcasting
Randy Michaels, Jacor Communications
Scott Ginsburg, Evergreen Media

Mel Karmazin Receives National Radio Award at NAB Radio Luncheon
Chairman and CEO of CBS Station Group, Karmazin has spent his career not only building his Radio business, but also building the business of Radio. Join us as he is honored at the NAB Radio luncheon.

Plus, hear special remarks from FCC Commissioner Rachelle Chong.

Ron Chapman Emcees NAB Marconi Radio Awards Reception, Dinner & Show
Join the celebration as the suspense ends and the winners are revealed for the NAB Marconi Radio Awards. Former Marconi Award winner Ron Chapman from KVIL-FM in Dallas will host this year's event.

FOR MORE INFORMATION:

WEB: Point your web browser to www.nab.org/conventions/ to register online or to receive up-to-the-minute conference, hotel and travel information.

FAX-ON-DEMAND: Dial 301-216-1847 from the touch-tone handset of your fax machine and follow the voice instructions.

CALL: 800-342-2460 or 202-775-4970.
Up & Coming

Reports Adds SPINS TRENDS
58 2 1341 +178 DJ COMPANY - Rhythm Of Love (Case)
57 2 1201 +52 NO MERCY - When Did It Start
54 18 1075 +37 THE MIGHTY MIGHTY BOSSTONES - The Impression That I Got (Mercury)
51 6 1152 +294 GOD'S PROPERTY featuring KUBAy FRANKLIN - Stamp (B-Bite/Interscope)
49 11 899 +209 DIANA KING - Say A Little Piece For You (WORC)
44 6 873 +90 LEAN RIMES - How Do I Live (KCG/Atlantic)
38 3 740 +59 ABRA MOORE - Fast Look Close (Arista/Atlantic)
31 1 944 -14 FIVESTONES - Turn The Radio Up (Midnight Fantasy)
37 12 534 +226 DUNCHEN SHEIK - She Runs Away (Atlantic)
33 29 106 +49 * WILD ORCHARD - Symphonium (RCA)
31 3 696 -14 PAT BENATAR - Strawberry Wine (Life Is Sweet) (C&M International)
28 6 581 +218 UZI - Last Night On Earth (Def)
28 1 1030 +105 CHANGING FACES - I HEART U.T. (Big Beat/Atlantic)
27 2 209 -1 JOHNY LANG - Lie To Me (A&M)
26 3 897 +65 THE NOTORIOUS B.I.G. - Money M/Brother (Bad Boys/Atlantic)
26 1 682 +79 BONE THINGS N HARMONY - Look Into My Eyes (Relativity/Atlantic)
23 14 546 +21 AHI'S ATTIC - I Am, I Feel (Mercury)
22 25 584 +48 3G SPECIAL - Face To Face (Rac & Tel)
25 1 446 +122 NIGHT RIDER - Forever Ohe Again (Columbia/CRG)
22 12 501 +96 LIVE - Turn My Head (Polydor/Atlantic)
20 14 347 -44 LUTINE - Can't Let You (& My Heart) (Capitol/Atlantic)
19 2 416 +71 MISSY MELVIN/BLIND EDUDD - Sauce Da'The Rain (The Gold Mine/Island)
19 9 344 +80 MONACO - What Do You Want From Me? (Polydor/Atlantic)
19 5 344 +75 SABRIN McLACHLAN - Building A Mystery (Atlantic)
19 5 296 +61 LILY SUSEY - Can't Get You Out Of My Head (Metropolitan)
18 2 291 -66 RYAN DOWNE - What Am I Gonna Do (RCA/A&M)
18 1 356 -21 SINESS - Goodnight (A&M)

1 349 +174 COOLIO featuring THE 40TH EVOLZ - C.U. When You Get There (Tommy Boy)
1 542 +10 CORINA - Summertime (Columbia/CRG)
1 363 +114 SNEAKER PIMP - S.Underground (Virgin)
1 349 +60 TRIO - Da Da Deh (Mycro)
1 260 -28 BEECH MAN featuring CHEVELLE FRANKLIN - Bamboo Queen (Island/Atlantic)
1 535 +217 GHOULIN - Wrong Dudes Cry (SSO Music)
1 282 +29 JOSIE MARLEY + THE MELODY MAKERS - People Get Ready (Elektra/EDG)
1 229 +2 SQUIRREL NOT ZIPPCERS - Hell (Mannheim)
1 196 +69 * RKS - Don't Lose Your Head (Mercury)
1 367 +108 INDU - Love You Down So So (Columbia/CRG)
1 312 +78 DRIU HILL - Never Make A Promise (Island)
1 215 +72 STXY - Priscilla (C&M International)
1 290 +103 LIL' KIM - Not Tonight (Underground/Big Beat/Atlantic)
1 266 +25 DESPERATE MEN - It's In Your Dreams (DM)
1 191 +107 * JOE - The Love Scene (VJ)
1 251 +33 FOO'S GARDEN - Lemon Tree (Heretic/Universal)
1 222 +37 SNOOP DOGG - Don't Sleep On My Heart (Intertalent)
1 192 +132 INNER CIRCLE - Tell Me (What You Want Me To Do) (Soundway)
1 158 +71 SILENT STARS - Never, Never Gonna Give You Up (Atlantic)
1 145 +40 * FIONA APPLE - Criminal (Clean Slate WORK)
1 194 +4 KIM RICHIE - I Know (Mycro)
1 188 +78 PETER CETERA - Do You Love Me That Much (River North)
1 87 +47 * JON B - Don't Say (You Yum550 Music)
1 323 +46 SCAFACE - Smile (featuring 2 Pack & Johnny P) (RAP-A-Lofto Theory)
1 275 +23 K-CI & JODA - Bring Me Up (MCA)
1 249 +75 SWI featuring PUFF DADDY - Someone (RCA)
1 240 -19 ADINA HOWARD - Freak And I Know It (Interscope)
1 185 +137 WEATHERVANE - Roll Like Thunder (Sonic Fan Music)
1 278 -2 * NATASHA HAGEN - You & You (Cobby)
1 223 +60 MICHAEL BOLTON - So Me The Distance (Columbia/CRG)
1 5 201 +127 DAVIS - Do You Know What I Mean (Epics)
1 172 +51 BLACKSTREET -Fix (Interscope)
1 4 131 +68 * SUBLIME - Wrong Way (MCA)
1 9 59 +32 CRAWL - Secret Tra (Mycro)

Dropped: 253-Bio Carlisle, 40-B, ame, homest, Del Amin, Culture Beat, Kyle Vincent, Tamagro, Shades, Big Head Todd & the Monsters, Dana Harris.

* Indicates Debut

have to screw things up to fail."

Keeping it small and private has so far spelled success for his organization, and that's unlikely to change. As for further expansion, Hollander says new acquisitions will be "carefully planned. We have to attain certain dollar figures with multiple stations or why bother," he explains. In addition to crediting himself for making his Top 40 operations successful and profitable, Randy is also quick to praise the efforts of consultants Mark Bolke of Bill Roberts Radio Consulting and Jeff Johnsen of Alan Burns and Associates.

And for those who might question the value of small markets. Hollander offers this reminder: "The money you put in the bank in Rapid City is just as green as the money in New York City. It's not surprising to see companies like Jacor buying up properties in places like Cheyenne, Wyoming."

**Signals & Detections**

Aqua, Aqua, Aqua. "Barbie Girl" brings in Number One phones for C-89-Seattle and Y100-Miami. And the word is starting to spread, with just three spins at WKSE Buffalo generating phones, and some initial play at Z104-Washington, D.C....LeAnn Rimes’ "How Do I Live" is proving a winner. Number seven requests and growing at 104 KRBE-Houston, where MD Jay Michaels reports "Number One single sales. We've moved it into heavy rotation, and it's now on our nightly countdown." KHOME-New Orleans PD Bill Thornan reports the song at number two on their phones, where, by the way, Aqua is Number One in requests after less than a week of play. Bill says, "It's the hottest song on the station."

**Artist Profile**

**ABRA MOORE**

**Birthplace and birthdate:**
Mission Bay, Calif., June 8

**Label:** Arista Austin

**Senior VP, Promotion:**

**Artist:** Richard Palmese

**Current single:** "Four Leaf Clover"

**Current Album:** Strange Places

**Major musical influences:**
Chet Baker and Billie Holiday

**Favorite record by another artist:**
"Dams the Torpedoes" by Tom Petty

**Things that make you happy:** "Nice people."

**Things that make you sad:**
"Mean, selfish people."

**Favorite way to relax:**
"Swimming."

**Favorite junk food:**
"McDonald's apple pie."

**Favorite movie of all-time:**
"The Last Waltz."

**If you couldn't be a musician, you'd be:**
"...a wildlife rescue person, a clown, or a ballerina."

**Tour plans:**
"I'll be part of the Lilith Fair tour. In July, I'm opening shows for Third-Eye Blind; and in August, will be the opener for Collective Soul."
## GO Chart

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

<table>
<thead>
<tr>
<th>TW</th>
<th>SPINS</th>
<th>TREND</th>
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<tbody>
<tr>
<td>1</td>
<td>ROBYN - &quot;Do You Know (What It Takes)&quot; (RCA)</td>
<td>3645</td>
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<tr>
<td>2</td>
<td>SISTER HAZEL - &quot;All For You&quot; (Universal)</td>
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<td>3</td>
<td>THIRD EYE BLIND - &quot;Semi-Charmed Life&quot; (Elektra/EGG)</td>
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<td>4</td>
<td>Sheryl Crow - &quot;A Change Would Do You Good&quot; (A&amp;M)</td>
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<tr>
<td>5</td>
<td>MEERADTH BROOKS - &quot;Bitch (Capitol)&quot;</td>
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<tr>
<td>6</td>
<td>OMC - &quot;How Bizarre&quot; (Mercury)</td>
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<td>7</td>
<td>The Verve Pipe - &quot;The Freshmen&quot; (RCA)</td>
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<td>8</td>
<td>Hanson - &quot;MMMBop&quot; (Mercury)</td>
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<td>9</td>
<td>Shawn Colvin - &quot;Sunny Came Home&quot; (Columbia/CRG)</td>
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<td>10</td>
<td>Backstreet Boys - &quot;Quit Playing Games (With My Heart)&quot; (Jive)</td>
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<td>11</td>
<td>10,000 Maniacs - &quot;More Than This&quot; (Ecko)</td>
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<td>12</td>
<td>Spice Girls - &quot;Say You'll Be There&quot; (Virgin)</td>
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<td>13</td>
<td>Savage Garden - &quot;To The Moon &amp; Back&quot; (Columbia/CRG)</td>
<td>2253</td>
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<td>14</td>
<td>En Vogue - &quot;Whisper&quot; (Atlantic/EAST/WEG)</td>
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<td>15</td>
<td>Diana Ross - &quot;Gimme Some Lovin'&quot; (Epic/Warner Bros.)</td>
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<td>16</td>
<td>Counting Crows - &quot;Daylight Fading&quot; (DGC)</td>
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<td>17</td>
<td>Mark Morrison - Return Of The Mack (Atlantic)</td>
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<td>18</td>
<td>R. Kelly - &quot;Gotham City&quot; (EMI)</td>
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<td>19</td>
<td>Spice Girls - &quot;2 Become 1&quot; (Virgin)</td>
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<tr>
<td>20</td>
<td>Will Smith - &quot;Men In Black&quot; (Columbia/CRG)</td>
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<tr>
<td>21</td>
<td>Jamiroquai - &quot;Virtual Insanity&quot; (WEG)</td>
<td>1657</td>
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<tr>
<td>22</td>
<td>Babyface - &quot;How Come, How Long&quot; (Epic)</td>
<td>1655</td>
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<td>23</td>
<td>The Wallflowers - &quot;The Difference (Interscope)&quot;</td>
<td>1585</td>
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<tr>
<td>24</td>
<td>A*Teens - &quot;Hard To Say I'm Sorry&quot; (Arista)</td>
<td>1581</td>
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<tr>
<td>25</td>
<td>The Wallflowers - &quot;One Headlight&quot; (Interscope)</td>
<td>1542</td>
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<tr>
<td>26</td>
<td>Jon Bon Jovi - &quot;Midnight In The Streets&quot; (Mercury)</td>
<td>1464</td>
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<tr>
<td>27</td>
<td>Savage Garden - &quot;I Want You&quot; (Columbia/CRG)</td>
<td>1446</td>
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<tr>
<td>28</td>
<td>Matchbox 20 - &quot;Push&quot; (Interscope)</td>
<td>1378</td>
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<tr>
<td>29</td>
<td>Indy Girls - &quot;Shame On You&quot; (Epic)</td>
<td>1371</td>
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<tr>
<td>30</td>
<td>Puff Daddy &amp; Faith Evans - &quot;I'll Be Missing You&quot; (Bad Boy/Arista)</td>
<td>1346</td>
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<tr>
<td>31</td>
<td>Dave Matthews Band - &quot;Crash Into Me&quot; (RCA)</td>
<td>1297</td>
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<tr>
<td>32</td>
<td>Blessid Union Of Souls - &quot;I Wanna Be There&quot; (EMI)</td>
<td>1245</td>
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<td>33</td>
<td>White Town - &quot;Your Woman&quot; (EMI)</td>
<td>1237</td>
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<tr>
<td>34</td>
<td>Tonic - &quot;If I Could Only See&quot; (Polydor/A&amp;M)</td>
<td>1090</td>
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<td>35</td>
<td>Hanson - &quot;Where's the Love&quot; (Mercury)</td>
<td>1080</td>
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<td>36</td>
<td>Paul McCartney - &quot;The World Tonight&quot; (Capitol)</td>
<td>1047</td>
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<td>37</td>
<td>Bob Carlisle - &quot;Butterfly Kisses&quot; (MCA)</td>
<td>950</td>
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<td>38</td>
<td>Paula Cole - &quot;Where Have All the Cowboys Gone&quot; (Warner Bros.)</td>
<td>829</td>
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<tr>
<td>39</td>
<td>Culture Beat - &quot;Take Me Away&quot; (Interscope)</td>
<td>898</td>
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<tr>
<td>40</td>
<td>Jewel - &quot;Foolish Games&quot; (Atlantic)</td>
<td>891</td>
</tr>
</tbody>
</table>

## Crossover

### Urban/Dance
- **DJ Company** - "Rhythm of Love" (Crate)
- **God's Property feat. Kirk Franklin** - "Stamp" (Epic/Interscope)
- **Subway** - "When Doves Cry" (Epic/Grammy Music)
- **Maxwell** - "Wherever, Whateva, Whatever" (Columbia/CRG)

### Alternative
- **Sarah McLachlan** - "Building a Mystery" (Arista/Line)
- **Mark Mothersbaugh** - "The Impression That I Get" (Mercury)
- **Anna Nalick** - "Your Last Love" (Arista/Interscope)
- **Monaco** - "What Do You Want From Me?" (Polydor/A&M)

## Sho-Dates

### July 20
- **Ruth Evers** - Nervous Records
- **Chris Cornell** - Soundgarden, Santana, Kim Carnes, Rodney Foster, TG Sheppard

### July 21
- **Greg Gavin**
- **Katie Eyferl** - KZML-San Francisco
- **Bill Catino** - Capitol Records
- **Joe Reichling** - Arist
a Records
- **Barbara Kelly**
- **Kelly Palmer, Cat Stevens, Sara Carter, Jim Martin** (All For Nothing)
- **Eliot Sloan** (Blissed Union Of Souls)

### July 22
- **Cosmo Leone** - KGRS-Burlington, VT
- **Jo Interante** - ABC Radio
- **Nick Bull** - Vehikel Records
- **Michael Baran** (James Young Group)
- **Don Henley, Rick Davies** (Supertramp)

### July 23
- **Dana Lundon** - JET/Chicago, PA
- **Tony Joe White, Tom Keitti** (Simply Red, Sam Watters (Color Me Bad), Martin Gore (Depeche Mode)

### July 24
- **B.J. Harris** - WFLZ-Tampa
- **Mike Pike** - WKKJ-Farmingville, NY
- **Pam Tillis**

### July 25
- **Scott Shannon** - WPLJ-New York, NY
- **Bill Richards** - Consultant
- **Lynn Malnati** (Kyanos, Marty Brown, Doug Corella (Verse Pipe)

### July 26
- **Tom Holt** - WFLZ-Providence, R.I.
- **Jim Ryan** - WTTW-New York
- **Mick Jagger**

### July 27
- **WEDGONG BELLS** rang July 12 in Boston for Charlie Walk: VP of Promotion for Columbia Records, and Lauren Miller
- **WEDGONG BELLS** rang July 12 for Margaret Fatima: Editor, Administrator for Microsoft Music
- **Central On-line, and Michael Mercey** - Best wishes & congratulations.

## Friends of Radio

### Carl Strube

**President, Critique Records. Boston, MA**

**What radio stations did you grow up listening to?**

WMEX-Boston, WKBW-Buffalo, and WPTP-Albany.

**What stations do you listen to now?**

I switch around from music to talk. I listen to all forms of music to keep up with the latest trends.

**The last record you went out of your way to listen to and why?**

The Fiona Apple CD. It caught my ear on a Tower listening station and it was priced right for a new developing artist.

**The Critique projects you're most excited about right now and why?**

Damage: They have inexhaustible talent and songs. These guys have unlimited worldwide appeal.

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

A "new" Babyface because I so admire his all-around talent as an artist, producer, and writer, as well as his sense for what the public wants.

**Your proudest career achievement so far:**

The ability we've had to grow Critique with hard work and great music.

**Future ambitions:**

To see Critique grow and grow!
Gavin A/C

Adult Contemporary

**Most Added**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Song</th>
<th>Label</th>
<th>Weeks</th>
<th>Reports</th>
<th>Adds</th>
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<td>R. KELLY (30)</td>
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<td>KENNY LOGGINS (43)</td>
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<td>BLAKE MCHSHANE (20)</td>
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<td>HANSON (19)</td>
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</tbody>
</table>

**Top Tip**

**Belinda Carlisle**

"In Too Deep" (ARR21)

Ready to chart next week thanks to 16 Adds including WWSE, WKKW, 3WM, WCBH, as well as top spins from KIZZ (30), KTHO (26), WCZT (21), KTDY (24), WCKQ (22) and WZDQ (25).

**Record to Watch**

**Duncan Sheik**

"She Runs Away" (Atlantic)

On the heels of "Barely Breathing," this fresh Sheik track is registering key calls from a myriad of A/C’s like WDIZ, WIBX, WVNK, WMTX, K99, KPLZ, KRUZ, and WMC.

---

**Inside A/C**

By Ron Fell

Welcome New A/C Reporters

Here are the latest additions to the Gavin Adult Contemporary panel:

- **Dennis Fuller**, Program Director, KGRQ, 329 Maine, Quincy, IL 6228, phone (217) 224-4102, fax (217) 226-7361
- **Pat Paxton**, Program Director, Rich Anhorn, APD/MD, KHMX, 1990 Post Oak Blvd, #2300, Houston, TX 77056, phone (713) 790-0965, fax (713) 297-0356
- **Tim Murphy**, Program Director, KMIX, 302 S. 2nd St, #203, Laramie, WY 82070, phone (307) 745-5208, fax (307) 745-8570
- **Ed Perkins**, OM/MD, KQFS/FM, 320 N. Parkerson, Crowley, LA 70526, phone (518) 989-1024, fax (318) 267-4386
- **John Hall**, Program Director, WATD, 130 Enterprise Drive, Marshfield, MA. 02050, phone (617) 837-1166, fax (617) 837-1978
- **Mike Sutphin**, Program Director, WHEO, Rt. 1, Box 75, Stuart, VA 24171, phone (540) 694-3111, fax (540) 691-2211
- **John Stuart**, Program Director/Music Director, WMJJ, 530 Beacon Parkway West, Birmingham, AL 35209, phone (205) 942-9600 x3302, fax (205) 290-8145

No longer reporting to Gavin’s A/C chart are KACW, KBJZ, WEBS, KOLS, WBBE, KFLY, WOBM, and KMQG.
Beth Nielsen Chapman

Happy Girl

Her new album: sand and water

### A/C Up & Coming

<table>
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<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
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<td>884</td>
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**Notes:**
- * Indicates Debut
- **Texas** says what you want (Mercury)
- **Bobby Sky** - My Favorite Song (Future)
- **Mysteria Family** - Lifted (A&M)
- **Kenny Rogers feat. All-4-One** - Write Your Name (Across My Heart) (MOTOWN)
- **Kenny Rogers feat. All-4-One** - Write Your Name (Across My Heart) (MOTOWN)
- **Kenny Rogers** - Write Your Name (Across My Heart) (MOTOWN)

Hanson
"Where's The Love"

OMC
"How Bizarre"

Swing Out Sister
"Somewhere In The World"

Texas
"Say What You Want"

Mighty Mighty Bosstones
"The Impression That I Get"
Sharonmarie Fisher
"It Feels Good To Feel Good"
The debut single from her album

"It Feels Good To Feel Good"

The distinctive musical signatures of both Billy Joel and Bob Dylan, the song's composer, are all over this wonderful piece of music. For his third volume of Greatest Hits, Joel pays tribute to one of America's greatest songwriters by recording this new song which captures Dylan's lyrical essence in Joel's pop troubadour style.

STEEL PULSE
"Brown Eyed Girl" (Mesa/ARG)
Steel Pulse is back with a really popish reggae treatment of Van Morrison's often-recorded standard. Plenty of staccato horns give this very familiar tune spicy seasoning and Caribbean credibility.

SARAH MCLACHLAN
"Building a Mystery" (Arista)
Vampirical imagery abounds in this haunting, enigmatic song about the pitfalls and virtues of developing a persona of indefinable proportions.

A/C PICKS

Billy Joel
"To Make You Feel My Love"
(Columbia/CRG)

The debut single from her album featuring "It Feels Good To Feel Good":

Fastball Records
Michael F Mitchell
(818) 597-0670

National Record Promotions
Larry Weir / Mastika Swain (213) 852-1869

Attention A/C Music & Program Directors!!

WHO WILL RECEIVE IT?
Every Gavin, R&R, and Billboard A/C reporter!

the
Gavin CD

featuring new music from

The Wilsons (Mercury)
Buster Poindexter (Island)
Amy Grant (A&M)
deUS (Bang!/Island)
10,000 Maniacs (Geffen)
John Tesh (GTS/PolyGram)
Suzy K (Coyote)

Beth Nielsen Chapman (Reprise)
Hubert Kah (Curb)
Boz Scaggs (Virgin)
Kenny Rogers (Magnatone)
Brian Howe (Touchwood)
Zrazy (Pure)
Renegade Blue (Magnet)
Curb Records says thank you to Gavin and the Gavin A/C stations for a great start to 1997! There's more great music to come...

Michael English

"Why Didn’t I"
Gavin #23* R&R #23*
Over 160 Stations Strong!

Mary Griffin

“Just No Other Way”
Gavin A/C Up & Coming
R&R Urban A/C – Most Added!!!

Mary Black

“One & Only”
The Debut single from the album “SHINE”
Gavin A/C Up & Coming
Look for Ireland’s #1 selling Pop Female Artist on the LILITH FAIR TOUR in August

Look for upcoming releases from Joey Lawrence & Hubert Kah
ARTIST PROFILE

LINDA EDER

LABEL: Atlantic

PROMOTION CONTACT:
Mary Conroy

CURRENT ALBUM: It's Time

HOMETOWN: "Tucson, Ariz., but now I live in New York."

MUSICAL INFLUENCES: "Opera singer Eileen Farrell and Barbra Streisand."

LAST CD YOU PURCHASED: "The Best of Kenny Loggins."

THINGS THAT MAKE YOU HAPPY: "Horses, dogs, funny and fun people, daylight savings time, and being in the country."

THINGS THAT MAKE YOU SAD: "Being trapped in a big city, pollution, and my parents getting older."

FAVORITE MOVIE OF ALL-TIME: "International Velvet."

IF YOU WEREN'T A RECORDING ARTIST, YOU'D BE: "...a painter, a writer, a veterinarian."

WHO'S THE MOST INTERESTING PERSON YOU KNOW OR WOULD LIKE TO KNOW? "Katherine Hepburn. I would love to sit down and be able to talk to her."

AMBITIONS LEFT TO FULFILL: "To write a book, do more theater (maybe a [dramatic] play), and play Carnegie Hall."

EDER ON HER MUSIC: "I sing for the audience, and it makes me feel better than I am."

S/P/W

SPINS PER WEEK PER STATION

SISTER HAZEL - All For You (Universal) 31.14
THE WALLFLOWERS - One Headlight (Interscope) 30.36
SHERYL CROW - A Change Would Do You Good (A&M) 30.34
THE VERVE PIPE - The Freshmen (RCA) 29.01
HANSON - MMMBop (Mercury) 28.49
SHAWN COLVIN - Sunny Came Home (Columbia/CRG) 28.34
DAVE MATTHEWS BAND - Crash Into Me (RCA) 27.43
MEREDITH BROOKS - Bitch (Capitol) 27.42
THIRD EYE BLIND - Semi Charmed Life (Elektra/EGC) 27.18
DUNCAN SHEIK - Barely Breathing (Atlantic) 25.70

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

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

JEWEL - Foolish Games (Atlantic) 876
KENNY LOGGINS - I Am Not... (Columbia/CRG) 606
10,000 MANIACS - More Than This (Geffen) 480
R. KELLY - Got That Cake (Jive) 477
LeANN RIMES - How Do I Live (MCG/Curb) 388
BELINDA CARLISLE - In Too Deep (ARK 21) 388
OMC - How Bizarre (Mercury) 299
THIRD EYE BLIND - Semi Charmed Life (Elektra/EGC) 288
SPICE GIRLS - 2 Become 1 (Virgin) 286
AZ YET - Hard To Say I'm Sorry (LaFace/Arista) 285

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ADULT SUMMER SMASH
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David Garfield and Friends Pay Tribute to Jeff Porcaro

DAVID GARFIELD & FRIENDS
FEATURING 74 GUEST STARS
INCLUDING:
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...and 51 more of Jeff's friends we'd need much more room to mention!

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The only thing more difficult than breaking songs at A/C radio is breaking brand new artists at A/C radio. If only because the majority of A/C playlists are short and laden with known commodities, getting airplay for unknowns is daunting.

But, in an attempt to bolster the format and its role in making hits and stars, I've nominated a Freshman Class of '97 for your consideration.

To qualify for the Class of '97, an act must be completely new to the format in the past year and show excellent potential for further hits in the format.

By no stretch of the imagination am I thinking these new acts are exclusive to Adult Contemporary radio. Some may indeed be thought of as secondarily an A/C act, but their strength as A/C-viable was a considered qualification. The bottom line is that these acts are new and they've thankfully freshened the sound of A/C radio.

HANSON
Tulsa-born brothers Zachary (11), Taylor (14), and Isaac (16) Hanson have come a long way since their first performance at a street fair in their hometown in 1992. The Oklahoma pop prodigies scored an impromptu streetcorner audition during a SXSW weekend in Austin, Texas that resulted in their discovery by Mercury Records.

Prior to their discovery, the boys had written more than 100 songs and had made two self-distributed albums.

After a little pre-release exposure from none other than the mighty WPLJ-New York, Hanson's debut Mercury Records single, "MMMBop" got its first official exposure in mid-February at the GAVIN seminar in New Orleans, where it topped Top 40 charts in the month of June, topping even the mighty Spice Girls' "Say You'll Be There."

BOB CARLISLE
"Butterfly Kisses" was not originally intended for release. I wrote it as a gift for my daughter. My wife forced me to put it on the album. Even though I wrote it for my own child, it's very much (written) for all of you, too."

Bob Carlisle
GAVIN June 13, 1997

The Bob Carlisle story is one which is inextricably linked to the sugary, over-the-top, sentimental, paternal serenade, "Butterfly Kisses," which hit a responsive chord among radio listeners like no other song in recent pop music history.

The song, probably the most requested song at radio this year,
was written about his daughter Brooke, and his thoughts on eventually giving her away in marriage someday.

Carlisle, a journeyman, Nashville-based, 40-year old singer/songwriter, had written hits for Dolly Parton ("Why'd You Come Here Looking Like That?") and Ty England ("Redneck Son"), before "Butterfly Kisses" was released last Fall. It sold first at Christian bookstores on its original label, Diadem Music Group (DMG).

"The A/C independent promoter Donna Brake gave me a copy of 'Butterfly Kisses' last October. We tested it and the phones went crazy. When we picked up the syndicated Delilah. After Dark Love Songs program a few weeks later, I wanted to make sure the show also had a copy for all its stations. Donna and the label, DMG, got it to Delilah and it was on in a matter of days, and it spread like crazy.

I ran into Jack Satter from five at the GAVIN Seminar last February and told him about the record, and I'm thrilled that they picked it up and ran with it. At WKWK, we're probably played "Butterfly Kisses" more than 1,000 times since early October."

Doug Daniel, Program Director
WKWK-Wheeling, West Virginia

Early airplay from the likes of WKWK and major market leaders like WPLJ-New York and WAKS-Tampa gave early confirmation of the song's universal appeal and by March, the "Butterfly Kisses" phenomenon was in full bloom.

Butterfly Kisses, (Shades of Grace), the album on which "Butterfly Kisses" can be found, has been one of the biggest selling albums of the year since its release this spring, competing with Wu Tang Clan, Spice Girls, Hanson, the Notorious B.I.G. and Mary J. Blige.

They say imitation is a sincere form of flattery, so it's worth noting that the song's universal appeal has led to at least two country cover versions and has even reawakened the long-dormant concept of "answer" songs as well.

SPICE GIRLS
"These 'wannabes' are quickly becoming the '9' girls."
Ron Fell, April 4, 1997

Five attractive women with a repertoire of infectious pop songs is not a bad start. Whether manufactured or not, the Spice Girls have exceeded the hype all along their meteoric rise to the top of the world's pop charts.

The women and their management know the importance of being where the action is. Their initial exposure came last year in their homeland, England, where they had multiple hits and sold more than a million copies of their debut album, even before launching their Stateside campaign. One single, "Wannabe," has sold two million copies in the UK alone.

Many of us got our first exposure to Spice Girls at the GAVIN Seminar in New Orleans this past February when they held court at a midnight reception at the Hyatt. The buzz was unbelievable, and the curious among us packed the room to meet 'n' greet them.

Mel B. (Brown), Mel C. (Chisholm), Victoria Adams, Geri (Halliwell), and Emma Bunton were put together last year to make a hormonally-potent, feisty, frisky, and pop-centric quintet that has now topped charts in 30 countries. They have become icons for a "Girl Power" movement.

Now, not only are there Spice Girls singles and an album, but a movie, a la Hard Day's Night, in the works.

MEREDITH BROOKS

The angry girl next door, Meredith Brooks, and her debut single, "Bitch," are on top of the world these days. That's a far cry from her rural Oregon roots and her brief, late '80s run in the Graces, an all-female trio she formed with former Go-Go Charlotte Caffey.

Brooks' Capitol Records debut album, Blurring the Edges, does just that as she pushes the envelope, and, despite its title, the album is focused and insightful in its directness and purpose.

With the newfound success of the single, the album may put to rest some of the unfortunate comparisons between Brooks and the mega-platinum Alanis Morissette. As Brooks' music gets more and more airplay, fans and even doubters are becoming the biggest of believers in the strengths of their dissimilarities.

"Bitch," for all its superficial titilation and potential as a semi-Nazi anthem, is really nothing more than a kaleidoscopic dissertation on the potential for a woman to be multi-faceted. Brooks, who's got a decade of professional performing under her belt, has a healthy grasp of the entertainment value of good, lyrically provocative songs, and "Bitch" is just the linchpin in her multi-spoked wheel of music.

Brooks' repertoire is loaded with tension and angst, but it can, and should be appreciated as the psycho-babble of a thoughtful singer/songwriter with a wonderful talent for storytelling and narration.

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1996 & 1997
Look for Meredith Brooks to be a constant chartmaker in a multitude of formats. Her talent is one that defies formatics, and I expect her to eventually have the kind of A/C success she's now enjoying in the more contemporary formats like Top 40. She begins her first bigtime concert tour early next month in Portland, Oregon and will hit 15 North American cities.

SISTER HAZEL

Gainesville, Florida-based Sister Hazel is an "overnight success" story that took four years to arrive. The group proudly takes its name from a celebrated black minister in their hometown who runs a rescue mission. "Her tireless efforts, positive impact, and unconditional regard for everyone represented the spirit of the band," says lead vocalist Ken Block.

"Our early influences range from Van Morrison to Van Halen, the Eagles, Allman Brothers, Fleetwood Mac, and James Taylor," says bassist Jeff Beres.

After selling 11,000 copies of their first two self-titled and self-distributed albums, the band toured as an opening act for Hootie & the Blowfish, Dave Matthews Band, and Alanis Morissette. Last year Sister Hazel signed on with upstart Universal Records which launched...Somewhere More Familiar at the GAVIN Seminar in New Orleans.

A/C tested the single "All For You" at GAVIN's A/C Juke Box Jury, where it came in second among 15 entries, behind Hanson's "MMMBop." The song, written in the early 90's by Block and guitarist Andrew Copeland before they became part of Sister Hazel, has been a staple of the band's sound from the very beginning. "It was important to maintain the organic, acoustic quality of the song while adding a lot of textures, colors, and electric guitar energy to it."

"All For You" makes an interesting point about the nature of the GAVIN A/C chart and how GAVIN differs from other A/C charts. The perception is that this track is exclusively a Hot A/C track, and there's also an unfounded assumption that GAVIN's chart is strictly "mainstream." Well, "All For You" has already penetrated the top 15 on GAVIN's chart with nearly 3,000 spins and a play rate of better than 30 plays a week from its 97 stations.

KYLE VINCENT

Kyle Vincent, a Trent Reznor lookalike, makes no excuses for his fascination with the '70s. "I was totally raised on '70s pop radio—Elton John, Raspberries, Jackson 5, and all those one-hit wonders," says Vincent. "I never heard a Led Zeppelin song until I was 20 years old."

Vincent, a product of Berkeley, California, began his musical sojourn as a pre-teen playing the saxophone, then played bass in a...
Berkeley teen punk band before drifting to Los Angeles to join a power pop band called Candy.

Vincent’s Carport/Hollywood Records debut album was recorded using a lot of technology that would have been considered state-of-the-art equipment and with, as Vincent proclaims, “real people playing real instruments.”

“Their style of music is that they’re too sweet, too modest. You’re not going to change the world, but I don’t think I’ll ever get tired of hearing a good pop song, and I think there are other people out there who feel the same way.”

Vincent is ready if critics load up on his music. “If it’s too sweet, you’re too sour,” he reasons.

SAVAGE GARDEN

Savage Garden, named for Anne Rice’s description of the private world of vampires, is a Brisbane, Australia duo: vocalist Darren Hayes and keyboardist-guitarist Daniel Jones. The pair began on the club circuit in Australia as classic rockers, but soon tired of its style and structure. They re-grouped, going “underground,” as they refer to their temporary retreat. The result of their sabbatical is a fresher, more atmospheric, more danceable music.

“There’s not enough of this kind of music on the air these days. So leave it to this Australian band to pop with an obsessive/possessively vibrant debut.”

Ron Fell, January 11, 1997

Savage Garden’s debut, dance/pop single, “I Want You,” a pure fantasy trip, was Australia’s biggest-selling single of last year. It has been a staple for American radio this past few months, having reached Number One at Top 40 and number seven in A/C. Its successor, “To the Moon and Back,” has compounded the group’s reputation as pop craftsmen and is moving just as quickly towards eventually lofty chart numbers in both formats.

As with some of the others in this distinguished class, Savage Garden make no apologies for their fondness of past pop genres. Hayes recently told the New York Times, “We grew up in the ‘70s. Watching Star Wars, being a Depeche Mode, a Thriller. Every cliche, it’s all there. But I would like to think that beneath all of the stylistic or critical definitions—a return to the ‘80s, whatever people are calling it—that it’s still basically good songs.”

The duo has arranged a seven-piece band to back them on their first tour of Australia. Later this year, after three singles have been released in the States, the group hopes to launch a modest, selected tour of North America.

JOOSE

“It was bound to happen. Someone covers a Garth Brooks hit in a soulfully elegant, highly harmonious arrangement. It’s a credit to both the song’s basics and the new group’s talent that the end result is so attractive.”

Ron Fell, February 21, 1997

Joose, four clean-cut guys from Oklahoma City, were all over the Gavin Seminar in New Orleans, doing the ‘meet-n-greet’ in advance of their very first single, “If Tomorrow Never Comes,” an unlikely, but absolutely fabulous cover of the early Garth Brooks hit.

Throughout the Spring, the track and Joose (Trill Lewis, Jay Farmer, Rocky McKaufman, and Leonardo Pettis) worked their way onto a majority of playlists in three formats (Urban, Top 40, and Adult Contemporary). With the group’s self-titled debut album just released and more tracks from which to choose, the broader talents of this quartet are now apparent.

Mary Griffin

When Mary Griffin took the stage to showcase her considerable talents as a singer at this year’s A/C Awards Luncheon at the Seminar in New Orleans, no one in the audience knew anything about this beautiful native of the Big Easy. Making her Curb Records debut in front of a few hundred radio and music executives and performing in advance of legendary Moody Blues vocalist Justin Hayward must have been a daunting task. But her sheer talent as a singer overcame all challenges to win the day.

Griffin grew up in Monroe, Louisiana, and attended Grambling University, where she earned degrees in child psychology and vocal performance before gigging with the likes of Luther Vandross, Whitney Houston, and gospel greats BeBe & CeCe Winans.

“In a world of manufactured and groomed talent, Mary’s a working class, single mom who’s raising her child while scratching out a career in the music business,” says Curb Vice President Claire Parr.

After her dazzling showcase at Gavin, Griffin had to wait just a few weeks for the April release of her debut single, “Just No Other Way,” which is advancing the soon-to-be-released album, For the First Time.

Editorial assistance by Annette M. Lai

www.americanradiohistory.com
Multiple Grammy-winner Shawn Colvin's latest album, *A Few Small Repairs*, has registered hit music simultaneously in A3, Top 40, and A/C. In an era when artists often have to earmark just one format for focus, Colvin has soared through three with her provocative, often cynical take on the sparks of a contentious relationship can turn a happy home into a raging house on fire.

The forty-ish Colvin's "overnight" success has taken half her life. The Vermillion, South Dakota native has pursued a musical wanderlust that has taken her through myriad musical genres as well as a host of diverse locales and venue along her personal yellow brick road to stardom, fronting such bands as American Tap, the Shawn Colvin Band, and the Dixie Diesels.

In 1989, Columbia Records released Colvin's debut album, *Steady On*, to critical acclaim. It went on to win a Grammy for Best Contemporary Folk Album.

Succeeding albums like 1992's *Fat City* (produced by Larry Klein) and 1994's *Cover Girl* helped spread the word on Colvin, but it wasn't until this year's *A Few Small Repairs* that Colvin's career kicked into high gear with the hit singles "Get Out of This House" and "Sunny Game Home."

I talked with Colvin just before her first appearance on the Lilith Fair concert series.

*How many years were you a professional singer before signing with Columbia and making the first album, Steady On?*

I received my first $40 check in '75 in Carbondale, Illinois when I was still a teenager. I played solo, then in a trio, then a full band, then a country swing band in Texas.

Then I went to California and to New York, where I was in a country rock band and soloed. My folk thing didn't start until later.

*Who were your role models as you were getting your career together?*

Joni Mitchell was first and foremost. I was always in awe of her.

Now I look at how people handle their careers. Music is still important. I don't care if someone is a jerk or a slob. If they move me, what am I gonna do?

It was a thrill to induct Joni Mitchell at the Rock and Roll Hall of Fame. I'm even somewhat grateful that she wasn't there. I've never been more scared. I felt I had to do something eloquent and I was challenged. I was quaking.

*Was her missing the induction in any way in sympathy with the statements of her friend Neil Young, who actually boycotted the evening?*

I didn't talk to her. I know she was spending a lot of time with her recently found daughter. But it's no secret that she was unhappy that she wasn't inducted earlier.

*Your father's a psychologist. That's got to help you write the kind of intrapersonal songs you write.***

He's a clinical psychologist, more of a B.F. Skinner type who's into research with monkeys and M&Ms, but it comes from a similar place. He'd quit the newspaper business for a new career in psychology. It wasn't a mid-life crisis thing, but we moved twice because of it and then he ended up with a degree and became a professor at the School of Medicine at Southern Illinois.

*You've had bouts with depression and alcoholism. Are those experiences responsible for some of your lyrics' emotional depth?***

**BY RON FELL**

**GAVIN JULY 18, 1997**

www.americanradiohistory.com
ONE-HIT WONDER

currently not accepting applications

Capitol
RECORDS

PAUL McCARTNEY  MEREDITH BROOKS  RICHARD MARX  DAVE KOS
Sure. It becomes a question of what is your makeup and why? How much of you is bio-chemical and how much is environmental and why are artists so overly sensitive? On my best days, I have a lot of insight and am able to cut through things, and I'm not afraid to express emotions. You know, you don't have to search too far in the artistic community to find things like depression and alcoholism. I was lucky enough to learn how to stop and find what I needed to change.

What do you remember from those earliest days getting airplay, visiting stations, meetin’ & greetin’ people?

There wasn’t much airplay with the first album (Steady On). VH1 was great, though. Their format was almost alternative then. The “Steady On” video was in the top 20 at one time. You’d turn on the TV and see Jane Siberry and the Subdudes.

I went to a lot of radio stations laying groundwork. It was a humbling experience. Some of these guys were completely unprepared for me. They’d rustle up a bio and set up a tape recorder to do an interview that I’m sure never ran.

Your first album won a Grammy in 1990. Was there any concern that you’d be typecast as a folkie?

I was concerned. But I didn’t feel that Grammy was inappropriate. I was up against Suzanne Vega and Indigo Girls, among others.

You’ve just had a Number One single with “Sunny Came Home.” What did you expect from this song when you completed recording it?

I’d never had a Number One record. I wanted several good, radio-worthy tracks. I was totally in love with “Sunny” and John Leventhal and I considered it one of the singles. We’d play various tracks for friends and associates, and many good friends said that’s the song. I wasn’t always sure, but when I see the audience singing the chorus, it’s surreal.

It’s fairly well-known that the tough new songs on A Few Small Repairs drew a lot of their inspiration from your divorce. Regarding “Sunny,” did setting the house on fire ever really enter your mind?

No. The woman on the cover inspired the song. You don’t know why she did it, but as far as I’m concerned, probably all women have ideas about why they’d burn down the house, although hopefully they don’t do it.

They say experience is a great teacher. As your personal life gets richer and richer in experiences, do you think your writing can get even better?

Yeah. I’ll learn to use less to say more.

You, Mary Chapin Carpenter, and Rosanne Cash are somehow linked categorically. Are you happy with the association, and if so, have you three ever worked together on anything in the studio or on stage?

Yeah. We worked together at the Bob Dylan tribute concert at Madison Square Garden a few years ago. We all have last names that end in C. We’ve all recorded for Columbia. We’re three women who sing in a style that’s certainly been influenced by folk and country, and we cross formats. Chapin got a toehold in country and took that for a ride.

How do you feel about the multi-format airplay you’ve been getting with this album? Do you like all the niche programming, as opposed to the broader formats of earlier days?

I haven’t studied all these breakouts of radio. It’s my responsibility to learn. But when you start out as a radio orphan with your record company, I guess I just sort of went “whatever,” and concentrated on my music, not trying to figure it out. I’m grateful that radio has given me a home lately, and without question Gavin, and your stations have been right there from the beginning.

Where do you want to go, and what do you want to do in the future?

I like recording and I hate traveling eight months of the year. I know I have to, though. I’ve scored a movie for Victoria Tennant called Edie and Pen starring Stockard Channing, Jennifer Tilly, and Scott Glenn that you can now rent at the video store. It was a great and different experience for me.

You’re planning on getting married again later this year?

That’s the idea.

Might that lead to a more cheerful or blissful album?

I don’t know. Bruce Springsteen’s “Tunnel of Love” was an outstanding song. It wasn’t blissful, but it didn’t say “marriage sucks.” It was thoughtful and could have been about a couple that stayed together, even though they didn’t. The conflict and the affection spoke to the reality of relationships. Paul Simon has also addressed being in a relationship and life in your forties.

I think it’s all about what life throws at you.

Kenny Rogers
Write Your Name Across My Heart

DEBUTS IN GAVIN AC UP & COMING

WWLI  WKWK  KQXT
KTDY  WEVA  KOSI
KIKO  KCRE  KOKO
KGY

GAVIN JULY 18, 1997

www.americanradiohistory.com
"Born and Raised" is an incredibly subtle unassuming record that proves to be unshakable...an excellent album.

-BILLBOARD MAGAZINE

"Vanguard artist Venice wowed the crowd with their heavenly harmonies...a must listen!"

-R&R

"This band's harmonies are extremely engaging...Spies on the road have told us these guys are for real—check it out."

-GAVIN

"The vocal harmonies of Venice are about as gorgeous as you can get—Born and Raised captures that magic perfectly."

-ALBUM NETWORK

UPCOMING PERFORMANCES:

FRIDAY, JULY 18th
Minnesota Zoo

WEDNESDAY, JULY 23rd
Fox Theatre, Boulder, CO

SATURDAY, JULY 26th
Blues Bouquet, Denver, CO

FRI. & SAT., AUGUST 8th & 9th
Ashgrove, Los Angeles, CA

THURSDAY, AUGUST 14TH
Fox Theatre, Boulder, CO
Gavin A3 Summit

ON THE AIR:

CNN
AIRED PROFILE

ACCESS HOLLYWOOD
AIRED JUNE 28th & 29th

VANGUARD RECORDS, 1299 OCEAN AVENUE, SUITE 800, SANTA MONICA, CA 90401
(310) 451-5727 • FAX (310) 394-4148 • www.VanguardRecords.com

FOR FURTHER INFORMATION CONTACT:
MEG MACDONALD – DIRECTOR OF ARTIST RELATIONS/PROMOTIONS
(310) 451-5727 • email: myrtle6@aol.com
The Complete Fox Theatre LINE-UP

Thursday, August 14
- World Party
- Jars of Clay
- Laura Love
- Venice

Friday, August 15
- John Fogerty
- Big Blue Hearts
- Old 97's

Saturday, August 16
- Ben Harper
- Matthew Ryan
- Beth Orton
- plus special guest Dan Bern

Boulder, Colorado, August 13-16
This year Gavin is handling all registration and hotel reservations. Contact Convention Services at (415) 495-1990, ext. 653 or 633.

Starring at the Fox Theatre
Thursday, August 14

9 a.m. Caddyshack/Tin Cup Session • The Kid Leo invitational Golf Tournament
10:30 a.m. Registration & Credential Session • Gavin A3 Summit Registration featuring Jan TV
11 a.m.-noon Trends & Lifestyle Session • Lifestyles of the Ordinary & Anonymous
11 a.m.-noon Breakfast & Music • MCA recording artist Kami Lyle

Radio's Manager's 8:30-9:30 a.m.

9:30-10:30 a.m. Radio's Manager's 8:30-9:30 a.m.

incredible journey
writer. "Orbison meets Greg recording artists Fool's Progress
and testing their regional radio stations with CBS Radio Chairman/CEO Mel

2:45-4:30 p.m.

registration artists Fool's Progress • Music and Lunch • Boulder's Downtown Pearl Street Outdoor Plaza
The Summit goes downtown to the music of Boulder's own, Fool's Progress. Meet and greet your radio pals in a new Summit locale, terrorize the locals, hear some music, eat some lunch, and get some shopping in before it all gets crazy.

2:45-4:30 p.m. Altrich Clinic • Playback & Evaluation Hosted by Lauren MacLeash of Cities 99/KTCK.
An informal chat session where stations submit promos, morning show bits, and special features.

4:00-5:30 p.m. Trivia Session • The SBR Trivia Bowl
How many vestal virgins in "A Whiter Shade of Pale"? This game show is another Summit first! We'll pit regional radio and music teams against each other, testing their music and industry knowledge in an authentic game show setting. There'll be bells, whistles, and buzzers—the whole deal.

Midnight ETC Lounge Midnight After Hours Lounge • featuring Revolution recording artist Greg Garing
Greg Garing has blown away many a veteran song-writer. "Orbison meets Orbital" is one description. An incredible journey from trad folk to trip-hop.

Friday, August 15

8:30-9:30 a.m. Manager's Session • Presented by Gavin GM
Radio's upper management dissects the changing face of broadcasting during this Q&A breakfast.

9:10 a.m. Breakfast Session • Michele Clark Promotions and Mercury Nashville presents Neal Coty

Karrazin. Dan Mason's view from the top will give us all valuable perspective on where radio is headed.

11 a.m.-noon Breakfast & Music • MCA recording artist Kami Lyle

Minnesota raised, Berklee trained, Harmonica Padgham. One of Austin's finest and that's saying lots, Abra Moore is also one of this year's fastest rising stars.

2:45-4:30 p.m. Altrich Clinic • Playback & Evaluation Hosted by Lauren MacLeash of Cities 99/KTCK.
An informal chat session where stations submit promos, morning show bits, and special features.

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Midnight ETC Lounge Midnight After Hours Lounge • featuring Revolution recording artist Greg Garing
Greg Garing has blown away many a veteran song-writer. "Orbison meets Orbital" is one description. An incredible journey from trad folk to trip-hop.

Saturday, August 16

9-10 a.m. Breakfast & Music • MCA recording artist Kami Lyle

New album, Blue Cinderella, was produced by Hugh Padgham.
A WORD ON

New Age

**Extension 606 by Kent Zimmerman**

Turn to Page 32 and 33 for Six Months of Blood and Sweat

A WORD ON THIS YEAR'S DAY MEETINGS

Well, we did it. One month to the very day before this year's GAVIN A3 Summit, and we're able to proclaim that 98% of all events are in stone. I say 98% because you never know about this business. That 2% spontaneity factor can be awfully strong, but for the 98%, not only are we talking about the Fox Theatre lineups, but all of the panels and on-site music also seems set.

At the risk of sounding premature, I'd like to offer a few behind-the-scenes insights and maybe even a few words of thanks. In trying to put together the best gathering possible, the temptation for Keith and I is always to insulate ourselves and bolt it out on our own. But over the past few years, we've found the process enveloping. Especially with booking music, you learn to follow your heart, which is why some of our choices may seem bold, strange, and maybe even sometimes a little pedestrian. But we've managed to maintain a pretty fair track record so far, so keep your fingers crossed and hope that the music is as dramatic as we envision it.

As for the day meetings, there will be major changes. First off, special thanks to John Bradley and Dave Rahn. Back in October, they approached us with a willingness to help out on the meeting front. They—as did we—saw room for improvement on the quality of these gatherings. After four years, our traditional ideas had run their course. This year we needed innovation, so after several weekly conference calls and meetings with Dave and John (and with GAVIN's Sandy Shetie and our CEO David Dalton), during which ideas were proposed, floated, launched, and ridiculed, we looked at what had survived, and implemented them. The result will be more outside professional perspectives than ever before.

Music aside for the moment, here's what you can expect this August.

Keynote speaker Dan Mason of...
Laura Love and her band are on tour now:

7/11 Kent, WA
7/19 Grass Valley, CA
7/24 Nashville, TN
7/25 Chattanooga, TN
7/31 Portland, OR
8/9 Haines, AK
8/14 Boulder, CO
8/17 Wheeling, WV
8/21 New York, NY
8/22 Alexandria, VA
8/23 & 24 Philadelphia, PA
8/26 & 27 Bloomington, IN
8/28 Lafayette, IN
9/11-13 Canada
9/20 Detroit, MI

Management: Mary McFaul, McFaul Booking & Management
Executive Producer: Dave Wilkes
Michael Kroll

Spinning at: KAFR, KAXE, KBSU, KERA, KFAN, KFLX, KPFT, KRVM, KUWR, KVNF, KXGO, WCBE, WCBR, WEBX, WERU, WHFC, WKZE, WMKY, WMWV, WNCW & WRRX

New this week: WNWK

Ng Records
622 Broadway, Suite 3A
New York, NY 10012
ph: (212) 505-5414
email: NgRecords@aol.com
Serious Bob Promotion @ 212-580-3314

www.americanradiohistory.com
The First Track From The New Album

Strangers Almanac

Produced, Engineered & Mixed by Jim Scott
Management: Chris Roldan & Jenni Sperandeo/Jacknife
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www.americanradiohistory.com
CBS Radio is the President of the biggest radio group in America, and he’s speaking to us! We’ve been looking at lifestyle and trends with Kim Long of the American Forecaster, an expert in product minutiae and information retrieval. That idea came out of our published A3 PD roundtable. Bob Michaels of Arbiron kindly agreed to talk about providing qualitative information and research, so we proposed examining the entire competitive adult radio spectrum. As for promotion planning, we’ve heard from Doug Harris of CRN International described as “a marketing genius.” Manager Chuck Morris will deal with radio-sponsored concerts, a subject we get a lot of mail about. Mark Ramsey of Nova Marketing is already preparing a radio questionnaire and gathering feedback to prep you on morning show essentials. Michael Aisner of United Artist Networks is bringing in his valuable technology to measure and dissect our responses to the GRIDdle. Bruce Warren is hard at work selecting GRIDdle material. Lauren Macleash has agreed to host our annual air check classic. Jam TV will be demonstrating Internet content. And we’ve saved the best for last. In association with Mike Henry at Paragon Research, we’re preparing the first definitive study on Phantom Cume, a phenomenon that cheats Triple A radio out of at least 20% of its ratings. After the Summit, this study will tour major conventions and broadcast gatherings for an entire year. But you’ll hear it first in Boulder.

If we sound excited—and, damnit, a little proud—well, we are. Effort and expense has been invested in making sure that this year’s Summit, always known for breaking music, will offer a healing helping of vital broadcast content. Our challenge is to balance the quality of the music with the quality of the meetings—no mean feat. We hope that by Sunday, August 17, you’ll feel we have met our own challenge.
Gavin Americana

**MOST ADDED**
- DWIGHT YOAKAM (25)
- MICHAEL MARTIN MURPHEY (22)
- THE DELEVANTES (17)
- LAURIE LEWIS (16)
- BIG BLUE HEARTS (12)
- BLUE RODEO (11)

**TOP TIP**
**THE DELEVANTES**
*Postcards From Along The Way (Capitol Nashville)*
Radio's response to the harmony-rich Delevantes has been as immediate as expected. *Postcards From Along The Way* debuts this week at #19.

**RECORD TO WATCH**
**DWIGHT YOAKAM**
*Under the Covers* (Reprise)
The second coming of the Hillbilly Cat takes a songwriting detour with this album of covers, done with many twists and turns. Strong spots are the bluegrass treatments given to the Clash's "Train In Vain" and the Stones' "The Last Time."

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**Gavin Inroads** by Rob Bleetstein

**Getting Into The Pines**

The word is out. Yes, folks, not only are we ready to stick our necks out on a limb, but we're about to embark on an adventure. *In The Pines*. The invites have been sent, space is limited, and I want to encourage every radio person involved with Americana to make it a top priority to attend this gathering in the glorious outdoors at Squam Lake in New Hampshire on September 18-20.

Styled as a retreat, *In The Pines* will serve as an informative and educational forum for the format, as well as being a fun-filled time that will be chock full of performances from many of America's favorites and up and comers. This event is being held specifically for you, the Americana radio program-mer, along with enthusiasts from other avenues of the industry.

Notice that we are avoiding words like "convention" and "showcase," because this event will be anything but conventional, and the performers in attendance will be given a chance to do their thing in a rather intimate setting.

Get your registrations in early so that we can get to work on your travel plans, as your participation in this event is crucial to its success, as well as the growth and influence of the format.

**PIGGY IN SPACE**
Laura Ellen at KPIG/FM faxed me an e-mail she received from the folks at NASA. It read: "Just wanted to say thanks for the great music. We are here on the ground floor at master control for the NASA Select TV, controlling the video for the Pathfinder and the Space Shuttle, and the room is filled with PIG! You're the best! The U.S. has to offer."**

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**AROUND THE DIAL**
Wildcat Stevens is the new Music Director at WJVO/FM. His call times are Monday-Friday, 10 a.m.-3:30 p.m. CST...Cathy Gilbert takes over the music reins at KGNU/FM. Her call times are on Fridays from 9 a.m.-noon...Steve Coffman has taken over MD duties at KYKM/FM. His call times are Tuesdays and Wednesdays from 2-5 p.m. CST...Patsy Gray is the new Americana correspondent taking over the *Fat Sundays at KCSS/FM*. Her call times are Thursdays, 9 a.m.-noon and Fridays, noon-3 p.m. CST.

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**Radio File**

Please welcome the following stations to the Americana panel:

**KYVO/FM**
4590 E. 29th St.
Tulsa, OK 74114
(918) 743-7814
Fax: (918) 743-7613
Contact: Scott Woodson
Music Call Times: Wednesdays, 4-6 p.m. CST

**DISH CD**
2901 Third Ave., Suite 400
Seattle, WA 98121
(206) 256-2565
Fax: (206) 441-5667
Contact: Michael Zamora
Music Call Times: Wednesdays, 10 a.m.-2 p.m. PST

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**Chartbound**

- **MINDY JOSTYN** (Palmetto)
- **Laurie Lewis** (Rounder)
- **PAT MACDONALD** (APK/21)
- **John Hiatt** (Capitol)
- **Dwight Yoakam** (Reprise)

- **Manhattan Transfer** (Atlantic)
- **Michael Martin Murphey** (Warner Western)
- **Darrell McCall** (Reprise)
- **Dropkicks** - #31 Becs & Bill, #32 Bill Frisell, #33 Gary Clark, #37 John Stewart

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**Contact**: Michael Zamora
Fax: (206) 256-2565
### Gavin Country

#### Top 20

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#### Most Added

- KEVIN SHARP (110) "If You Love Somebody" (Asylum)
- TRAVIS TRITT & LARI WHITE (74) "Helping Me Get Over You" (Warner Bros.)
- CHELY WRIGHT (60) "So You Want To Be Here" (Warner Bros.)
- VANCE GILL (35) "You and You Alone" (MCA)

#### Spin Increases

- ALAN JACKSON +784 "Somebody" (MCA)
- TRISHA YEARWOOD +756 "You Can't Make Me Cry" (Atlantic)
- MICHAEL PETERSON +633 "It's Your Love" (Curb)
- LILA McCANN +572 "Down Came A Dreamer" (Atlantic)

#### Top Requests

- GEORGE STRAIT "Carrying Your Love With Me" (MCA)
- TRISHA YEARWOOD "How Do I Live" (MCA)
- TIM MCGRaw "It's Your Love" (Curb)
- MICHAEL PETERSON "Drink, Steer, Shovel..." (Reprise)

#### Record to Watch

- KEVIN SHARP "If You Love Somebody" (Asylum)

**Notes:**
- "If You Love Somebody" is a song that has been very popular among listeners. It was added to the chart following its release on Number One.
- "If You Love Somebody" is currently at #40 on the charts.

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This document is a snapshot of the radio chart from Gavin Country, a country music program, detailing the top 20 songs and their respective rankings, along with additional information on the artists and their contributions to the music scene.
Fantastic Fall: Part 2

Last week began our peek into what's in store for country music this fall. Here's a continuing look at what's around the corner.

**ATLANTIC RECORDS**

**Sneak Peek for Fall:**
- Mila Mason will deliver her second album. Mila plans to co-write several of the songs.
- Look for a new album from Neal McCoy—his best to date—being produced by Kyle Lehning (Randy Travis, Bryan White).
- John Michael Montgomery will release a Greatest Hits package.
- **Old Dogs,** a collaborative project from legends Bobby Bare, Mel Tillis, Waylon Jennings, and Jerry Reed, will include songs written by Shel Silverstein (who wrote "A Boy Named Sue" for Johnny Cash).
- Look for a new album from Confederate Railroad. The album will be produced by Csaba Pecotz (John Michael Montgomery).

**DECCA RECORDS**

**Sneak Peek for Fall:**
- Rhett Akins is back! Rhett will release a new album, produced by James Stroud. This is Rhett's third album, and there is a video planned for the first single, "More Than Everything."
- Mark Chesnutt and Gary Allan will be part of the Crown Royal Tour that kicks off this fall.

**MAGNATONE RECORDS**

**Sneak Peek for Fall:**
- Billy Montana will be recording his second project, due for release later this year.

**COLUMBIA RECORDS**

**Sneak Peek for Fall:**
- Rick Trevino will begin recording his fourth album.
- Wade Hayes' still untitled next album is due out this fall. In addition to songs written by Hayes, contributors include Mark D. Sanders, Steve Diamond, Paul Nelson and Larry Boone, and Jim McBride.
- **ALMO SOUNDS**
  - Sneak Peek for Fall:
    - Almo presents Mullins-Black, an exciting trio comprised of two sisters, Lee Ann and Angel Mullins, and Craig Black. The first single should be released in late fall. Garth Fundis is producing the album, which will be released in early 1998.

**INTERSOUND**

**Sneak Peek for Fall:**
- Look for an Eddie Rabbit project that will include six classic cuts and six new songs. The first single will be "Great Old American Town."
- The Crystal Gayle Story, a double disc set that contains 30 tracks including all of her 19 Number One hits, several rare recordings, and four new tracks, is set for fall release.

**WARNER BROS.**

**Sneak Peek for Fall:**
- New mom Faith Hill will deliver her new album.
- Look for the new WB movie, **Fire Down Below,** starring Steven Seagal and featuring the music of Travis Tritt. This action film is set in the coal mines of Kentucky.
- Bill Engvall's "The Not So Funny Early Years" will include never before heard material, including Bill's performance as the opening act at his high school prom.
- Common Dreads: A Salute to the Music of Bob Marley features a bevy of country stars for this one-of-a-kind tribute album. The project is being produced by Josh Leo and Ziggy Marley.

**CAPITOL RECORDS**

**Sneak Peek for Fall:**
- New album coming from Trace Adkins, titled **Big Time.**
- Deana Carter continues as opening act on the Alan Jackson tour.

**SHOWCASE SHINDIG**

Epic records hosted a mega-showcase in Las Vegas last weekend to preview their new duo the Kinleys. The 200+ attendees were knocked out by the sound and vision of the Kinley twins, Jennifer and Heather. The pair's debut single, "Please," is at radio now, and the video is already a Pick Hit on CMT (as well as being featured on the Gavin's July Video Magazine). Keep your eyes and ears open for this one, it's gonna be hotter than the temperature was in Sin City!
Gavin Rocks

**MOST ADDED**

- GEZEEZ (57)
- STEM (46)
- FILTER/CRYSTAL METHOD (45)
- PIPE (41)
- FAT (38)
- FLAMBOKEY (39)
- ALICE COOPER (39)

**TOP TIP**

**GALACTIC COWBOYS**

The Horse That Bud Bought (Metal Blade)

The Galactic Cowboys gallop onto the chart thanks in part to generous spins from WHEL(30), WMMB(46), KOPK(10), WSGR(9), and WRBG(8).

**RECORD TO WATCH**

**STRIFE**

In This Defiance (Victory)

Strife's latest effort showcases an extremely gutsy sound with guest contributions by Sepultura's Igor Cavalera, the Deftones' Chino, and Fear Factory's Dino. In This Defiance contains jagged slabs of metallic hard rock and a heavy dose of unified angst.

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**Hard Kopy by Rob Fiend**

Spinal W.A.S.P.

W.A.S.P. arrived in town last week (July 9) to perform for a hungry group of old school metal heads. The band was originally scheduled to play with Motorhead, but differences of opinion between Motorhead's Lenny and W.A.S.P.'s Blackie Lawless earlier in the week canceled the scheduled co-headlining show. So it was up to W.A.S.P. alone to provide S.F.'s starving metal community with a loud, ear piercing performance.

The evening began with no sign of unusual activity. There was a loud opening act of crossdressing that flailed around the stage, the door guy briskly searched— and, when provoked, verbally assaulted—the incoming crowd. The sweet scent of marijuana filled the air, the waitresses ignored everybody, and the skinny kid with the rooster mohawk that looks like Ted Koppel was relieving himself in the corner. It was just another run of the mill night of heavy metal.

Like spilling coffee on your white dress shirt before a job interview, things started to go downhill for W.A.S.P. soon after they hit the stage. After a couple of songs, the monstrosity started releasing some sort of alien welcoming spazz, while the video monitors, which were providing us with jubilant scenes of pornography, also went on the blink. Then the guitars started cutting out, and a very pissed-off Blackie stormed off the stage while the rest of the band continued to look mean in their tight spandex and leather uniforms.

With all that make-up, on, they reminded me of superheroes from the dark side of the force. Some members of the audience shared the same look as the band, but on closer inspection I noticed they weren't wearing any make-up, it's a difficult look to acquire, but it is common in certain close-knit communities that shun daylight and keep their cousins close.

Anyway, while Blackie's guitar was being tended to, the rest of the band treated us to a rigorous instrumental jam. Amid a shower of approval, Blackie finally returned to the stage, just to have his guitar die before hitting his first chord. This time, the entire band retired from the stage. The crowd's restlessness was quickly soothed when drummer Stet Howland hopped back on stage and launched into an enthusiastic drum solo. I haven't seen one of these since Nickelodeon first began running The Monkees reruns.

Finally, it seemed as though the busy stage bands had got things right, and the rest of the band returned to the stage. The group was a third of the way through "Love Machine" when a large TV screen collapsed, eclipsing the band. The band continued to play even though their lower halves—a portion I'd rather not look at any-way—was the only thing not blocked by the screen. Finally, in complete disgust, Blackie threw his guitar down and left the stage for good. The rest of the band followed suit, the lights went up, and the audience was invited to leave. Metal rules!

...Add for July 21/22 include By the Grace of God, Perspective (Victory), Jackyl, Cut the Crap (Epic), Sister Machine Gun, Metropolis (Wax Trax/TVT), Strife, In This Defiance (Victory). Add for July 28/29 Extreme Noise Terror, Damage 381 (Earache), Pantera, Official Live: 101 Proof (eastwest/EG), Rat, Collage (De-Rock), Spawn Soundtrack, Various Artists (Immortal/Epic), Tea Party, Sampier (Atlantic).
Rock Picks

SISTER MACHINE GUN
Metropolis (Wax Trax/TVT)

Sister Machine Gun is back with its fourth full-length, Metropolis. The band always delivers something a little different on each release, but Metropolis is by far the group's most adventurous recording to date in terms of musical diversity. The record features 12 new tracks and a new eclectic lean that encompasses everything from dance, hip-hop, rockabilly, all sorts of electronic wizardry and, even swing-jazz. Swing? Yup, check "Temptations," which will have your ass swinging back around like a giant chime. It may be a little too tame for some metal shows, but it's a cool song. If it's aggression you're looking for, explore the fluorescent dance rhythms and cutting guitars of "Think" and "Torque." Even more aggression explodes from the full-bodied grind of "Everything," a track that features Chris Randall's seductive vocals and generous amounts of electronic angst coiled around sharp hooks and jagged melodies. It's a dark listen that'll give your goth fans another excuse not to see sun's rays. Overall, Sister Machine Gun has provided radio with an excellent release that could easily crossover to alternative as well as commercial rock radio.

STRIFE
In This Defiance (Victory)

STRIFE's latest effort, In This Defiance, is a bristling collection of hard-hitting tunes that will get the affirmative nod from 'hard rock/metal radio. It's an album that documents Strife's evolution into one of hardcore's heaviest bands. Like previous releases, the lyric content revolves around unity, but the music boasts an extremely aggressive edge. Check out "Force of Change" and "Battled," and you'll discover Strife's brazen anti-socialism. Whether or not being on the road with Sepultura is responsible for the band's newfound abrasiveness is hard to say, but the tour did encourage Sepultura's drummer Igor Cavalera to contribute to Defiance by pounding the skins on "Overthrow." A couple of other well-known metallic patriots are also featured on the album, including the Deftones' Chino who sings on "Will to Die," and Fear Factory's Dino, who provides his patented guitar torturing skills on "Grey." Strife's new endeavors bring new meaning to the word heavy.
**Most Added**

| LUNA (39) |
| PINK NOISE TEST (25) |
| SYMPOSIUM (22) |
| RESERVOIR (21) |
| BANCO DE GAIA (21) |
| CATHERINE WHEEL (20) |

**Top Tip**

**The Geraldine Fibbers**

_Beach_ (Virgin)

Having recruited Neil Gaine for guitar work, the Fibbers return with a great follow-up that is anything but a sophomore jinx. Check their interesting cover of The Can classic “You Do Right.”

**Record to Watch**

**Birddog**

_The Trackhouse, the Valley, the Liquor_ (Sugar Free)

Birddog, an amazing songwriter from Kentucky, delivers an excellent EP that is simply too short. Lending a hand are Elliot Smith and Paul K. Contact Jacknife for your copy.

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**Inside College** by Matt Brown & Vinnie Esparza

Mike Watt’s Dental Floss: $50

This is one of the first columns I wrote when I got this gig. It has remained unpublished until now. I hope you enjoy. —Vinnie

I very clearly remember the night, ten years ago, when my life changed forever. It was two in the morning, warning on a (junior high) school night and I couldn’t sleep, so I turned on my alarm radio to see if there was anything worth listening to. I tuned in stations with names like HOT 102 and WILD 92, and, of course, found nothing but music with thought provoking lyrics such as “We like the cars/The cars that go BOOM/We’re Tiga and Bunny/And we like the BOOM.”

Having grown up in Oakland, I had just about had it with what I call “Booey Music,” that is, music by flash-in-the-pan artists with simple names like Corina, Buffy, and Johnny O. This stuff was designed for guys with “fresh” cars and big pompadours and the girls with too much makeup who loved them.

So anyway, I worked my way to “unknown” radio territory on the left hand side of the dial that night, and stumbled upon a station that was playing music unlike any I had heard before. “You don’t have to say please to me” and “Call me my diseases” yelled the tortured artist/psycho over and over again at the top of his lungs. It was quite disturbing, yet somehow, fascinating. What station was this that played such bizarre music? How the hell could they get away with that? I later discovered that this station, broadcasting from the UC Berkeley campus, was KALX. It was then that my love for college radio—and my passion for “deviant” music—began.

The very first day I stepped foot on the UC Santa Cruz campus (home of the Banana Slugs, no kidding), I found my way to radio station KZSC. I was awed in the incredible number of records in the station’s library, and drooled at the thought of spending hours looking through the stacks. The station’s equipment was ancient. The board looked something like from a World War II ship and was covered with hot ass graffiti like “Feed us fajitas” and my personal favorite, “We’re spending $2 billion dollars a day on the [Gulf] war, but I can’t get a Pell Grant.” I volunteered on the spot.

Eventually, after opening too much mail to count and taking out more trash than I care to remember, I got my own show. It was from three to six in the morning. I played mostly loud/ago stuff and needless to say, became a magnet for speed freaks and 7-11 employees. I even attracted a fan by the name of “Rodent,” who worked at an all night gas station.

One guy liked my show so much that he insisted on hooking up “hang out, get baked, and drink some beer!” I politely declined, as I had an image of this guy with a fat tattoo on his neck, a handle bar moustache, and some chars. No thanks.

Some of the highlights of my four years at the station were (1) not being aware that my mic was on as I very clearly sang along with the song over the air, (2) listening over the phone as Rodent was being held up at the gas station, (3) playing “P’T” the Police” by N.W.A. over and over again the night of the Rodney King verdict and the L.A. riots, (4) interviewing a shirtless Mike Watt in my room as he devoured BBQ ribs he had brought over from San Francisco, and witnessing, in sheer horror, as BBQ sauce dripped from the ribs onto his chest hair and coated there. He would later ask for a toothpick, which I didn’t have, so I handed him some floss, which I then found three days later under my tambourine. Yuck! Did I want to keep it? Throw it away? Sell it to some _Munestmen_ freak? Not surprisingly, I couldn’t sell Mike Watt’s discarded floss.

---

**College Crew**: Matt Brown and Vinnie Esparza

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

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Photo credit: Dennis Morris
were believe still eventually have become freaks, even though I was controlling the music and the message on the late night airwaves. Even though my fans were a cavalcade of freaks, I would eventually become Music Director, and that's when the real freak show would begin. That, however, is another story.

News: Surfer Brad exits Bong

Load, reach him at (310) 854-0937. Ad: For July 21/22: Keoki (Moonshine), September 67 (The Enclave), Fluffy (The Enclave), Sister Machine Gun (Wax Trax!/TVT), My Life With The Thrill Kill Kult (Red Ant), The Pursuit of Happiness (Iron America), Morrissey (Mercury), Violent Green (Up), Semi-Beings (C/2), Harvey Danger (Arena Rock), Semi-Gloss (Dir), Stem (Ignition).
Gavin Alternative

Static

by Max Tolkoff

Boston Uncommon, Part Deux

You are most likely reading this in the relative calm and safety of your bathroom at the Royal Sonesta Hotel in Boston. That's because it's 2 a.m., the bars are closed, you can't sleep, and you need something to read while engaged in the important business of the night. I thought you might want to know some things about some former Bostonians about the city they used to call home.

MIKE ABBATTISTA, HEAD OF ALTERNATIVE PROMOTION, VEL VEL

I was suffering from another lethal dose of PMS and predicting when my next panic attack would be when Max asked me to write “300 to 400 words about your impressions of Boston.” After living there for two years, there really isn’t much I can add to what’s already been written in this column recently, but I would like to make one correction: Do not listen to Kurt St. Thomas when he tells you to avoid Buzzy’s Roast Beef at all costs.

Buzzy’s provided me with some of the finest meals—and fondest memories—I’ve ever had at 3:30 a.m.

So, forget about my impressions of Boston. I thought it would be more interesting to talk about my impressions of the two other people on this page: my esteemed colleagues Jeff “Soda” Sodikoff and Monica Mylod. I can honestly say that I am reminded of Soda daily, because he provided me with one of the true highlights of my music business career: he introduced me to Gene Simmons. Soda graciously invited me to come to WFNX at 7:45 one morning to hang with my hero, the god of thunder himself. Simmons was promoting the Kiss tribute record and running around with Dicky from the Bosstones. The framed picture of me and Gene still hangs proudly in my office.

I really can’t do justice to Monica Mylod’s Boston legacy in the remaining space, but I can vouch for the fact that her friendliness and sincerity is no promo put-up. In fact, it took me about six months to realize that Monica was not, in fact, the local Mercury repair, but rather, the only intern in town who could hang with Oedipus, Max, and even the Top 40 and AC guys. Learning from one of the true greats, Don Masters (if you don’t know his name, you truly can’t appreciate this market), Monica Mylod, the early years, was a pretty impressive sight. Let’s see you get that second Material Issue single played.

MONICA MYLOD, PROMO QUEEN OF SUB POP FOR ABOUT THREE SECONDS MORE

Boston is a lovely city. You might wonder why a city that’s known for its college and Kennedy population, combined with a requirement to have Sam Adams and Guinness on tap at all times, would have such an early bar closing time? While living there, I asked about that, and the general consensus seemed to be that it had something to do with some drinking and driving that went down in the Dukslas clan. Don’t worry, though; if you’re dying for a late last call, just go to Chinatown, ask for “cold tea,” and you’ll be set.

Now, then: Just to throw out some ideas (as they say there): When you are not listening to WBCN or WFNX, check out WMBR (88.1) or WZBC (90.3). Boston has some amazing college radio stations. There are also many good mom and pop record buying experiences to have, but Newbury Comics will set you up just fine. Also, don’t forget to stop by the Middle East and T & T’s in Central Square, or the Rat in Kenmore Square for a few heart palpitations. Or Wally’s (S. End) for blues, Man Ray (Central Square) for all of you Goth lovers, or the Linwood (Fenway). For you Aerosmith fans, you can go to 3235 Commonwealth Ave. Apt. 5B, to see where the band lived back in the day (this place was featured in the 1991 video for “Sweet Emotion”). OK, I’ll stop reading the hotspot guide to Boston.

Favorite Boston memory: Right after the MM Bosstones got signed to Mercury, Dicky went down to the Combat Zone and handed out a fist full of business cards which read “Jeff Sodikoff, East Coast Promotion” to the locals.

JEFF SODIKOFF, CHICAGO LOCAL FOR COLUMBIA

I came from the flatlands of the Midwest to the most confusing roads in America (what the hell is a rotary?). “You idiot” comes spluttering out of a black Porshe 911. After coming within inches of destroying my suburban insurance rate after just ten minutes of driving in Boston, I took over and see some cool, alternative guy with smoke blowing out of his sunroof yelling, “What the hell are you doing dumbass?” Immediately I realized this city had a “really awesome vibe.”

Boston is one of the coolest cities and best music markets in the country! From the Bosstones to Kent 25, this city with the most colleges and universities per square mile in the country is truly an incredible place to live. What I loved most about Boston wasn’t the amazing lounges at Anthony’s on Pier 4, or the chicken pot pies at Faneuil Hall, or Newbury Comics on Newbury street, or my fashionable cuts from Jonathan Lev’s hair stylist Danny Spinelli. It was the people. To be part of a music community that worked together, despite respective agenda’s, was invaluable to me as it was for the people around me who have all moved on to bigger and better opportunities. To be inspired in Boston by some of the best (this is not a joke, just an acknowledgment) including Jon Cohen, Lev and the Mutant family, Max led note: three donuts for brown-nosing the editor, Kurt St. Thomas, Boy Troy, Langston, Bill Caroll, David Leach, Don Masters, Monica Mylod, Alexa Ragozin, Tobin, Steven Strick, Ted Volk, Lauric Gall, Julie Kramer, Neil Robert, Amy Doyle, and Larry Bird—was what enabled me to enjoy this town the most.

Editor: Max Tolkoff • Assistant: Spence D. Alternative Reports accepted through Tuesday 3:00 p.m.
Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2980

Gavin July 18, 1997
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Field any questions, comments or laments to Spence D. @
tel: (415) 495-1990 x 648  fax: (415) 495-2580
email: dookey@gavin.com

JULY 21
Chris Whitley
Depaco Mode
Jamiroquai
Kenickle
Lauren Hoffman
Lita Husk

JULY 22
Blur
Cellophane
Common Sense
Dept. of Crooks
Faith No More
Feeder
Kula Shaker
Love Spit Love
Plankman
Protein
v/a
Reservoir
v/a
Strontium 90
Subrosa
Teena Marie Fanclub
Tonymatl

AUGUST 4
Geraldine Fibbers
Kara's Flowers
Tea Party

AUGUST 11
Andrew Dorff
Cellophane
DJ Swinglet & Wally
The Fall
The Fall
The Fall
The Fall
The Fall
Geneva
Hecovcraft
Lori Carson
Luna
Rasputina
Shaggy
Suncatcher

AUGUST 18
Dafi Punk
Dog's Eye View
Jann Arden
Love Tractor
Love Tractor
Love Tractor
Moby

AUGUST 25
Citizen's Utilities
drivin n cryin
Lahna
Laughing Urs
Merzbow
Smoking Popes
Sneaker Pimps

SEPTEMBER 3
Comet Gain
Jack Off Jill
Magon
Silver Scooter
Steve Wynn

SEPTEMBER 10
Joyous
New Kingdom
PM Dawn
Tweepest
William Carlos Williams

SEPTEMBER 22
Moby

SEPTEMBER 29
Moby

F.Y.I. — Lookout is strictly Alternative.
Field any questions, comments or laments to Spence D. @
tel: (415) 495-1990 x 648  fax: (415) 495-2580
email: dookey@gavin.com

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Now over 750,000 shipped

ARTIST DEVELOPMENT STORY OF THE YEAR...
THE BAND MODERN ROCK RADIO OWNS!

The 2nd single from the GOLD+ (now over 750,000 units) Album, HOT

Early success stories...

KTCL 30 spins
Best Testing Record Ever!
1057 units/#8 rank

91X 16 spins
372 units/#25 rank

KFMA 15 spins
162 units/#19 rank

Spinning at WRMR, WBRU, 99X, WEND, WARD, KROX, WAQZ, WENZ, WAZK, KCCX, KNRX, KEDG, X96, KJEE

Grab your drink and clear a space.
I thing it's time to torch this place.

Gavin July 18, 1997
Most Added
Buddy Rich Big Band (30)
Clarence "Gatemouth" Brown (28)
Manhattan Transfer (26)
Art Farmer (26)
Dmitri Matheny (24)

Top Tip
Billy Taylor Trio
Music Keeps Us Young
(Arkadia Jazz)


Record to Watch
Buddy Rich Big Band
Burning For Buddy Volume II
(Atlantic)

Several rock drummers, including Kenny Aronoff, Simon Phillips, and Neil Peart, alternate with jazz drummers like Steve Gadd and Marvin "Smitty" Smith as to who sits in and plays drums with the Buddy Rich Big Band.

On Z Corner
By Keith Zimmerman

Format Changes &
Spring Arbitron Numbers

Phoenix Smooth Jazz
Station Changes Format

KOAZ is changing musical directions from Kenny G to Kenny Rogers with a format shift from Smooth Jazz to country. On July 10, Program Director Angie Handa and KOAZ staffers were informed that the station was involved in a change of ownership. Mac America Corp. sold a 50-percent share of KOAZ and A/C sister station KESZ to Buck Owens Broadcasting, L.L.C., which also owns crosstown country station KNIX. The new spinoff partnership, Owens Mac Radio, will run both KOAZ and KESZ. KESZ will remain an A/C station, and KOAZ will convert to country starting in September. The popular morning drive country team of Tim and Willie will return to Phoenix to serve as KOAZ's new a.m. hosts.

Rumors had been circulating for a while concerning a possible sale of KOAZ. The station had been locked in a ratings battle with Phoenix's dominant Smooth Jazz station, KYOT. There was some bitterness about the rivalry, as many onlookers felt KOAZ was trying too hard to emulate KYOT's sound—even going so far as to try and sign away Jeffrey Holder, KYOT's image voice of the station. You may remember Holder's voice from the famous Seven-Up "Uncola" national spots.

"Obviously, we're heartbroken. It wasn't our choice," said Handa, who has been PD at KOAZ for a year. "No changes will be made until September."

This is the second loss of a Smooth Jazz station in a top 20 market as KSSJ in Sacramento is also scheduled for a September format flip and goes to Spanish language programming.

Ratings Updates

The early results of the Arbitron Spring Book are out, with more information scheduled to surface next week. Overall there's been a bit of a downward trend after a relatively robust winter ratings period. WQCD-New York's 12+ numbers rose from winter to spring, 3.1 to 3.4. On the 25-54 front, CD101.9 stayed at 4.3, seventh overall. In Nassau-Suffolk, WQCD's 12+ went from 2.8 to 2.4. In Los Angeles, KTWT (The Wave) dropped slightly on the 12+ front, going from 3.8 to 3.4, tenth overall. The Wave also lost half a point on the 25-54 demo, making 4.8 to 4.3, placing it in a tie for third with KFTH. In Riverside-San Bernardino, KTWV's 12+ share dropped from 2.8 to 2.6.

In Chicago, WNUA moved up from 3.5 to 3.9 on the 12+ fashion show. They placed fifth in the money demo, 25-54, from 4.4 to 4.8.

In San Francisco, KKSF dropped slightly 12+ from 3.7 to 3.6, placing eighth overall. On the 25-54 front, KKSF moved from fourth to 5.0 to 4.4, leaving KNBR and KSF to tie for second place. In the neighboring San Jose market, KKSF dropped from 3.3 to 3.0 in 12+, tied for tenth overall.

KBLL, San Francisco's Quiet Storm, posted a 3.0 12+ rating, down from winter's 3.2. They placed seventh overall in the 25-54 race with a 3.9, down one-half point from 4.4.

WJZ in Philadelphia dipped slightly from 4.1 to 3.9, placing twelfth overall on 12+. Yet the station boosted their 25-54 numbers, up from 4.9 to 5.1, and posting a seventh place finish.

Edition: Keith & Kent Zimmerman • Jazz & Smooth Jazz reports accepted Thursdays 9 a.m.-3 p.m. Station Reporting: Phone: (415) 495-1990 • Gavin Fax: (415) 495-2580.
In San Diego, KFMB lost 1.4 points on the 12+ spectrum, moving from 4.3 to 2.9. In Bosson, WOAZ dropped from 2.0 to 1.8, 12+, and 2.4 to 2.1 with 25-54 demos. WWMV’s Detroit’s 25-54 numbers went from 3.8 to 3.4. In Washington D.C., WJZ’s 12+ rating moved from 3.8 to 3.4.

In the Sacramento race, KSSJ posed a 2.8 in 12+ demos, up from a 2.6, while KQMR lost one tenth of a point from 1.7 to 1.6. Finally, KXDC moved up from 2.5 to 2.9 in the Monterey-Salinas 12+ standings.

HOW TO REACH US ON E-MAIL
We’re still in the process of putting together a column detailing the new Gavin On-Line Web site, which is currently being updated and improved by Jon Vernille and his assistant, Walt Reed. We’re anxious to tell you about the new things they have lined up. Meanwhile, Jon has been very kind in helping Kent and I get our own home computers up to speed with all the latest bells and whistles. If you want to reach Kent and Keith Zimmerman via e-mail, here are our personal numbers: Contact Keith at keithzimmer@earthlink.net. You can reach Kent at kenzirm@pacbell.net. Put us in your address books, and we’ll update you on the on-line situation soon.

CHASING THE WAVE
Mark your address books and change your computer printouts, The Wave in Los Angeles has a new address. We spoke with Ralph Stewart, the music-messenger at KTWV, as they prepared for their big 10th Anniversary celebration on August 2. In addition to staging their big bash—which Stewart promises will be fantastic—starting on July 21, The Wave is moving to new digs. Their new address is 8944 Lindblad Street, Culver City, CA, 90232. On Chris Brodie’s direct line is (310) 840-7182. Ralph’s direct number is (310) 840-7180. Fax the station at (310) 815-1129.

OMAHA BRUNCH SERVICE
Kurt Owens, PD at KOSJ in Omaha, checked in this week to brag about his Sunday Jazz Brunch host, Steve Sleeper, who has hosted a very successful eight-to-nine show in the market for the past several years. Specializing in a more mainstream jazz approach, Sleeper is currently looking for product from the traditional Gavin jazz chart. Please help Steve and Kurt by sending jazz CDs to Sleeper, c/o KOSJ, 11128 John Galit Blvd., Omaha, NE 68137. Since he’s a part-timer at KOSJ, Sleeper’s voice mail is (402) 592-5300, ext. 188.

S&V Spin Trends
1. AVENUE BLUE featuring JEFF GOLUB +134
2. CHRIS BOTTI +100
3. SPECIAL EFX +95

Jazz Chartbound
THE TENOR TRIO (JVC)  
ELIAM ELIAS (Blue Note)  
WERNER JAMS (Warner Bros.)  
TRICERATOPS (Ignor)  
JOE PASS (Pablo)  
JAMES WEIDMAN (CBA)  
ANDY LAVERNE TRIO (Steeplechase)  
ESSENCE ALL-STARS (Hib Bob Esquire)  
DAVID SCHUMACHER (Amstel)  
BUDDY RICH BIG BAND (Atlantic)  
Dropped: #41 Russell Gunn, #46 The Music of Thelonious Monk, #48 Charred/Charnell Moffett, #50 Oscar Peterson.

Editors: KEITH & KENT ZIMMERMANN • Jazz & Smooth Jazz report sent on Thursdays 9 a.m.-3 p.m. Station Reporting Phone: (415) 495-1990 • GAVIN FAX: (415) 495-2580

www.americanradiohistory.com
Jazz/Smooth Jazz Picks
MIKE SIMS
Wake Me at Sunset... (JVC)

Guitarist Michael Sims has led a colorful life as an L.A. session guitarist. After playing tough dues, the blonde hair and blue-eyed Sims stumbled into the hip-hop session scene with Dr. Dre, and then played on a load of R&B tunes by singers like Vanessa Williams and Brandy. Road work with Michael Bolton and Jeffrey Osborne soon followed. Wake Me at Sunset... is Sims left to his own Smooth Jazz devices. Sims, a inveterate fan of exotic grooves like reggae, and even Arabic rhythms, gives an electrified song like "Night People" a sublime worldly ambience.

DAVID LIEBMAN GROUP
New Vista (Arkadia Jazz)

Former Miles Davis saxophonist David Liebman is one of jazz's most imaginative soprano sax players, yet his recording output has been with several labels, and not as focused as it could be. That is about to end now that Liebman has signed with the Arkadia Jazz label. "New Vista" explores new vistas as Liebman and his group experiment with a Brazilian call-and-response musical form called "chorinho." Liebman trades fast solo breaks with synth keyboard player, Phil Markowitz, while Jamey Haddad and the legendary Brazilian percussionist, Cafe, hang on drums, shakers, and melodic percussion. Liebman also pays tribute to Toninho Horta, Milton Nascimento, and Jobim on New Vista, but it's his probing soprano sax presence that makes New Vista so interesting.

COEN BAAS
A Touch of Magic (Miramar)

Maybe this fits more comfortably into Sunday morning experimental mode, but Dutch keyboardist Coen Baas is doing something nicely textual here, which separates his music from the usual happy jazz grooves. "The Chant" features Jan Ackerman on guitar, another Dutch veteran musician, and, while its commercial enough for Smooth Jazz ears, Baas injects just enough sentimentality and emotion to give it sonic intrigue. New Age has become Blue Age, with elements of melancholy and sensuality tossed in for effect. As the CD title implies, Baas supplies A Touch of Magic. Dig out this slightly unassuming CD and also check out "05.30 A.M."

ARTIST PROFILE
SERGIO SALVATORE

FROM: Ringwood, N.J.
AGE: 16

LATEST RELEASE: N2K Encoded Music

"After Larry Rosen left GRP and started N2K, he offered me a chance to join the label, I had recorded with for GRP three years and with Concord for another year. I originally worked with N2K as an [Internet] programmer. When they signed me to the label, I told them I wanted to change direction [playing both jazz and Smooth Jazz], so we chose Chuck Loeb to produce the record."

"Chuck suggested Will Lee on bass, and I mentioned Steve Gadd, who is probably the most in-demand drummer around. Michael Brecker worked on my second record. And Bob Mintzer did two of my records. I heard acoustic bass on a couple of tunes, so we brought in John Pattitucci, who I met through Chick Corea. We recorded the whole record in three days."

"I go to a regular pub [high school and my teachers are very understanding about my career. I have to make up all the work, but I'm a very good student; I don't slack off. I'm going to college; for what, I'm sure. I'm definitely continuing my music career because this is what I love to do."

Opportunities of a skilled Giant provides free (25 words) listing 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. 531, for a rate card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days prior to issue date. Free Opportunities listings should be handwritten on company/station letterhead and are accepted only by fax (415-495-2580).

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PRODUCTION DIRECTOR - A full-time AM for top rated 90-120 miles west of Chicago. T&R and samples to Keith Bammerer, PD, POB 448, Dekalb, IL 60154.

HOT AC TOP: An all-night on-air opening. Rush T&R to Operation Manager - Bobby Jackson at KTTW, 5050 Country Club Dr. Jefferson City, MO. 65101.

NEWS DIRECTOR - For Top North Central Pennsylvania Combo. T&R to WQVX (FM) 110 Healy Avenue, Clearfield, PA 16615.

WOBR/WVGM in search of on-air openings. Please send resumes, tapes and photos. Attn.: Bill West, P.O. Box 316, Altoona Ga. 31701.

BUILDING TOP 40 MORNING SHOW - From ground up. Already have female co-host/news person. Need high energy, team player. T&R TO Tim & KBQQ 900 O. Box (07) Howell, NJ. 07731.

THE LEGENDARY ZOO/JIEG/NEW YORK has a rare Assistant Program Director opening. Programming, copy writing, management and on-air experience a must. T&R TO Tom Coleman, Program Director, WUIZ. 333 Meadowlands Parkway, 5th floor, Secaucus, NJ. 07094.

99.9 The Buzz seeks enthusiastic, innovative morning DJ. Knowledge of alternative format and promotions a must. T&R TO BOX 999 Burlington, VT. 05402.

RARE NEWS/SPORTS DIRECTOR OPENING at KMZU/KIKO in Joplin, MO. Also, possible future on-air position. Send T&R to: Mark Anthony, GM/PD, KMZU/KIKO, P.O. Box 1302, Joplin, MO. 64802.

#1 KEFRO RADIO HAS A RARE FT. NIGHT OPENING. Tapes/Resume to: Dale Johnson, Box 80209, Lincoln, NE. 68501. TEC is EOE.

POSITION SOUGHT: Morning AT. 10 years experience. Phone/Fax: Any mix formats. M.D. Kevin. (513) 799-0528.

THE SEARCH CONTINUES WVOY-FM. A 100K Hot AC is still looking for the right candidate for PD, air-crews. Strong, creative leader and mentor with promotion experience desired. T&R TO: Tom Chapman. P.O. Box 778, Wausau, WI. 54483.

Jazz Host (part-time) for KPLU-Tacoma/Seattle. Must have knowledge of Jazz and conversational style. T&R TO: KPLU, Joe Cahn, Tacoma, WA. 98447.

20 year veteran seeking PD or MD/On Air position. Send resume to: The Cabin, KBNB/FBTV, P.O. Box 708, Twain Harte, CA. 95383.

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Gavin July 18, 1997

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New York based radio entertainment marketing company seeks creative services director. Position requires exceptional organizational skills and computer proficiency. Working knowledge of radio programming is required. Candidate must be able to manage all department functions including supervising staff, managing budget and supplies and interacting with other departments on a daily basis to meet production needs. Please send resume to Blind Box, Gavin Classifieds, SF CA 94405.


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Vice President, Columbia Records

"Team J" Captain Paul Schindler
Grubman, Indursky & Schindler

"FORE!"

J. Martell Foundation


Contact Peter L. Kauff c/o UC Television Network,
909 Third Avenue, New York, N.Y. 10022 (212) 888-0617
Power 99

Last week I talked to WPHI/FM (Philly 103.9) PD Mike Fox about the battle for the urban audience in Philly. Fox claims that his station best represents the new generation of listeners in Philadelphia. Just in time for the second part of the Philadelphia Story, the spring Arbitron numbers have arrived, and although Philly 103.9 has improved, they have yet to dominate their 18-34 target audience. And Helen Little, OM of WUSL-FM (POWER 99) believes that they never will.

Helen Little is no stranger to the urban pages of Gavin. We have watched her career rise meteorically from air personality and Music Director at WBLS-New York to Assistant PD at WUSL-FM (POWER 99)-Philadelphia, to her big leap to Operations Director at POWER.

Little has won several programming awards, including Gavin Music Director of the Year (1996). Little co-produces the Women of the Urban Landscape Workshop at our yearly convention.

Q: In the Spring book (12+ numbers) Power 99 dropped from 6.2 to 5.0 and your new competitor, Philly 103.9, seemed to pick up the 1.2 share you lost, moving 2.7 to 3.9. Does that bother you?

HL: No. I expected some sampling, that's usually the case when a new station enters the marketplace. I've worked in this type of competitive mode in several different markets, so I've seen this happen before. But it doesn't mean that this is a permanent situation. Our target is women 18 to 34, and in the latest book, we were number two with an 8.8 share. WPHI did well in the book, they're ranked sixth with a 6.2 share 18-34.

Since your new competition is also targeting the 18-34 year-old listeners, what are you going to do to maintain your lead?

We are going to continue to provide the best music, promotions, and community service, and transfer a feeling that complements the listeners' lifestyle instead of just being a signal out of a box.

Power 99 and, especially, your new sister station, WDAS, are considered heritage stations in the market because of your longevity in the format. Is that an advantage for you?

Yes. To the listeners we are like somebody they know. An old friend that you feel comfortable with and can rely on. So it's okay if you go sample something new, but you'll always return to where you feel most comfortable. Our when they came in — to buy properties and not change any one format. I think it was attractive to them that the stations wouldn't interfere with each other. WDAS is clearly an adult 25+ station, WIQQ (Q-102) is clearly an 18-34 Top 40, STAR 104.5 is an A/C station, and WJZ is clearly a Smooth Jazz station. I should add that being a part of this cluster has turned into a tremendous support system for all of the managers.

Radio One is a stand-alone in Philly, but they have demonstrated that they are tough competitors. In Baltimore, they recently forced a heritage urban station to change their format to Top 40. Is Evergreen prepared for the tough fight for bragging rights in Philly?

Absolutely. No thought has ever crossed our minds besides winning.

Power 99 and Philly 103.9 play absolutely the same music. What is it that you're doing with your station to keep you top of mind with the listeners?

One thing that we do is outside marketing and promotion, and they have yet to get involved in that; billboards, busbacks and some television exposure. We are in the face of people who aren't active listeners with constant reminders around the city that Power 99 is here.

Speaking of billboards, what five artists would you put up on display to represent your station today?

Puff Diddy, Biggie (Notorious B.I.G.), Mary J. Blige, Dru Hill, and Lil' Kim.

What kind of community outreach does your station perform to stay hooked with the real vibe of the city?

We are the community radio station in Philadelphia. We've won numerous community service awards, like the NAB Crystal Award for two years running, the Mercury Award, and we were nominated for a Marconi for urban station of the year. Our commitment to the community starts at the top with our VP & General Manager, Chester Schofield. He lives it. Community service is not something we do as an image for the station, he actually cares about people and the quality of their lives and how we as a radio station can affect that. He has his own personal charities, and he put together a $100,000 program that puts computers in the public schools in Philly. It's called the Power 99 Computer Interactive program, and it was started out of Chester's concern for elevating the level of education for kids in the inner city. It started two years ago from a lab situation and has spread to several schools.

We also have the SIS-TAHS event to recognize African American women. We sponsor several community groups with kids who can't afford to come to the event, which includes a large concert. We also had corporate sponsors to buy blocks of tickets so underprivileged kids could attend. The event had panels with authors who discussed relationships, finance, and health concerns.

Philadelphia is one of the few major markets where African Americans are in high management positions at key stations, owned by a white corporation, where they are making decisions and operating them. How does it feel to have that type of responsibility?

It's a shame that we have to look at it this way, instead of us just being qualified people doing our jobs. It's nice to know that we were recognized as African Americans in these positions, but it would really be nice to be recognized as the best people for the jobs.

"Absolutely. No thought has ever crossed our minds besides winning."
His immense talent electrifies audiences all over the world...

His songs have been recorded by some of contemporary music's most influential performers...

His hits have become instant classics...

And his NEXT classic is here...

JONATHAN BUTLER.

DO YOU LOVE ME?
The First Single
ON YOUR DESK NOW!

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### Most Added

<table>
<thead>
<tr>
<th>Artist</th>
<th>Track</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>MOS DEF</td>
<td>Universal Magnetic</td>
<td>(Rausome)</td>
</tr>
<tr>
<td>MIA X</td>
<td>The Party Don't Stop feat. MASTER P &amp; FOXY</td>
<td>(No Limit/Priority)</td>
</tr>
</tbody>
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### Top Tip

<table>
<thead>
<tr>
<th>Artist</th>
<th>Track</th>
<th>Label</th>
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<tbody>
<tr>
<td>ROYAL FLUSH</td>
<td>Iced Down Medallions</td>
<td>(Blunt)</td>
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</tbody>
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Royal Flush tips his hand to reveal 33 out-the-box adds!

### Record To Watch

<table>
<thead>
<tr>
<th>Artist</th>
<th>Track</th>
<th>Label</th>
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<tbody>
<tr>
<td>DIAMOND</td>
<td>The Huatul (Mercury)</td>
<td>D1CT member emeritus returns with a hot one. 30 addle!</td>
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### Gavin Rap

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<th>ZY</th>
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<th>TW</th>
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<tbody>
<tr>
<td>$</td>
<td>1</td>
<td>1</td>
<td>O.C.</td>
<td>- My World/Far From Yours feat. Yvette Michelle (Payday/FFRR)</td>
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<td>$</td>
<td>2</td>
<td>2</td>
<td>RAMPAGE</td>
<td>- Take It To The Streets/Flipmode Enemy #1 (Flipmode/Violator/Elektro)</td>
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<td>$</td>
<td>3</td>
<td>3</td>
<td>WU-TANG CLAN</td>
<td>- Triumph (Wu-Tang/Loud/RCA)</td>
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<td>$</td>
<td>4</td>
<td>4</td>
<td>LADY OF RAGE</td>
<td>- Get Wit Da Wickedness (Death Row)</td>
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<td>$</td>
<td>5</td>
<td>5</td>
<td>LOV BOYZ</td>
<td>- Love, Peace, and Nappiness/Beasts From The East (Universal)</td>
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<td>$</td>
<td>6</td>
<td>6</td>
<td>WC</td>
<td>- We Trying To Stay Alive/Anything Can Happen (Ruffhouse/Columbia/CBS)</td>
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<td>$</td>
<td>7</td>
<td>7</td>
<td>DOT CAMP CLF</td>
<td>- Heat R Reeds Pt II/Down by Law (Duck Down/Priority)</td>
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<tr>
<td>$</td>
<td>8</td>
<td>8</td>
<td>VARIOUS ARTISTS</td>
<td>- L'il Kim: Not Tonight/Ladies Night (Tommy Boy)</td>
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<tr>
<td>$</td>
<td>9</td>
<td>9</td>
<td>MISSY “MISDEMEANOR” ELIOTT</td>
<td>- The Rain (The Gold Mine, Inc./Instanom)</td>
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<td>10</td>
<td>10</td>
<td>FINSTA &amp; BUNDY</td>
<td>- Don't Stress Tomorrow/Where Ya At Part II (Tape Kingz)</td>
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<tr>
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<td>11</td>
<td>11</td>
<td>SCARFACE</td>
<td>- Smile feat. 2 Pac (Rap-A-Lot/NOO Trye)</td>
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<td>12</td>
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<td>CHUBBY ROCK</td>
<td>- Beef (Select)</td>
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<td>13</td>
<td>13</td>
<td>CAMP LOCK</td>
<td>- Black Nastie/Pack (Profile/Phat)</td>
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<tr>
<td>$</td>
<td>14</td>
<td>14</td>
<td>BRO-GONI-MONSTERS</td>
<td>- The Beginning Of The End/God Sound (EMI)</td>
</tr>
</tbody>
</table>

**NEW**

| $ | 15 | KRS-ONE | - A Friend/HeartBeat (Jive) |
| $ | 16 | REDMAN | - Pick It Up (Remix) (Def Jam Recording Group) |
| 17 | 17 | RAHM | - Life After Hip-Hop/2B (Khan Entertainment) |
| 18 | 18 | COMPANY FLOW | - Brind/Triage Of War II In 11 Parts (Official Recordings/Rawkus/Eu) |
| 19 | 19 | SHAMUS | - Serving Life EP/Shamus feat. Rugged Brood, C-Terr (Rap Track/Comrade) |
| $ | 20 | THA ALKALOIDS | - Hip-Hop Drunkies (Loud) |
| 21 | 21 | 2 | AZ | - AZ (2EM) |
| 22 | 22 | DJ POOH | - 12 | Whop, Whop (Atlantic) |
| $ | 23 | THE NOTORIOUS B.I.G. | - Mo Money Mo Problems/The Loot: We Love You... (Bad Boy/Arista) |
| 24 | 24 | ORGANIZED KONFUSION | - Numbers (Priority) |
| $ | 25 | SPRING SOUNDTRACK | - Jay-Z: Who You Wit/West/Warner Bros.) |
| $ | 26 | CRU | - Just Another Case (Def Jam Recording Group) |
| $ | 27 | WHORDAS | - Tukin' Boot Bank/Tukin' (Delicious Vinyl/Vinyl Anti) |
| 28 | 28 | AZ-Z | - AZ (2EM) |
| $ | 29 | LIL'C | - Can't Stop (MCA) |
| 30 | 30 | JIGMASTAS | - Chandonlz You Dee/Beyond Road (Rap-A-Lot) |

**NEW**

| 31 | 31 | CAPONE N MOREA | - Capone Boite/Caim Down (Penalty Recordings) |
| 32 | 32 | 3X KRAZY | - Codro: Soldiers/Sticka/stuff (Noo Trye/Art-Hy) |
| 33 | 33 | CRAIG MACK | - Locking My Style (Street Life/Soca Bros.) |
| $ | 34 | THE BEAUTIFULS | - Do You Believe/Give Up The Ass (Violator/Relativity) |
| 35 | 35 | KAMAAZEE | - Snakes (Hydra Entertainment) |
| 36 | 36 | B-ONE | - Vertical Affirm/Empire Status (Rawkus Entertainment) |

**NEW**

| 37 | 37 | SAUCE MONEY | - Action (Roc-A-Fella/Geffen) |
| 38 | 38 | MOS DEF | - Universal Magnetic/You Can Have... (Rawkus) |
| 39 | 39 | D-SHOT | - True Worldwide Player feat. Too Short (Stc Wld/Mjve) |
| $ | 40 | KRS-ONE | - Step Into A World (Rapures Delight Remix) (Jive) |

$ = Indicates Gavin Rap Retail Action.

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### Chartbound

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<tr>
<th>Artist</th>
<th>Track</th>
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<tr>
<td>LAURYN HILL</td>
<td>Sweetest Thing Remix</td>
<td>(Columbia/CBS)</td>
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<tr>
<td>RUTHLESS BASTARDS</td>
<td>Ruthless Bastards (FeitMaster)</td>
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<td>PUFF DADDY &amp; THE FAMILY</td>
<td>The Benjamin</td>
<td>(Bad Boy/Arista)</td>
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<td>EPMD</td>
<td>Never Seen Before</td>
<td>(Def Jam Recording Group)</td>
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<td>NAS</td>
<td>Encore '97</td>
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<td>DIAMOND</td>
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### Like That! by Thembisa S. Mshaka

#### The Rap on Soundtracks

If blockbusters are the ticket for astronomical box office results, then hip-hop is the sure-shot for mega-sales of soundtrack companions, especially this summer.

Soundtracks have proven their ability to break new artists (like Notorious B.I.G. on Who's The Man? and Lady Of Rage on Above The Rim), resurrect established ones (EPMD, on How To Be a Player), and act as a great showcase for unlikely collaborations (heard Queen Latifah and Faith Evans on Nothing To Lose yet). Studios have also figured out that soundtracks can serve as excellent promos of the film itself, whether the music on the soundtrack actually ends up in the movie or not. On that note, props go to the reigning king of non-stop blowup, Master P, for using the funkified sounds of the I'm Bout It soundtrack in his dub-platinum, straight-to-video film of the same name.

Boney Thugs-N-Harmony, will Smith, and L'il Kim, who have tracks on the soundtracks to Batman and Robin, Men In Black, and Nothing To Lose, respectively, are just three of the heavyweight currents currently latching home runs with hits. New on the soundtrack scene are Steel (Loud), Shaquille O'Neal's Superman flick, which features white-hot joints by Mobb Deep and Men Of Steel (comprised of the all-star cast Ice Cube, B-Real, Peter Gunz, Shaq, and KRS-ONE) and The Good Burger set (Capitol), whose companion film is adapted from a skit on the Nickelodeon program All That. The jewels on this album are covers: Spearhead represents the Police lovely with "Rompone," and Digital Underground puts it down with their musical godfather, George Clinton, on "Knee Deep" (The Deeper Mix). Frankly, soundtracks are giving up more variety and quality than many recent solo releases, making them a feast for radio programmers and a treat for consumers...

Rap continues to keep soul alive as Queen Latifah gets you wide open on the Faith-penned smash "It's Alright." The Queen flies the script and sings her way through the entire jam. BLACKstreet also stay on Another Level by inviting Slash and Of Dirty Bastard to join the party on "Fix." Be on the lookout for Snoop's joint with Rage Against the Machine on his EP, The Doggumentary. Glad to see Snoop's not ridin' the double disc wave.

Phat & Aladat: the one-disc albums by DJ Pooh and Missy Elliott. Fly hip-hop journalist and lyrically astute emcee The Bishop has some serious, beat-driven knowledge for ya on Seven Sermon to the Dead, his new EP on Shin-Ken Recordings. Contact Micko at (408) 247-9804. Confin Adept: Get your B-boy/girl groove on at any of these positive, informative, hip-hop events this summer: Northern Exposure spotlights Toronto's urban scene July 31-August 1. Call Soul at BMG for info (416) 494-9629. Scribble Jam '97 sets it off in Cincinnati with battling, a graf expo, and shows by Rubberroom and All Natural. Call G-Fresh at (888) 669-3750 for info and send him promos! August 23-24 in Los Angeles, B-Boy Kingdom and Project Blowed put on Underground Superfest, where emcees flex skills for a $1000 Grand Prize. Contact Subtile at Afterlife Entertainment (213) 778-9378. They want promos too..like that... --ONE LOVE. --

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*Editor: Thembisa S. Mshaka • Rap Assistant: Justin Torres*

Rap reports accepted Thursdays 9 a.m.-4 p.m.

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Power Of Three

"Best Of All The Worst"
the smokin’ debut from
POWER OF THREE

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for ChuckLife Productions.

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KSAJ/FM - San Antonio
KIPR/FM - Little Rock
KMJF/FM - Shreveport
WJLB/FM - Detroit
WFLM/FM - Ft. Pierce
KDJO/AM - Denver
WZMU/FM - Cincinnati
WGBB/FM - Louisville
KJMM/FM - Tulsa
WHKK/FM - Memphis
WEJAM/AM - Chicago
WCNB/FM - Detroit
WTMP/AM - Tampa
WZYP/FM - Huntsville

Station Adds:
KDBS, WTMP, KSJI, WCHB, WZYP

"Oh, this one’s ON, Play!!!
Power Of Three in the S.T.I.
" — TOSSIN TED/KMJK, ST. LOUIS

"Power Of Three is NOT!!!
I am definately feelin’ this!!!
" — COCA BUTTA/KKDA, DALLAS

"I like this joint! It’s in my mix!
" — T-GRAY/KBBX, HOUSTON

"We are NOW playing with POWER...
OF THREE!!! Chicago’s on it!
" — PHARRIS THOMAS/KEM, CHICAGO

"Some smooth-type flava from
Choc’lata City, POWER OF THREE
is Dabin’ in Macon!!!
" — TONY SMOOTH/WIHO, MACON

http://www.epiccenter.com
### Gavin Rap Retail:

#### Singles

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#### Albums

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### From Making Calls to Calling Shots

#### A Gavin Executive Roundtable

The hip-hop format is growing up, and so are its executives. As rap continues to generate revenue, influence the sound of other formats, and shape American culture, its presence inside record labels has continued to grow beyond the mallroom gofer, the unpaid intern, and the one-man (or woman) department. In fact, some of those small operations are now major independent companies, like Def Jam.

In this roundtable led by Rap Editor Thembisa S. Meshaka, three of the rap industry's fast-rising executive achievers discuss making departmental transitions from promotion to marketing. Here's a chance for rap programmers to see the mind of the marketer at work. Interestingly enough, both promotion and marketing inform these women's strategies for getting the job done.

**At the Table**

**Chonita “Cho-Cho” Floyd**, Director of Marketing, Def Jam

**Kelly-Lynn Jackson**, Marketing Coordinator, Epic

**Robin Kearse**, National Promotion Manager, Epic Street

Thembisa: You have all moved from promotion jobs to marketing positions. Why the switch, and how?

**Chonita**: Before I got to Def Jam, I was already doing indie promotion. I was approached a year later to be a product manager, which led to my current position.

**Kelly**: I got my degree in marketing, and I interned under Angela Thomas (now Vice President of Marketing at Island Black Music), who is a marketing genius. I got my training through her. When I got to Stepuhn, we did it all because we were a staff of six. I talked radio people, media folks, and retailers while trying to promote both artists and the label. Marketing and promotion are interchangeable much of the time, so the transition was natural.

**Robin**: My switch happened in the reverse of Kelly and Chonita's. I started with no experience in Def Jam's A&R department. I was working in a lot of areas, and my work was easily noticed because the label was small. I outgrew my position and decided to try promotion. Shortly thereafter, I went to Columbia's marketing department. Now I'm back in promotion at Epic, and equipped with label knowledge from all angles.

Thembisa: What do you need to know to be an effective music marketer?

**Kelly**: The key is school. Always read and keep up with trends and the times. And not just in hip-hop, but globally. The tie-in potential is endless.

**Robin**: You need to be a visionary so that you set the trends as well. Much of marketing is innate; some people just have a knack for it.

**Do women approach marketing differently than men?**

**Chonita**: In most cases, the guys out-rule the girls on ideas. When it comes to R&B, however, as a woman, I know what girls want to see, even though male execs may think it looks cheesy.

**Robin**: ...or effeminate. Ginuwine is a perfect example; his chest is out, and his stomach is well-defined. His chest being out made men uncomfortable. I was the only person in the meeting saying, "I look at T&A all the time!"

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Memorialized by Matt Brown and Justin Torres

Compiled by Matt Brown and Justin Torres

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Gavin July 18, 1997

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IT'S TIME TO ENTER THEIR CRAZY WORLD

LOST BOYZ

Me and My Crazy World

the new hit single from their Gold album
Love, Peace and Happiness

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Get it from Jerri Reid or Ralph White (212) 375-0789

Executive Producer: Charles Shitt for Group Home Entertainment
day long, and you want to cover up his a**?"

Kelly: Objectivity is vital. You have to remove your personal opinions from the projects. For example, I hate the idea of a baby's daddy... but the marketing on the B-Roc & the Biaz record is

great; the Pampers, the artwork...

Robin: Women are more concept-driven and story-oriented. Men tend to be instant gratifiers, if it's hot, it's hot, and that works for most men. Women take more time to be creative, paint a picture.

Themhsa: What are the fundamental differences between the actual duties in marketing versus promotion?

Chonita: Promotion is more of who you know and the relationships you have with people. In marketing, it's much more procedural. It's paperwork-based. I'm not calling to schmooze the manufacturer of our stickers into making them. The order of things is critical in marketing, and it's more stressful for me.

Robin: In marketing, every time you do something, you have to think about the budget. Promotion reps come up with an idea, then find out that the money has already been spent. As a marketing person, you have to make the artist happen under budget.

Chonita: As a promoter, you get everything after the fact, in finished form. In marketing, you deal with the artist from the moment they sign.

Themhsa: Kelly and Chonita, what tools have you brought over into your marketing gigs from the promotion side?

Kelly: We didn't have much money at Stepsun, no parent company to support us. We were beyond creative—we constantly had to make something from nothing. So, I keep all my connections close to get things done. I met Tony Shelman when he was in fashion school working for Razzy Jeans. Since then, he's designed for Mecc and now works for Enyce. Making things happen with him is just a matter of a phone call.

Chonita: Going on the road was my love—I wish I could go on Smokin' Grooves with CRU. I also loved to see people in different markets react to different things; it still helps me with my strategy. I get my artist behind my ideas. Then, when the artist likes it, they roll with it. So I maneuver the concept to the right people, no matter what department.

Themhsa: If you could market any artist's comeback, whose would it be?

Chonita: Funny you should ask. Slick Rick, whose strategy I'm setting up now. He'll finally be released from prison in June. Every time we'd try to do something with Rick, like promo tours and radio interviews, his parole officer thought he was getting paid, which would hold everything up. I'm excited to see what Rick wants to do with his next project.

Robin: I always wanted to see EPMD come back, and wanted to be involved in the underground marketing for them.

Kelly: My pick has to be Rick James. He's been going through a few things, and a new project would be a challenge. I'd love to bring him into the new millennium.

Chonita: Rick James is doing a song with Richie Rich for our How to Be a Player soundtrack, as are EPMD, who are officially back together.

Themhsa: What projects of your own are the most exciting or challenging?

Kelly: Lauren's project is very interesting. It's mind-blowing how urban, pop, and international departments are all behind it.

Chonita: Method Man! He's ready to go to the next level. During my stint as a product manager, Redman was a joy to work with. He conceptualized his album cover right down to the mud and the little flower on the table.

Robin: Cappadonna will be a challenge. Our goal is to set him up to blow like the solo Wubangers before him.

ARTIST PROFILE

SUGA FREE

FORMERLY KNOWN AS:
Royal Rock
Claimin': Compton and Pomona, California
Label: Sheppard's Lane/Unfadeable/Island
Current Single: "If U Stay Ready"
Next Single: "On My Way"
Debut Album: Street Gospel

Themhsa: Any trend predictions for the next year or so?
Robin: Bass is going to start doing covers of pop hits and R&B currents, just like dancehall does.

Chonita: Promotional gimmicks are being eliminated. We don't even make promo items anymore, because it's about the music.

Kelly: Audiences are going to start embracing music from every region, and not be merely closest lovers of certain sounds.

Rap Picks

MIKE ZOOT
"High Drama" (Guesswhyyld)

Dan McNeal of WICB-Ithaca was absolutely on point; this record is hot! The track is butta, and the flows are even smoother. Mike Zoot pulls the card of every fake emcee, exec, and culture vulture—you know who they are. Mos Def joins in on the fun, and the two create a single that is a breath of fresh air. Contact Fingatip at (212) 535-7807.

EPMD
"Never Seen Before" (Def Jam Recording Group)

The original hunters are back, and damn, it sounds good! Erick and Parrish seem to be even quicker on their feet this time around, as they flow atop your choice of the hypnotic Slave "Watchin' You" sample or a harder, bluesy, head-knockin' mix. Only EPMD could make a hook from stating their given names come off! Contact Baja for the How to Be a Player album wax at (212) 229-5225.

ROYAL FLUSH
"Iced Down Medallions" (b/w) "Shines" (Blunt)

Guaranteed to make you say, "Awwwww yeeeeeaaaaah!" the second the needle connects with the wax. Royal Flush returns with sampled fanfare, laced by EZ Elpee and with Noresaga at his side in a ki-slangin', Dom-sippin' fantasy. "Shines" is the perfect B-side— heavy on bass, mood, and attitude. Contact El Ness at Blunt (212) 979-6410.
THE HIP HOP EVENT OF THE SUMMER!

EPMD
'NEVER SEEN BEFORE'
ADD DATE JULY 24TH
SOUNDTRACK IN PLAY AUGUST 5TH

DEF JAM'S
How To Be A Player
SOUNDTRACK

For More Info Contact: BAJJA ASALI 212.229.5225
Something new, it's an event. Impossible not to feel the passion and emotion in his voice while singing this new Bob Dylan composition. The track is included on Joel's soon-to-be-released Greatest Hits, Volume III.

CROSSOVER PICKS

INJO

"Love You Down" (So So Def/Columbia/CRG)

A decade after Ready for the World took this song Top Ten, it gets reworked as part of the So So Def All-Stars Vol. II package. The result is a stunning production that really comes across on the air. Spinin' Wild 94.9 (52), KHTM/FM (52), KKFR (43), KTMF (34), and KIX106 (33), with adds at KDON-Monterey/Salinas and B100.3-Los Angeles.

MARK MORRISON

"Crazy" (Atlantic)

Hey...it's the return of the Mark. Though this is the follow-up to "Return of the Mack," a song that blew me away when I first heard it last year in London, "Crazy" was actually Morrison's first hit overseas. Backed by yet another super-strong rhythmic groove, it deserves to enjoy a similar reception Stateside.

Blues Traveler

"Straight on Till Morning" (A&M)

Summer's here, and the festival season is upon us. Blues Traveler is one of a handful of bands who managed to stay on the road. Their latest effort is a powerful individual draw. One of the reasons for their success is that their records translate well from studio to stage and vice versa. Producers Steve Thompson and Michael Barbiero (who have twisted the knobs for BT since the first days) keep the band sonically honest, well within what fans are used to hearing live. But what John Popper and company lack in elaborately presented they more than make up for in staminia. As this album's title suggests, "Straight on Till Morning" is 65 minutes of no baloney, particularly p.c. high horse. Cruise in your convertible this summer with the bass-heavy, rapping "Diezel Power," or rape hard blasting "Serial Thrilla," which is furiously laden with guitar mixes and sirens. Kula Shaker's Crispian Mills sings and chants on "Narayan," which also samples a Breeders song. Prodigy blends their rock sound with punk, techno, and rap influences allowing no room for pretentious pouing.

—SANDRA DEBAIN

By Dave Sholin

SUBLIME

"Wrong Way" (MCA)

Sublime's unique blend of ska-flavored rock has won them a loyal fan base, which seems to expand following every release. Certainly the success of "What I Got" got Top 40's attention, and this track, currently sitting just outside the Top Ten at alternative, has the goods to cross into Top 40 territory, bolstered by the song's tempo and a running time of 2:16.

BILLY JOEL

"To Make You Feel My Love" (Columbia/CRG)

Don't even try to guess what direction this true music superstar will go in next. Whenever Billy Joel issues

Sublime

Wrong Way

www.americanradiohistory.com
If you've been waiting in confused anticipation

The album from the most longed for hip hop artist returns with the hit single

Reminding Me (of SeF) featuring Chantay Savage and the underground smash 1’2 many...

Single in stores 7/24/97 Album out Sept

www.americanradiohistory.com
BILLY JOEL

The New Single.
Words & Music by Bob Dylan.

From Billy Joel's new album
"Greatest Hits Volume III."
Coming Tuesday, August 19th. On Columbia.