MENTORING
URBAN LANDSCAPE SPECIAL
Billie Myers

kiss the rain

the first single from
the forthcoming album

growing, pains

33-27* TOP 40 ADULT MONITOR
28-25* MODERN ADULT MONITOR

MAJOR MARKET AIRPLAY:
WPLJ/New York (#2 phones)
WTMX/Chicago (#10 phones)
KLLC/San Francisco (#10 phones)
Q95/Detroit (#8 phones)
KDMX/Dallas (#2 phones)
KALC/Denver (#5 phones) and many more!

NEW AIRPLAY THIS WEEK:
KRBE/Houston (Add)
KKPN/Houston (Add)
KHMX/Houston (Add)
Y100 Miami (Add)
WALC/St. Louis (Add)
WKTI/Milwaukee (Add)
KSMG/San Antonio (Add)
WMJY/Biloxi (Add)
WMBX/West Palm Beach (Add)

EARLY AIRPLAY - TOP 40!
WXKS/Boston (#2 phones)
WNKS/Charlotte (10 spins)
WDJX/Louisville (12 spins)
WLAN/Lancaster (33 spins)
WSTW/Wilmington (16 spins)
WSSX/Charleston (14 spins)
KKRD/Wichita (12 spins)
KRUF/Shreveport (25 spins)
WJBQ/Portland (16 spins)
WDDJ/Paducah (26 spins)
KHTO/Springfield (27 spins)

ALBUM IN STORES NOW!

PRODUCED BY DESMOND CHILD
Management: Diggit! Entertainment/Bill Diggins
© 1997 Universal Records Inc.
Gary Gersh
On Records, Rosters, and the Bottom Line

When EMI decided Capitol Records needed to break more new artists and rely less on catalog sales four years ago, Charles Koppelman, Chairman of EMI's North American division, brought Gary Gersh back to Capitol as President/CEO. Gersh was faced with the daunting task of reestablishing Capitol's presence in a number of musical genres, including black music, since EMI had closed that department prior to his arrival.

Today, Gersh, who originally joined Capitol in 1975 and became a top A&R exec within EMI, sees a bright future for Capitol.

Capitol is in the process of putting a business plan together to be back in black music, dance, rap, and world music in a big way next year. We're also aiming to continue our growth in the pop mainstream, rock, and alternative fields, as well as continuing our growth in catalog sales. When I arrived here four years ago, I wanted to grow Capitol's heritage of being this world-class, well-rounded label. Capitol is going to stretch itself and grow into a diversified label with a burgeoning roster.

We are on course and we're halfway there to becoming a full spectrum label again. Our catalog represents a portion—probably around one-third—of our business. Our recent deal with Miramax Films, which is one of the most creative and cutting-edge filmmakers, to get four or five soundtracks a year, gives us a strong foothold in this growing business.

We're also on course in trying to reinvent and build our roster with new artists like Radiohead, Foo Fighters, Meredith Brooks, Everclear, and Marcy Playground, while building upon our great, established artists like Bonnie Raitt and Bob Seger. It's true that we've trimmed our artist roster, but rosters are always turning over. Ultimately it's not about how many artists you can handle, but rather how many can be worked effectively.

Currently we're building a group of sister labels, including Blue Note, which handles all our jazz, and we also have deals with Matatour, the Bear's Boyz Grand Royal, Glen Ballard's Java, the Foo Fighters' Roswell, and filmmaker Brett Ratner's Rat Records. The record industry is an ever-changing business. The changes that occurred earlier this year affected me personally and professionally, because I spent the last four years with Charles Koppelman, who hired me. When he left in May, it changed my day-to-day work, but I have benefited immensely from my new relationship with Ken Berry, President of EMI Recorded Music.

Under our Miramax deal, we'll release the soundtrack for Scream 2 next week (Dec. 2), with the film coming out 10 days later. The music from Good Will Hunting will be out later this year, while the music from Studio 54 is scheduled for release next year. Boogie Nights from New Line is doing very well on the charts and we'll have soundtracks from director Brett Ratner when he gears up for his next film.

One of the reasons for a soundtrack's success is that people like to have records that contain compilations of great songs. When the public loves a movie, it wants a souvenir of the experience, which is often times a soundtrack record. Our release of Transporting has sold 700,000 copies worldwide, while Cloudless and Dead Presidents have both sold more than one million copies each. Romeo and Julia, which came out last Christmas, has sold more than seven million copies worldwide.

EMI's World Music series is going to be at Blue Note on the Hemisphere label, handled out of New York by Gerald Seligman, who reports to Bruce Lundvall, Blue Note's President. As we rev up this series from EMI affiliates, we expect the music to come from all over the globe. With the growing Latin population in this country, I think there's going to be an influx of Latin music, not necessarily through Capitol, but through EMI Latin, which is one of the biggest labels in the field.

The bottom line in this business is deciding what's right for the U.S. market...and you do that by making a smart decision based on what you hear, and then marketing it accordingly.
Garthmania has begun.

That's the only way to explain the media and retail blitz that kicked off the release of Garth Brooks' long-anticipated Sevens, the 14-track CD that finally hit the airwaves last week and record stores earlier this week.

A much-publicized appearance at Kmart in New York, as well as guest stints on "The Tonight Show With Jay Leno," "Good Morning, America," "Late Night With Conan O'Brien," and CBS' "This Morning," helped fuel what Brooks and his label, Capitol Nashville, hope will be a holiday season buying bonanza.

Early SoundScan retail figures indicate that the CD is selling at a record-setting pace, led by Wal-Mart's advance order of 1.4 million units. Many record stores throughout the U.S. remained open Monday night so anxious Brooks fans could snatch up copies of Sevens as soon as they were available after midnight on Tuesday.

"Longneck Bottle," the first single from Sevens, this week placed at #7 on Gavin's GO chart, and at #6 on the Gavin Country chart.
There is really only one convention.

1998 Gavin Seminar

HYATT REGENCY, SAN DIEGO • FEBRUARY 4-7, 1998

Why go anywhere else?

Gavin is proud to announce
Dr. Deepak Chopra
1998 Gavin Seminar Keynote Speaker

For Seminar Registration/Suites and Room Blocks of 5 or more:
Call Catherine Ryan
(415) 495-1990 ext. 653
Seminar Hotline: (415) 495-3200
Sponsorship Opportunities:
Lou Galliani (805) 542-9999
Hyatt Regency Reservations:
(619) 232-1234
Marriott Reservations (Next door):
(619) 234-1500
(Mention Gavin for Seminar rate)
Airline Reservations:
(800) 466-9896 (Mention Gavin)
INXS Vocalist Hutchence Dies

Michael Hutchence, lead vocalist for Australian rock group INXS, was found dead of an apparent suicide in a Sydney hotel room November 23. He was 37.

Because no note was found, rumors as to the cause of the suicide spread almost as rapidly as news of the singer's death. speculation has ranged from autoerotic asphyxiation to depression over fiancé Paula Yates' bitter struggle with former husband Bob Geldof (Boomtown Rats) over custody of the couple's three children.

Prescription drugs, including the anti-depressant Prozac, were found near Hutchence's body, but final toxicology reports will not be available for weeks.

Hutchence was in Sydney to begin a 20th anniversary tour with his band, and had reportedly been in high spirits in the days before his death. In a statement released through the management, band members expressed "extreme shock" and sadness over the death.

Radio Key to Promoting Country Music

Country music listeners still rely on radio as the primary source of information about new releases, but many are frustrated by stations that don't give the titles and artists of every song.

This was one of several revelations uncovered in a major research study commissioned by the Country Music Association and conducted by Edison Media Research. Seeking an explanation for why sales of country music have flattened over the last few years, "CMA initiated this study in an attempt to better understand who our consumers actually are and what they want," observed the organization's President, Tim Dubois. "This is the start of a process that will enable us to assess consumer attitudes on an ongoing basis."

A Cappella

A cappella fans are a unique breed of people. They reside in all corners of the globe, are as loyal as Headheads, and are fiercely enthusiastic about their music.

To help satisfy the needs of this dedicated group of fans, the A Cappella—A San Anselmo, Calif.-based company that has served the a cappella community for more than ten years with its mail order catalog—is trying its hand in the record label business. One year after its inception, the label has released a number of recordings from SoVoSo, the Blenders, the Nylons, Vox One, as well as several compilation CDs that have sold "tens of thousands of units."

John Neal, founder of A Cappella, says the label came about because some major labels have trouble marketing the music. One of the challenges a cappella artists' musical styles range from jazz to world beat to pop, and in many stores their CDs are filed in the vocal section along with easy listening music.

Neal says he has spent nothing on advertising, largely due to the website of A Cappella, which receives an astounding 50,000 hits a month from people all over the world who love to sing—or listen to—a cappella music. Fans can order CDs or find out about events such as the upcoming National Public Radio show "Vocal Kaleidoscopes," airing in two parts beginning December 9 and featuring performances from the recent West Coast A Cappella Summit. Many other a cappella aficionados discover the company via word of mouth.

It is because of this network of people that A Cappella has become a million-dollar business, and Neal is confident that the fledgling label ultimately will succeed...
Watch for screenings of "Free Tibet" the film - coming in November.

The Milarepa Fund is a non-profit organization dedicated to the promotion of compassion and nonviolence. For more information call 1-888-MILAREPA

Executive Producers: Julie Panebianco & Nathaniel Hornblower • Produced by Pat McCarthy • Co-producer: Sylvia Massy

For more information visit: www.milarepa.com www.americanradiohistory.com

Ben Harper
The Jon Spencer Blues Explosion
Yungchen Lhamo
Noel Gallagher
Radiohead
A Tribe Called Quest
U2

Pomo For Pyros
Nawang Khechog
Foo Fighters
KRS-1
Biz Markie
Eddie Vedder & Mike McCready
Mighty Mighty Bosstones
Pavement
Darren Lee Perry featuring Mad Professor & Robotiks Band
Taj Mahal and the Phantom Blues Band
Blur
Michael Stipe & Mike Mills
Chaksampa
Alanis Morissette
Björk
Rancid
Beastie Boys
Cibo Matto
De La Soul
The Fugees
Rage Against The Machine

©1997 Grand Royal
JUST A BLUR

Damon Albarn of Blur blundered to the British press that his band no longer intends to tour for the "foreseeable future," and the next Blur offering simply may be a double album. What he didn't tell them is that his long-time incorporator, the fair Justine Frischmann, has flown the coop once and for all. Justine has spoken publicly that the two "enjoy" an open relationship—but it looks like the door finally has shut: Why should we believe the talk this time? Because Pavement's Stephen Malkmus has been undeniably telling pals he and Elastica's frontwoman are making beautiful music together. They've been very close ever since Pavement and Elastica shared the bill at 1995's Lollapalooza. We should have seen the signs after Malkmus spent all that time in London bunking in the spare room of Albarn's and Frischmann's Notting Hill flat.

RED HOT AND STILL READY

Perry Farrell seemed awfully miffed when someone tossed a shoe at him at last Saturday's Exit Festival at San Francisco's Civic Auditorium—hiding the (mostly) adoring audience for the infraction. "This is not love," he lectured, wiggling a crooked finger at them. He may have been a little bent out of shape, but his compatriot, guitarist Dave Navarro, seemed in the best of spirits after cavorting around San Francisco with Red Hot Chili Pepper's frontman Anthony Kiedis—looking for a watch. No, that's not a euphemism; those has unabashedly him. Kiedis, who has recovered marvelously from his motorcycle accident earlier this year, has been staying in Big Sur as of late—but has told pals that he's eager to reconvene the Red Hot Chili Peppers once Navarro and Flea wind up their stint with Jane's Addiction on December 8 in Seattle. I know you've all been wondering what Perry Farrell has up his magician's sleeve after this tour winds up. Farrell told News Times writer, Jim DeRogatis, that he plans to mount another travelling concert called Jubilee this spring to coincide with the Jewish festival of Purim. The special attraction? "It's the time when God will descend to live among men," he told a startled DeRogatis. We kid you not.

ALICE'S RESTAURANT?

Eric Clapton has a new sideline. He's making silver and leather bracelets and necklaces set with precious stones. In his spare time, old slowhand has been crafting the finery, and selling them at Jesse James, an upscale London boutique.

SPECIAL FEATURE

By Reed Bunzel

How well can past consumer behavior predict future tastes and trends? In many cases, the answer is "not at all"—and there lies one of the challenges of basing product decisions on market research.

In fact, market research often is a faulty predictor because people have a very difficult time expressing what they're likely to do. "Nobody knows where we're going," says Coleman Research President Jon Coleman. "Record companies don't have a clue; they're looking to radio. Radio's looking at the record companies. Consumers don't know what they want; they're waiting for whatever we offer them. There may be a grand consumer dynamic for the future that someone will be able to figure out, but at this point no one knows what 1998's music will be, or what topics morning shows will cover."

"Most people have a much greater ability to articulate what they already did in response to something," explains Mike Dom, VP at The Research Group. "I can't tell you what I'm going to do if a station puts on a morning show with two guys who tell funny jokes, but I can tell you that yesterday I listened to two guys who told funny jokes." Developing an on-air product based simply on the numbers can be more misguided than not having numbers at all; marketing that end-product not only compounds the mistake, but also costs a lot of money, he says. Research provides data that contributes to the decision-making process, "but you have to make a leap of imagination."

Research also can give people a misguided sense of over-confidence. Dorn con-
Announcing the 1998 Gavin Seminar Keynote Speaker

Dr. Deepak Chopra

GAVIN is proud to announce that Deepak Chopra, M.D., whose revolutionary theories on the integration of body, mind, and spirit have earned him worldwide recognition, will deliver the keynote address at the GAVIN Seminar on Thursday, Feb. 5, in San Diego.

Dr. Chopra is widely credited with merging modern theories of quantum physics with the timeless wonders of ancient cultures to help counsel people around the globe on how to unleash their potential to achieve physical, emotional, spiritual, and mental well-being.

Dr. Chopra is the author of 19 books, published on every continent in dozens of languages. He's produced over 10 audio, video, and CD-ROM motivational programs, and has spoken to thousands of audiences on how to set realistic goals for living more meaningful, harmonious, and fulfilling lives. He delivered the keynote address at the inauguration of the State of the World Forum and the Peace and Human Progress Foundation, and Esquire magazine ranks him as one of the top ten motivational speakers in the world.

The Hyatt Regency is 90% Sold Out!

Call (619) 232-1234 today!
(Mention Gavin for Special Rates)

For suites and room blocks of 5 or more call Catering Ryan at (415) 495-1990 x653

Rooms still available next door at the Marriott. Call (619) 234-1500
(Mention Gavin for Special Rate)

For Seminar Registration: Call Catherine Ryan (415) 495-1990 ext. 653
Seminar Hotline: (415) 495-3200
Sponsorship Opportunities: Lou Galliani (805) 542-9999
Hotel Reservations: (619) 232-1234 (Mention Gavin for Seminar rate)
Airline Reservations: (800) 466-9896 (Mention Gavin)
That's Sho-Biz

By Dave Sholin

Plenty of activity in the Motor City, where WKQI (99.5 FM) PD Tom O'Brien steps away from programming, but stays on board at the station. Are former WHY PD Rick Gillette and ex-WSTW-Willimington, Del. PD Mike Sommers high on the list to be the next PD at Q9. Meanwhile, the market gets a new alternative outlet as classical WQRS shifts to "One-Oh-Five Dot One, The Edge," under new PD Amy Doyle, last at KKZN (The Zone) in Dallas. Library at WQRS is reportedly somewhere in the neighborhood of 700.

One name being heard quite a bit as Doyle's Big D replacement is Joel Folger, who recently left crosstown alternative KDGE. As for Folger's old gig at The Edge, everything appears to be on hold.

Nothing low key about the debut of the new KBB (B100)-Los Angeles (see News) last week. Among the hosts of a bash at the ultra-hip Mondrian Hotel Sky Bar were (l-r): Chancellor VP Marketing Bev Tilden, Sr. VP & Regional Manager John Madison, newly-named KBGT PD Michelle Santassio, KBB PD Harold Austin, KBGT Director of Marketing & Promotions Eileen Woodbury, and Chancellor VP Programming Steve Rivers.

On the Air & In the Grooves: ALEXANDRA RUSSELL • Sho-Prep and Flashbacks: RON FELL
Friends of Radio ANNETTE M. LAI • Sho-Dates: DIANE RUFER

1500 Taps Sievers

Todd Sievers has been named co-General Manager/Head of Radio Promotion at 1500 Records, an A&M joint-venture label focusing on electronic music. Sievers comes to the label from Three Artist Management, where he was Commercial Radio Promotions Manager. "I am proud to be a part of the 1500 Records team," said Sievers. (Co-founders) Gary [Richards] and Philip [Blaine] are the two most forward thinking marketing gurus in the business, and A&M is the perfect environment to nurture our growing company and give our artists the backing we need."

Brown to Exec. VP at ABC Nets

ABC Radio Networks boosts Darryl Brown to Executive VP of Affiliate Marketing, Urban. In this role, Brown will oversee key ABC Radio Networks brands including Tom Joyner, Doug Banks, ABC 24-hour formats, and all station affiliation, marketing, and customer service.

"The network radio business is in the midst of the greatest period of change since the advent of television," notes company President Lyn Andrews. "Darryl's mission will be one of total customer focus. He'll bring together all of our resources in programming and affiliate marketing to satisfy the present and future needs of our customers in a rapidly evolving market."

What's So Special About Santaniello?

Columbia Records has boosted David Santaniello to the newly-created VP Special Marketing post. "Dave's prowess in special marketing is evidenced by such recent tie-in successes as Julio Iglesias with Western Union and Kenny Lattimore with Modern Bride magazine," says Columbia Records Group Senior VP John Ingrassa. "He has also scored with numerous trade-out promotions involving Air Jamaica/Sand's Records, PlayStation, and Moviemine, and he has successfully placed the music of Columbia's new and developing artists into non-traditional retail outlets such as the Gap, Victoria's Secret, Banana Republic, and Eddie Bauer. Dave has done a great job, and this promotion is well-deserved."

Atlantic Inks Deal With Pioneer

Pioneer Music Group has signed an exclusive distribution pact with the Atlantic Group. Under the agreement, PAG Recordings will be distributed by the Atlantic Group via WEA.

"PAG is about artists," says President/CEO Charlie Lico. "In looking for distribution, we wanted to be with an organization that had the same heart. Atlantic is the premier artist development record label in the business today. It is the perfect home for PAG's artist-oriented marketing philosophy."

Stein Picks 'Melon

The newly announced Sire Records Group (see News, 11/21) is wasting no time setting up industry alliances, President/CEO Seymour Stein this week announced an agreement with Austin-based Watermelon Records. Under the deal, Watermelon will be able to call upon the marketing and distribution resources of Sire while still operating as an independent label. One of the first records to benefit from this alliance will be The Delairiers' Reverb Deluxe. For firsthand accounts of the release party, see our American and college columns this week.
Sho-Case

**PAUL SIMON**

Paul Simon, whose Broadway musical _The Capeman_ is about a teenage gang member who commits two murders, was once a gang member himself in New York. “We wouldn’t have made the top 100 gangs in the city, but I was in it,” notes Simon in a recent _New York Post_ interview, “We were in a couple of fights and I was a fast runner.”

Sho-Prep

**KENNY G**

Kenny G will be giving a free concert at the Mall of America outside of Minneapolis on the busiest shopping day of the year, Friday, November 28.

**U2**

U2’s September 23 concert in war-torn Sarajevo netted only $13,000 for Bosnian kids. High production costs and low ticket prices resulted in the small profit.

**SARAH McLACHLAN**

Sarah McLachlan recently told Entertainment Weekly that she hopes her Lilith Fair series of concerts can run for two more summers.

**YES**

In January, Yes will release a Surround Sound Dolby Pro-Logic edition of its new album _Open Your Eyes_. It’s the first time for such a project.

**MICK JAGGER**

Mick Jagger is producing movies again. This time he’s got a film in development based on the life of Dylan Thomas, and he’s also planning a film on the rock & roll world with director Martin Scorsese.

**CHICO DEBARGE**

Chico DeBarge spent more than five years in federal prisons for conspiracy to sell drugs because one day about six years ago, DeBarge introduced one drug dealer to another. He ended up spending more time in the slammer than on the road.

**SCOTT WEILAND**

Stone Temple Pilots lead singer Scott Weiland has been working on a solo album with producer Daniel Lanois. The album, called _12 Bar Blues_, is set for a late winter release.

**DAVE KOZ**

Dave Koz not only composed the current theme for the daytime soap opera _General Hospital_, but he’ll appear, as himself, on the show’s Christmas Eve episode.

**JONNY LANG**

Fargo, North Dakota’s teenage blues phenom Jonny Lang’s real name is Jon Langston.

Flashbacks

**DECEMBER 3, 1979**

Eleven people die at a Who concert in Cincinnati. The deaths are blamed on a popularity known as festival seating, a.k.a. first come, first served.

**DECEMBER 3, 1987**

A casino on the shores of Lake Geneva in Montreux, Switzerland burns to the ground the night of a concert by Frank Zappa and the Mothers of Invention. The event inspires Deep Purple’s “Smoke on the Water.”

**DECEMBER 4, 1993**

Frank Zappa dies of cancer at the age of 52.

**DECEMBER 4, 1988**

Roy Orbison performs his last concert in Cleveland.

Westwood One Is Official Grammy Net

A deal has been signed guaranteeing Westwood One exclusive worldwide radio rights to Grammy Awards broadcasts through the year 2000, the National Academy of Recording Arts and Sciences (NARAS) announced this week. "The Official Grammy Radio Network on Westwood One" debuts January 6, 1998, with the simulcast announcement of nominees for the year's event.

Westwood One will produce nine two-hour Grammy specials, each focusing on a different musical genre, and produce a variety of special programs associated with the awards including Grammy Moments, Backstage at the Grammys, the Grammy Newsletter, Grammy Reports and Grammy Interactives.

...And the winners are (tie): NARAS President/CEO Michael Greene, Westwood One President/CEO Mel Karmazin, CBS Television President Leslie Moonves, CBS Senior VP/GM Rob Senn.
**Gavin Top 40**

**MOST ADDED**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Song</th>
<th>Radio Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bryan Adams</td>
<td>Back to You (A&amp;M)</td>
<td>75</td>
</tr>
<tr>
<td>Alana Davis</td>
<td>32 Flavors (Elektra/EG)</td>
<td>72</td>
</tr>
<tr>
<td>John Mellencamp</td>
<td>Without Expression (Merkury)</td>
<td>68</td>
</tr>
</tbody>
</table>

**TOP TIP**

Aerosmith

"Don't Say Goodbye" (Columbia/CRG)

Red hot these past few weeks, Aerosmith turns on the afterburners as they head toward the next level of airplay.

**RECORD TO WATCH**

**UNCLE SAM**

"I Don't Even Want to See You Again" (RCA)

Callout is top three at WJMN-Boston as this smash crossover ballad makes a move into the mainstream arena.

--

**Inside Top 40 by Dave Sholin**

The Top 40 Nominees For Gavin's 40th Anniversary

All the ballots have been tabulated and now Annette and I can congratulate the following stations, programmers, labels, and promotion execs on the honor of being nominated by their peers. Remember, the nominating process is wide, open but the winners, who will be announced at the Top 40 Awards luncheon in San Diego on February 7, are decided by a select panel of programmers, consultants, and record executives. In addition, all nominees also get one ballon. Good luck to all our nominees and even though there can only be one winner, all those listed deserve special recognition for being part of an elite group.

**Top 40 Major Market Station of the Year**

<table>
<thead>
<tr>
<th>Station</th>
<th>Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>KDWB/FM-Minneapolis</td>
<td>K-Hits-Dallas</td>
</tr>
<tr>
<td>WHTZ (Z100)-New York</td>
<td>WWAX/FM (Wax)</td>
</tr>
<tr>
<td>WHTZ (Z100)-Boston</td>
<td>KTRS-Kansas City</td>
</tr>
</tbody>
</table>

**Top 40 Major Market Operations Manager/Program Director of the Year**

Ken Benson, KKRZ-Portland
John Dimick, WNCl-FM-Columbus
Claire Ingram, WPXW (98X) - Rocheester
Jeff Kasper, WFLZ-Tampa (now at KSLZ-St. Louis)
John Roberts, KFHI-Spokane
Joni Zellner, KXMV-Kansas City

**Top 40 Large Market Assistant Program Director/Music Director of the Year**

Tommy Austin, KKRZ-Portland
Jesse Domingo, WFLZ-Tampa
Tommy Davis, WPXW (98X) - Rocheester
Neal Sharpe, WNCl-FM-Columbus
Dave Universal, WKSE-Buffalo

**Top 40 Medium Market Station of the Year**

<table>
<thead>
<tr>
<th>Station</th>
<th>Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>KQKQ (9RPXY)-Rochester</td>
<td>WHTZ-Phoenix</td>
</tr>
<tr>
<td>WAPF-FM-Jacksonville</td>
<td>WBFR-FM-Montgomery</td>
</tr>
<tr>
<td>WPXY-Miami</td>
<td>WSFS-FM-Salt Lake City</td>
</tr>
</tbody>
</table>

**Top 40 Medium Market Operations Manager/Program Director of the Year**

Wayne Coy, WAAB-Mobile, Ala.
John O'Dea, WNKN (Wink 104) - Harrisburg, Pa.
Tim Richards, KQK-Phoenix
Mike Steele, KQKQ (98X) - Oklahoma
Car Thomas, WAPF-Jacksonville, Fla.
Rob Wagnman, WFBG-Greenville, S.C.

**Top 40 Regional Market Assistant Program Director/Music Director of the Year**

Ian "Dino" Nespoli, WHTZ-Tampa
Mike Padden, WZKZ Barre/Scranton, Pa.
Rob Giardina, WFIQ-Greenville, S.C.

**Chartboard**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Song</th>
<th>Reports</th>
<th>Adds</th>
<th>Spins</th>
<th>Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sarah McLachlan</td>
<td>Sweet Surrender (Nebber/Arista)</td>
<td>86</td>
<td>18</td>
<td>1404</td>
<td>+51</td>
</tr>
<tr>
<td>Bryan Adams</td>
<td>Back to You (A&amp;M)</td>
<td>75</td>
<td>62</td>
<td>529</td>
<td>+49</td>
</tr>
<tr>
<td>Alana Davis</td>
<td>32 Flavors (Elektra/EG)</td>
<td>66</td>
<td>7</td>
<td>1228</td>
<td>+179</td>
</tr>
<tr>
<td>John Mellencamp</td>
<td>Without Expression (Merkury)</td>
<td>61</td>
<td>4</td>
<td>1289</td>
<td>+173</td>
</tr>
</tbody>
</table>

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

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

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

---

1 - Daypart

- Total Reports This Week: 205
- Last Week: 207

---

www.americanradiohistory.com
Up & Coming

<table>
<thead>
<tr>
<th>Artist</th>
<th>Category</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>LISA STANSFIELD</td>
<td>Top 40 Artist Profile</td>
<td></td>
</tr>
</tbody>
</table>

****HOMETOWN & BIRTHDATE:**

**LABEL:** Arista

**GENRE:** Pop

**CURRENT SINGLE:** "Never Gonna Fall"

**CURRENT ALBUM:** Lisa Stansfield

**MAJOR MUSICAL INFLUENCES:**
- Types A and B
- "Black American R&B"
- "Love, friends, and food."

**THINGS THAT MAKE YOU HAPPY:"
- Watching TV and walking the dogs.

**FAVORITE WAY TO RELAX:"
- "Taping TV and walking the dogs."

**FAVORITE MOVIE OF ALL-TIME:
- "Brazil."

**YOUR MOST TREASURED POSSESSION:"
- "My lucky bangle."

**IF YOU COULDN'T BE A SINGER, YOU'D WANT TO BE:"
- "...a chef."

**SOMETHING WE'D BE SURPRISED TO KNOW ABOUT YOU:"
- "I paint."

**FUTURE AMBITIONS:"
- "Maybe a little acting, and maybe a baby."

**ARTIST PROFILE**

LISA STANSFIELD

**HOMETOWN & BIRTHDATE:**

**LABEL:** Arista

**GENRE:** Pop

**CURRENT SINGLE:** "Never Gonna Fall"

**CURRENT ALBUM:** Lisa Stansfield

**MAJOR MUSICAL INFLUENCES:**
- Types A and B
- "Black American R&B"
- "Love, friends, and food."

**THINGS THAT MAKE YOU HAPPY:"
- Watching TV and walking the dogs.

**FAVORITE WAY TO RELAX:"
- "Taping TV and walking the dogs."

**FAVORITE MOVIE OF ALL-TIME:
- "Brazil."

**YOUR MOST TREASURED POSSESSION:"
- "My lucky bangle."

**IF YOU COULDN'T BE A SINGER, YOU'D WANT TO BE:"
- "...a chef."

**SOMETHING WE'D BE SURPRISED TO KNOW ABOUT YOU:"
- "I paint."

**FUTURE AMBITIONS:"
- "Maybe a little acting, and maybe a baby."

**STANSFIELD ON HER LATEST ALBUM:**
It's a storybook, and maybe you're in one of the stories.

**IT'S SAID:"
Her music speaks the universal language of love (and, often and most eloquently, of sex) and this has given her international success millions of records sold around the world, proof that at some levels of pop culture, consistency is still a virtue. —New York Newsday, July 27, 1997
## GO MOST ADDED

**BRYAN ADAMS (26)**  
**GREEN DAY (22)**  
**SISTER HAZEL (21)**

### 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>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4270</td>
<td>+215</td>
</tr>
<tr>
<td>2</td>
<td>3956</td>
<td>-94</td>
</tr>
<tr>
<td>3</td>
<td>3690</td>
<td>+80</td>
</tr>
<tr>
<td>4</td>
<td>3540</td>
<td>-10</td>
</tr>
<tr>
<td>5</td>
<td>2955</td>
<td>+355</td>
</tr>
<tr>
<td>6</td>
<td>2728</td>
<td>-1</td>
</tr>
<tr>
<td>7</td>
<td>2687</td>
<td>+438</td>
</tr>
<tr>
<td>8</td>
<td>2638</td>
<td>-38</td>
</tr>
<tr>
<td>9</td>
<td>2502</td>
<td>+398</td>
</tr>
<tr>
<td>10</td>
<td>2316</td>
<td>+202</td>
</tr>
<tr>
<td>11</td>
<td>2267</td>
<td>-61</td>
</tr>
<tr>
<td>12</td>
<td>2224</td>
<td>+575</td>
</tr>
<tr>
<td>13</td>
<td>2137</td>
<td>+211</td>
</tr>
<tr>
<td>14</td>
<td>2133</td>
<td>+15</td>
</tr>
<tr>
<td>15</td>
<td>2029</td>
<td>+33</td>
</tr>
<tr>
<td>16</td>
<td>2028</td>
<td>+131</td>
</tr>
<tr>
<td>17</td>
<td>1959</td>
<td>+84</td>
</tr>
<tr>
<td>18</td>
<td>1942</td>
<td>+157</td>
</tr>
<tr>
<td>19</td>
<td>1885</td>
<td>+742</td>
</tr>
<tr>
<td>20</td>
<td>1869</td>
<td>-50</td>
</tr>
<tr>
<td>21</td>
<td>1826</td>
<td>-122</td>
</tr>
<tr>
<td>22</td>
<td>1771</td>
<td>+267</td>
</tr>
<tr>
<td>23</td>
<td>1731</td>
<td>+42</td>
</tr>
<tr>
<td>24</td>
<td>1702</td>
<td>+102</td>
</tr>
<tr>
<td>25</td>
<td>1647</td>
<td>+64</td>
</tr>
<tr>
<td>26</td>
<td>1596</td>
<td>+261</td>
</tr>
<tr>
<td>27</td>
<td>1430</td>
<td>+347</td>
</tr>
<tr>
<td>28</td>
<td>1400</td>
<td>+178</td>
</tr>
<tr>
<td>29</td>
<td>1350</td>
<td>-45</td>
</tr>
<tr>
<td>30</td>
<td>1328</td>
<td>-64</td>
</tr>
<tr>
<td>31</td>
<td>1384</td>
<td>+165</td>
</tr>
<tr>
<td>32</td>
<td>1260</td>
<td>-101</td>
</tr>
<tr>
<td>33</td>
<td>1221</td>
<td>+47</td>
</tr>
<tr>
<td>34</td>
<td>1198</td>
<td>+178</td>
</tr>
<tr>
<td>35</td>
<td>1042</td>
<td>+180</td>
</tr>
<tr>
<td>36</td>
<td>981</td>
<td>-47</td>
</tr>
<tr>
<td>37</td>
<td>972</td>
<td>+78</td>
</tr>
<tr>
<td>38</td>
<td>955</td>
<td>-123</td>
</tr>
<tr>
<td>39</td>
<td>909</td>
<td>N</td>
</tr>
<tr>
<td>40</td>
<td>856</td>
<td>N</td>
</tr>
</tbody>
</table>

### URBAN/DANCE

- **MAE** - "Feel So Good" (Bad Boy/Ariola)
- **BOYZ N MEN** - "A Song for Marla" (Motown)
- **WILL SMITH** - "Chillin' (Jiggly Wit It)" (Columbia/CRG)
- **LFO** - "My Body" (Epic/EG)
- **LOS UMBRELLOS** - "No Tongo Dinos" (Virgin)
- **TOTAL** - "What About Us?" (Bad Boy/Ariola)
- **NEXT** - "Butta Love" (Arista)

### ALTERNATIVE

- **OLIVE** - "You're Not Alone" (RCA)
- **SPACE MONKEYS** - "Sugar Cane" (Chipping/Interscope)
- **THE VERVE** - "Bitter Sweet Symphony" (Virgin)
- **THE LONGPigs** - "On and Oh" (Island)
- **SUMMERCAMP** - "Should I Walk Away" (Maverick/Reprise)
- **GREEN DAY** - "Time of Your Life (Good Vibrations)" (Reprise)

**CALL LOU GALLIANI 805-542-9999**

Let Gavin do it for less than it would cost you to do it yourself.

ALL formats  
ALL reporters to  
ALL trades  
Any day of the week.
MOST ADDED
MIDNIGHT IN THE GARDEN
OF GOOD AND EVIL (33)
HERBIE MANN (32)
JOEY BARON (25)
HANK CRAWFORD/JIMMY MCGRIFF (18)
BRUCE BARTH (16)
BILL REID (16)

Gavin Jazz

TOP TIP
BILL COSBY & FRIENDS
Hello Friend: To Birds
With Love (Verve)
Who are the most famous
celebrity jazz fans these days?
It has to be a tie between Clint
Eastwood and Bill Cosby, and
both have jazz releases on the chart.

On Z Corner
BY KEITH ZIMMERMANN

Jazz/Smooth Jazz
Nominees and a Keynoter

Congratulations to all of the nomi-
nees for the 1998 Gavin Jazz/Smooth Jazz
Awards! We've sent out final
ballots via our fax network, so if you
haven't received yours already, please
phone us immediately. Once again,
we're pleased with the return, and
thank you for your time and dili-
gaence. Final ballots are due via
fax on Friday, December 12.

Winners will be announced at our
gala Gavin Jazz/Smooth Jazz Awards
dinner on Thursday, February 5.
Diana Krall will perform live that
dinner, and we'll be honoring ten
years of Gavin Jazz and Smooth Jazz
coverage. All labels wishing to have
artists assist in presenting awards
should phone the Zimmermen ASAP
as such slots are limited.

We've just signed this year's major
keynote speaker, Deepak Chopra.
MD. Chopra, the author of 19
books, has sold 10 million copies
in the English language alone. Deepak
Chopra is an incredible and inspira-
tional teacher, a highly respected
expert on the subjects of
health, the human spirit,
and building a future of
self-reliance and self-
awareness. Not since we featured business theorist
Tom Peters in 1990 have we
scored such an in-demand talent.

Add to Chopra's appearance a
bevy of format meetings, jokebox
jingles, star showcases, award pre-
sentations, intensive general meet-
ings covering music and broadcasting,
and many other surprises, you
will find the Gavin Seminar to be
the "Macro-Convention" you can't
afford to miss. Book it now and
we'll see you all there!

We hope you're taking advantage of
"early bird" registration rates. If
you have any questions about meet-
ing such deadlines, please contact us.

Gavin November 28, 1997

www.americanradiohistory.com
### Gavin Smooth Jazz

**Most Added**
- **Paul Hardcastle** (29/34 reports)
- **Brian Tarquin** (14/29 reports)
- **John Tesh Project** (9/31 reports)
- **Yanni** (8/13 reports)

**Top Tip**
- **Kenny G**
  - "Loving You" (Arista)
  - The biggest selling Smooth Jazz recording of all time releases a holiday greatest hits package, as radio jumps all over the previously unreleased "Loving You."

**Record to Watch**
- **Paul Hardcastle**
  - Cover To Cover (JVC)
  - Smooth Jazz radio grooves to the unreleased "Paradise Cove," as Paul Hardcastle re-releases his comprehensive greatest hits double CD package.

---

**Gavin Smooth Jazz Chart**

<table>
<thead>
<tr>
<th>#</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>WKY</th>
<th>KXNG</th>
<th>KDRC</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Kenny G</td>
<td>&quot;Loving You&quot;</td>
<td>Arista</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Bob James</td>
<td>&quot;I'm In Love With You&quot;</td>
<td>Warner Bros.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>C. D. Knuckles</td>
<td>&quot;When You&quot;</td>
<td>Warner Bros.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Brian Culbertson</td>
<td>&quot;Can't Help Myself&quot;</td>
<td>Warner Bros.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Rippington &amp; Russ Freeman</td>
<td>&quot;Black Diamond&quot;</td>
<td>Windham Hill Jazz/Pass</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**SMOOTH JAZZ STATION OF THE YEAR**
- KKSF-San Francisco
- KMJZ-Minneapolis
- KTWF (The Wave)-Los Angeles
- WLOQ-Orlando
- WJZJ-Philadelphia

**SMOOTH JAZZ PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR**
- Paul Goldschein, WJJA (Chicago)
- Ann Grass, WJZJ (Philadelphia)
- Lee Hansen, KKSF-San Francisco
- Steve Huntington, WLOQ-Orlando
- Bob Moore, KMJZ-Minneapolis

**SMOOTH JAZZ MUSIC DIRECTOR/ASSISTANT PROGRAM DIRECTOR OF THE YEAR**
- Ron Cadet, KKSF-San Francisco
- Michelle Chase, KMJZ-Atlanta
- Kelly Cole, KIFM-San Francisco
- Blake Lawrence, KKSF-San Francisco
- Ralph Stewart, KTWF (The Wave)-Los Angeles

**SMOOTH JAZZ MAJOR LABEL OF THE YEAR**
- Columbia Records
- GRP Records
- Verve Forecast Records
- Warner Bros. Records

---

**SMOOTH JAZZ ARTIST OF THE YEAR**
- Chris Botti (Verve Forecast)
- Rick Braun (Bluebird/Atlantic)
- Joyce Cooling (Heads Up/Universal)
- Boney James (Warner Bros.)

---

**Jazz Chartbound**

**JAYVON JACKSON**
- Blue Note

**KANGAS CITY BAND**
- (Verde)

**JOEY BARON**
- (Epic)

**MIDNIGHT IN THE GARDEN OF GOOD & EVIL**
- (Malabar/Warner Bros.)

**MELISSA WALKER**
- (Epic)

**HOWARD PRINCE**
- (Cuba)

**DOUG LAWRENCE**
- (Fable)

**STEVE KAHN**
- (Epic)

**BRUCE BARTON**
- (Double Time)

**RALPH SHARON TQ**
- (DGF)

**NIELS-HENNINGS DISTRITED PEDERSEN**
- (Warner Bros.)

**DAN PAPALE**
- (Challenge)

**BILL HEID**
- (Savant)

**MOSCOW SAX QUINTET**
- (Akon)

**COURTNEY PINE**
- (Antilles)

---

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

---

**www.americanradiohistory.com**
JAZZ/SMOOTH JAZZ & VOCALS

LIGHT UP THE HOLIDAYS

ENCHANTMENT
David Arkenstone
His first holiday album!
This dramatic and
unique recording sparkles
with the wonder
of the Yuletide.

THE NIGHT BEFORE
Dordán
The Narada debut of Dordán!
Celebrate Christmas
in the Irish way
with these four
talented women
from County Galway.

WINTER
Michael Gettel
Expressive piano solos
and acoustic ensembles
chronicle an introspective
season. Favorites and
five new tracks – a glistening
thematically work.

Enchantment
A MAGICAL CHRISTMAS
DAVID ARKENSTONE
NARADA

Also, check out the Narada Holiday Liner CD –
SEASON’S GREETINGS
FROM NARADA’S TOP ARTISTS!

For information, interviews, or review copies
of these and other holiday titles from Narada, contact
Sue Schrader or Lisa Samper at Narada, 414-961-8350,
or Michael Moryc at Matrix, 615-662-1413.

© 1997 NARADA PRODUCTIONS, INC.

Jimmy Sommers
His Debut Album “james cafe”

www.jimmysommers.com

New this week:
WNWV

Already on:
KKJZ, KOAS, KSSJ, WJCD, WQCD, WSMJ, WJCD, JRN,
KAJZ, KBLX, KCLC, KIFM, KJZY, KMGQ, KMJZ, KNK,
KNWB, KPRS, KQBR, KRVR, KRZM, KSB, KTNT,
KUNC, KUOR, KYNF, KXDC, KYFX, SOUNDSCAPES,
WBJJ, WGF, WHRL, WJAB, WJFK, WJZI, WLOQ,
WMT, WONB, WSNC, WTM, WUKY, WVAS

Gavin Smooth Jazz: 41 > #36
R&R NAC:
New & Active
Scene on BEToN Jazz

CONTACT: ALL THAT JAZZ (310) 395-6995 • UNISOUND PROMOTIONS (818) 782-1902

Gavin November 28, 1997
Like That! by Thembsisa S. Mshaka

Totally Awesome 2!

Special K and Teddy Ted have reported to Gavin for seven years—so long as we've had a rap crew—and they have been checking in with WNYK-New York and on turntables around the world for twice that long. So, it felt it was only right that I zip it out to the Big Apple to pay my respects to Awesome 2, a pair of real playas in the world of rap radio who were recently honored with a fuscious party to celebrate their top status. And playa they were that night, dressed to the nines and getting plaques left and right for their achievements and support. I had so much fun, I forgot to snap flicks, but The Roxy was jumpin' thanks to Grandmaster Flash on the 1 & 2s. In the house were the Cold Crush Brothers, Naughty By Nature, KRS-ONE, CRE, Mad Skillz, G-P Wu, Nice N' Smooth, and Cappadonna. Programmers on hand to spread love were WTCC's James Lewis, WCHR's DJ Mecca and a host of others. Shouts out to Jive's Eric Skinner, Zenobia Simmons and Neil Levine from Penalty, and Marlo Martin at Mercury for all the hookups, and it was fabulous to see MCA's Charles Dixon, the entire Odyssey crew. Reef from Big Beat, Kool DJ Red Alert, Just O. Rene and Eric from Elektra, the Gee Street family, Robin Kearse at Epic, Chris Atlas at Tommy Boy, and Mark from 88hiphop. Braving that winter cold meant I also had a chance to hear some new music. Trust me when I tell you that witnessing KRS-ONE in the studio is totally awesome. He's working on his new album, due in March, which will be all that you expect and then some. KRS is also spearheading an invitation-only Temple of Hip-Hop banquet for New York's finest on New Year's Day. Also fitting in the John Blaze category of new music is Cappadonna, who is really on to something with "Run" and "Check For A..." Robin promises that a buzz single appetizer will be on your dial soon. Busta Rhymes video for "Dangerous" is amazing. It makes me love the song even more, and Spiff Starr is shaping up to be quite a character in his own right. Hope he blesses us with some solo stuff soon... You will not believe the B.L.G. "Sky's the Limit" clip until you see it. Sol and Pierre premiered it for me in JC's office, and the whole staff stopped working to watch... Heads will roll in '98 when Jane Bond hits the street. This girl's voice is unique, and we hear she's fly—as in model material. Jive A&R Director Faith Newman played me some killer freestyles on her. Sounds like she and Entertainment's Charli Baltimore will be taking the baton from Kool and Foxy for 1998. As far as music is concerned, 2Pac will never die. How do I know? Because "Do for Love," the new single from Amaru's RI Still Down, is phenomenal. Shout out to WAMO's Dre Ski, who I got lost with on the subway, but had too much fun to be mad... Respect Due To Vivian Chew, formerly Vivian Scott, who moves on to pursue international music endeavors after an illustrious career at Epic as Senior Director of A&R. We wish her the best with her marriage and career... Most important this week, the industry—and indeed the world—lost a wonderful person. Rest in Peace, Chief of Billboard Monitor, former BDS executive, and a dear friend of mine whom you may have seen at panels during Sessions Vol. I and the 1997 Gavin Seminar, passed away Wednesday, November 19 after battling cancer with every fiber of his body, every ounce of his spirit. He was a very private man, a gentleman, highly intelligent, and quick to share information or a
Gavin Rap Retail

2W LN TW Singles

2 7 1 MASTER P - I Miss My Homies (No Limit/Priority)
3 1 2 JAY-Z - Sunshine/Street is Watchin' (Roc-A-Fella/Priority)
1 10 3 RAKIM - It's Been A Long Time (Universal/MCA)
9 2 4 MASS - Feel So Good (Bad Boy/Arista)
4 5 5 MISSY "MISED MEANOR" ELIOTT - Sock It To Me (The Gold Mine, inc./EastWest)
5 4 6 WU-TANG CLAN - It's Your (Loud)
NEW 7 BIG PUNISHER - I Ain't A Player (Loud)
6 8 8 MACK 10 - Backyard Boogie (Priority)
8 11 9 THE BEATNUTS - Off The Books (Violator/Relativity)
12 9 10 BUSTA RHymes - Put Your Hands Where My Eyes Could See (Filmore/Violator/Elektra)
NEW 11 TIMBALAND & MAGGIO - Lux 2 (Luv U (Atlantic)
NEW 12 EPMR - Richter Scale (Def Jam Recording Group)
14 18 13 GANG STARR - You Know My Steez/So Warzup Fii (Mann Toybo/Virgin) -
12 14 NAUGHTY BY NATURE - Maun You Til You Join You (Tommy Boy)
11 17 15 THE NOTORIOUS B I G - Mo Money Mo Problems (Bad Boy/Arista)

Gavin Rap Retail

2W LN TW Albums

1 1 1 BUSTA RHymes - When Disaster Strikes (Filimore/Violator/Elektra)
2 3 2 EPMR - Black Business (Def Jam Recording Group)
3 2 3 MASTER P - No Limit (Priority)
- 7 RAKIM - The 18th Letter (Universal/MCA)
- 13 JAY-Z - In My Lifetime Vol. 1 (Roc-A-Fella/Priority)
11 5 6 THE FIRM - The Firm (Atmosphere/Interscope)
5 4 7 VARIOUS ARTISTS - Gang Related Soundtrack (Death Row)
- 9 MASE - Harlem World (Bad Boy/Arista)
4 6 9 PUFF DADDY & THE FAMILY - No Way Out (Bad Boy/Arista)
6 8 10 COMMON - One Day / All I Make Sense (Relativity)
7 10 11 MACK 10 - Based On A True Story (Priority)
8 12 12 ORGANIZED CONFESSION - The Equinox (Priority)
16 14 13 L. COOL J - Phenomenon (Def Jam Recording Group)
9 11 14 BONE THUGS N HARMONY - The Art Of War (Delight/Ruthless)
13 16 15 VARIOUS ARTISTS - Soul In The Hole Soundtrack (Loud)

Compiled by Matt Brown and Justin Torres

Mixshow

Real Spinz

TW Spinz Trend

1 BUSTA RHymes - Dangerous (Filimore/Violator/Elektra) 90 -6
2 JAY-Z - Sunshine/Street is Watchin' (Roc-A-Fella/DJ Jam) 69 -6
3 RAKIM - Guess Who's Back? (Universal/MCA) 67 -6
4 SALT N PEPA - R U Ready (Red Ant) 66 -6
5 MASE - Feel So Good (Bad Boy/Arista) 64 -6
6 GANG STARR - You Know My Steez (Mann Toybo/Virgin) 61 +2
7 L. COOL J - Phenomenon (Def Jam Recording Group) 59 -6
8 MIC GERONIMO - Usual Suspects/Nothin' Move But The Money (Blunt Recordings) 59 +13
9 MYSTIKAL - Ain't No Limit (Loud) 51 +6
10 MC EHiT - Hi The Floor (Epic-Streets) 50 -5
11 IN THE BEGINNING...THAT WAS RAP - Various Artists (Priority) 50 +13
12 BUSTA RHymes - Put Your Hands Where My Eyes Could See (Filimore/Violator/Elektra) 45 +30
13 LOST BOYZ - Mt. And My Crazy World (Summeröne/Universal) 44 +15
14 PUFF DADDY - Been Around The World (Bad Boy/Arista) 43 +5
15 2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Universal) 41 +4
16 MASTER P - I Miss My Homies (Priority) 36 -6
17 LUNIZ - Funky* Ova Nuthin'Uus Man & U (UL-CLONE/Acouastic) 36 -5
18 TIMBALAND & MAGGIO - Lux 2 (Luv U (Atlantic) 35 +6
19 BIG PUNISHER - I Ain't A Player (Loud) 34 +5
20 MUG - Tha Girl (Suave/Universal) 33 -4

ARTIST PROFILE

MIKE ZOOT

From: The '90s, the area between Browningville and Flatbush in Brooklyn, New York.

Label: Guesswhysld Recordings

Promotion Contact: Fingo Tip (212) 535-7807

Still Buzin': "Service" b/w "High Drama"

Musical Influences: Slick Rick, MC Lyte because she's from around my way, Native Tongues, Ice Cube.

Finga Tip on the Label's Name: "It has a double meaning. We're guessing what we're going to do next, so the people will have to work right along with us. We're organized, but unpredictable."

Mike Says: "Everyone has dealt with the same topics, so now it's just a matter of how you kick lyrics. I try to put what happens to me on paper, no matter what it is."

Rhyming Since He Was Very Young: "I've always been rhymin', and there's no real story on how I started," he says. "I've been rhymin' forever."

How Mike Signed with the Label: He met Finga Tip, and when he found out that Guesswhysld released Lace Da Booms, he decided to take advantage of the independent opportunity.

On Indies: "It's cool, and right now I appreciate it because I get to do whatever I want. Everything's on me, and the people will feel it."

Rap Picks

RBL POSSE

"More Game" feat. Richie Rich

(Atlantic)

With flows smooth as honey and Steady Mohbin' production crisp as the fog in 'Frisco, RBL and Rich come tight for the fourth quarter, following up "How We Comin'" with a funky change of mood and style. RBL are already selling well, and the airplay that this should generate will help nicely. Contact Sturione at Atlantic (310) 505-7520.

WYCLEF JEAN

"Gone 'Til November" feat. R. Kelly & Canibus

(Ruffhouse/Columbia/CRG)

Wyclef injects this sorrowful ballad, from his acclaimed solo effort The Carnival, with enough funk to rattle the trunk and get everybody on the floor. The sparse production and dramatic feel of "No Airplay" will actually get more airplay than 'Clef suspects. Contact Hakeem at Columbia (310) 449-2100.

PUMPKINHEAD

"Dynamic" b/w "It's Over"

(Rakin')

With it being Thanksgiving and all, I couldn't resist reviewing this one. It even came in a pumpkin-colored jacket! The production on this is a trip: a frenetic, distant horn riff snakes through the background as a wavy baseline pumps beneath Pumpkinhead's vocal. Flip the wax and you'll hear "It's Over," the moody treat that is poised to actually jump-start this ambitious, rhymesling'n' emcee. Contact J. Grand at (718) 398-7456.

Vocal: MIKE ZOOT
**Prime Property**

**WEST COAST**
- BUSTA RHYMES +56 "Dangerous" (Flipmode/Violator/Elektra)
- LAURNEA +32 "Intuition" (Yao-Yum/Epic)
- TOTAL +22 "What About Us" (LaFace/Arista)
- DRU HILL +20 "We're Not Making Love No More" (LaFace/Arista)
- BRIAN MCKNIGHT +19 "Anytime" (Mercury)

**MIDWEST**
- STING & THE POLICE FEAT. PUFF DADDY +70 "Roxanne '97" (A&M)
- Usher +50 "Nice & Slow" (LaFace/Arista)
- ERYKAH BADU +52 "Tyrone" (Kedar/Universal)
- THE WHISPERS +47 "My, My, My" (Interscope)
- WILL SMITH +43 "Gettin' Jiggy Wit It" (Columbia)

**EAST COAST**
- Usher +89 "Nice & Slow" (LaFace/Arista)
- MC EOHT +88 "Hit The Floor" (Epic Street)
- BOYZ II MEN +78 "A Song For Mama" (Motown)
- SAM SALTER +77 "It's On Tonight" (LaFace/Arista)
- WILL SMITH +77 "Gettin' Jiggy Wit It II" (Columbia)

**SOUTHWEST**
- 2 PAC +34 "I Wonder If Heaven Got A Ghetto" (Arabian/Universal)
- IN THE BEGINNING... +34 (feat. Erick Sermon, Redman, Keith Money) "Rapper's Delight" (Priority)
- Usher +29 "Nice & Slow" (LaFace/Arista)
- JANET JACKSON +28 "Together Again" (Virgin)
- BUSTA RHYMES +25 "Dangerous" (Flipmode/Violator/Elektra)

**SOUTHEAST**
- Usher +157 "Nice & Slow" (LaFace/Arista)
- BOYZ II MEN +143 "A Song For Mama" (Motown)
- ERYKAH BADU +123 "Tyrone" (Kedar/Universal)
- LUTHER VANDROSS +117 "I Won't Let You Do That To Me" (Epic)
- UNCLE SAM +96 "I Don't Ever Want To See You Again" (Stonecreek/Epic)

**CAROLINAS/VIRGINIA**
- LL COOL J +130 "Father" (Def Jam)
- THE WHISPERS +110 "My, My, My" (Interscope)
- JANET JACKSON +108 "Together Again" (Virgin)
- ERYKAH BADU +105 "Tyrone" (Kedar/Universal)
- UNCLE SAM +83 "I Don't Ever Want To See You Again" (Stonecreek/Epic)

---

**Top Ten Spinz**

1. ERYKAH BADU "Tyrone" 3217 3694
2. LSG "My Body" 3175 3422
3. DRU HILL "We're Not Making Love No More" 2763 2928
4. MISSY "MISEDUCATION" ELLIOTT "Sock It 2 Me" 2774 2834
5. BOYZ II MEN "A Song For Mama" 1659 2164
6. AALIYAH "The One I Cared My Heart To" 2867 2124
7. MARIAH CAREY "Butterfly" 1769 1927
8. H-TOWN "They Like It Slow" 1843 1866
9. SOUNDS/BLACKNESS "Hold On..." 1584 1866
10. DRU HILL "5 Steps" 1556 1705

---

**Q-FILE**

The 1998 GAVIN SEMINAR on February 4-7 in San Diego is just around the corner so WHAT ARE YOU WAITING FOR????

Registration fees are $450 before January 16th. Call Catherine Ryan at 415-495-1990 ext. 632. Don't wait till the last minute. REGISTER RIGHT AWAY!

---

**Editor:** QUINCY McCODY  •  **Assistant:** ANNA CALIX

Urban reports accepted through Tues. 3 p.m. • Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580
The premiere single and video from their long-awaited new album *Connected*

Produced by the Family Stand for Neptune Factor, Inc.
Management: Guy Route for Juno Entertainment, Inc. & Abbe Rosentfeld

On EastWest Records America compact discs and cassettes. www.elektra.com
Mentoring Online and Off

I know I'm beginning to sound like a broken record, but hey, that's part of my job as a watchdog of the Urban Landscape, to remind you what's important for our survival in this business. Mentoring, mentoring, and more mentoring is needed immediately!

We began the year at the GAVIN Seminar, proclaiming mentoring as our major focus. Panelists and audiences all agreed that the issues of downsizing, syndication, racism, and sexism could all be overcome if those leaders with proven track records organized and began passing along knowledge and encouraging growth. We vowed to energize young black programmers and record professionals in order to help them develop into dynamic leaders.

Earlier this year, I started QZCAPE, an e-mail mentoring hotline. The need for an internship program for young black professionals was deemed so universally essential that I created QZCAPE@gavin.com for anyone in need of career information or with questions concerning radio and records. Since then questions have ranged from programming problems to networking concerns to the ever-popular, "How do I move up from here?" The majority of askers have been young people, dedicated to absorbing as much information about the business as possible while also recognizing that the playing field may be more restricted than ever before. Yet they all seem determined to succeed.

The demand for mentoring and networking opportunities is so high that we've have begun constructing a QZCAPE Web page. This Web site will offer the opportunity to expand our mentoring program to deal with some of the tougher problems associated with helping people find good mentors. I have my fingers crossed that the site will be up and running by the first of the year.

Our Web site plans include a chat room specifically designed to bring in speakers from other industries to pass on information. It's critical to have experienced managers from outside our industry help in our networking process and spread valuable stories of success. Women in our industry will be able to use QZCAPE to link up with professional women's groups, forums, networks, and authors. Surfing the site, I've had to take many Internet journeys to look at other mentoring pages, and I discovered something that can help us all. Many companies have developed in-house mentoring programs and networks which provide valuable peer counseling. This creates an atmosphere of easier bonding because of a shared interest in the company and its success. This, I think, is a good idea for radio stations and record companies to consider, especially with newly hired people. The beauty of an in-house mentoring system is the possibility for an equal exchange of ideas. It's amazing what you can learn from people who want to learn from you.

Unfortunately this year, it also became clear that many people are still without computer access, meaning QZCAPE isn't available for everyone that needs it. I believe we should create a mentoring organization that can do four things: 1) maintains a strong set of goal-related values, 2) motivates, 3) offers an effective mission statement that energizes the group, and 4) acts as a constant source of support. This organization would teach by example and draw from the energies of everyone involved to give it an equal balance of cooperation and participation instead of the usual autocratic setup.

This organization cannot be formed overnight. But a few members of the QZCAPE Mentoring Team are already working on a plan to get it going. The mentoring team consists of panelists and attendees from the last two GAVIN seminars who are willing to tackle questions that relate to their specific fields of expertise. Here is a list of some of the QZCAPE Team members that have already committed to making this organization a reality:


The organization, ideally, will eventually provide seminars with sessions on jobs, motivation, career, and life planning, and goal setting. This seminar will be dedicated to educating all who are interested in improving and moving ahead.

At different stages of our lives and careers, we've all had mentors or learning partners who have given us advice and guidance, and assisted us in reaching the next level. Today, at a time when our technology is advancing so rapidly, we as a community are communicating with each other less and less.

I believe that QZCAPE and a mentoring organization are two strong solutions to the problem.

Today, at a time when our technology is advancing so rapidly, we as a community are communicating with each other less and less.

I believe that QZCAPE and a mentoring organization are two strong solutions to the problem.

Urban Workshop Internships and Mentoring

I'm always asked where the new talent is coming from and I always give the same answer: from your interns. They are the future of the format. If your station doesn't have an internship program, start one. If you do, step it up and open the door for more people to take advantage of this opportunity.

HOW TO START ONE

Most internship programs are associated with local colleges. Students in communications, speech, broadcasting, or theater usually apply for internships at radio stations. Some students gain credit for working a certain amount of hours at a station, others do it just for the experience, or for networking purposes.

Some stations use their Human Resources department to reach out to the schools to find applicants. At others, various department heads handle their own special needs. Usually, promotion and programming departments use interns on the most regular basis.

ALTERNATE RESOURCES

Colleges are not the only place to find people who want to get into radio. There are also individuals in other occupations who are willing to do internships for free just for the chance to break into the business. Post information at broadcasting schools, at voiceover classes, and at high schools that specialize in the arts.

THE SMALL FRATERNITY

Internships are a great way for black and other minorities to help the next generation get a foot in the door of our shrinking fraternity. Spend time with your interns and watch for the ones who ask the most questions and volunteer to do almost anything. I guarantee you that the hungry one will remind you of someone you used to know—yourself.


The organization, ideally, will eventually provide seminars with sessions on jobs, motivation, career, and life planning, and goal setting. This seminar will be dedicated to educating all who are interested in improving and moving ahead.

At different stages of our lives and careers, we've all had mentors or learning partners who have given us advice and guidance, and assisted us in reaching the next level. Today, at a time when our technology is advancing so rapidly, we as a community are communicating with each other less and less.

I believe that QZCAPE and a mentoring organization are two strong solutions to the problem.

Like all good things, this is going to take some time to get together, but with the help of the QZCAPE Mentoring Team and other professionals I hope to enlist soon, we will get this organization together. In the meantime, use QZCAPE@gavin.com for all your mentoring and networking needs.

Of course, if you have any ideas or would like to aid in the forming of this organization, please call me at (415) 495-1990 or email me at Qmmcoy@pobox.com.
One theme that consistently pulses throughout the Urban Landscape is our desperate need for mentors. If we want to be part of this business in the 21st Century, we need leaders with proven track records to begin consistently passing their knowledge on to young radio and record professionals, helping them develop into dynamic leaders.

This issue focuses on people who have worked hard—and who continue to work hard—to achieve their goals; women and men who have taken action to capture their dreams and visions. These are people who don’t take “no” for an answer; people who don’t let their skin color, nationality, or gender get in the way of their success. These are people driven by a positive spirit, one that inspires and guides others closer to their own goals. These are people who remember where they come from and carry within a sense of duty to their communities. These are people connected by the common threads of persistence and determination, and by the desire to see their own success echoed by others who will follow.

These mentors maintain a strong set of goal-related values, they’re motivators, and they unselfishly offer support. We need more mentors like them, people who can encourage other leaders to step up and share their knowledge; leaders who can inspire others to find within themselves their own powers of leadership.

Welcome to the Urban Landscape’s last—but, I think, most important—special issue of the year.

—Quincy McCoy
are U still down

the smash single from his new album

cool relax

executive producers: marve, ahmonk and michael mcquarz

management: gallin mone money ngepat
Pro basketball all-star and resident bad boy Charles Barkley has proclaimed loudly that he “ain’t no role model,” a refrain that’s become so common he even uses it in a shoe commercial. To further prove his point, Barkley recently threw a man through a plate glass window for tossing ice cubes on him in a bar. He defended this violent reaction by declaring that he wasn’t going to allow people to “mess with his manhood.”

I have to agree with Barkley; he ain’t no role model—or at least he shouldn’t be. The problem with Barkley’s bad example is that too many young people today are emulating conduct like his, engaging in physical violence provoked by frivolous incidents. Far too often, these acts deteriorate into situations where respect and/or manhood have to be defended. This has led to senseless loss of life in our urban communities. A millionaire like Barkley, who likes to bully people on and off the court, doesn’t have a clue about the dedication required to be a role model for a desperate community. Instead of embracing the negative influence of Barkley and his ilk, we need to be on the lookout for mentors who can save lives.

The breakdown of a strong family structure leaves our communities in need of leaders who are willing to share their time, experience, and common sense with young people, teaching them to take pride in—and responsibility for—their race, and their actions. It’s beyond being a simple role model; it’s about being a good citizen. It’s about saving lives.

Joe Marshall doesn’t play basketball, but his radio show saves lives. Marshall is co-founder of the Omega Boys Club, an organization in San Francisco for young adults between the ages of 11-25. By default, this group also targets the two issues that are impacting black communities the most—drugs and violence. Believing that adults and young people can come together for the common good, and placing an emphasis on academic achievement, Omega has sent more than a 150 men and women to college. Now, Marshall’s radio show is syndicated nationally, spreading the message of positive change across the country.

A high school teacher for 25 years and a former MacArthur Fellow, Joseph E. Marshall, Jr. co-hosts the award-winning Street Soldiers. The show has just celebrated its fifth anniversary on KMEL in San Francisco, where it enjoys excellent ratings on Mondays from 10 p.m. to 2 a.m. Street Soldiers employs a call-in format to encourage young people to speak out about crime, teenage pregnancy, drugs, and other issues affecting their lives.

A growing list of success stories has generated national attention for both Street Soldiers and the Omega Boys Club. Marshall and his staff have been profiled in the New Yorker, the New York Times Magazine, the Los Angeles Times, Essence, and on CNN, CBS Evening News, and The Oprah Winfrey Show. Marshall has testified before Senate Subcommittees on violence prevention, children and families, drugs, and alcoholism. Marshall was honored at the White House for his success in fighting drugs and crime in his community.

Marshall is a recipient of the 1994 Leadership Award from Marian Wright Edelman and the Children’s Defense Fund, and also received the 1990 Martin Luther King, Jr. Memorial Award from the National Education Association. Additionally Marshall is the author of the book Street Soldier: One Man’s Struggle to Save a Generation, One Life at a Time.

Q: What or who inspired you to begin intervening against drugs and violence?

JM: It was basically the loss of my own students to the streets—to gang violence, drugs, and the [penal] institutions. I was going to too many funerals for my former students. In the book Street Soldiers, I tell the story about a student who was in my advanced math class, whose future I knew was bright because he had great ability. Then I got a letter from him, and he was in a prison in Northern California. I began to realize that being with me for 180 days a year, 55 minutes a day, wasn’t producing the results that I wanted...or that they needed. So I tried to figure out a way to keep myself involved in their lives once they left my classroom. That took the form of this thing we call the Omega Boys Club.
Now go insane for "Crazy Love" from the platinum album.
How did the Omega Boys Club evolve into the Street Soldiers program on KMEL in San Francisco?
The person responsible was the Rev. Cecil Williams of Glide Memorial Church here in the city. In our early years he would speak at the club, so he knew about us and what we were trying to do. KMEL asked him to recommend organizations that were doing good work in the community, and he told them about the work we were doing at the Omega Boys Club. In November 1991, MC Hammer was on a program "Love Zone" on KMEL. Normally the show dealt with questions about relationships, but that night Hammer wanted to talk about problems concerning the community. The response was incredible. Hammer had a cut on his album called "Street Soldiers," and so the station renamed the show and started bringing in guest hosts. The Friday after Thanksgiving, they invited me to guest-host because of my work with young people. They liked what I had to say, and they had me back a couple more times. In spring '92 they asked me to be the regular host of the Monday night broadcast.

Do you believe that radio is a tribal drum of the black community? Is that why you chose it to get your message out?
I never thought about it that way. I always thought of it like talking to one person on the telephone. Once I realized how many people were listening—because we got great feedback—I knew then that this was a positive use of the media. The media are not usually involved in problem solving. It wasn't just one person I was talking to, it was all those listening who were getting so much out of it. After three years, we did a survey that showed that Street Soldiers was having a real, positive effect on people's thinking and behavior.

What do you think holds black radio back from being more pro-active on community issues?
I don't think black radio is any different from general market stations. Radio's primary interest is in making money. That comes first. Community service is relegated to a lower status. Street Soldiers has higher ratings than some of the music stations that lead in and follow us. It's a revenue generator and does a great service for the community. What I'm finding out is that a lot of radio people are stuck in the way they've always done things and, since deregulation, there is less of an obligation for stations to provide public service.

What do I'm finding out is that a lot of radio people are stuck in the way they've always done things and, since deregulation, there is less of an obligation for stations to provide public service.

"What I'm finding out is that a lot of radio people are stuck in the way they've always done things and, since deregulation, there is less of an obligation for stations to provide public service."

called Love Zone on KMEL. Normally the show dealt with questions about relationships, but that night Hammer wanted to talk about problems concerning the community. The response was incredible. Hammer had a cut on his album called "Street Soldiers," and so the station renamed the show and started bringing in guest hosts. The Friday after Thanksgiving, they invited me to guest-host because of my work with young people. They liked what I had to say, and they had me back a couple more times. In spring '92 they asked me to be the regular host of the Monday night broadcast.

Do you believe that radio is a tribal drum of the black community? Is that why you chose it to get your message out?
I never thought about it that way. I always thought of it like talking to one person on the telephone. Once I realized how many people were listening—because we got great feedback—I knew then that this was a positive use of the media. The media are not usually involved in problem solving. It wasn't just one person I was talking to, it was all those listening who were getting so much out of it. After three years, we did a survey that showed that Street Soldiers was having a real, positive effect on people's thinking and behavior.

What do you think holds black radio back from being more pro-active on community issues?
I don't think black radio is any different from general market stations. Radio's primary interest is in making money. That comes first. Community service is relegated to a lower status. Street Soldiers has higher ratings than some of the music shows that lead in and follow us. It's a revenue generator and does a great service for the community. What I'm finding out is that a lot of radio people are stuck in the way they've always done things and, since deregulation, there is less of an obligation for stations to provide public service.

Are black station owners more receptive to your program?
There isn't much difference in the acceptance levels of black and white owners; they're all still owners. It really comes down to an individual's desire to make an effort to solve the problems. I think it's everybody's problem. It not just black people who are getting killed. The audience that these stations reach is mixed, but similar problems affect them all. It's not a black problem, it's a people problem. The virus [drugs and violence] affects everybody.

I think [those who don't air the show] lack vision. They don't like stopping the music. And we need to be on music stations, because that's where the kids are.

Your organization targets young adults between the ages of 11-25. That's the same demo that the entertainment industry targets with music, films, and fashion. Have rap music and "hood" movies helped or hindered your work?
We view violence as a disease. It has an M.O. like any other illness. There are risk factors associated with the illness—a negative view of women, destructive language, drugs, and alcohol—that can appear anywhere. In your neighborhood, your house, your school, or your music. We ask the kids to keep their eyes and ears attuned for those things that put them at risk.

We did a show about lyrics, because music is viewed as some sacred cow. The listeners did a critical analysis of lyrics and clearly dissected the differences between Snoop Dog and Public Enemy. We did a show on 2Pac's music, with him you get the good and the bad. The problem with any disease is that you have to carefully look for symptoms and uncover infecting agents. In our case, those agents are bad information, bad advice, bad example, and bad instruction.

Why not the Omega Boys and Girls Club?
The name "Boys and Girls Club" belongs to the Boys and Girls Club of America. We had to go to court to keep Omega Boys Club. The reason we use "street soldiers" is because a soldier can be male or female. Our definition of a street soldier is anyone who wants to eliminate violence from his or her life and from the community. We also use the street soldier term because the virus affects all classes, from Ennis Cosby to the boys in the 'hood.

If I could eliminate one word from slang vocabulary, it would be the word "dissed." I believe the preoccupation with respect has taken a lot of lives. Where do you think it comes from?
In this disease, there are four areas that young people can't handle without proper rules and guidance for living. The four areas are life, change, friendship (peer pressure), and respect. There are too many guys in prison and in graves because of this the whole issue of respect. We've done powerful shows about respect, because everybody has a different notion of it. One guy on the show said that the height of disrespect was to be robbed, and if he were robbed of more than 50 dollars, he would kill someone for it. His notion of respect was 50 dollars. For others it's a look, stepping on someone's shoes, or bumping into them on the street. We've found that everybody has at least ten things that they deem disrespectful, but of course nobody else knows what's on their disrespect list. [laughs] Everyone is searching for respect on the outside rather than looking for it in the only place it can truly come from-inside. You have to respect yourself first.

You believe that the roots of African American self-hatred is linked to slavery. How do you explain the lack of black-on-black violence in the '60s and '70s, as compared with today's gotta-pack-a-gun, gotta-watch-my-back agenda?
The first thing I'd point to is the lack of employment opportunities for young people. There's been a change in the types of blue collar jobs that a young kid used to be able to obtain. The illegal work ethic is right outside their door, and kids get into it real early. Some of them never get out.

I think the availability of weapons is another big change in the last 30 years. A kid today can get a Glock or an AK faster.
Anytime
Featuring the #1 single "You Should Be Mine" and "Anytime"

Next
Featuring "Happiness" and "First Thing On Your Mind"

Invitation Only
Featuring "All About You"

Greatest Hits
Featuring "Boys & Girls"

Hatred, Passions and Infidelity
Featuring "The Hiatus" & "JD's Revenge"
than he can get a copy of the GAVIN report. But I think the most significant change has been drugs—crack cocaine. Back in the day, kids and adults weren't afraid of each other. Adults invested in their upbringing and mentored them both inside and outside the home. But crack destroys the mentors, particularly the primary nurturers. Now you have what I call a force higher than motherhood, that won't allow young people to get the guidance that they need from all of us. These kids have no one. They depend on 2Pac and Biggie to give them answers.

Besides parents, who are the best role models for today's endangered young people? Those of us who know better, who can say, "Hey, you must be crazy. That stuff is not going to work," and who can be non-negotiable about it. One of the great things about Street Soldiers is, we're non-negotiable. We know if they don't get it right, the result is death or incarceration. It's not a disaster for the individual, it's a disaster for all of us.

The Center for Disease Control and Prevention in Atlanta says that denial is one of the major reasons that African Americans now account for 41 percent of all people with AIDS in the US. Is this a topic discussed on your show? Dealing with anger, fear, and denial are talked about. I think what CDC is saying is probably true: we somehow think that it can't happen to us. The same risk factors that contribute to AIDS still run rampant in our communities. The Center for Disease Control and Prevention is interesting because it carries an impact. They can say AIDS is a disease and these are the issues, and it has validity. I hope people begin to look at violence the same way.

How did the show become nationally syndicated? We decided that these problems were everywhere and we had to get more people talking about them. We put together funding from major foundations including Carnegie, Rockefeller, Kellogg, and the Gap. They gave us the funds to pull off this syndicated show.

Our first show was on Martin Luther King's birthday this year. Besides KMLE and KRBT, we currently have long-term affiliates in Phoenix, New Orleans, and Fayetteville, North Carolina. So far we've done two special programs, one on the President's Summit for America in Philadelphia, and our program on 2Pac. Of course, with the specials, we sign up stations and hope they become long term affiliates.

A lot of radio stations use slogans like "Stop the Violence" or "The People's Station," but don't back it up with any serious programming. What can they do to really make an impact? Radio airs information about what you should do to avoid a heart attack: don't smoke, don't drink, etc. We know enough now about violence, its relationships and risk factors, that radio should tell people what those things are. Provide information on how to decrease the risk of becoming a violent person or being a victim of violence. You know, they say, "what you don't know can't hurt you," but what you don't know can kill you.

---

Tony Toni Toné
THE OAKLAND STROKE

"Something kind of special about the grooves they wrote/ they all had the flavor of the Oakland Stroke/that's the bass drum kicking/the high hat kicking/ the groove so hard it makes your feet start kicking/to a dope groove/I mean a fresh groove/it's a guaranteed hit to make your body move/others try to hang but they just can't cope/they must come to realize/its the Oakland Stroke."

Ten years ago, Tony Toni Toné burst onto the urban music scene with a sound that combined the best of soul's past with a strong vision for its future, surrounding themselves in the sounds intrinsic to their native Bay Area and concocting R&B music that oozed West Coast hipness. At the time, real bands were scarce, but the three T's proudly played their own instruments, incorporating many musical influences—Sly & the Family Stone, Larry Graham, Ike Turner, and Tower of Power among them—into a self-created hybrid of soul and new school hip-hop.

"When we were growing up in Oakland, inside of every garage was a band," remembers the group's lead singer Raphael Saadiq. "People couldn't wait to get home from work or school to play music and to compete in all the band competitions back in the day. If you add our background with our musical influences, you get the truth; people can feel that!" Tony Toni Toné left their hometown of East Oakland long ago, but they took with them some of the neighborhood's musical licks and lingo and their own determination and desire. This combination spurred a soulful revolution on urban radio. In 1987, Tony Toni Toné debuted with Who?, an album that included the group's first hit single, the gospel-inspired "Little Walter." Since then, the enigmatic threesome has produced a total of four albums, all full of various doo-wop, funk, blaring guitars, gospel, and jazz elements. "When I write music I take chances," explains Saadiq. "It's similar to filmmaking. When you react to a good movie, it's because someone took a chance. People like it when they don't know what's going to happen and they're surprised. Once you find out people are enjoying it, it allows you to go further."

The rhythmic trio, which also includes Saadiq's dread-locked guitarist brother D'wayne Wiggins and drummer Timothy Christian Riley, are now ten-year veterans of the industry, and
Been There, Done That!

Now, How Do You Say All #1 Artist?

We Say Thank You Urban Radio For Making These Hit Singles!

Missy Misdemeanor Elliot

LSG

Busta Rhymes

Chart Reach
#2, #3

Chart Reach
#1, #2, #3

Chart Reach
#1, #2, #3
with the release of The Hits, a collection of their best, they find themselves in a strange new role. Now they are teachers because, when you make it to the top of the charts and survive the treacherous waters of the music business, your experience becomes nourishment for hungry young musicians. And there's no denying that Tony Toni Toné's radio-friendly alternative soul has influenced '90s soul-heads like D'Angelo, Maxwell, Family Stand, and Tony Rich along the way. "To all the new bands hitting the scene, we say welcome home," Saadiq offers. "We never thought our early stuff was very soulful—and certainly not influential. But we love all the new bands, even though it does feel weird wearing these mentoring threads.

"You've got to keep a level head, 'is the advice I offer most to newcomers," Saadiq continues. "We found that having a level head helps you with the all the ups and downs of the business and gives you a shot at longevity. When you first get in, the politics of the business are what you must learn to navigate. I tell people to be who they are.

What's important is doing what you believe in and playing what you like. We were lucky to debut with a different style that has kept the door open for us to be different every time. Fortunately, people have accepted that"

Of course, with this ongoing desire to experiment and change, it seems inevitable that the three Tonys will eventually turn in different directions. So, should we think of this greatest hits package as the closing of a chapter and prepare ourselves for where the next decade will take them? Saadiq responds judiciously: "Musically it's been fun working and learning with the guys," he says. "It's been just the way a life experience is supposed to be; growing up with friends, getting to know each other and ourselves. We've had our trials and tribulations, but we like to play. I think our passion for music kept us together more than our personalities."

Back in Oaktown, music still pumps out of garages and flies through the air. And in these sounds you can hear the inventive influences of Tony Toni Toné. That is what mentoring is all about.

"Well to sum it up all I'm really trying to say/is the Oaktown Brothers like to do it one way/funky, greasy, nasty, hard/and never once do we drop our guard/when the bass starts licking/ the high hat sticking/guaranteed group to make your feet start kicking/others want to hang they can't cope/it's the Oakland Stroke."
A VERY SPECIAL CHRISTMAS 3

16 Christmas Classics

Mary J. Blige • Blues Traveler • Tracy Chapman
Chris Cornell w/ Eleven • Sheryl Crow • Enya
Hootie & The Blowfish • Jonny Lang • Dave Matthews
Natalie Merchant • No Doubt • Rev Run and
The Christmas All Stars featuring Mase, Puff Daddy,
Snoop Doggy Dogg, Salt n' Pepa, Onyx, and Keith Murray
The Smashing Pumpkins • Patti Smith
Sting • Steve Winwood

Special thanks to the AFM for their contribution.
Now available at all record stores.
www.veryspecial.org
Cathy Hughes: Mentor

When I decided to focus this special issue on mentoring, Cathy Hughes—Chairman and CEO of Radio One Inc.—came immediately to mind. Not only is she a tremendous business person, but she continues to follow her heart, reaching back into the community to hire promising talent. Plus, she demands that her stations offer assistance, aid, and information to the communities they serve. That’s mentoring in action.

In an interview earlier this year, Hughes said something that has stayed with me since. “I still feel that my function in life, my goal, is not to acquire radio stations, but to create job opportunities for broadcasters of color,” she told me. “When I see the number of individuals who have excelled because of our emphasis on staff development, and the number of people who work for us that make six figure salaries, that’s where I get my joy. It’s not the number of stations I own, it’s the number of jobs I provide for the African American community.”

Hughes’ company has reported a 56 percent increase in gross revenue for the third quarter of 1997, rising from $6.9 million in 1996 to $10.8 million this year. The company’s cash flow jumped 50.1 percent, from $2.9 million to $4.4 million. These double-digit increases were attributed to the successful launch of WPHI/FM-Philadelphia and to ratings gains and business growth in Washington, Baltimore, Atlanta, and Philadelphia. Radio One’s gross revenues grew from $19.3 million last year to $26 million for the first nine months of 1997 ending September 30. Not bad for a lady who, just a few years ago, was struggling to keep her first radio station (WOL/AM-Washington D.C.) afloat and who had to resort to selling her house and sleeping at the station to make ends meet. Cathy Hughes has survived by the sheer strength of her determination. That’s mentoring by example.

I recently found out more about the origins of Hughes’ mentoring philosophy. “Tony Brown was my very first mentor,” she remembers. “He was my boss at Howard University in the School of Communications. He always told me I had potential, and he would give me unsolicited advice and direction. I found myself seeking his guidance more and more.

“Another person who was instrumental in mentoring me was Oiel Dukes. Dukes was the first black press secretary in the White House—he served under Hubert Humphrey—and now he runs the number one black political public relations firm in Detroit. He taught public relations at Howard, and [he used his classes to] delve out pointers on the best directions for students to take.

“When I was confronted with a problem or needed information concerning a certain issue, I would seek out an individual who was an expert in that area,” she explains. “Instead of trying to have them embrace me or adopt me, I would just pose my questions. More often than not, it grew into a relationship. I think one of the mistakes that young people make today is expecting very busy people to adopt them. It’s not realistic. You need to remember that you don’t need a long term, one-on-one situation to accomplish what you want or need.”

Cathy Hughes is full of great advice for ambitious up-and-comers, and she can teach her lessons by offering examples from her own life. If you want to reach the top of your chosen field, read the following situations and find ways to adopt them to your own life and career.

DON’T BE AFRAID TO ASK

“One day I was driving down Connecticut Avenue and I saw Bruce Lewellyn walking down the street. Bruce Lewellyn is a wealthy businessman who owns the Philadelphia Pepsi distributorship. I had never met him before, but I parked my car in a bus stop, jumped out, and ran after him. After he regained his composure from being honked and shouted at by a crazy woman running him down in the street, he eventually answered my questions. This happened around the time I was getting my first loan for my first station. I felt the conditions the bank was requiring were unreasonable. While walking me back to my car, he gave me the finest 15 minute lecture about finance I’ve ever received. He asked how else would I ever fulfill my dream of going into business for myself unless I borrowed [the bank’s] money, and said of course the terms are in their favor; that’s how the world of financing goes. As I was driving away, he said, ‘You’re gonna make it! That parting remark was a tremendous boost for me at that time.”

MAKE YOUR OWN OPPORTUNITIES

“I encourage young people to hang out in the places where the individuals they’re aspiring to be like congregate. Conferences and fund raisers have historically provided an opportunity for you to introduce yourself.

“I gave a speech recently at George Mason University. During the question-and-answer period, a young man asked me if I had any positions open at my radio stations. I answered by saying, ‘Radio stations always have positions open, young man. Do you have your résumé?’ He said no. Later at a reception, the young man presented me with his résumé. He obviously left and got it. I immediately pulled out my cell phone, called one of my promotion directors, and told them to give him an interview. He impressed me with his determination, and I know I’ll take an interest in him after he’s working for the company.”

LET YOUR WORK SPEAK FOR YOU

“Sometimes I will reach out to help someone who may not be soliciting my direction or advice just because I’m impressed with their work. I’ve done this a lot with college radio program directors who I feel have great potential to become full-fledged commercial PDs with some guidance. I always keep my eyes open for new raw talent, because we like to grow executives at Radio One. Corporate executives are always on the prowl for new talent, especially in radio, because there are so few veterans.”

ANOTHER LINK IN THE CHAIN

“When Tony Brown reached out and gave me an opportunity, I remember saying to him, ‘How will I ever repay you?’ He replied, ‘The way you repay me is by doing this for someone else.”

34
DON'T MAIL YOUR CD TO RADIO!

Let GAVIN do it for less than it would cost you to do it yourself.

ALL formats
ALL reporters to
ALL trades
Any day of the week.

CALL LOU GALLIANI 805-542-9999

GAVIN
PLAYING THIS CD WON'T CURE CANCER...

or will it?

A portion of the proceeds from the sales of this CD will benefit St. Jude Children's Research Hospital, the largest hospital in the U.S., devoted to treating children with life threatening illnesses regardless of their race, religion, or ability to pay.

Country Cares for Kids

A HOLIDAY ALBUM TO BENEFIT ST. JUDE CHILDREN'S RESEARCH HOSPITAL

Features the hit song "Make A Miracle" performed by Gary Baker, Kippi Brannon, Kenny Chesney, Sara Evans, Skip Ewing, Teddy Gentry, Mindy McCready, Frank Myers, Randy Owen, Jason Sellers, Kevin Sharp, Ray Vega, Heath Wright, and St. Jude Kids: Amanda Armstrong, Dustin Benson, Chris Burrell, Wendy Davis, Haley Hubbard, and Eliza Leatherman

ALSO INCLUDES:

"Angels Among Us" • ALABAMA
"The Christmas Song" • JOHN BERRY
"Christmas for Every Boy and Girl" • CLINT BLACK
"We Three Kings" • BLACKHAWK
"Butterfly Kisses" • BOB CARLISLE
"Christmas Times A Comin'" • SAMMY KERSHAW
"I'll Be Home for Christmas" • LONESTAR
"O Holy Night" • ARTINA MCBRIDE
"Let's Talk About Love" • MINDY MCCREADY
"Up On Santa Claus Mountain" • LORRIE MORGAN
"Loving Time of the Year" • TRAVIS TRITT
"Take A Walk Through Bethlehem" • RAY VEGA
"When You Wish Upon A Star" • BRYAN WHITE

Help Us "MAKE A MIRACLE" FOR THE KIDS OF ST. JUDE

Thanks to Gavin who has graciously donated this page free of charge.
**Gavin Country**

**Up & Coming**

**Hits Adds Spins Weeks**

<table>
<thead>
<tr>
<th>Hits</th>
<th>Adds</th>
<th>Spins</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>73</td>
<td>19</td>
<td>920</td>
<td>3</td>
</tr>
<tr>
<td>76</td>
<td>56</td>
<td>834</td>
<td>1</td>
</tr>
<tr>
<td>76</td>
<td>19</td>
<td>811</td>
<td>3</td>
</tr>
<tr>
<td>69</td>
<td>2</td>
<td>908</td>
<td>4</td>
</tr>
<tr>
<td>55</td>
<td>5</td>
<td>723</td>
<td>5</td>
</tr>
</tbody>
</table>

**Most Added**

- **MARK CHESNUTT** (*It's Not Over* (Decca))
- **MILA MASON** (*Closer To Heaven* (Atlantic))
- **CHELY WRIGHT** (*Just Another Heartache* (MCA))
- **BRYAN WHITE** (*One Small Miracle* (Asylum))
- **DARLY SINGLETARY** (*The Note* (Giant))

**Spincreases**

- **GARTH BROOKS** +882
- **BROOKS & DUNN** +641
- **SAMMY Kershaw** +596
- **DEANA MORGAN** +522
- **JASON SELLERS** +404
- **GENE WATSON** +252
- **GENE WATSON** +216
- **TRACE ADKINS** +199

**Top Requests**

- **GARTH BROOKS** (*Longneck Bottle* (Capiol))
- **MICHAEL PETERSON** (*From Here To Eternity* (Reprise))
- **GEORGE STRAIT** (*Today My World Slipped Away* (MCA))

**Record to Watch**

- **MARK CHESNUTT** (*It's Not Over* (Decca))

**WE SAY:** "When you think country, you think Mark Chesnutt." **RADIO SAYS:** It's classic. Chesnutt, with Vince Gill and Alison Krauss on vocals, I smell a vocal collaboration of the year. Dr. Bruce Nelson, PD, KITX- Corpus Christi, Texas.

**STATS:** Most added with 87/Debut #47
Country Notes by Jamie Matteson

Holiday Ho!

Where has this year gone? It seems like just recently we were writing about Christmas releases for 1996. As we all get ready for the holiday season—stress, parties, over-indulging in food & wine, and looking for that perfect gift, get in the spirit by checking out this year's selection holiday music.

Dwight Yoakam
Come on Christmas
(Reprise) Highlight Tracks: ‘Run Run Rudolph’ “Santa Claus Is Back in Town”

Ray Stevens
Christmas Through a Different Window (MCA)

Various Artists
Country Cares for Kids (BNA)
Highlight Tracks: “Make a Miracle,” Randy Owen, Mindy McCready, Kenny Chesney,

Kevin Sharp
“Let’s Talk About Love,” Mindy McCready
“Loving Time of the Year,” Travis Tritt

Various Artists
Annabelle’s Wish (original soundtrack recording (Rising Tide)

Highlight Tracks: “Friends Like Us,” Randy Travis and Beth Nielsen Chapman “If You Believe,” Kevin Sharp

Various Artists
Decca Christmas Sampler (Decca)
Highlight Track: “Light of the World,” Mark Chesnutt

Various Artists
The Way in a Manger: A Country Christmas (Warner/Resound)
Highlight Tracks: “The Way in a Manger,” Paul Brandt w/Union Station “What Made the Baby Cry,” Toby Keith

Various Artists
BNA Happy Ho Ho Holidays Highlight Tracks: Silent Night,” Mindy McCready

“All My Love” Lonestar
“Walk Through Bethlehem,” Ray Vega
“My Favorite Things,” Lorrie Morgan

Various Artists
RCA Christmas 1997
Highlight Tracks: “Hard Candy Christmas,” Kenny Rogers and Dolly Parton “Christmas in Dixie,” Alabama

Nitty Gritty Dirt Band
The Christmas Album
Highlight Tracks: "Colorado Christmas" “Silver Bells"

Santa’s Singles Releases:
Sawyer Brown
“Hallelujah He is Born,” from the album He is Born
Rhett Akins
“No Room”

(Decca)
Jimmy Buffet
“Christmas Island,” from the album, Christmas Island (MCA)

Cactus Choir
“Hark the Herald Angels Sing” Lonnie Flemmer and the Mighty Mighty Hittites

“White Trash Christmas,” from the album Hillbilly Hell (Couch)
Ricochet
“Every Child is Holy,” (Columbia) (Carib Universal)

Gavin Nashville Staffers Faves!
Kathy Mattea “Mary Did You Know?”
It’s such a powerful song, and Kathy’s emotions sail through the speakers and speak directly to me.

—Jamie Matteson, Country Editor

Alabama “Christmas in Dixie”
This will be my first Christmas spent in Tennessee and as a husband. I’m also currently watching my first house being built. Every time I hear this song, I know that I am truly proud to be a Southerner.

—Jeff House, GM

Bing Crosby “White Christmas”
Growing up in New Mexico, I always prayed for a white Christmas so I could go skiing.

—Paula Erickson, Director of Sales & Marketing

NEON NIGHTS WITH SCOTT EVANS

Big Stars, Big Listener Involvement!
NEON NIGHTS WITH SCOTT EVANS, Country Radio's big new seven-to-midnight show, puts your listeners directly on the phone with their favorite stars, like Garth, Shania, George and Reba.
Scott Evans makes Country's brightest stars shine in your market!

Turn on NEON NIGHTS!
Turn your night-time to prime time!
Call Broadcast Programming now.

Monday through Friday, live via satellite

800.426.9082
### Most Added

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tom T. Hall</td>
<td>(16)</td>
<td>The Darteralis (15)</td>
</tr>
<tr>
<td>Big House</td>
<td>(11)</td>
<td>Longview (9)</td>
</tr>
<tr>
<td>Kevin Johnson</td>
<td>(8)</td>
<td>Libby Bosworth (8)</td>
</tr>
<tr>
<td>Lonesome Brothers</td>
<td>(8)</td>
<td></td>
</tr>
</tbody>
</table>
MOST ADDED
FIONA APPLE (12/22 reports)
LIVE ON LETTERMAN (9/20 reports)
GREGG ALLMAN (7/38 reports)
PATTY LARKIN (6/33 reports)
LOREENA McKENNITT (6/47 reports)

TOP TIP
GREGG ALLMAN
"Whippin' Post" (550 Music)
A rare fourth quarter, late year debut at #3 with a 30% spincrease. Still in growth mode with a number one Spin Trend of #98.

RECORD TO WATCH
ARCHIE ROACH
"Beggar Man" (HiFiPhone)
With a solid Non Comm base, Australia's Archie Roach has an earthy but catchy song on his hands. Among the Commercial tastemakers; KINK, WRXR, KGSR, KTAV, and WKZE.

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

YOU PAY YOUR MONEY AND YOU TAKE YOUR CHANCE
BRUCE COCKBURN
LIVE
FEATURING "FASCIST ARCHITECTURE"
ON YOUR DESK NOW.

FOR MORE INFORMATION CALL
MIKE MARRONE (908-825-3238)
OR JAMIE CANFIELD (908-825-3239)
EMAIL: PROMO@RYKODISC.COM / VISIT: WWW.RYKODISC.COM

YOU PAY YOUR MONEY AND YOU TAKE YOUR CHANCE
BRUCE COCKBURN
LIVE
FEATURING "FASCIST ARCHITECTURE"
ON YOUR DESK NOW.

FOR MORE INFORMATION CALL
MIKE MARRONE (908-825-3238)
OR JAMIE CANFIELD (908-825-3239)
EMAIL: PROMO@RYKODISC.COM / VISIT: WWW.RYKODISC.COM

&

Gavin November 28, 1997

www.americanradiohistory.com
Gavin A3 Award Finalists

Well, the first round of ballots are in, and the return rate was extremely high—our highest to date, in fact. Let's just say that if Lisa our receptionist never sees another Zimmieball, it will be too soon.

Nevertheless, we're extremely proud of all the finalists. You'll notice that since the voting on A3 Station of the Year was so wide, we added an additional radio category, and will honor both Major Market Station of the Year and Station of the Year.

If you haven't yet received your official ballot, please contact us at Gavin and we'll shoot you out a copy immediately. Be sure to fax us your completed ballot by Friday, December 12. Of course, the winner will be revealed at the Gavin Seminar, February 5-7.

1998 Gavin Seminar A3 Award Nominees

A3 MAJOR MARKET STATION OF THE YEAR
CIRD-Detroit
KFOG-San Francisco
KGSR-Austin
KMTT-Seattle
WWVR-St. Louis
WXRT-Chicago

A3 STATION OF THE YEAR
KOTR-Charleston
KRGW-Watsonville
KRSR-Santa Rosa
KTRH-Reno

WNCW-Montpelier
WXRX-Gainesville

A3 NON-COMMERCIAL STATION OF THE YEAR
KSUT-Ignacio
WCBE-Columbus
WFLV-New York
WNCR-Spindale
WPXN-Philadelphia
WYEP-Pittsburgh

A3 NON-COMMERCIAL RADIO PERSON OF THE YEAR
Max Faulkner, WCBE-Columbus
Rita Houston, WFLV-New York
Stasis Lianier, KSUT-Ignacio
Greg Meitus, WYEP-Pittsburgh
Leslie Stewart, WFLP-Louisville
Bruce Warren, WPXN-World Cafe-Philadelphia

A3 PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR
Barbara Dacey, WMVY-Martha's Vineyard
Jody Denberg, KGSR-Austin

Jim Herron, WBOS-Boston
Paul Marszalek, KFMO-San Francisco
Chris Mays, KMTT-Seattle
Norm Winer, WXRT-Chicago

A3 MUSIC DIRECTOR/ASSISTANT PROGRAM DIRECTOR OF THE YEAR
Dean Carlson, KMTT-Seattle
Susan Castle, KGSR-Austin
Ann Delisi, CIDR-Detroit/Windsor
Bill Evans, KFOG-San Francisco
Patty Martin, WXRT-Chicago
Jody Petersen, WNCS-Montpelier

A3 MAJOR LABEL OF THE YEAR
A&M
CAP
Continued

Editors:
Kent/Keith Zimmerman

Extension 606
by Kent Zimmerman

Continued
## Gavin A3 Boomer Grid

### Artist - Title (Label)

<table>
<thead>
<tr>
<th>Artist/Group</th>
<th>Reissue/Year</th>
<th>SPINS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ROLLING STONES (Virgin)</strong></td>
<td>26.00</td>
<td>12</td>
</tr>
<tr>
<td><strong>SARAH MELICHAN (Virgin/Modern)</strong></td>
<td>12.00</td>
<td>12</td>
</tr>
<tr>
<td><strong>R.L. KING (OKeh)</strong></td>
<td>13.09</td>
<td>13</td>
</tr>
<tr>
<td><strong>MALCOLM X (Def Jam/RCA)</strong></td>
<td>24.00</td>
<td>14</td>
</tr>
<tr>
<td><strong>STEVE EARLE (S-Cancer/Warner Bros.)</strong></td>
<td>15.00</td>
<td>15</td>
</tr>
<tr>
<td><strong>FREDDY JONES (Capitol)</strong></td>
<td>13.00</td>
<td>16</td>
</tr>
<tr>
<td><strong>LISA UTECH (Gibson)</strong></td>
<td>16.30</td>
<td>16</td>
</tr>
<tr>
<td><strong>ALLISON MCDONALD (Capitol)</strong></td>
<td>17.00</td>
<td>17</td>
</tr>
<tr>
<td><strong>BOB DYLAN (Columbia/DRG)</strong></td>
<td>18.00</td>
<td>18</td>
</tr>
<tr>
<td><strong>JACKSON BROWNE (Elektra/EDG)</strong></td>
<td>19.00</td>
<td>19</td>
</tr>
<tr>
<td><strong>THE WALLFLOWERS (M3)</strong></td>
<td>20.00</td>
<td>20</td>
</tr>
<tr>
<td><strong>BLUES TRAVELER (M3)</strong></td>
<td>25.00</td>
<td>21</td>
</tr>
<tr>
<td><strong>JOHN MELLENCAMP (Mercury)</strong></td>
<td>30.00</td>
<td>22</td>
</tr>
<tr>
<td><strong>PAUL SIMON (Warner Bros.)</strong></td>
<td>15.00</td>
<td>23</td>
</tr>
<tr>
<td><strong>THE Verve (Virgin)</strong></td>
<td>13.30</td>
<td>24</td>
</tr>
<tr>
<td><strong>CAIT CASH (Garlan)</strong></td>
<td>13.00</td>
<td>25</td>
</tr>
<tr>
<td><strong>JIMMY BIEBER (Virgin)</strong></td>
<td>11.00</td>
<td>26</td>
</tr>
<tr>
<td><strong>JONATHAN BROOK (RCA/EG)</strong></td>
<td>11.00</td>
<td>27</td>
</tr>
<tr>
<td><strong>HOLLY COLE (Mercury/DRG)</strong></td>
<td>11.00</td>
<td>28</td>
</tr>
<tr>
<td><strong>JERRY NICHOLS (Capitol)</strong></td>
<td>11.00</td>
<td>29</td>
</tr>
<tr>
<td><strong>LORENA MCKENNETT (Virgin)</strong></td>
<td>11.00</td>
<td>30</td>
</tr>
<tr>
<td><strong>GREAT NECK NEAR (Universal)</strong></td>
<td>10.00</td>
<td>31</td>
</tr>
<tr>
<td><strong>ALAN DAVIS (BEBKA/EDG)</strong></td>
<td>4.00</td>
<td>32</td>
</tr>
<tr>
<td><strong>DAVE WILLIAMS (RCA/Arbd)</strong></td>
<td>7.00</td>
<td>33</td>
</tr>
<tr>
<td><strong>GODZILLA (B)E</strong></td>
<td>6.00</td>
<td>34</td>
</tr>
<tr>
<td><strong>WASHTON (B)E</strong></td>
<td>6.00</td>
<td>35</td>
</tr>
<tr>
<td><strong>PAULA COLE (Warner Bros.)</strong></td>
<td>21.00</td>
<td>36</td>
</tr>
<tr>
<td><strong>PISTOLDRIS (MCA)</strong></td>
<td>4.00</td>
<td>37</td>
</tr>
<tr>
<td><strong>JOHN HART (Capitol)</strong></td>
<td>11.00</td>
<td>38</td>
</tr>
<tr>
<td><strong>ABBA (Arb)A</strong></td>
<td>7.00</td>
<td>39</td>
</tr>
<tr>
<td><strong>GREGG ALLMAN (Warner Bros.)</strong></td>
<td>10.00</td>
<td>40</td>
</tr>
<tr>
<td><strong>JOE PERRY (Warner Bros.)</strong></td>
<td>5.00</td>
<td>41</td>
</tr>
<tr>
<td><strong>FATTI SMITH (Arbd)</strong></td>
<td>6.00</td>
<td>42</td>
</tr>
<tr>
<td><strong>JONI 151 (A&amp;M)</strong></td>
<td>10.00</td>
<td>43</td>
</tr>
<tr>
<td><strong>BARENAHED (RCA)</strong></td>
<td>15.00</td>
<td>44</td>
</tr>
<tr>
<td><strong>SHAWN COLE (Columbia) (DRG)</strong></td>
<td>18.00</td>
<td>45</td>
</tr>
<tr>
<td><strong>SHAWN CLAY (Gibran)</strong></td>
<td>5.00</td>
<td>46</td>
</tr>
<tr>
<td><strong>SARAH MOLDY (Chirp)</strong></td>
<td>6.00</td>
<td>47</td>
</tr>
<tr>
<td><strong>SHEILA CRAB (AA)</strong></td>
<td>4.00</td>
<td>48</td>
</tr>
<tr>
<td><strong>PATTY JADD (AA)</strong></td>
<td>10.00</td>
<td>49</td>
</tr>
<tr>
<td><strong>JOHN BAEZ (Gibran)</strong></td>
<td>12.00</td>
<td>50</td>
</tr>
<tr>
<td><strong>TABC (Arb)</strong></td>
<td>8.00</td>
<td>51</td>
</tr>
<tr>
<td><strong>PAINT THE BLUZ (House of Blues)</strong></td>
<td>12.00</td>
<td>52</td>
</tr>
<tr>
<td><strong>BER NADIR (Virgin)</strong></td>
<td>9.00</td>
<td>53</td>
</tr>
<tr>
<td><strong>MATTY RAY (A&amp;M)</strong></td>
<td>4.00</td>
<td>54</td>
</tr>
<tr>
<td><strong>HUFF/FOSS (Arbd)</strong></td>
<td>6.00</td>
<td>55</td>
</tr>
<tr>
<td><strong>GREG SPRING (RCA/Arbd)</strong></td>
<td>6.00</td>
<td>56</td>
</tr>
<tr>
<td><strong>WILLIAM TOPLEY (Virgin)</strong></td>
<td>7.00</td>
<td>57</td>
</tr>
</tbody>
</table>

**Bounder Records**
- Razor & Tie
- Vanguard Records

### A3 NATIONAL MAJOR LABEL PROMOTION PERSON OF THE YEAR
- Teci Edwards, Virgin Records
- David Einstein, Mercury Records
- Lisa Michelson, Elektra/EDG

### A3 NATIONAL PROMOTION PERSON OF THE YEAR
- Jeff Cook, Capricorn Records

### A3 INDEPENDENT PROMOTION PERSON OF THE YEAR
- Michele Clark, Michele Clark Promotion

---

**Gavin A3 New Artist of the Year**
- Matchbox 20 (Atlantic/Lava)
- Aloe Moore (Artist: Austin)
- Beth Orton (Dedicated)
- Jeff Nichols (Capitol)
- Mia Sharp (Arb21)

**Spin Trends**
- 1. GREGG ALLMAN +98
- 2. LIVE ON LETTERMAN +98
- 3. BRIDGE SCHOOL +83
- 4. JOHN MELLENCAMP +81
- 5. LORENA MCKENNETT +75
- 6. ARCHIE ROACH +69

---

**Gavin A3 Gridbound**

<table>
<thead>
<tr>
<th>Artist/Group</th>
<th>SPINS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BRUCE COCKBURN (Polydor)</strong></td>
<td>+10</td>
</tr>
<tr>
<td><strong>PETE BELASCO (Vane Forecast)</strong></td>
<td>+9</td>
</tr>
<tr>
<td><strong>JANIS IAN (Windham Hill)</strong></td>
<td>+8</td>
</tr>
<tr>
<td><strong>KENNY WAYNE SHEPHERD (Reprise)</strong></td>
<td>+7</td>
</tr>
<tr>
<td><strong>GREG GRIFFIN (Red House)</strong></td>
<td>+6</td>
</tr>
<tr>
<td><strong>FRED EAGLESMITH (Razor &amp; Tie)</strong></td>
<td>+5</td>
</tr>
<tr>
<td><strong>ENTY (Reprise)</strong></td>
<td>+4</td>
</tr>
<tr>
<td><strong>FIONA APPLE (WOR/Kingstone)</strong></td>
<td>+3</td>
</tr>
<tr>
<td><strong>TREVOR (Trauma)</strong></td>
<td>+2</td>
</tr>
</tbody>
</table>

**Gavin November 28, 1997**
Most Added

1. OZZY OSBOURNE "Crazy Train" (Megaforce)
2. METALLICA "The Memory Remains" (Elektra)
3. CREED "My Own Prison" (Wind-Up)
4. KISS "Jungle" (Mercury)
5. AC/DC "Dirty Deeds Done Dirt Cheap" (Atlantic)
6. SNOT "Just Like That" (Geffen)
7. FAITH NO MORE "Asides to Ashes" (Skint/Reprise)
8. KISS "You Made Loving Me So Hard" (Mercury)
9. METALLICA "The Memory Remains" (Elektra)
10. KISS "Got To Choose" (Mercury)

Top Ten Spins

1. OZZY OSBOURNE "Crazy Train" (Megaforce)
2. METALLICA "The Memory Remains" (Elektra)
3. CREED "My Own Prison" (Wind-Up)
4. KISS "Jungle" (Mercury)
5. AC/DC "Dirty Deeds Done Dirt Cheap" (Atlantic)
6. SNOT "Just Like That" (Geffen)
7. FAITH NO MORE "Asides to Ashes" (Skint/Reprise)
8. KISS "You Made Loving Me So Hard" (Mercury)
9. METALLICA "The Memory Remains" (Elektra)
10. KISS "Got To Choose" (Mercury)

Top 5 Demands

1. METALLICA "The Memory Remains" (Elektra)
2. CREED "My Own Prison" (Wind-Up)
3. SEVENDUST "Black" (TVT)
4. RAGE AGAINST THE MACHINE "The Ghost of Tom Joad" (Epic)
5. FAITH NO MORE "Asides To Ashes" (Skint/Reprise)

Infiltrating

OZIY OSBOURNE "Crazy Train" (Megaforce)

Generous spins from WAAP(31), KTUX(28), KRXQ(16), WCCO(16), KRZ(15), KUJ(14) and KBAT(10) help Ozzie's Peace grab this week's highest debut position.

Gavin November 28, 1997

Edition: Rob Fiend • Assistant: Heather Whitaker

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-4 p.m.

Station Reporting Phone: (415) 495-1900 Ext. 618 • Gavin Fax: (415) 495-2580
Silence of the Birds

By the time this column is read—or crumpled up for kindling—silence will reign at hundreds of turkey farms across the country. Thank America's appetite for the traditional Thanksgiving dinner for once again decimating the population of one of nature's largest species of flightless fowl. Muffled screams will haunt bloody slaughterhouses when the remaining turkeys come out of hiding, only to discover the severed heads and discarded guts of farm. Although very common in the Middle Ages when turkeys had thumbs, torching is a very rare occurrence these days. It seems Ben Franklin's favorite fowl has difficulty lighting matches and most have extremely short memories, so revenge is quickly replaced by violent battles among themselves. It almost sounds like corporate headquarters, where there's always and endless supply of angst-ridden turkeys.

Anyway, in bustling cities silence is a rare commodity, one almost as elusive as a live turkey on Thanksgiving Day. It's even more rare when you're in the midst of a free Metallica concert. As the one the band staged for 40,000 fans in the parking lot of South Philadelphia's Core States Arena.

After last minute haggling with legal officials, the band received a reluctant go-ahead and played for over an hour and a half. Much to the delight of those lucky enough to attend. It was a loud afternoon and a clever way for the band to promote its new disc, Reload, while treating its core audience to a dose of live metal.

Regarding the fate of WCVR-Loudonville's metal show, it has indeed been canceled by the school's administration. The Catholic college felt that metal programming's 'message of sex and violence,' was one the school would not rather not be affiliated with. I'm sorry to be losing one of their relatives; there is no Schindler for the most popular holiday feasting bird.

It's a tragic time for those birds who were spared due to rampant anorexia, deep hollering, or clever disguises. Confused and dismayed by the stench of death, some birds resort to violence; a few have been known toorch their owen.

Top: Metallica fans converge in South Philly. Bottom left: James Hetfield belches one out. Bottom right: Kirk Hammett chucks one out.

Editor ROB F IEND • Assistant: HEATHER WHITAKER

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m.

Station Reporting Phone: (415) 495-1990 Ext. 618 • Gavin Fax: (415) 495-2580

www.americanradiohistory.com

GAVIN NOVEMBER 28, 1997
my oldest metal reporters, but I'm even more sorry for Loudonville's hard rock/metal enthusiasts. It's too bad that aggressive music is being confused with aggressive behavior.

The 1998 GAVIN Seminar is coming up fairly quickly, even though February still seems like a long way off. Most of you radio folks have been receiving letters from us regarding special registration and room rates that are available to GAVIN Hard Rock reporters. These rates are still available, so please call with any inquiries. Even if you're not 100% sure whether or not you'll be attending this year's event, it's a good idea to reserve transportation and lodging accommodations now to take advantage of the lower rates. I'll be announcing artist showcases, panels, and all other events in upcoming issues, so keep an eye out.

GAVIN's last reporting day of 1997 will be Tuesday, December 16. Reporting will resume on Monday, January 5, 1998. If your station goes off the air during the holidays, please inform me so I can keep track of your reporting status. Some of you have already let me know when you'll be off the air and for how long. Kudos to all of you. Now take some money out of petty cash—or from those annoying Salvation Army volunteers—buy a dime bag, and go see Starship Troopers...

Add rock...December 1/2. In Flames, Whoracle (Nuclear Blast); December 8/9. Trans-Siberian Orchestra. Christmas Eve/Sarajevo (Lava/Atlantic).

GAVIN Rocks

Rocks Chartbound

RAGE AGAINST...{117} Epic
* NIGHT AND GALES (94) Nuclear Blast
* SUGAR RAY (87) Atlantic
* DILLINGER ESCAPE PLAN (86) Now or Never
* HYPOCRISY (84) Nuclear Blast
Dropped: #4 Megadeth, #41 Saxon, #46 Pig.

Top Requests

JUDAS PRIEST
PANTERA
KMFDM
DEICIDE

Meshuggah

Label: Nuclear Blast America
From: Stockholm, Sweden
Latest Release: The True Human Design

The Band Is: Marten Hagstrom, guitar; Fredrik Thordendal, guitar and synthesizers; Jens Kidman, lead vocals; Tomas Haake, drums and voice; Gustaf Hielm, bass
Radio Promotion Contact: Sean McKnight (717)244-0808
Previous Releases: Contradictions Collapse, None EP, self-titled EP, Destroy Erase Improve
Background: Meshuggah started out as a four piece, released its debut, then picked up Marten Hagstrom for None. After the release of Destroy Erase Improve, Meshuggah went on an extensive tour in Europe with Machine Head and Mary Beats Jane. Meshuggah will be entering the studio in January to record its next full length.

About the Album:
Meshuggah's release The True Human Design features the new track "Sane," which has a very abrasive sound. There's also a live version of "Future Breed Machine," from Destroy Erase Improve, as well as a couple of incredible remixes of the same song. Also, included is a CD-Rom track. This album was produced by Meshuggah in Sweden.

Touring: The band has yet to tour in the U.S. but hopes to hit the road here after the next full length is released in spring of 1998.

Email: meshuggah@hotmail.com

Remember New Orleans?
GET READY FOR SAN DIEGO IN '98.

1998 GAVIN SEMINAR

The Truth Speaks for Itself

#1 Most Added - GAVIN, FMOB, Hits & the Album Network.

Meshuggah
The True Human Design

Nuclear Blast America

For more info, contact Sean McKnight · Tel: 717-244-0808 · Fax: 717-244-5407 · radio@nuclearblast-usa.com

www.americanradiohistory.com
**Gavin Hot A/C**

**MOST ADDED**
- **BRYAN ADAMS (24)**
- **SARAH McLACHLAN (14)**
- **MANNHEIM STEAMROLLER (12)**
- **MATCHBOX 20 (11)**
- **SISTER HAZEL (4)**

**TOP TIP**
- **BRYAN ADAMS**
  - "Back to You" (A&M)
  - Number One Most Added including KISN, KDMX, WQAL, WKDD, KURB, KMIX, WQSM, WQMJ, WMC, WMQJ, 98Q, KNEV, and KKYS.

**RECORD TO WATCH**
- **JANET JACKSON**
  - "Together Again" (Virgin)
  - Now being heard at 19 Hot A/Cs.
  - KREE, KNN, WQSM, WQLH, KVC, WSUI, WQMT, WSXW, WNVN, WVRT, Q93, WCKQ, KQMX, KDEC, KJLS, WTTW, WHSB, WPPS, and WCBH.

**Chartbound**

<table>
<thead>
<tr>
<th>Artist/Song</th>
<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
<th>TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRYAN ADAMS - &quot;Back to You&quot; (A&amp;M)</td>
<td>27</td>
<td>24</td>
<td>403</td>
<td>+403</td>
</tr>
<tr>
<td>ALANA DAVIS - &quot;32 Flavors&quot; (Epic/Eag)</td>
<td>25</td>
<td>6</td>
<td>436</td>
<td>+84</td>
</tr>
<tr>
<td>SISTER HAZEL - &quot;Happy&quot; (Universal)</td>
<td>23</td>
<td>11</td>
<td>316</td>
<td>+188</td>
</tr>
<tr>
<td>JANET JACKSON - &quot;Together Again&quot; (Virgin)</td>
<td>19</td>
<td>5</td>
<td>382</td>
<td>+115</td>
</tr>
<tr>
<td>MICHAEL BOLTON - &quot;The Best of Love&quot; (Columbia/CBG)</td>
<td>18</td>
<td>1</td>
<td>418</td>
<td>+80</td>
</tr>
<tr>
<td>BACKSTREET BOYS - &quot;As Long As You Love Me&quot; (Live)</td>
<td>15</td>
<td>1</td>
<td>336</td>
<td>+17</td>
</tr>
<tr>
<td>GARY BARLOW - &quot;So Help Me Girl&quot; (Arista)</td>
<td>14</td>
<td>1</td>
<td>345</td>
<td>+54</td>
</tr>
<tr>
<td>MANNHEIM STEAMROLLER - &quot;Goddess, Ye Merry Gentlemens&quot; (American Gramaphone)</td>
<td>12</td>
<td>12</td>
<td>113</td>
<td>+113</td>
</tr>
</tbody>
</table>

**Total Reports This Week:** 88

**Most Adds This Week:**
- **BRYAN ADAMS**
- **SARAH McLACHLAN**
- **MANNHEIM STEAMROLLER**

**Most SPINS This Week:**
- **ALANA DAVIS**
- **SISTER HAZEL**
- **JANET JACKSON**

**Most TREND This Week:**
- **BRYAN ADAMS**
- **SARAH McLACHLAN**
- **MANNHEIM STEAMROLLER**

---

**Hot Stuff**

**ALICE@97.3 on CD**

**By Annette M. Lai**

Alice@97.3 (KLLC) San Francisco may be a relatively new station, having only signed on just over a year ago, but it's wasted no time in establishing itself as a vital part of the Bay Area radio landscape. To further involve itself with core listeners (women 18-34), the station recently released a charity CD, This Is Alice Music Volume 1, which debuted as the Number One selling album in the Bay Area two weeks ago, with 6,211 pieces sold. At present, the first run of 10,000 CDs is sold-out, but another 5,000 copies will be in the stores by the first week of December. Proceeds from sales of the CD, which features a stellar line-up of 15 acts, ranging from platinum-sellers like Sarah McLachlan and the Dave Matthews Band to up-and-comers such as Kim Fox and Kami Lyle, will benefit four local breast cancer charities.

Gavin spoke with Alice MD Julie Nakahara Stockel about the making of the album:

**A.M.: How did making the CD all start?**

JS: When I came over from KKSF, I brought along the experience I'd gained working on charity CDs with Steve Feinstein. My current Promotion Director, Denise St. Louis, had been wanting to do a charity CD for some time, so she and I laid the groundwork, and with help from Louis Kaplan, our Program Director, and Steve DiNardo, our General Manager, we went to work on this project.

**How did you pick the line-up?**

We wanted it to be a good representation of what a listener would hear on Alice, so it includes many of our staple artists along with some new artists that we believe in, like Kami Lyle.

**How did you pick this particular cause?**

Steve DiNardo [Alice's GM]. Alice strives to be a radio station with a community conscience. Breast cancer is a logical choice for us since our audience is concerned with this issue.

JS: There's also a local angle—breast cancer rates in the Bay Area are among the highest in the world. By raising funds for research, education, and early detection through the sale of this CD, I'd love to see those numbers go down.

**What are the primary elements involved in the creation of a charity CD?**

Getting approvals from artists, record companies, artist management, and music publishers was the most time consuming, yet most important, part of the project. When you're doing a charity CD, you're asking for the royalties to be waived. It requires explaining the project, writing contracts, revising contracts, reading new contracts, and about a hundred thousand phone calls. While we were busy getting the contracts in place, our graphic artist Arlene Horwitz was busy putting our "visions" of the CD art onto paper. Meanwhile, Denise St. Louis was handling all manufacturing and distribution issues.

Continued on page 48
### Gavin A/C

#### Adult Contemporary

<table>
<thead>
<tr>
<th>TW</th>
<th>Reports</th>
<th>Ads</th>
<th>SPINS</th>
<th>TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>15</td>
<td>160</td>
<td>4037</td>
<td>-254</td>
</tr>
<tr>
<td>2</td>
<td>9</td>
<td>158</td>
<td>3797</td>
<td>+126</td>
</tr>
<tr>
<td>3</td>
<td>7</td>
<td>148</td>
<td>3371</td>
<td>-283</td>
</tr>
<tr>
<td>4</td>
<td>8</td>
<td>147</td>
<td>3213</td>
<td>+230</td>
</tr>
<tr>
<td>5</td>
<td>21</td>
<td>130</td>
<td>3007</td>
<td>-816</td>
</tr>
<tr>
<td>6</td>
<td>22</td>
<td>122</td>
<td>3039</td>
<td>-194</td>
</tr>
<tr>
<td>7</td>
<td>15</td>
<td>128</td>
<td>3014</td>
<td>-7</td>
</tr>
<tr>
<td>8</td>
<td>17</td>
<td>128</td>
<td>3010</td>
<td>-443</td>
</tr>
<tr>
<td>9</td>
<td>11</td>
<td>130</td>
<td>2924</td>
<td>-462</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>136</td>
<td>2875</td>
<td>+237</td>
</tr>
<tr>
<td>11</td>
<td>8</td>
<td>119</td>
<td>2189</td>
<td>+81</td>
</tr>
<tr>
<td>12</td>
<td>6</td>
<td>127</td>
<td>2139</td>
<td>+308</td>
</tr>
<tr>
<td>13</td>
<td>12</td>
<td>93</td>
<td>2119</td>
<td>-23</td>
</tr>
<tr>
<td>14</td>
<td>28</td>
<td>96</td>
<td>1991</td>
<td>-579</td>
</tr>
<tr>
<td>15</td>
<td>6</td>
<td>108</td>
<td>1840</td>
<td>+269</td>
</tr>
<tr>
<td>16</td>
<td>5</td>
<td>107</td>
<td>1837</td>
<td>+174</td>
</tr>
<tr>
<td>17</td>
<td>23</td>
<td>83</td>
<td>1771</td>
<td>-420</td>
</tr>
<tr>
<td>18</td>
<td>29</td>
<td>70</td>
<td>1693</td>
<td>-404</td>
</tr>
<tr>
<td>19</td>
<td>15</td>
<td>79</td>
<td>1637</td>
<td>-88</td>
</tr>
<tr>
<td>20</td>
<td>13</td>
<td>85</td>
<td>1506</td>
<td>-176</td>
</tr>
<tr>
<td>21</td>
<td>9</td>
<td>71</td>
<td>1464</td>
<td>+43</td>
</tr>
<tr>
<td>22</td>
<td>4</td>
<td>86</td>
<td>1244</td>
<td>+283</td>
</tr>
<tr>
<td>23</td>
<td>5</td>
<td>93</td>
<td>1418</td>
<td>+317</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>71</td>
<td>1393</td>
<td>-273</td>
</tr>
<tr>
<td>25</td>
<td>8</td>
<td>65</td>
<td>1203</td>
<td>+106</td>
</tr>
<tr>
<td>26</td>
<td>6</td>
<td>79</td>
<td>1099</td>
<td>+221</td>
</tr>
<tr>
<td>27</td>
<td>8</td>
<td>66</td>
<td>1097</td>
<td>+113</td>
</tr>
<tr>
<td>28</td>
<td>13</td>
<td>64</td>
<td>1060</td>
<td>+113</td>
</tr>
<tr>
<td>29</td>
<td>10</td>
<td>56</td>
<td>1044</td>
<td>+40</td>
</tr>
<tr>
<td>30</td>
<td>7</td>
<td>70</td>
<td>1029</td>
<td>+145</td>
</tr>
<tr>
<td>31</td>
<td>17</td>
<td>37</td>
<td>964</td>
<td>+82</td>
</tr>
<tr>
<td>32</td>
<td>10</td>
<td>51</td>
<td>951</td>
<td>+120</td>
</tr>
<tr>
<td>33</td>
<td>8</td>
<td>58</td>
<td>942</td>
<td>+116</td>
</tr>
<tr>
<td>34</td>
<td>14</td>
<td>35</td>
<td>909</td>
<td>+97</td>
</tr>
<tr>
<td>35</td>
<td>18</td>
<td>57</td>
<td>875</td>
<td>-475</td>
</tr>
<tr>
<td>36</td>
<td>4</td>
<td>65</td>
<td>831</td>
<td>N</td>
</tr>
<tr>
<td>37</td>
<td>4</td>
<td>58</td>
<td>849</td>
<td>N</td>
</tr>
<tr>
<td>38</td>
<td>15</td>
<td>50</td>
<td>849</td>
<td>-7</td>
</tr>
<tr>
<td>39</td>
<td>3</td>
<td>68</td>
<td>704</td>
<td>N</td>
</tr>
<tr>
<td>40</td>
<td>13</td>
<td>41</td>
<td>766</td>
<td>-351</td>
</tr>
</tbody>
</table>

**Chartbound**

| MANNHEIM STEAMROLLER | "God Rest Ye Merry Gentlemen" (American Gramaphone) | 78 | 78 | 565 | +655 |
| VANESSA WILLIAMS | "Oh, How The Years Go By" (Mercury) | 48 | 27 | 465 | +295 |
| DAVID GROW | "If" (Back 9) | 45 | 4 | 544 | +91 |
| JANIS IAN | "Honor Them All" (Windham Hill) | 44 | 5 | 596 | +62 |
| LEANN RIMES | "You Light Up My Life" (MCG/Clint) | 42 | 10 | 511 | +155 |

**Top Tip**

**MANNHEIM STEAMROLLER**

"God Rest Ye Merry Gentlemen" (American Gramaphone)

By far the biggest addition methods in this number One added: Among the fresh are K103, KWAV, KSFI, WTP1, WQLR, WLIT, WKWK, and WALK.

**Record to Watch**

**BRYAN ADAMS**

"Thank You" (MGM)

A return to significant airplay for B.A. thanks to 38 A/Cs like WHEB, WLIT, WMXJ, WWLL, WQLR, WVMX, KV11, Y92, KISC, and KSGB.

**Inside A/C**

**BY RON FELL**

**Gavin Welcomes**

The following stations are the latest to join our A/C family:

- **KEMB** (Hot A/C; 2215 Main St., P.O. Box 390, Emmetsburg, IA 50536, (712) 852-4551, Fax (712) 852-2088, PD Bob Westerman)
- **KPB/M (Hot A/C; 7677 Engineer Rd., San Diego, CA 92111, (619) 292-7600, Fax (619) 279-3380, PD Tracy Johnson, MD Greg Simms)
- **KFPY (Mainstream; Box 1738, Bismarck, ND 58502, (701) 258-5555, Fax (701) 255-8155, PD Phil Parker)
- **KPPN (Hot A/C; 3050 Post Oak Blvd., 12th Fl, Houston, TX 77056, (713) 830-8000, Fax (713) 780-0036, PD Mike Marino, MD Donna McCoy)
- **KROG (Hot A/C; 1257 N. Riverside Ave. #10, Medford, OR 97501, (541) 772-0322, Fax (541) 772-4233, PD MD Bob Martin)
- **WDRS (Hot A/C; P.O. Box 78, Evansville, IN 47727-0001, (812) 477-8817, Fax (812) 477-1942, PD Tim Hurt)
- **WPCH (Mainstream) 1819 Peachtree St. NE, Suite 700, Atlanta, GA. 30309, (404) 367-0949, Fax (404) 367-9490, PD Matt Mitchell)

**WWM/WMARK (Mainstream)**

224 W. Fourth St., Cincinnati,OH 45202, (513) 241-9898, Fax (513) 241-6689, GM T. J. Holland, APD Ted Morro
ILOREEN LATTIMORE's soulful singing of Kenny LEVERT, PETER WHITE's majestic V.I.P./S. Hill, Mitchel's seasonal production now dedicated to Curtis Mayfield, Montel A/C's "Run to You" (Warner Bros.), Blondie's "Heart of Glass" (Chrysalis), Al Green's "Let's Stay Together" (Dunhill), Jimi Hendrix's "Little Wing" (Columbia), and The Doors' "Break On Through" (Elektra) are just a few of the highlights of the week.

We're reeled in by the awesome power of music and the creativity of its artists.

The album edit, besides being shorter than the single, seems a little bit easier for following the words. Continued from page 46

Did the participating artists do endorsement drops as part of the marketing?

During the month of October, Breast Cancer Awareness Month, we featured public service interviews about the illness, and many artists recorded PSAs for us. We had an aggressive on-air campaign informing the listeners about the CD and the clinics involved, and to top it off, we had a concert to kickoff the CD.

What's the reasoning behind not having an all-female line-up? The CD is a sample of what you'd hear on Alice—mainly female artists. Also, breast cancer isn't just a female disease; it affects the lives of everyone. Both male and female artists wanted to be a part of the project, especially when they heard about the cause.

What has worked on this project taught you?

The project taught me that there are more important things in life besides picking hits and scoring high ratings. It's easy to become very jaded in this industry and lose sight of the big picture. When a project like this comes along that touches the lives of so many people, we're reeled back into reality and gain a better perspective on things. I also learned about how common breast cancer is. During the course of the project, I spoke to a dozen or so people who said, "I'm glad you're doing this project because I lost my grandmother to breast cancer," or an aunt or a friend. I'm glad to report that many said, "I'm a mother and my daughter is a breast cancer survivor." And that really touched me.
A/C Up & Coming

Reports Arts SPINS TRENDS
40 2 942 +116 CHUMBAWAMBA - Tubthumping (Republic/Universal)
38 2435 +331 BRYAN ADAMS - Back To You (A&M)
37 5 405 +24 JOEY LAWRENCE - Never Gonna Change My Mind (Curb)
36 5 611 +170 MATCHBOX 20 - 3 AM (Lava/Atlantic)
35 2 909 +37 SMASH MOUTH - Walkin' On The Sun (Interscope)
34 2 735 +107 THE SUNDAYS - Summertime (Geffen)
33 16 378 +227 DONNY OSMOND - Echo Of Your Whistle (Nightingale)
32 1 386 -46 ANDREA BOCELLI & SARAH BRIGHTMAN - Time To Say Goodbye (Erato/Philips)
31 1 558 +7 IMANI COPPOLA - Legend Of A Cowgirl (Columbia/Capitol)
30 2 365 +45 HERB ALPERT - Bota (Alto Sounds)
29 232 +373 CECILIO DION - My Heart Will Go On (Epic Music)
30 4 349 +19 B.E. TAYLOR - Love You All Over Again (Cristal)
29 1 576 +64 ENYA - Only If... (Reprise)
30 7 290 +89 RAY VEGA - Even More BNA Records
26 3 340 +43 SHARONNIRIE FISHER - I Can't Take It Anymore (Festival)
25 2 321 +2 SILENT OPERA - Space (Cost)
25 5 271 +47 LINDA HORNBUCKLE - There Was A Time (FT)
24 3 288 +11 PHEEBE LEGERE - Amazing Love (Random)
23 4 509 +101 ROBYN - Show Me Love (RCA)
23 8 312 +114 SARAH McLACHLAN - Sweet Surrender (Network/Arista)
23 7 282 +99 DUNCAN SHEIK - Wishful Thinking (Atlantic)
21 4 241 +44 LADY J - Take This Chance (E-17)
20 3 324 +91 JANET JACKSON - Together Again (Virgin)
20 2 442 +98 PAUL SIMON - Bernadette (Wann Bros.)
20 2 207 +207 BARRY MANILOW - Sometimes When We Touch (Atlantic)
19 3 167 +167 * DAVE KIZZ feat. VICTORIA Shaw - December Makes Me Feel This Way (Captain)
16 2 298 +27 THIRD EYE BLIND - How's It Going To Be (Elektra/EG)

Dropped: Sarah McLachlan (Mystery), Supercity (2 Become 1), Sister Hazel (All For You), and Tina Apple

* Indicates Debut

Opportunities of a lifetime! Gawm provides free (25 words) listings to radio stations and record companies on a "space available" basis in opportunities. To guarantee that your ad runs promptly, or to place a larger copy size call Parker Gibbs at (415) 495-1990, ext. 647, for a rate card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax (415-495-2250). We offer weekly display advertising at extremely modest prices. Call Gawm Classifieds today!

Contact Parker Gibbs at (415) 495-1990, ext. 647.

http://www.waverlyrecords.com
(718) 996-9656 - e-mail: tom@waverlyrecords.com

GAVIN CLASSIFIEDS

Opportunities

Full-Time Announcers, all formats. 2 years experience. East Carolina radio on the outer banks. T&R to: Russ Gill, P.O.B. 1418, Nags Head, NC 27959. EOE.
Major Market Producer seeking full time producing gig (afternoon or morning show). Energic, organized, highly motivated individual. Willing to relocate. Michelle (415) 922-6988.
Female Talent, Experienced seeks major/medium market. 707-765-0266.

MINNESOTA CLASSIC Rocker has mid-day opening. Tape & Resume to: Michael Rigg, KXBA-FM, 605 South 7th Street, Alexandria, MN 56308. B-100 has immediate opening for team player. Experience a must. Overnight T&R to Jim Squires, G.M., 809 S. Westover Blvd., Albany, GA 31707, no calls. EOE.
Production/AT for Smooth Jazz. Resume and tapes with writing samples to: Bill Hamman, WZEE, 655 Metro Place South, Suite 100, Dublin, Ohio 43017. E.O.F.

Top Rated Country Station
Looking for a morning person or team. Must have proven track record and programming experience. & Promotion a must, plus getting involved in the community. We are an equal opportunity employer. Call (414) 726-9269 or FAX: 940-761-2981, or send tape and resume to: G.S.W.B., Human Resources, P.O. Box 1444, Witches Falls, Texas 76384.

A NEW AGE CHRISTMAS

TOM FERGUSON

THIS IS ONE JEWEL BOX YULE NEVER FORGET!

www.americanradiohistory.com

Gavin November 28, 1997

49
**MOST ADDED**

KOMPUTE (29)

**PHYSICAL FATNESS (20)**

RECOIL (13)

QUICKSPACE (7)

DJ KRUSH (6)

---

**NEW**

10 AQUABATS - The Fury Of The Aqubats (Golden Voice Time Bomb)

31 31 GET UP KIDS - Four Minute Mile (Doghouse)

11 14 12 PIXIES - Debris To The Pixels (4AD/El INT)

6 16 13 SYRUP USA - Ali Over The Land (F) Daddy/2B

23 14 FREE KINNET - Serenemna Educator (Kill Rock Stars)

3 4 15 TRACKSTAR - Dots And Lines (Elektra/EE)

5 5 16 BUJIRU - Homogenic (Elektra/EE)

20 10 17 BUTTERFLY - Rat Tail Tail (Merge)

39 39 18 JONATHAN FIRE/EATER - Wolf Songs For Lurks (Dreamworks)

**NEW**

19 NOFX - So Long And Thanks For The Shoes (Epitaph)

20 20 20 GUITAR WOLF - Pain Of The Wolves (Madar)

16 24 21 IVE - Apartment Life (Atlantic)

27 27 22 G LOVE & SPECIAL SAUCE - Yeah I'm That Easy (Elektra/550 Music)

18 23 23 PROMISE - Ring - Nothing Left Good (Jax Tree)

30 25 24 TRACKSTAR - Communication Breaks (Dye Young, Stay Pretty)

19 22 25 COLCOULIT - Let's Play (Ninja Tune)

**NEW**

26 ELE POWER - When The Red King Comes (Arena Rock)

14 19 27 APPLES IN STEREO - Tone Soul Evolution (Siren)

46 46 TINDERSNATCHES - Nectar E Bon (Bar/None)

21 28 29 MIKE WATT - Contemplating The Engine Room (Columbia/DCG)

41 33 30 BEJAN - Handsome Western States (Elephant)

18 18 31 RON SIZE - New Forms (Talkin' Loud/Mercury)

40 32 40 BENTLEY RHYTHM ACE - Bentley Rhythm Ace (Astralwerks)

39 33 33 DEFTONES - Around The Fur (Merak)

10 17 34 Moby - I Like To Smoke (Elektra/EE)

30 30 35 THE DRAMPS - Big Beat From Baysville (Epitaph)

17 12 36 CORNHILLTOP - When I Was Born For The 7th Time (Lake Bop/Warner Bros.)

**NEW**

37 CONGO NORVELL - Abornals Anonymous (Jet Set)

25 34 38 BABYFISH - Ugly Beautiful (Atlantic)

39 39 39 KOOLMINE - The World Of Tomorrow (Mute)

40 40 40 PELL MELL - Star City (Madar)

35 21 41 VARIOUS ARTISTS - The Japal Soundtracks (MCA)

**NEW**

42 DIVINE COMEDY - Censorato (Serenata)

13 15 43 HELIX - Magic City (Madar)

**NEW**

44 WINDSOR FOR THE BEER - Mimi Gruszelowitf (Trance Syndicate)

45 DJ KRUSH - MIGHT (M Ad/Atlantic)

38 37 46 ISOTOPE 27 - The Unstable Molcule (Thriil Jackey)

47 47 VARIOUS ARTISTS - Fuel A Compilation (Aero Rock)

48 MOO COWBOOK - You Dine Space Band (Redless)

37 42 49 DJUB STAR - Guilty Space Band (Redless)

**NEW**

50 FU MANCH - The Action Is Go (Mammab)

---

**TOP TIP**

AQUABATS - The Fury Of The Aqubats (Golden Voice Time Bomb)

You know, ska just never grows old in college, even after it breaks big on commercial. You can witness this by checking our highest debut this week. Yep, the Aquabats debut at number 10. Way to go, kids!

**RECORD TO WATCH**

NOFX - So Long And Thanks for the Shoes (Epitaph)

As long as there is college radio, there will always be a home for NOFX. Fat Mike and Co.'s blend of crunchy punk rock and secret spices makes for some tasty eatin'. They debut this week at number 19.

---

**Inside College**

**By Matt Brown & Vinnie Espanza**

Get Away From the BBQ, Jethro!

This past weekend was spent on the road again. Austin, Texas was the hot spot for this particular parade out. Vinnie the Pooh was once again embracing Rastafarianism in San Francisco Djing for the great Lee "Scratch" Perry, so I was left to go it alone. (Jah rules!) So off I went, to help celebrate NOFX's Deluxe, the second Watermelon Records release from Austin's finest, The Delailers. Expect to hear a lot about this record, since it's part of the new wave between Watermelon and the Sire Records Group. Everything in Texas kicked off with a twang at Friday afternoon's in-store at the infamous Waterloo Records. Everyone in attendance was definitely diggin' on the band's limited edition purple 7-inch of "Come Back" with a hip skatina' version of Prince's "Raspberry Beret" on the B-side. A quick history tidbit, the town of Austin used to be called Watermelon up until ABBAs wrote a song of the same name. If anyone reading this is unsure of how to find Waterloo Records just ask designated driver/Ammerica editor Chris "Gar Man" Marino, and he'll gladly show you the way. Chris has a keen sense of direction. (Honest officer, he's not drunk, he doesn't even drive. He just happened to get his drivers license from the fine state of New York, that's all.) For Friday night's epic performance at the legendary Continental Club, please check out this week's Americania Inroads column. All right y'all, Saturday night's swingin' record release party, at good ol' Stubb's Barbecue, was all about sliced beef and Texas two-stepping. Vegetarians ruled this Texas-style BBQ, with plenty of corn, pickles, jalapenos, potato salad, and sliced white bread for everyone. KVRX's David Shaenfield brought his friends, his fork, and his knife, you go Little Joe. Also on hand to party in the fiesta were Jacknife's Dawn "Pocketknife" Barger, Cool Chris Roldan, and Jenni "This is my natural hair color" Sperandeo. Shortly after grubbin', the Delailers hit the stage to a capacity crowd of fired up Texans. The place was too packed to even think about cuisin' a nug, but the Delailers tore it up with their unique American roots music. They even brought their good buddy, Robert Reynolds from the Mavericks, onstage for a rockin' rendition of the Johnny Cash classic "Folsom Prison Blues." It doesn't get any better than that! I took some awesome photos of the show, but my five year old son, Forrest, decided to help me out with the developing process. Dohhh! So, in place of the actual photographs, please check out his rendition of the Delailers party. Muchas gracias to the entire Watermelon Records family: Eric Zappa, Tristan "Hook 'em horns" Ador, Jamie Lamb, Heinz Geissler and John Kunz, and to the Sire Records posse: Redboy, Lori Blumenthal, Lyle "Flex your head" Preslar and Nina Gurshnik (Lyle, thanks for the password. You the man!) Good looking out to Delailers manager Wild Bill Thies who kept asking, "Hey, who brought the college guy?" And most of all thanks to Seymour Stein for recognizing and realizing the strength of the Delailers. Honky tonk music is alive and well. God bless and don't ever mess with Texas. Peace in peace Grimes Truly. I've got no use to talk to but the blues.

College Crew: Matt Brown and Vinnie Espanza

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

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

Static

by Max Tolkoff

Schizoidative, Again

Where were we? Oh yeah, I was attempting to divine patterns of purpose in radio's purposely chaotic universe by asking whether the format is taking a giant swing back to "rock." Have guitars come in from the cold? Or, as some suggest, is El Niño responsible for radio embracing loudness again? You think I'm nuts for even broaching this subject, but that's what we do around here in the trades. (Besides, I'm looking for any excuse to have our Active and Hard Rock Editor Rob Fiend take over the alternative column so I can retire to Las Vegas, where I'll start my own weekly "rhythmotech" trade, distributed on old mimeograph paper so I can smell the ink before I mail it out.) Here are some more respondents from radio-land.

Jim Randall, PD, WPLA-Jacksonville

After giving me the telephonic equivalent of the inquisitive, tilted-dog-head look, Jim proceeded to laugh in my ear. OK, fine. There's no deliberate movement back to Pumpkins and has gotta fit in this tight little avenue. I also think you've got a lot of young programmers who really don't know what they're doing.

Jim goes on to stress that the format is about as lifeless as he's ever seen it. He insists that "stationary" is missing from a lot of the alternative outlets around the country. That's all well and good, but since music is 75% of every hour on most stations, how (aside from giving your station a unique personality of its own) do you differentiate yourself from the pack musically? "You look harder for catchy titles, harder for interesting music," Jim offers. "There's a ton of stuff out there. Whatever the next thing is, we haven't found it yet. But we need to keep shuffling around to find it. Maybe it's a combination of 'metal-hop'."

But then Jim points to a potentially deeper problem. "You don't hear from the indie labels much. They don't have enough money to market their product properly, so all you hear from are the biggies.

I asked Mark if the issue of "not enough rock records" ever comes up in his conversations with other station PDs. He says no, but: "I think tempo is always an issue with this format, obviously. Right now, as I cast my eyes down our own playlist, I've got a lot of median-to-softer-tempo records. You look at the Matchbox 20s of the world, and Verve, and Sarah McLachan, and Third Eye Blind... and you think 'Wow, I gotta keep my eye on the tempo.' I don't know if it's that we need more rock', per se. Maybe just more up-tempo records." Mark is most vocal about balance being the key. "You want a good mix of stuff at any one time," he says. "You don't want it to be all guitar, you don't want it to be all soft, or all ska, or all poppy. The thing I'm grappling with is the lack of artists with depth. It's like one song and then they're gone. That's more worrying to me. It's like, where's our next major star going to come from, rather than where's the next rock record going to come from."

The problem is that alternative programmers think everything's gotta be the Smashing Pumpkins and has gotta fit in this tight little avenue.

—Jim Randall

The problem is that alternative programmers think everything's gotta be the Smashing Pumpkins and has gotta fit in this tight little avenue.

And Now, Your Friendly Label Responses

No consensus here, either. Depending on who you talk to, reigning cloud formations is as subjective as ever. Maybe we should all take ink-blot tests. But, then again, I warned you upfront that I might be making a mountain out of rat droppings.

Brian MacDonald, VP

Alternative Promotion

Capital Records

"I think you're right in terms of noting the trend. Capitol has had two of the biggest rock records of the year in the Foo Fighters and Everclear. They've been in the top five for a number of weeks. And look at Reed and Days of the New, crossing back from Active Rock into the alternative format. If you wanted to stretch the point, on the poppier tip you can view Matchbox 20 or Sonic Youth as being the pre-cursor."

I then asked Brian if he sensed...
whether radio is happy to have rock records again. "I don't think that's been stated, but I think there's a frustration because more and more markets are getting squeezed on the top end and bottom end. You know, Modern A/C stealing the top end, and Active Rock stealing the bottom end. And Active Rock's embracing Soundgarden, Tool, Sevendust, and the other bands you mentioned." Brian wondered aloud if alternative stations are being forced back into the rock fold, or are they embracing it? After all, we didn't lead the way with Creed, or Days of the New. Come to think of it, we didn't lead the way on Pearl Jam, either (those of you with a memory will remember the truth of this). "However," says Brian, "alternative stations are being smart in jumping on a lot of these bands, "cause if not, they're going to get their ass kicked."

Geordie Gillespie, VP of Promotion, WORK

Geordie takes the diplomatic approach to the question. "I think that there's really strong rock product out there," he offers. "When we have really strong female singer/songwriters, those are going in. When we have really strong 'electronica,' or songs that aren't guitar-based, those will go in. But the fact that Chumblawitcha can be number one—still, by a wide margin—shows that it's not just about 'rock & roll.' A couple of years ago when we were in the throes of the 'rock' movement, you wouldn't have had that kind of record in there. Or the Space Monkeys, or what I call the neo-Manchester sound."

I pointed out that WORK has had a lot of success with Fiona Apple, and asked how he responds to radio when they start whining about too many female artists.

"At the end of the day, radio reacts to what the kids want. I've never believed that radio is forcing taste down the audience's throat"—Geordie Gillespie

again, diplomacy. "I think it's what Fiona did. The music is quality. The album is deep. The music is relevant. Many females have come and gone, and it wasn't because of the promotions department. Her music spoke to the people. It's the same with Jamiroquai; we were able to push that through because the kids on the street demanded it and it was selling and MTV was supporting it. And there's a support base out there that radio recognizes. "At the end of the day, radio reacts to what the kids want. I've never believed that radio is forcing taste down the audience's throat. I think they react to what the listeners want to hear."

Geordie sorts up by pointing out that radio is still open to a lot of different sounds. "If I can hear a trombone solo in the middle of the day at a rock station," he says, "then I know that all is still well in the world in terms of diversity in the format."

John Perrone, National Promotion/Gary Jay's Nemesis, MTV Records

When asked if the many recent rock adds were coincidence or psych phenomena, John responded by blaming it on El Nino. "I think it's seasonal. It seems as though the harder stuff seems to do better in the winter than it does in the summer. This past summer we had ska and happier stuff going crazy. In the winter, the rock stuff works better 'cause ska and pop don't work when it's snowing outside." Funny, that was Sean Robertson's (WENZ) take, but he's in Cleveland. What about the places where it stays relatively warm all winter? "It's perception. It's winter-time regardless," says Perrone. Hey, put the lathing suits away 'til next summer and bring out the gloves, hats, and overcoats. Says John, "Look back at when Gravity Kills happened; it all started in the winter."
TIME OF YOUR LIFE
[GOOD RIDDANCE]

THE NEW SINGLE FROM
nimrod.

Produced by: Rob Cavallo & Green Day
Management: Ailes/Third Rail, Rob Cavallo & Patrick Magnanella

©1997 Reprise Records www.RepriseRec.com
GAVIN PICKS

Singles

By Dave Sholin

LORENA McKENNITT
"The Mummers' Dance" (Warner Bros.)

What new artist have programmers been buzzing about most the past two weeks? Lorena McKennitt. The reason is the remix of this moving and mesmerizing production, which first broke out of Seattle and is now quickly spreading to places like WPLJ-New York, where it's become a top request. The artist is multi-platinum in her native Canada and also boasts impressive sales internationally. This just may be the reactive record you're looking for this Early January.

CROSSOVER PICK

K-CI & JOJO
"All My Life" (MCA)

The creative powers behind Jodeci are off to a great run on a growing list of stations, including KKFR-Phoenix, KTFM-San Antonio, KWNZ-Reno, KQMQ-Honolulu, OC104-Ocean City, Md., KIX106-Providence, WJMN-Boston, W290-San Diego, 99.1 KGGL-Riverside, Wild 94.9 and KMET-San Francisco. All the elements required for mainstream pop acceptance (and success) are in the melody and vocal arrangement of this track.

CHRISTMAS PROGRAMMING JEWEL

"Angel Standing By" (Atlantic)

To deliver something fresh for the holidays, who better than the song-writer/producer who is arguably music's most successful newcomer this year? A beautiful song to lift the spirit and warm the heart.

GAMBLE & HUFF

The Philly Sound: Kenny Gamble, Leon Huff, and the Story of Brotherly Love (Epic/Legacy)

Producers/songwriters Kenny Gamble and Leon Huff owned the music charts from 1971-1980. With back-to-back hits like "Me and Mrs. Jones," the O'Jays' "Love Train," and MFBS' "The Sound of Philadelphia," to name just a few, the Philly sound they created produced an astonishing 200 gold and platinum records.

Now, the history of the Philadelphia sound—and that of its chief architects—has been lovingly packaged, just in time for the holidays, into a three-CD box set. Gamble and Huff's music came out of a '60s vibe, full of positive messages that spoke directly to the concerns of the black community, but their smooth grooves and soulful harmonies crossed over into the mainstream at a time when America was listening.

—Quincy McCoy

BUGS

Infinite Syndrome (Ubiquity)

At a time when there are more electronica releases than anyone can handle, it's easy to get overwhelmed by the number of bedroom artists cranking out CDs of rehashed beats and the same ol' formula. One of the few advantages of having such a massive plethora of bouncy artists, however, is that it makes a record like Bugs' Infinite Syndrome shine that much brighter. Bugs takes the road less traveled, that is, the one labeled "innovation." After a number of singles and an EP, Bugs' Andrew Jervis and David Biegel have made an album destined to be an underground classic.

Complex layering, deep bass, the sultry vocals of Terra Deva, Storm Large, and Christaine Crawford, along with many other left-of-center goodies allow this release to blur the lines between the many genres that make up "electronic" music. Call Ubiquity (at 454-844-4488 for more information.

—Vennie Esparza

CELINE DION

Let's Talk About Love (550 Music/Epic)

Celine Dion has an amazing voice. She can belt out power ballads with a pop credibility that's paralleled only by her seductive soulful style. Dion's earned the right to work with the best pop and soul producers, and sure enough, up pop no less than George Martin, Walter Afanasieff, David Foster, and Ric Wake. And she takes the tunes written by the likes of Diana King, Billy Mann, Carole King, and Bryan Adams and spins them into high-fashion gold. For extremes of brilliance check out her chart-topping duet with Barbra Streisand, "Tell Him," and the aggressive but just as entertaining "Treat Her Like a Lady." This may be the last great album of the year. Expect a bounty of her singles to flow through next summer, if not into the fall.

—Ron Fell

MORTAL KOMBAT

Original Motion Picture Soundtrack (TVT)

Hey kids, did you notice who slayed them at the box office last weekend? Not Anastasia. Yes, Mortal Kombat was the big movie winner last week, and word of mouth has it that this will continue. And just which soundtrack is blowing out the doors at retail hot on the heels of the movie. Right again, oh perceptve one. It's the Mortal Kombat Original Motion Picture Soundtrack. You want it hard, try the KMFDM and the Megadeth tracks. Or, how 'bout something a little lighter yet still heat band: Manic Nirvana, the "Ready or Not" remix. Scariest cuts are definitely the Rammstein and Lunatic Calm songs. Watch the sales carefully on this album. I predict huge holiday action.

—Max Tolkoff

www.americanradiohistory.com
Disappointed with your website? Not as easy as you thought? A good website can help you, but a bad one can hurt you!

It takes more than just a few cute gadgets and pictures to make a successful website. Is your existing website disappointing? Does it inform or confuse? Our staff will advise you on how to better convey your message, reach your target visitor and increase traffic to your website. With 20,000 new customers online each day, we will keep your advertising message fresh and ahead of the rest.

**ATTENTION MUSIC PROFESSIONALS: INCREASE YOUR REVENUE POTENTIAL!**

You've heard about online surveys. Now you can do an online survey using your website, target your listeners, and attract advertising clients. Your website is a marketing resource, not only for yourself, but for your advertiser's needs as well. It's a value added feature. To find out more, call Beacon House.com.

BEACON HOUSE.COM
1909 Hibiscus Lane
Maitland, FL 32751
www.beaconhouse.com

Please call for more information on hosting, creating and marketing on your website, new or old.

407.831.9864
"MY HEART WILL GO ON"
(LOVE THEME FROM 'TITANIC')

THE NEW SINGLE FROM "LET'S TALK ABOUT LOVE," THE FOLLOW-UP TO

CELINE DION'S 10X-PLATINUM, 2X-GRAMMY® AWARD-WINNING
ALBUM OF THE YEAR "FALLING INTO YOU."

ALBUM IN STORE NOVEMBER 18th

VIDEO DEBUTS 11/24