

THE MOST TRUSTED NAME IN RADIO SINCE HERB ALPERT FIRST HIT TIJUANA

ISSUE 2190

JANUARY 30 1998

The Most Trusted Name In Radio Since the Birth of Rock

40<sup>th</sup> Anniversary

# GAVIN



The Reverend Horton Heat



Star

## SAN DIEGO, CALIFORNIA

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**PAY FOR PLAY  
POLITICAL TALK  
PUBLIC AFFAIRS**

**DO**  **GS**

# MUSIC

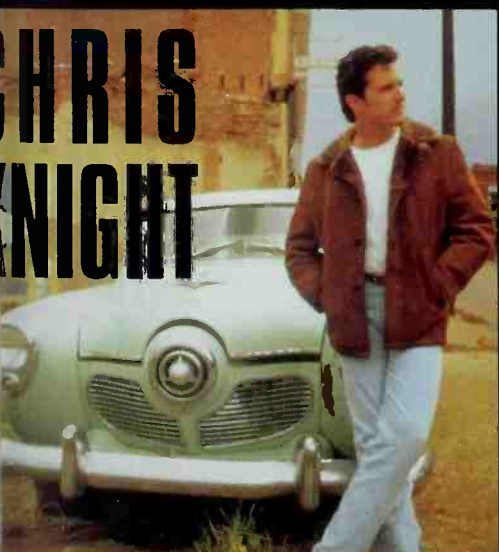


**X-ECUTIONERS**


**MEDIA  
FRENZY** 

**PHIL RAMONE**



**CHRIS  
KNIGHT** 

# INTERVIEW

  
**DIANA  
KRALL**

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<http://newradiostar.com>

**CAR  
RADIO**



**FRANK CODY**

# MUSIC RESEARCH



**BOB SULLERMAN**

**SEMINAR  
1998  
AGENDA**

# ARBITRON



the worldwide sensation

# NATALIE IMBRUGLIA

is tearin' it up with

## «TORN»

- the smash debut single from her upcoming album «Left Of The Middle»

**TORN is breaking records in the UK:**

- Platinum album in UK
- #1 on the airplay charts
- Highest audience reach in '97 UK chart -- over 81 million people
- Sold over a million singles
- Produced & Written by former Cure member Phil Thornalley
- Mixed by Nigel Godrich (Radiohead)



**buzz clip**



**add**

# Getting hit from every angle.

Most added at Modern Rock including:

- KROQ/Los Angeles
- 99X/Atlanta
- Q101/Chicago
- WPLT/Detroit
- KNDD/Seattle
- KZMZ/Minneapolis
- KWOD/Sacramento
- WENZ/Cleveland
- KNRK/Portland
- KEDJ/Phoenix

Most added at AAA including:

- WBOS/Boston
- KKZN/Dallas
- WVRV/St. Louis
- CIDR/Detroit
- WXLE/Albany

Most added at Top 40 Adult including:

- KYSR/Los Angeles
- KHMX/Houston
- KKPN/Houston
- WBMX/Boston
- KLIC/San Francisco
- WPLL/Miami
- WTKI/Milwaukee
- WPHT/Milwaukee
- KZZP/Phoenix
- + more

Top 40 can't wait! Already spinning:

- WXKS/Boston
- WSTR/Atlanta
- KALC/Denver
- KZHT/Salt Lake City
- WSTW/Wilmington
- KJYO/Oklahoma City
- WQZQ/Nashville
- + more



Management: Anne Barrett / UK: Larry Frazin / Spark Management US

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AS TOLD TO ELIOT TIEGEL

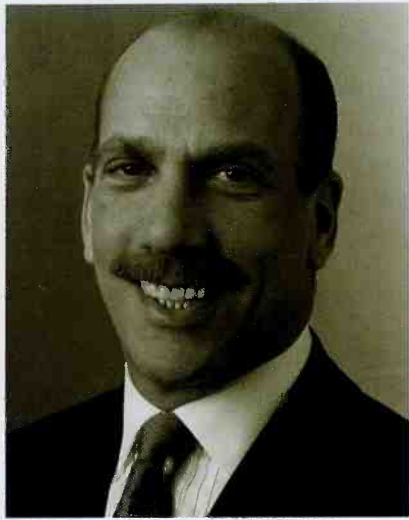
# Bob Sillerman

## On the Business of Concerts

*SFX Broadcasting is a company transitioning out of radio station ownership and into the live performance industry. Robert "Bob" F.X. Sillerman, Executive Chairman of the station group and the new standalone SFX Entertainment, sees a number of similarities in both radio and concert promotion. He also sees dollar bills by forming a national company through the purchase of seven regional firms, resulting in a concert promotion and management company that owns or manages more than 100 venues throughout the U.S.*

*These companies include Pace Entertainment, Houston (purchased for \$130 million), Bill Graham Presents, San Francisco (\$65 mil), Contemporary Group, St. Louis (\$90 mil), Concert/Southern Promotions, Atlanta (\$15 mil), Network Magazine Group/SJS Entertainment, Los Angeles (\$70 mil), Delsener/Slater Enterprises, New York (\$24 mil), and Sunshine Promotions, Fisher, IN (\$55 mil). "We will be separated from the broadcasting company sometime in March and by then we hope to have completed all our announced acquisitions," explains Sillerman, who started SFX Broadcasting in 1992. But he also admits, there'll be more regional concert company purchases.*

I've been asked what it was about the concert business that prompted us to get into this branch of show business. The fact is, it's not dissimilar to the way the radio business was 20-odd years ago. Radio then was a business populated by some small operators who had been operating independently and never could—and never wanted to—seek the collectivization and the benefits of it as an industry.



Bob Sillerman

Most of our experience in the radio business is with music stations, where we make judgments about the type of music people want to hear. If we were right, a lot of people listened and if we were clever, we were able to sell to advertisers based on the number and the quality of that audience. The concert business is not a whole lot different from that, since what we try to do is judge taste and promote the availability of that music to an audience. If we are correct in that assessment, enough people will come and the way we'll profit is by their attendance, which is exactly the same way you profit in radio, by the ability to sell audience mass.

The radio business is dominantly local in its revenue stream and the concert business is almost completely local in its revenue stream. There's no question that when you span from Seattle to New York as we do, you're a national company. But with SFX having operations in different locations, it really doesn't have much impact on the competitive landscape.

All the companies we've acquired have been immensely profitable. The reason we were able to buy them is because historically no one has been willing to ascribe a multiple to the concert promotion business because it does not come with an FCC license like a radio station. Some promoters do not own any real estate and don't have any long-term exclusive leases. But the companies we've bought all have substantial real estate interests and thus are in a much more protected position.

We have a certain acquisition capacity, and we're done for the time being because we're in the throes of some financing. Still, I'd be stunned if 1998 ended and we were the same company that we are today. We chose to sell our stations because in a consolidating business you have to be either a buyer or seller. SFX was very successful as an acquirer. We were competing for acquisitions with companies that had a different capital structure and investment horizon, and we found ourselves looking at acquisitions and not being able to complete them.

Now, with our acquisition of Pace, we are in the touring business, since Pace was one of the sponsors of Fleetwood Mac's recent tour. When you're dealing with artists who play different venues, you shouldn't say "you're going to only play our venues" if you want to be fair to the artist and profitable to yourself. We might have an advantage in being a national company in bidding for tours because we'll know how much it's going to be worth in our markets... but I don't think there will ever be a tour that plays just SFX venues. Artists will go to venues where it's in everybody's best interest. **GAVIN**

## First Words

This year's GAVIN Seminar—which kicks off in just a few short days—is a very special occasion for us, as it falls in GAVIN's 40th Anniversary year. What better way to celebrate than to have a few thousand of our closest industry friends gather in one place to exchange information and ideas at the largest and most significant radio programming seminar in the world?

San Diego provides a lush backdrop, with our headquarters overlooking the Pacific Ocean in Hyatt's flagship property. You'll hear the spiritual insights of Dr. Deepak Chopra, and witness the cutting edge of new technologies presented by N2K's Phil Ramone. Plus you'll have fun at your favorite sessions, including our high-tech Jukebox Juries, Legends of the Airwaves, artist performances, and—of course—our legendary cocktail party.

It's great to have people say the GAVIN Seminar is "the best" meeting they've ever been to, but we also know we're judged only by our latest success. That's why we've arranged an agenda full of speakers, issues, and performers unequalled by any other seminar. One note: any spoils brought by El Niño are out of our control!

We wish you all an enjoyable, entertaining, and educational time in San Diego...and we thank you for coming!

David Dalton  
CEO

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*We continue our look ahead to San Diego with a closer look at some of our speakers, topics, performers, and entertainment.*

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## NEXT WEEK

### Welcome to San Diego!

*In addition to all the official topics we'll be covering at the Seminar, there's a few new ones that have nudged their way into the public consciousness. Pay for Play, anyone? Tony Saunders investigates this hot-button issue.*

# GAVIN

Founded by Bill Gavin—1958

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

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140 Second Street, San Francisco  
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**"I'm trying to avoid the kinds of stories I see on local TV that make me groan."**

— Bob Sims

see page 8

## Torcasso: Pay for Play "Stupid"

### CBS Pitched Weekend Show to Labels

BY TONY SANDERS

CBS Radio has been working on a campaign to "grow excitement for country music," but the radio group's campaign does not—repeat, *not*—include any so-called "pay for play" tactics, according to CBS VP Rick Torcasso. "It's a stupid thing" that's "just not going to work," Torcasso told GAVIN this week.

To the contrary, CBS has quietly pitched several of the major Nashville labels on a new weekend country music show that would air in most of the group's top-20 market stations.

Label execs Stan Byrd of Asylum and Scott Borchetta of DreamWorks both told GAVIN they had been pitched directly on the concept. Byrd said the show was "an idea that came out of programming" and that a running time hadn't been set, nor had the concept been cleared with CBS station GMs or sales managers.

"It was something to show activity in their individual marketplaces about, you know, 'Come listen to us, we're on the top of the new music,'" Byrd explained. "They quoted some prices, in the ballpark of what the hourly rate would be had you

bought their seven markets."

Yet Torcasso firmly rejects any plan for such a program. "We're going in a whole different direction" that came out of the label meetings," he said, although he still held out the possibility that a weekend show "could happen" if the record labels wanted one.

For another angle on the "Pay for Play" story, check out Dave Sholin's column on page 13; also see next week's GAVIN and the February issue of GAVIN GM for in-depth coverage.

## Alleged White House Affair Fuels News/Talk Programming

Allegations of sexual misconduct by President Bill Clinton with former White House intern Monica Lewinsky have quickly become the hot topic on talk radio. This marks a dramatic turnaround from past months, when politics was less of an interest with show hosts and call-in listeners.

"It's dominating talk ra-

dio," observed Larry Kahn, Director/Talk Programming at Westwood One. "It's a sensational, great story for talk radio because it's the president, scandal, and sex. It's like a soap opera in real life. Obviously, it's not good for the country."

For further details on the "new media frenzy" at the White House, see page 8.



## Sigerson and Barbis to Rule Island Records

BY ALEXANDRA RUSSELL

Late last week, PolyGram named Davitt Sigerson and John Barbis to head Island Records Group, which has been without top leadership since the departure last fall of founder Chris Blackwell. Both are company alumni.

Former EMI President

Barbis, who returns as President of the Island unit, comes from the presidency of PolyGram's A&M Associated labels; Rocket was under his wing in that capacity. Barbis' last tenure as President of Island ended in October of 1996 after a clash with the since-departed Blackwell.

"It will be a great pleasure



Davitt Sigerson

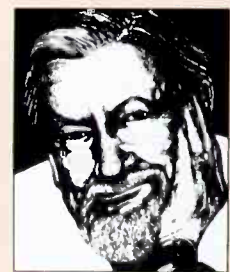


John Barbis

Sigerson signs on as Chairman of the associated labels which, as part of this restructuring, welcomes Elton John's Rocket Records back into the fold. From 1991-1994, Sigerson was President of Polydor; in addition, he was an Island recording artist, and a songwriter who was occasionally published by Island Music. He's also been a producer and a journalist.

to work with such a talented operational and creative team at one of our most treasured labels," said PolyGram Music Group President Roger Ames upon making the announcement. "Please join me in welcoming Davitt back to the PolyGram family and Johnny back to Island."

In a related move, Island Records Executive VP Hooman Majd will exit the company.



## Days of Future Past

When Bill Gavin, with substantial assistance from wife Janet, started what would become *The Gavin Report* in 1958, Fidel Castro had not yet become Cuba's Premier. Hawaii was still only a U.S. territory. *The Sound of Music* had not yet been heard, and John F. Kennedy was still two years away from winning the keys to the White House. Lennon and McCartney's first joint venture was being called Johnny and the Moondogs. The Silver Beatles were still down the road apiece. Dylan—that's Bob Dylan, Jakob's father—was still three years from moving from Hibbing, Minnesota to New York, New York. And, as the Gavins put out their first issues from a one-room office in San Francisco, in Gary, Indiana, Michael Joe Jackson was busy being born.

All of this might lead to the inescapable conclusion that we're old. We'd rather say that we've been around; that we've seen, heard, and chronicled it all. And yet, like so many who chose to take their shot in the radio and music industries, we take pride in staying forever young at least in spirit and outlook. That's why, as much as we can revel in the celebration of our 40th anniversary, we'll spend far more energy looking ahead. Evidence our plans for next month's GAVIN Seminar in San Diego. It's all about working together for future success.

—BEN FONG-TORRES

**1998 GAVIN SEMINAR**

**Dont Forget...**

...to stop by the GAVIN Exhibit Hall and the display of Silent Auction memorabilia Thursday and Friday during the Seminar. Auction proceeds benefit the Musicians' Assistance Program.

## Radio Disney Now in 7 Of Top 20 Radio Markets

By signing new affiliates in San Francisco, San Diego, and Providence, Radio Disney has expanded its live, 24-hour radio network to seven of the top 20 U.S. markets, and 15 markets overall. "The response to Radio Disney from kids and parents has been phenomenal and has fueled our rapid expansion across the country," observed VP/General Manager Scott McCarthy.

Radio Disney also announced that Citadel Communications' KCNR/AM in Salt Lake City has renewed its affiliation agreement with the network.







**radio found her #1 hit  
“four leaf clover.”  
NOW, they've  
discovered  
the follow-up.**

**already on:**

KFOG WJBX  
KLLC WKOC  
WXRT KGSR  
CIDR WRLT  
WXLE WTTS  
WBOS KFXD  
WNCS KZNZ  
WDOD WHPT  
WPLL KKZN

*“Don't Feel Like Cryin’  
is so full of Abra's  
personality! You can touch  
her, you can feel her  
positive energy, you can see  
her... In fact, I see her  
devilish smile in my  
mind when she sings!”*

*—Julie Stoeckel KLLC/  
San Francisco*

**see abra and her band perform live  
at the gavin ac jukebox jury  
friday, february 6 at 10 am**

**1997 Grammy Award Nominee**

**abra moore don't feel like cryin’**  
from her arista austin album *strangest places*



## The G-files

### ACQUISITIONS

- AMERICAN TOWER SYSTEMS paid \$30.5 million for Washington International Teleport, a tower group based in the Washington, D.C. metro.
- FEDERATED MEDIA purchased two stations in South Bend, Ind. from Niles Broadcasting for \$2 million. Stations include WNIL/AM and WAOR/FM; upon closing Federated will own five stations in the market.
- ATLANTA AREA BROADCASTING picked up WERD/AM in the unrated market of East Point, Ga. for \$2.4 million from Darrell Spann.
- HIGHWAY RADIO announced the acquisition of KIXF/FM in Baker and KIXW/FM in Lenwood, both in California, from Turquoise Broadcasting, for \$1.8 million.

### CLOSINGS

- WICKS BROADCAST GROUP closed on its \$17 million acquisition of three stations. Wicks purchased WMCH AM/FM in New Castle, Ind. from WTL Ind., and bought WWKI/FM in Kokomo, Ind. from Shepard Communications. Both markets are unrated. Broker: Michael Bergner, Bergner & Co.

### PROGRAMMING

- UNITED STATIONS RADIO NETWORKS announced a marketing, production, and sales agreement with "Hipshots" founder and creator Michael Lacing. "Hipshots" is a daily comedy fax service that focuses on celebrity stories and current events.
- WESTWOOD ONE is presenting a live broadcast of the Rolling Stones' "Bridges to Babylon" concert Tuesday (Feb. 3) in San Diego. If you can't get to the GAVIN Seminar a day early to see the show live, contact WWI today!

## Gavin Seminar Will Be Broadcast Live On-Line

Next week's GAVIN Seminar takes to the World Wide Web as Radio Star Radio covers various panels and presentations live from San Diego on the Internet. Live coverage will run eight hours each day; it then will be re-broadcast



twice later in the day for night-owls. Special evening events will be aired live, as well.

"This will be the 30th anniversary of my first GAVIN Seminar," observed New Radio Star President Bob Hamilton, who will be hosting the on-line event. "It is a tribute to GAVIN and the men and women who have been a part of it over these many years that this event will

include the industry's forward edge technology."

Radio Star Radio is a live, 24-hour Internet "radio station," specifically designed for people in the radio and music industries. For the special GAVIN broadcast, the service will use ISDN technology with Telos Zephyrs to transmit the signal from San Diego to New Radio Star headquarters in Carmel, Calif., where it will be fed directly to the Internet backbone for access anywhere in the world.

The entire seminar broadcast will be repeated Feb. 12-14. "It's going to be a great seminar, and you don't want to miss it," Hamilton said. "But Radio Star Radio is the next best thing if you can't be there."

Wall-to-wall coverage can be accessed either through [www.gavin.com](http://www.gavin.com) or <http://newradiostar.com>.

# AMAs Get Spicy

The Spice Girls won top honors for best pop rock group at Monday's American Music Awards, beating out U2 and the Wallflowers. In Ireland preparing for a tour, the Spice Girls also won for favorite new artist and best band, duo, or group.

The show's host, Drew Carey, promised no jokes about Clinton's sex scandal, then immediately cracked one to open the nationally televised awards at Los Angeles' Shrine Auditorium.

Nancy Sinatra provided the evening's most emotional moment, bringing the crowd to its feet as she accepted a special Award of Merit for her father Frank. "I bring you greetings from the coolest guy on the face of the planet next to Puff Daddy—my daddy!" she said.

Reba McEntire paid tribute to her fellow nominees as she accepted her award for favorite female country artist. "I do not take it for granted that you have nominated me along with two beautiful and talented

women," she said, referring to LeAnn Rimes and Shania Twain. Julio Iglesias paid an affectionate salute to his son Enrique, whom he beat as favorite Latin artist.



Bush took top honors in the alternative category for favorite artist, and country group Alabama won their 20th award. Other winners included Erykah Badu for favorite soul/rhythm and blues new artist, Bone Thugs-N-Harmony for favorite rap/hip-hop artists, Mary J. Blige for favorite soul/rhythm and blues album for *Share My World*, and Boyz II Men won as soul/rhythm and blues favorites.

## Decline in At-Home Media Could Help Radio's Future

Increased mobility among American consumers (a.k.a. radio listeners) is creating a shift away from such traditional "stay at home" media—creating demand for out-of-home media, such as radio and outdoor advertising.

According to Interep, there's been a significant decline in the weekly usage of TV (-8 hours), newspaper (-4 hours), and magazines (-1 hour), while key consumers are spending more time than ever before in their cars. In a new study titled "Hit the Road...Radio's Role in the Out-of-Home Media Surge," Interep reports that the out-of-home media category has grown 54 percent in the last 10 years, from a \$2.6 billion annual industry to \$4 billion. "The tremendous growth in revenue directed at out-of-home media over the past few years should serve as a red flag for radio that there is new money to be found in the streets," says Maria Pirner, Interep Exec./Director of Research.

### Formats with Highest Percentage of In-Car Listening

SPORTS	37%
NEWS	30%
ALTERNATIVE	30%
AAA	30%
COUNTRY	29%
OLDIES	29%
ROCK	29%

Based on P1 listeners/ M-Su 6A-12M - Arbitron data "America's Top Stations."

## Presslaff Sells M-Tech Divisions To Presslaff

Arbitron has sold the interactive telephone businesses created under its M-Tech umbrella to the division's former President, Ruth Presslaff, who has formed Presslaff Interactive Revenue. The new company will market RadiPHONE™ Interactive Voice Response System, Interactive Recruitment Service, and Custom Call Reports to radio stations and groups. Terms of the transaction were not disclosed.

Arbitron will retain M-Tech's MapMAKER® and radio programming services elements and integrate those businesses into Arbitron's Radio Station Services division. Former M-Tech VP/Product Development Gary Marince now will report to Bill Rose, VP/Marketing, Radio Station Services.

Joining Presslaff Interactive are Chief Engineer Al Giron and Recruitment Specialist Warren Wright.

## Preference Plus Defines P1s

Understanding P1 listeners better is critical to any station's ratings success—and that's the objective of Preference Plus, launched this week by Denver-based Wimmer-Hudson Research & Development.

Preference Plus is an Arbitron P1 audience analysis report designed to help

radio managers and programmers better understand their loyalists through easy-to-read color charts and graphs, plus an analysis of the competition's P1 listeners. The report previously was available to stations in select markets, and now is available in all markets on an exclusive basis.



# CLUB MCA

CELEBRATING 40 YEARS OF GAVIN

*Remember how convention parties used to be? I mean really used to be? Club MCA will be kickin' free drinks, hot music and no morals from Thursday to Saturday in Worthington's Lounge 10:00 P.M. 'til drop.*

*Do not bring your mother!*



**GAVIN**

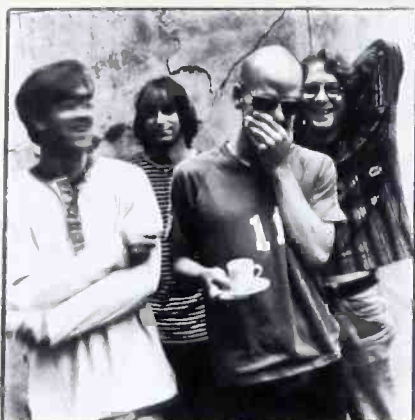


# BACKSTAGE

BY JAAN UHELSZKI

## FENG SHUI, REM STYLE

San Francisco is getting ready to roll out the red carpet for R.E.M., who will kick-off the recording of their 11th album at Toast Studios next week—but if Michael Stipe has his way,



R.E.M.

that carpet will more likely be a restful sage green. Stipe ducked into the City by the Bay early last week to get his bearings and check out the studio before the band takes residency next week. The state-of-the-art equipment seemed to please the bald-headed movie mogul, but his aesthetic alarms went off when he was confronted with the studio's rather spartan furnishings. He demanded that they do a little interior decorating, but told them they could charge it to R.E.M.'s recording budget.

## SOMETHING ROTTEN IN LA

Although we haven't heard too much about the erstwhile Sex Pistols since the former Johnny Rotten took his beef to Judge Judy, we now have word that Steve Jones has found a second career. The brooding guitarist just completed a feature role in the new Linda Kendall film, *Mascara*, for Anamorph Films. The former Mrs. John Taylor and Courtney Love clone Amanda De Cadenet, and Ione Skye, daughter of sixties icon Donovan (and estranged wife of Beastie Boy Ad Rock) also star in the film. Jones, who beat out Mick Jagger for the role (they swear it wasn't because he had a lower price tag), does not play a fading rock star unable to face the future, as reported elsewhere. He plays a rather jaded, older European man of the world, who romances Skye. The musical supervisor for the flick is Tequila Mockingbird, who is a pal of Jones. Mockingbird, always a scene-maker, is currently the TV host for LA cable staples, *Media One* and *The Van Gogh Show*, member of Hindoo Kosh, and founder of the '80s insurrectionists *Trouble With Nora*—named after John Lydon's wife, Nora. There's a story there. Speaking of Mrs. Lydon, we hear there may be trouble in the Rotten love nest.

## ONLY THE BLIND CAN SEE

I guess we should have believed Third Eye Blind's Stephen Jenkins when he told us there was absolutely nothing going on between him and Winona Ryder, since Ryder backed out of the benefit show she was helping to organize with the band for San Francisco's Haight Ashbury Free Clinic because, as the saying goes, she couldn't fit it in to her hectic schedule. But if you want to know the truth, we weren't exactly sure what she was going to play, anyway. Instead of going on with the benefit show, Third Eye Blind booked a date at The Warfield Theater—featuring Smash Mouth and Space Monkeys as openers—instead of the projected members of Smashing Pumpkins and Janeane Garafalo. None of the money will go to the clinic, but TEB's manager told reporters that the band was crestfallen at the turn of events, and are still open to doing the benefit when Winona's schedule clears up. That might not happen for a while, since the winsome actress is spending all her free time with Matt Damon, of *Good Will Hunting* and *Rain Maker* fame. Her good friend Gwyneth Paltrow, who is going out with Damon's partner, Ben Affleck (and was spotted smooching publicly at Sundance last week) fixed the two of them up.

# "Sex, Lies, Audio" Heat Up Talk Radio Programming

BY ELIOT TIEGEL

All it takes is alleged sex, lies, and audiotape to heat up the airwaves.

Just as you thought the barbs, mud, and rhetoric of political talk radio seemed to be quieting down—or at least be in hibernation until later in this election year—along comes a story that sends reporters, talk shows hosts, and listeners scurrying for the latest shocking gossip on what may or may not have happened behind closed doors at 1600 Pennsylvania Ave.

Predicting that the Clinton-Lewinsky scandal "will have a healthy shelf life," Westwood One Director/Talk Programming Larry Kahn says that people find the subject matter fascinating—and, in some cases, a little too close to home. On a recent Tom Leykis broadcast to 200 stations, Kahn says, Leykis spent several hours speaking with people who confessed to having secret affairs and how they concealed them from their mates. "It was almost as if they were giving advice to the president," Kahn noted.

On Mutual Broadcasting's *America in the Morning*, host Jim Bohannon has been speaking with people inside the (Washington) Beltway, Kahn continued. "It's tough to talk about Cuba or the Pope or the Israeli-Palestinian situation... they're all dwarfed by this," he said.

CBS Radio News has been feeding its affiliates 2-3 minute packages at the top and bottom of the hour on a daily basis, added Bob Sims, News Director at KNX/AM-Los Angeles. Last Monday the network fed a half-hour special on the scandal for evening airing, but Sims chose to slot it at 5 p.m. in afternoon drive. "Running something like this makes me uneasy," he told GAVIN. "It runs the risk of blowing out our core audience—as well as sponsors—who are used to news, traffic, and sports, which is what the audience

expects to hear at that hour."

Sims said that his news staff has produced some local sidebar stories to augment the network coverage, including a conversation with Lewinsky's attorney William Ginsburg (a local resident), and a story with the cousin of a KNX reporter who escorted Lewinsky to their senior prom and faced the moral dilemma over selling his prom photo.

"I'm trying to avoid the kinds of stories I see on local TV that make me groan," Sims said. One example: a news crew camped outside the home of Lewinsky's father, a doctor who had just returned to Los

Angeles from Hawaii, and was peppered with questions about his daughter.

The unfolding scandal and investigation by independent counsel Kenneth Starr motivated ABC News Radio to debut a nightly 2-hour *Crisis in the White House* program. The show features ABC news correspondents Sam Donaldson, Jackie Judd, and Cokie Roberts, as well as former Clinton aide and ABC analyst George Stephanopoulos. The show is co-hosted by Bettina Gregory from Washington and WABC/AM-New York morning show host Lionel and has been given an initial 2-week run.

## On-Line Lyrical Madness

### New EMI Site Features Vast Catalogue of Lyrics

On January 20, EMI Publishing launched [www.emi-musicpub.com](http://www.emi-musicpub.com), a revolutionary new research tool that enables browsers to access specific song lyrics that match a desired theme or concept. The search engine allows users to whisk through the entire online catalogue of EMI's songs. In addition to accessing lyrics,



users also may listen to sound clips. The catalogue is based on a user-friendly system in which one merely types in the words that best describe the mood or idea they are looking for. The search engine then reads all the lyrics of every song in the EMI database, eventually locating any lyric that matches the themes chosen.

The search engine also provides access to a License Request Form, which can be obtained and filled out online, thus making the

process of licensing a song faster and easier.

### Multi-Media ROM Pick of the Week: RYUICHI SAKAMOTO Discord CD Extra (Sony Classical)

Renowned composer and longtime electronic pioneer Ryuichi Sakamoto's newest release is a symphonic composition delivered in four movements: Grief, Anger, Prayer, and Salvation. For this endeavor Sakamoto teamed up with *avante garde* guitarist David Torn and New York illbient turntablist DJ Spooky. The music is an involving journey through haunting overtones and the enhanced CD—employing electronically enhanced futuristic Mondrian designs—is both involving and visually exciting. Shifting vertical lines lead into the table of contents from which the user may access each of the four movements. There are floating lyrics, video reels of Sakamoto conducting the orchestra, sheet music detailing the sonic notation of the movements, and plenty of artistically pleasing eye candy that perfectly complements the music. Definitely worth a look...and a listen.



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# THAT'S SHO-BIZ

By Dave Sholin

As we go to press, we learn that **KKRZ**-Portland PD and GAVIN Award nominee **Ken Benson** is this close to being named the next VP/Music Programming at **MTV**. Will he be making the announcement at the GAVIN? In related news, could **KUBE**-Seattle programmer **Mike Tierney** soon be across the hall at **VH1** in a similar post?



Former **A&M** VP, Rock Promotion **J.B. Brenner**, who has been consulting **Warner Chappell Publishing** makes it official, becoming the firm's VP, Promotions/Marketing.

Pre-Seminar shakeup in the host city where **Jacor** makes alterations at **KKLQ/FM**. **Mark Todd** exited January 28. Taking over is sister station **KHTS'** Todd Shannon, who'll be overseeing both stations. Currently, Shannon is also in charge of A/C outlet **KJOI** (at least for now).

Meanwhile crosstown, **Star 100.7 (KFMB/FM)** OM/PD **Tracy Johnson** pins APD stripes on nighttime air talent **Michael Steele**, who no doubt will be enjoying a congratulatory brew or two with his many friends in the industry this week.

What are the odds **Chancellor** will spread their **Mega 100** format to at least one other market in the near future?

**WFBC/FM**-Greenville, S.C. morning co-host **Tom Steele** will be paying the price for a gag he pulled last fall in which he drove a car wearing a blindfold. The bit was a tribute to **Ray Charles**, who supposedly got behind the wheel once. Sentencing was reduced and while no fine will have to be paid, Steele will be doing 200-plus hours of community service.

By the time you read this, will **American Recordings' Mark DiDia** be President of **Hollywood Records**?



Getting to know each other before her scheduled appearance at the "Top 40 Jukebox Jury" this Thursday is **Millamark** artist **Exta'Zia** and jury member/**WKTU**-New York APD/MD **Andy Shane**.

The same week **Steve Wall** begins his tenure as PD of **B95 (KBOS)**-Fresno his successor is named at **KWIN**-Stockton. It will indeed be former **Hot 97.7 (KHQT)**-San Jose programmer **John Christian** taking the reins effective Monday, February 2.

Expect a well-deserved new title for **WORK's Johnny Coppola** very soon.

**WENZ**-Cleveland PD **Sean Robertson** is ending his stint at the alternative outlet as he prepares for his next challenge. His last day is Friday the 13th (February). The search for his replacement is underway.

A memorial fund has been established for the family of **KDOG**-Mankato PD **Brian Garvin**, who succumbed last week to a long bout with heart disease at the age of 40. Garvin left behind his wife **Laurel** and two young sons. Donations should be made out to the **Brian Garvin Fund** c/o Community Bank (Attn: **Lynn**) 951 Madison Ave., Mankato, MN 56001.

A shocker out of the midwest: After four years as PD at **WNDU**-South Bend, Ind., GAVIN Award nominee **Bill Mitchell** exits. Mitchell will be waking folks up from now on at country-formatted **WHTG**-Rhinelander, Wis., effective February 6.

Need a loan while in San Diego? Look up **Hollywood Records' Tim Burruss** who called it exactly right in the annual "**Charlie Minor Football Pool**." He picked Denver and 55 total points in the contest. His earnings: \$4,350 big ones!

Best book ever for **WFQX**-Winchester, Va. So what happens? They opt to go satellite, except in a.m. drive. PD **Charlie Fish** remains on board to do mornings.

Barbie By the Bay? When that wacky **MCA** Danish foursome **Aqua** showed up for an in-store, they called on some of the crew from **KZQZ (Z95.7)**-San Francisco for help. Standing (l-r): late nighter **Kevin Scott**, News Anchor **Crystal McKenzie**, p.m. driver **Marcus D.**, APD/MD **Danny Ocean**, PD **Mike Edwards** and morning show producer **John August**.



## A&M + VP + R&B = Fred Williams



**A&M** Senior Vice President of Urban Promotion **Dave Rosas** this week announced the appointment of **Fred Williams** to VP of R&B Promotion. Based in New York, Williams will be responsible for developing and implementing radio strategies for the label's urban roster, which includes **Public Announcement**, **Rufus Blaq**, **Smooth**, **Sounds of Blackness**, and projects from **Ice Cube's Heavyweight Records**. "This is one of my proudest moments," said Rosas. "I couldn't have a better friend or a better tag team partner than Fred. He has so much passion for the music and artists, and he's a tremendous leader and teacher."

## Valentine Lights Ignition

**Cheryl Valentine** has been named Head of Radio Promotion for **Ignition Records**, based in New York. Valentine will head the label's promotion efforts as well as work with the **EBT (Epitaph Beyond Tommy Boy)** field staff. She'll be instrumental in the awareness campaigns for Ignition's roster and upcoming releases. Valentine comes to the job from a three and a half year stint with **Epic Records**, where she was Senior Director of Artist Development; she is an 11-year industry vet.

## E.A.R. Taps Weinstock



**Edel America Records (E.A.R.)** taps **MCA's** Crossover Promotion Coordinator **Peter Weinstock** as Director of National Radio Promotion. "Peter is fearless in his drive to promote music he believes in," said label President **Jonathan First**. "He's a great addition to the E.A.R. team." Weinstock will be responsible for promoting E.A.R. artists to all radio formats and coordinating all promotional activities.

## Radio Roundup

**Duncan Payton**, formerly PD at **KRUZ**-Santa Barbara succeeds **Mike Marino** at **KMXB**-Las Vegas. Marino left for **The Planet (KKPN)** in Houston late last year. **Mike O'Brian** from **WYHT**-Mansfield, Ohio takes over as PD/MD for **KRUZ**... **Jeff Kapugi** keeps putting the pieces together at **Z107.7**-St. Louis. Latest on board is **Danny Wright**, in from **PRO/FM**-Providence for nights... **Q102**-Cincinnati a.m. driver **Brian Douglas** switches back to the MD/p.m. drive slot... **KCHZ**-Kansas City APD **Todd Haller** heads to Charleston as PD of Modern A/C **WLLC (Alice 100.5) FM**... **Andrea Karr** is named MD at **WNEW/FM**-New York... **WEMX (Max 94 One)**-Baton Rouge, La., ups **Teena Kelly** to MD; **Mya Vernon** will remain APD of Max and sisters **WXOK** and **Q106**. Vernon is also MD for 'XOK and **Q106**... **Robin Young** becomes a.m. host at **WBOS 92.2/FM**-Boston as of January 26. Young was a fill-in host at the **Greater Boston Radio Group** station last November, and was an instant hit with both listeners and station management... On air shuffles at **WNDU/FM**-South Bend, Ind.: 7 p.m.-midnighter **Andy B.** departs for other duties within the company, overnigher **Marko** takes the slot; **James Michael** nabs the night shift... New digs for **KMXV**-Kansas City: 508 Westport Rd. #202, Kansas City, MO 64111; (816) 756-5698, fax (816) 531-2550.



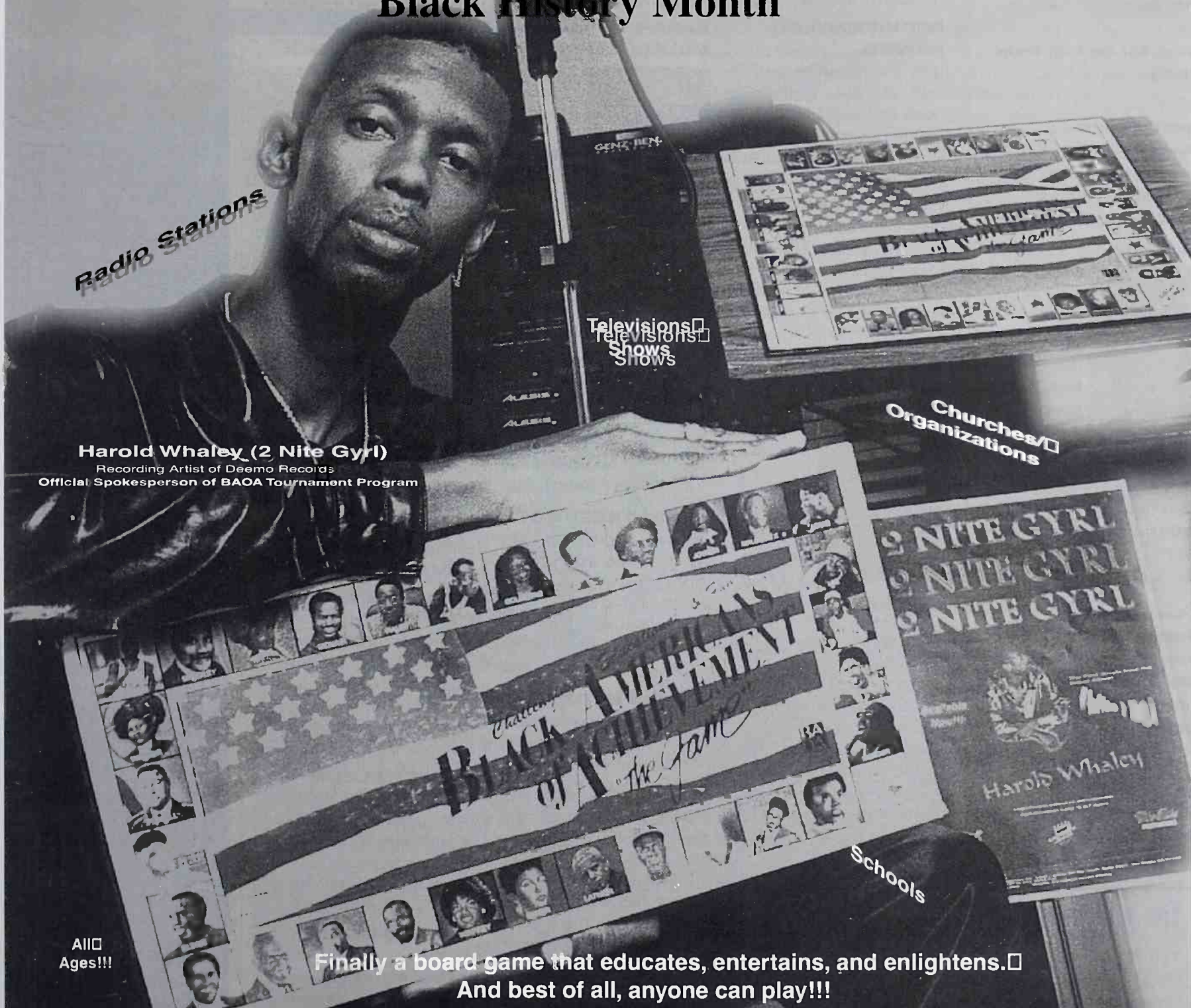
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GVN-001



# Sho-Dates

## February 1

**T.A. Brown** KDKO-Denver, Colo.  
**Pete Jones** KHTN (HOT 105)-Modesto, Calif.  
**Rick James, Eric Eden, Don Everly, Howard Jones, Ricky DaCosta** (Buckshot LeFonque)

## February 2

**Todd Cavanah** B96-Chicago, Ill.  
**Allan Arquette** KFML-Little Falls, Minn.  
**Chico Marrero** WQGN-New London, Conn.  
**Graham Nash, Rick Astley, Howard Bellamy** (Bellamy Bros.)

## February 3

**Lynda Tice** TJ Promotion  
**Max Miller** KOSO-Modesto, Calif.  
**Dawn Marcel** KISC-Spokane, Wash.  
**David J** WZOK-Rockford, Ill.  
**Dave Davies, Melanie, Matraca Berg**

## February 4

**Richard Gainey** WONB-Ada/Lima, Ohio  
**Tim Booth** (James), **Clint Black**, **Clint Black**  
**Black, Tim Ryan, Kitano**

## February 5

**Ken Van Durand** BNA Entertainment  
**Cindy Mabe** RCA Records  
**Zeeke Pitman** KZSC-Santa Cruz, Calif.  
**Bobby Brown, Christopher Barron** (Spin Doctors), **Chris Barron** (Spin Doctors), **Nigel Olsson**

## February 6

**Madeleine Chattah** Michele Clark Promotion  
**David Herald** KWWW-Wenatchee, Wash.  
**Fabian, Eric Kirkland** (Portrait), **Natalie Cole**

## February 7

**Ray Hamilton** WIQQ-Greenville, Miss.  
**Brad Collins** KFTZ/FM-Idaho Falls, Idaho  
**Garth Brooks, Kevin Cloud** (Rhythm Syndicate)

## Sho-Case



### MOTOWN

To celebrate the 40th anniversary of Motown Records, ABC Television is devoting prime time coverage on two evenings, February 15 and 19, to *Motown Forever*, a special hosted by Diana Ross. The label will release a 40-track double CD of remixed Motown classics to support the anniversary.

## Sho-Prep

### BECK/EMMYLOU HARRIS

Beck and Emmylou Harris have recorded a duet of Gram Parsons' "Sin City" for the Parsons tribute album Harris is producing for Almo Sounds.

### CHUMBAWAMBA

On January 20, Chumbawamba's Alice Nutter appeared on ABC's *Politically Incorrect* and encouraged fans to steal the group's album from large chain stores.

### ELTON JOHN



Elton John has secured a \$5 million tour sponsorship and a donation of at least \$1 million to his AIDS charity from Citibank. In return, Citibank gets exclusive sponsorship of Elton's current 65-city tour and Elton will appear in Citibank television spots produced by the Young & Rubicam ad agency. A Citibank global marketing executive said, "We needed a citizen of the world."

### SARAH McLACHLAN



Sarah McLachlan begins a two-month concert tour on March 5 in Spokane, Washington with Lisa Loeb as her opening act throughout. McLachlan has also just taped her VH-1 *Storytellers* episode with Paula Cole as a guest.

### LILITH FAIR

*Pollstar* reports that there may be a Lilith Fair concert this summer in—of all places—the 105,000-seat Rose Bowl in Pasadena, Calif.

### BACKSTREET BOYS

Orlando, Florida's Backstreet Boys quest for acceptability continues in the States, but their worldwide album sales now topped 13 million in the past three years.

### GLORIA ESTEFAN

Gloria Estefan has retained Fugee Wyclef Jean to produce at least one track for her next album.

### PAUL ANKA

Paul Anka is preparing his next album for release later this year. One track is said to be a duet with Frank Sinatra on a Sinatra song that Anka co-wrote, "My Way." Anka has obtained an alternative take of the song from Sinatra and he's added a symphony orchestra and his own vocals to the final version.

### NATALIE IMBRUGLIA

As a teenager, Natalie Imbruglia starred in the same Australian television series, *Neighbours*, that once starred Kylie Minogue.

### VENICE

Rock & Roll Hall of Famer David Crosby says Vanguard Recording group Venice is "the best vocal group in the country and one of the best bands that I've heard."

### L.L. COOL J.

L.L. Cool J.'s new album, *Phenomenom*, is his sixth in the past 13 years, making him one of the most prolific rappers in the format's first two decades.



"The only reason there aren't any middle-aged rappers is because rap's not been around long enough," says L.L. "There's an audience that's grown up with it and will stay into it."

### MORRISSEY

Look for a set from Morrissey called *My Early Burglary Years* on Reprise this spring. It's mostly a collection of B-sides and rare tracks that were previously unreleased in the States.

### WILLIE NELSON

Fresh from his role as a nutty songwriter in the film *Wag the Dog*, Willie Nelson next appears as a bounty hunter in Woody Harrelson's *The Hi Lo Country*.

### BLESSID UNION

Blessid Union is actively involved with the Kissimmee, Florida-based Give Kids the World organization, which helps fulfill wishes for terminally ill children. The band is donating proceeds from the sale of their current single, "Light in Your Eyes," and they'll also perform free concerts in the area to raise awareness of the charity, which has helped more than 30,000 children.

## F.O.R. #220

# Friends of Radio

## Phil Ramone



President, N2K Encoded Music

Hometown: New York City

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

*I've always been a huge fan of radio. I used to hide my radio under my blanket at night—and I'd stay up listening to music. WABC, WINS, and WNEW, which played a mixture of jazz and mainstream pop.*

### What stations do you listen to now?

*In New York, I listen to K-Rock, Z100, WPLJ, WKTU. If I'm in the mood for jazz, it's WBGO or CD101.*

### The last records you went out of your way to listen to?

*I listen to new things all the time, but I'll just mention a few—Paula Cole's album, and music from Sheryl Crow and Erykah Badu.*

### If you could sign anyone to N2K today, who would it be and why?

*I signed the artists I wanted. N2K's artists—Blake Morgan, Max Levinson, T.S. Monk, Julian Coryell, Jonathan Butler, the Tories, Swamp Boogie Queen, Loston Harris, Candy Dulfer, Kyle Davis, Arturo Sandoval, Mini King, and Hillary James—all create music I believe in.*

### Your proudest career achievement so far?

*I've been incredibly fortunate throughout my career to have worked with some of the greatest musical artists of our time.*

## The Rest of the Story...

You just knew there had to be a radio connection to the alleged presidential sex scandal...and there is.

Seems Monica Lewinsky's mother, Marcia Lewis (she divorced Bernard Lewinsky in 1987), is engaged to R. Peter Straus, a principal in Straus Communications, which owns a number of small market radio stations and newspapers in upstate New York and Virginia. Included in the group's holdings are WKIP/AM and WRNQ/FM-Poughkeepsie; WHUC/AM and WTHK-Hudson; WELV/AM and WWWK/FM-Ellenville; and WCKL/AM and WQKZ/FM-Catskill; all in New York. Straus also owns WFTR AM/FM Front Royal, Va., and recently contracted to purchase WTND/FM-Poughkeepsie.



**MOST ADDED**



- AQUA (30)**
- JIMMY RAY (29)**
- TONIC (25)**
- \*\* SPICE GIRLS (22)**
- \*\* 'N SYNC (22)**
- \* MARCY PLAYGROUND (16)**
- \* BEN FOLDS FIVE (16)**

**TOP TIP**

**MARCY PLAYGROUND**

*"Sex and Candy"*  
(Capitol)

This alternative smash and recent Record to Watch has a lot in common with Senator John Glenn.

**RECORD TO WATCH**

**NATALIE IMBRUGLIA**

*"Torn"*  
(RCA)

Aussie soap star has become a sensation in the UK where this tune had a great run. Look for a long list of key commitments over the next few weeks.

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	15	165	2	7768	+220
2	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	9	171	6	7766	+1512
3	<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	14	162	1	7123	-10
4	<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	13	160	0	6809	+63
5	<b>SMASH MOUTH</b> - Walkin' On The Sun (Interscope)	22	152	1	6606	-268
6	<b>JANET JACKSON</b> - Together Again (Virgin)	14	153	0	6060	+131
7	<b>CHUMBAWAMBA</b> - Tubthumping (Republic/Universal)	18	143	1	6017	-923
8	<b>ROBYN</b> - Show Me Love (RCA)	20	131	0	5333	-572
9	<b>USHER</b> - You Make Me Wanna... (LaFace/Arista)	22	123	1	5202	-404
10	<b>LISA LOEB</b> - I Do (Geffen)	14	142	1	5079	-242
11	<b>BILLIE MYERS</b> - Kiss The Rain (Universal)	21	138	6	4392	+555
12	<b>GREEN DAY</b> - Time Of Your Life (Reprise)	9	150	2	4319	+120
13	<b>THIRD EYE BLIND</b> - How's It Going To Be (Elektra/EEG)	13	133	3	4044	+183
14	<b>BRYAN ADAMS</b> - Back To You (A&M)	9	128	0	3940	-101
15	<b>MEREDITH BROOKS</b> - What Would Happen (Capitol)	15	120	0	3803	-35
16	<b>SARAH McLACHLAN</b> - Sweet Surrender (Netwerk/Arista)	11	133	1	3800	+220
17	<b>SUGAR RAY</b> - Fly (Lava/Atlantic)	25	104	0	3491	-647
18	<b>LOREENA MCKENITT</b> - The Mummers' Dance (Warner Bros.)	8	135	7	3465	+350
19	<b>BLESSID UNION</b> - Light In Your Eyes (Capitol)	12	110	0	3308	0
20	<b>K-CI &amp; JOJO</b> - All My Life (MCA)	9	90	10	2903	+605
21	<b>PAULA COLE</b> - I Don't Want To Wait (Imago/Warner Bros.)	29	86	1	2735	-425
22	<b>ALL SAINTS</b> - I Know Where It's At (London/Island) †	4	120	9	2710	+576
23	<b>ALANA DAVIS</b> - 32 Flavors (Elektra/EEG)	12	113	4	2708	+54
24	<b>AEROSMITH</b> - Pink (Columbia/CRG) †	10	103	4	2646	+147
25	<b>NU FLAVOR</b> - Heaven (Reprise)	24	92	2	2617	+30
26	<b>ALLURE</b> featuring 112 - All Cried Out (Crave)	25	80	0	2590	-654
27	<b>JIMMY RAY</b> - Are You Jimmy Ray? (Epic) †	4	132	29	2557	N
28	<b>WILL SMITH</b> - Gettin' Jiggy Wit It (Columbia/CRG)	10	92	3	2530	+144
29	<b>SISTER HAZEL</b> - Happy (Universal)	10	100	4	2495	-42
30	<b>UNCLE SAM</b> - I Don't Ever Want To See You Again (Stonecreek/Epic)	11	84	3	2376	+59
31	<b>THE VERVE</b> - Bitter Sweet Symphony (Virgin)	10	93	8	2183	+225
32	<b>INOJ</b> - Love You Down (So So Def/Columbia/CRG)	28	69	0	2170	-275
33	<b>SPICE GIRLS</b> - Too Much (Virgin)	4	103	22	2113	N
34	<b>BOYZ II MEN</b> - A Song For Mama (Motown)	11	81	8	2049	+169
35	<b>SOMETHIN' FOR THE PEOPLE</b> - My Love Is The Shhh! (Warner Bros.) †	18	65	1	1993	-512
36	<b>'N SYNC</b> - I Want You Back (RCA)	3	100	22	1972	N
37	<b>TONIC</b> - If You Could Only See (Polydor/A&M)	46	63	0	1898	-324
38	<b>BEN FOLDS FIVE</b> - Brick (550 Music)	5	86	16	1665	N
39	<b>MASE</b> - Feel So Good (Bad Boy/Arista)	1	66	3	1531	+43
40	<b>AUDRA &amp; ALAYNA</b> - Tell Me (Remington)	9	57	2	1506	N

† = Daypart Total Reports This Week 202 Last Week 204

**Chartbound**

	Reports	Adds	SPINS	TREND
<b>SHANIA TWAIN</b> - "You're Still the One" (Mercury)	57	13	848	+410
<b>JANA</b> - "Near Me" (Curb)	56	13	945	+559
<b>USHER</b> - "Nice & Slow" (LaFace/Arista)	40	9	1443	+284

**Inside Top 40** BY DAVE SHOLIN



## Spins for Sale?

Just like clockwork, one or two hot new issues are beginning to dominate conversations, just in time to be heard in and outside of meeting rooms at this year's GAVIN Seminar. In recent weeks, much talk has centered around the viability of selling radio air time to record companies so they can expose their latest releases. Though the actual approaches vary, it appears very likely that major radio groups are planning to target the record industry as a source of revenue. Though the idea of labels purchasing blocks of time to get a new song aired may sound revolutionary, the experiment has actually been tried in the past, and achieved fairly positive results.

Shortly before **Century Broadcasting** purchased **KFRC/FM-San Francisco** and turned it into **KMEL**, then-owner **RKO** was searching for a way to pump dollars into what was then a poorly-rated, automated oldies outlet. At the time, I was MD and doing nights on **KFRC/AM**, and so I got word that **Dwight Case**, RKO President at the time, and the company's head of programming **Paul Drew** were coming to town and "inviting" me to lunch. The business at hand was to map out a strategy for the station to turn a profit for however many months it would take before new owners assumed control. The catch? Come up with something creative and cost effective. Actually, my budget to do this was... zero!

The result was a station called **K106**, which counted down the top 20 songs in the Bay Area over and over. Each day we aired a new top 20 based on sales, requests (from the AM), and...ahem, "market research." **Charlie Van Dyke** cut sweepers and voiced the number of each song. Once we reached Number One, a top five from a recent year

was featured and then the cycle would repeat. But to create an additional stream of revenue and inject some variety twice each hour, we'd stop for a "K106 Record Test."

A new song would air and listeners were asked to call one phone number if they liked the song and another number if they they didn't. Calls were tracked mechanically until the next new track aired. Five songs were chosen each day so they'd rotate every two and a half hours. Labels had the opportunity of sponsoring a song at the cost of \$1,000; in return, they could receive the positive/negative call-in results the next day. Disclaimers ran before and after each play, stating that this particular song was being sponsored by "label X." Amazingly, the station actually beat the competing Top 40 in town, which had a staff and a budget.

In a more recent scenario, former **KPLZ-Seattle PD Casey Keating**, now with **BP Consulting Group**, got a lot of mileage (and revenue) from a new music spotlight he ran on Sunday nights. Labels were given 15 minute blocks and could select any three tunes to be aired. They would also send along bio info



**Casey Keating**

and the entire package was produced by the station. Keating recalls, "It promoted us as cutting edge, labels liked it, and in a time slot where we [normally] couldn't make a lot of money, we ended up generating some money."

Asked how he would feel about selling airtime in other dayparts, Keating's personal opinion is he'd "rather play a song than stop set. The only qualifier would be that the record fit the format of the station."

How widespread all this eventu-

Editor: DAVE SHOLIN • Associate Editor: ANNETTE M. LAI

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

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



## Up &amp; Coming

Reports	Adds	SPINS	TRENDS	
45	3	1188	+121	<b>LOS UMBRELLOS</b> - No Tengo Dinero (Virgin)
44	9	714	+69	<b>EDWIN McCAIN</b> - I'll Be (Lava/Atlantic)
43	2	893	-153	<b>BIG HEAD TODD &amp; THE MONSTERS</b> - Please Don't Tell Her (Revolution)
43	16	770	+212	<b>MARCY PLAYGROUND</b> - Sex and Candy (Capitol)
39	25	369	+192	<b>TONIC</b> - Open Up Your Eyes (Polydor/A&M)
36	4	856	+186	<b>MARIAH CAREY</b> - Breakdown (Columbia/CRG)
35	3	809	+43	<b>LUTRICIA McNEAL</b> - Ain't That Just The Way (Crave)
35	4	745	+44	<b>PUFF DADDY &amp; THE FAMILY</b> - Been Around The World (Bad Boy/Arista)
35	30	195	+195	* <b>AQUA</b> - Turn Back Time (MCA)
34	14	351	+193	<b>JONNY LANG</b> - Missing Your Love (A&M)
30	1	600	-75	<b>RICKY JONES</b> - Still In Love (Universal)
29	2	636	+2	<b>COLLECTIVE SOUL</b> - She Said (Capitol)
28	—	553	-31	<b>CHANTAL KREVIKZUK</b> - Surrounded (Columbia/CRG)
27	—	543	-13	<b>THE BLENDERS</b> - It Wouldn't Have Made Any Difference (Universal)
27	11	331	+191	<b>FLEETWOOD MAC</b> - Landslide (Reprise)
25	—	826	+51	<b>ERICK SERMON, KEITH MURRAY &amp; REDMAN</b> - Rapper's Delight (Priority)
25	1	433	-153	<b>LAUREN CHRISTY</b> - Magazine (Mercury)
21	1	697	-11	<b>DESTINY'S CHILD</b> - No, No, No (Columbia/CRG)
21	—	466	-371	<b>OLIVE</b> - You're Not Alone (RCA)
21	—	435	+28	<b>PEARL JAM</b> - Given To Fly (Epic)
20	2	639	+1	<b>QUEEN PEN</b> - All My Love (Lil' Man/Interscope)
20	3	501	+253	<b>BRIAN McKNIGHT</b> - Anytime (Mercury)
20	4	469	+166	<b>SWV</b> - Rain (RCA)
19	—	290	+17	<b>STAR</b> - Do U Want My Love (Def Beat)
17	1	459	+65	<b>WYCLEF JEAN</b> - Gone 'Til November (Columbia/CRG)
17	3	421	+62	<b>TIMBALAND &amp; MAGOO</b> - Luv 2 Luv U (Atlantic)
17	10	222	+137	* <b>PAULA COLE</b> - Me (Imago/Warner Bros.)
17	13	172	+162	* <b>NATALIE IMBRUGLIA</b> - Torn (RCA)
16	2	406	+79	<b>MASE</b> - What You Want (Bad Boy/Arista)
15	—	596	-149	<b>MISSY "MISDEMEANOR" ELLIOTT</b> - Sock It To Me (The Gold Mine, Inc./EastWest)
15	1	472	-16	<b>KAI</b> - Say You'll Stay (HD/Geffen)
15	2	371	+99	<b>BUSTA RHYMES</b> - Dangerous (Flipmode/Violator/Elektra)
15	1	313	-47	<b>LIL' SUZY</b> - Memories (Metropolitan)
15	5	268	+36	<b>CORNERSHOP</b> - Brimful Of Asha (Luaka Bop/Warner Bros.)
14	—	373	+190	<b>NEXT</b> - Too Close (Arista)
14	—	363	-1	<b>EVERCLEAR</b> - Everything To Everyone (Capitol)
14	—	362	+30	<b>DRU HILL</b> - 5 Steps (Island)
14	4	299	+7	<b>DUNCAN SHEIK</b> - Wishful Thinking (Atlantic)
14	6	214	+138	<b>GARY BARLOW</b> - Superhero (Arista)
14	6	198	+42	* <b>CHUMBAWAMBA</b> - Amnesia (Republic/Universal)
14	10	163	+103	* <b>ALLURE</b> - Last Chance (Crave)
14	13	121	+85	* <b>STEREOPHONICS</b> - Traffic (V2)
13	1	393	+56	<b>KP &amp; ENVYI</b> - Swing My Way (EastWest/EEG)
13	12	66	+66	* <b>ROLLING STONES</b> - Saint Of Me (Virgin)
12	12	0	0	* <b>DAKOTA MOON</b> - A Promise I Make (Elektra/EEG)
11	5	134	+100	* <b>TOUCH THE SKY</b> - Suffered For The Last Time (Copper Plate)
10	—	234	+4	<b>BEHAN JOHNSON</b> - World Keeps Spinning (RCA)
10	2	139	+47	<b>BABYBIRD</b> - You're Gorgeous (Atlantic)

**Drops:** #35-Matchbox 20 ("Push"), #36-LeAnn Rimes, #37-She Moves, #38-Space Monkeys, #40-LSG ("Body"), Michael, Dana, Jay-Z.

\* Indicates Debut

ally becomes, of course, depends on someone proving a time buy for a song can be successful. As both radio and records acknowledge that, other than a reaction record, a handful of spins is hardly enough to cause a ripple.

One supporter of the **KPLZ** new music show was **Mark Gorlick**, now head of promotion at **DreamWorks**.



Mark Gorlick

Among the reasons he liked the concept was, he says, because it offered "added value," since listeners would not only get to hear the song, but also hear about the artists as well. He also got visibility at retail since, "**Tower** gave me price and position for the week following the show."

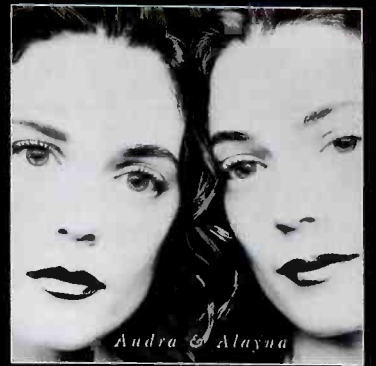
Stopping short of opposing some sort of "pay for play" plan, Gorlick does admit all this could have "deep seeded implications." One problem he believes must be overcome is "radio's lack of understanding about the record business. Radio is perplexed on why they don't get more dollars." He goes on to cite a laundry list of costs that most programmers and managers are not aware of, such as touring and placing product at retail. In what he admits is a "sweeping generalization," Mark states that the "average radio person has very little understanding of what I do. But the average record person has a very, very large understanding, comparatively, to what a programmer is up against." In his view, that equation must change—especially if the record industry is about to become a key radio client in the years ahead.

## Signals & Detections

**WBHT/FM**-Wilkes-Barre, Pa. PD **Steve McKay** flashes, "We're getting top ten across-the-board calls on **Lutricia McNeal**'s 'Ain't That Just the Way.' People are missing the boat on this one." They're also starting to spike **Marcy Playground**'s "Sex and Candy"...**WKSE**-Buffalo is the first to add the **Tuesdays**' "It's Up to You"...**Jon Zellner** at **KMXV**-Kansas City reports big phones for **Ben Folds Five**'s "Brick" after only three weeks of play...**KTFM**-San Antonio steps out on newcomer **Alex Braydon**'s updated version of **Spandau Ballet**'s "True"...**WPGC**-Washington, D.C. is the first Top 40 to report **Aretha Franklin**'s latest, "A Rose Is Still a Rose," which was written and produced by the **Fugees**' **Lauryn Hill**...**Natalie Imbruglia**'s "Torn" get the yes nod at **98PXY**, **KZZP**, **WSTW**, **Star 94**, **WIZM**, **WHTS**, and more...**B96**-Chicago adds **'N Sync**, **Puff Daddy**'s "Been Around the World" and not one, but *two* **Spice Girls** tracks—"Never Give Up on the Good Times" and "Do It."

## ARTIST PROFILE

## AUDRA &amp; ALAYNA



**HOMETOWN & BIRTHDATE:** Houston. Identical twins, **Audra (11:46 a.m.)** and **Alayna (11:48 a.m.)** were born April 21, 1969.  
**LABEL:** Remington Records  
**Promotion contact:** Rene Flood (615) 463-2941

**DEBUT SINGLE:** "Tell Me"  
**DEBUT ALBUM:** *Audra & Alayna*

## MAJOR MUSICAL

**INFLUENCES:** **Audra**—"Shawn Colvin, Tracy Chapman, Amy Grant, and Willie Nelson"; **Alayna**—"Tracy Chapman, old-style Linda Ronstadt, and Willie Nelson."

**THINGS THAT MAKE YOU HAPPY:** **Audra**—"My family, my friends, and my Great Dane"; **Alayna**—"Time with Audra and my friends."

**THINGS THAT MAKE YOU SAD:** Both say that abuse and divorce make them sad; **Alayna** also says, "Being without 'my cher'," leaves her blue.

**FAVORITE WAYS TO RELAX:** **Audra**—"Having dinner with friends, watching football, prayer, cooking, and writing songs"; **Alayna**—"Having dinner with friends and watching movies."

**IF YOU COULDN'T BE A MUSICIAN, YOU'D BE:** **Audra**—"...an Olympic athlete"; **Alayna**—"...a horse jockey."

**FUTURE AMBITIONS:** **Audra**—"Get Alayna to practice on time. Also, I want to write a book, go to cooking school, and have six kids"; **Alayna**—"I'd like to get Kahuna from **KQID** on the phone as well as become fluent in French and Spanish."

**AUDRA & ALAYNA ON THEIR MUSIC:** "Every song is about real relationships and is the real deal."



# GO Chart

## GO MOST ADDED

JIMMY RAY (26)

SPICE GIRLS (16)

'N SYNC (14)

**GO STATION PANEL:** The GO Chart is based on reports by 110 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels.

Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

TW		SPINS	TREND
1	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	3986	+305
2	<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	3856	+235
3	<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	3743	+166
4	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	3599	+697
5	<b>SMASH MOUTH</b> - Walkin' On The Sun (Interscope)	3260	+118
6	<b>JANET JACKSON</b> - Together Again (Virgin)	3187	+195
7	<b>LISA LOEB</b> - I Do (Geffen)	3093	+48
8	<b>CHUMBAWAMBA</b> - Tubthumping (Republic/Universal)	2923	-5
9	<b>BRYAN ADAMS</b> - Back To You (A&M)	2735	+118
10	<b>GREEN DAY</b> - Time Of Your Life (Reprise)	2636	+235
11	<b>BILLIE MYERS</b> - Kiss The Rain (Universal)	2595	+354
12	<b>SARAH McLACHLAN</b> - Sweet Surrender (Nettwerk/Arista)	2525	+228
13	<b>ROBYN</b> - Show Me Love (RCA)	2465	-91
14	<b>THIRD EYE BLIND</b> - How's It Going To Be (Elektra/EEG)	2406	+299
15	<b>MEREDITH BROOKS</b> - What Would Happen (Capitol)	2296	+86
16	<b>LOREENA MCKENNITT</b> - The Mummers' Dance (Warner Bros.)	2220	+204
17	<b>BLESSID UNION</b> - Light In Your Eyes (Capitol)	2188	+128
18	<b>USHER</b> - You Make Me Wanna... (LaFace/Arista)	1990	+54
19	<b>SISTER HAZEL</b> - Happy (Universal)	1956	+122
20	<b>ALANA DAVIS</b> - 32 Flavors (Elektra/EEG)	1777	+169
21	<b>THE VERVE</b> - Bitter Sweet Symphony (Virgin)	1626	+218
22	<b>AEROSMITH</b> - Pink (Columbia/CRG)	1562	+145
23	<b>ALL SAINTS</b> - I Know Where It's At (London/Island)	1482	+371
24	<b>SUGAR RAY</b> - Fly (Lava/Atlantic)	1468	+15
25	<b>AUDRA &amp; ALAYNA</b> - Tell Me (Remington)	1458	+116
26	<b>PAULA COLE</b> - I Don't Want To Wait (Imago/Warner Bros.)	1321	-2
27	<b>ALLURE</b> featuring 112 - All Cried Out (Crave)	1252	-39
28	<b>JIMMY RAY</b> - Are You Jimmy Ray? (Epic)	1203	<u>N</u>
29	<b>WILL SMITH</b> - Gettin' Jiggy Wit It (Columbia/CRG)	1178	+156
30	<b>NU FLAVOR</b> - Heaven (Reprise)	1167	+33
31	<b>SPICE GIRLS</b> - Too Much (Virgin)	1080	+382
32	<b>UNCLE SAM</b> - I Don't Ever Want To See You Again (Stonecreek/Epic)	1067	+44
33	<b>K-CI &amp; JOJO</b> - All My Life (MCA)	952	<u>N</u>
34	<b>INOJ</b> - Love You Down (So So Def/Columbia/CRG)	951	-64
35	<b>BEN FOLDS FIVE</b> - Brick (550 Music)	920	<u>N</u>
36	<b>SPACE MONKEYS</b> - Sugar Cane (Chingon/Factory/Interscope)	910	+68
37	<b>'N SYNC</b> - I Want You Back (RCA)	857	<u>N</u>
38	<b>SHE MOVES</b> - Breaking All The Rules (Geffen)	853	+31
39	<b>BOYZ II MEN</b> - A Song For Mama (Motown)	838	<u>N</u>
40	<b>SOMETHIN' FOR THE PEOPLE</b> - My Love Is The Shhh! (Warner Bros.)	836	+33

## Crossover

### URBAN/DANCE

**PUFF DADDY & THE FAMILY** - "Been Around the World" (Bad Boy/Arista)  
**BRIAN MCKNIGHT** - "Anytime" (Mercury)  
**LOS UMBRELLOS** - "No Tengo Dinero" (Virgin)  
**MARIAH CAREY** - "Breakdown" (Columbia/CRG)  
**TIMBALAND & MAGOO** - "Luv 2 Luv U" (Atlantic)  
**SWV** - "Rain" (RCA)

### ALTERNATIVE

**MARCY PLAYGROUND** - "Sex & Candy" (Capitol)  
**CHUMBAWAMBA** - "Amnesia" (Republic/Universal)  
**PEARL JAM** - "Given To Fly" (Epic)  
**CORNERSHOP** - "Brimful of Ashra" (Luaka Bop/Warner Bros.)  
**COLLECTIVE SOUL** - "She Said" (Capitol)  
**OASIS** - "All Around the World" (Epic)

Def Beat Records  
presents

"Do U  
Want  
My Love?"

Produced and mixed  
by Euro Sensation  
Positive Groove/Team 33  
(The team behind  
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Star

Adds on over 25 stations  
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Gavin Top 40 Up & Coming  
290 Spins this week!

"Upbeat and exactly what we need right now!"

— SANDY B., MD, WWKX/PROVIDENCE

"Researches Top 20 females 18-24!"

— STEVE WALL, PD, KWIN/STOCKTON

"One of the most Top 40 friendly record in a long time!"

— SAM DIAMOND, MD, KSMB/LAFAYETTE

"Putting out the heat of a 10,000 BTU furnace!"

— ERIC STEVENS, PD, KQIZ/AMARILLO

JMA Sampler Vol. 1, Cut #8  
On Your Desk Now!

Dont miss **STAR** performing her hit  
"Do U Want My Love?" at the Top 40  
Crossover Panel, Thursday, February 5  
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courtyard) during the 1998 GAVIN SEMINAR

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**MOST ADDED**

**JIMMY RAY (15)**

**BEN FOLDS FIVE (14)**

**NATALIE IMBRUGLIA (13)**

**LOREENA MCKENNITT (11)**

**TOP TIP**

**FLEETWOOD MAC**

"Landslide"

(Reprise)

It's all downhill from here for 98Q, WRMX, WMJQ, WAKS, WMMX, KKMY, KKYS, WWSE, WMEE, and 3WM.

**RECORD TO WATCH**

**NATALIE IMBRUGLIA**

"Torn"

(RCA)

The latest legitimate import from the UK begins with an impressive lineup that includes KYSR, KLLC, KOSO, KKPN, KHMx, WKTJ, WKQI, WBMX, WMJQ, WAKS, WMMX, KKMY, KKYS, WWSE, WMEE, and 3WM.

# Gavin Hot A/C

TW	Reports	Adds	SPINS	TREND	
1	MATCHBOX 20 - 3 AM (Lava/Atlantic)	108	0	4021	+205
2	LISA LOEB - I Do (Geffen)	109	1	3969	-53
3	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	101	3	3573	+158
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	96	1	3479	-130
5	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	105	3	3420	+241
6	CELINE DION - My Heart Will Go On (550 Music)	97	5	3207	+598
7	CHUMBAWAMBA - Tubthumping (Republic/Universal)	87	0	2959	-417
8	BILLIE MYERS - Kiss The Rain (Universal)	95	4	2929	+241
9	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	89	0	2814	-234
10	SUGAR RAY - Fly (Lava/Atlantic)	85	1	2710	-289
11	LOREENA MCKENNITT - The Mummers' Dance (Warner Bros.)	96	11	2493	+398
12	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	85	2	2299	+79
13	BRYAN ADAMS - Back To You (A&M)	83	0	2259	-23
14	TONIC - If You Could Only See (Polydor/A&M)	66	1	2069	-99
15	ALANA DAVIS - 32 Flavors (Elektra/EEG)	84	3	2004	+117
16	BLESSID UNION - Light In Your Eyes (Capitol)	73	0	1911	-21
17	GREEN DAY - Time Of Your Life (Reprise)	76	5	1858	+213
18	BACKSTREET BOYS - As Long As You Love Me (Jive)	67	6	1734	+236
19	MEREDITH BROOKS - What Would Happen (Capitol)	68	3	1659	+82
20	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	55	1	1514	-176
21	SISTER HAZEL - Happy (Universal)	71	3	1482	-13
22	THE SUNDAYS - Summertime (DGC)	53	0	1471	-431
23	SISTER HAZEL - All For You (Universal)	54	0	1433	-174
24	MATCHBOX 20 - Push (Lava/Atlantic)	53	0	1290	-161
25	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	55	3	1230	+27
26	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	45	0	1218	-31
27	ROBYN - Show Me Love (RCA)	41	1	1161	-52
28	THE VERVE - Bitter Sweet Symphony (Virgin)	52	7	1126	+166
29	JANET JACKSON - Together Again (Virgin)	40	1	1096	+38
30	BEN FOLDS FIVE - Brick (550 Music)	50	14	1021	+335
31	LeANN RIMES - How Do I Live (MCG/Curb)	41	0	896	-200
32	JEWEL - Foolish Games (Atlantic)	42	0	856	-211
33	JOHN MELLENCAMP - Without Expression (Mercury)	34	0	768	-270
34	AMY GRANT - Takes A Little Time (A&M)	29	0	673	-346
35	THE WALLFLOWERS - Three Marlenas (Interscope)	28	1	617	-284
36	JIMMY RAY - Are You Jimmy Ray? (Epic)	35	15	611	N
37	SARAH McLACHLAN - Building A Mystery (Netwerk/Arista)	30	0	566	-154
38	FIONA APPLE - Criminal (Clean Slate/WORK)	24	0	501	-320
39	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	19	0	480	-163
40	EDWIN McCAIN - I'll Be (Lava/Atlantic)	27	9	443	N

**Hot Stuff** BY RON FELL

## Hot Stuff

Matchbox 20's "3 AM" gets the wake-up call and takes the top chart slot this week, thanks to a format-leading 37.23 spins per week per station. It's only five stations short of unanimous play.

Celine Dion's "My Heart Will Go On" leaps from #10 last week to #6 this week with a format-leading +598 spincrease. Among its leading players are KFMB and KDMX, which report weekly spins of 75 and 56, respectively.

Loreena McKennitt's "Mummers' Dance" is second only to Celine Dion in spincrease this week with +398. Top spins of 35 per week or more are registered at WMBX, KBBT, KFMB, KRUZ, WYSR, Y93, WMTX, KYIS, KYSR, and KOSO.

Last issue's Top Tip, Jimmy Ray's "Are You Jimmy Ray?" charts at #36 and leads the format in Most Added with 15: KKYS, WQMZ, WKQI, WTBX, WSUL, KRUZ, WSBG, WKHI, KYTE, WCBH, KQMX, KJLS, WCVQ, KSCQ, and KNNN.

Ben Folds Five's "Brick" is now rotating at a rate of more than 1,000 spins a week. Top players include KBBT, WBMX, KYSR, WLCE, KZZO, KROG, KMHX, WMTX, KIXR, and KMXB, all of which report four or more plays per day.

Edwin McCain's "I'll Be," our Record to Watch on January 16, is now charted at #40, thanks to spin reports like WTMX's 45 a week and WCKQ's 34. Adds this week come from WQAL, KKRL, WDKS, KKMY, WKHI, KRAJ, WWSE, KVIC, and WKTJ.

**CHANGES**

Congratulations to longtime GAVIN A/C reporter **Duncan Payton** of KRUZ-Santa Barbara on his move to PD of KMXB-Las Vegas. He succeeds **Mike Marino**, who left for KKPN-Houston late last year. Replacing Payton at KRUZ is APD **Mike O'Brian**...



Duncan Payton



Mike O'Brian

Michael Newman is out as PD at KBBT-Portland, Ore., and **Mary Franco** is out as APD at WMMX-Dayton, Ohio.

## Seminar Tip #1



In what I expect will be one of the most important

events for A/C programmers at this year's GAVIN Seminar, we present our first-ever A/C keynote guest, **Bill Moyes of Moyes Media Research**. Bill Moyes has been a critical observer of the fates and fortunes in Adult Contemporary radio for decades. His perspectives, both analytical and emotional, on America's most listened to format should make for an enlightening session. ●

Total Reports This Week: 113 Last Week: 113

Editor: RON FELL • Associate Editor: ANNETTE M. LAI • Assistant: LILY SHIH

A/C reports accepted: Mondays 8 a.m.-5 p.m.

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

**Chartbound**

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
FLEETWOOD MAC "Landslide" (Reprise)	28	9	433	+188	EDDIE MONEY - "Can You Fall In Love Again" (CMC)	12	1	211	+62
SHANIA TWAIN - "You're Still the One" (Mercury)	24	7	337	+153	SPICE GIRLS - "Too Much" (Virgin)	15	6	253	+105
DUNCAN SHEIK - "Wishful Thinking" (Atlantic)	20	0	395	+56	PISTOLEROS - "My Guardian Angel" (Hollywood)	14	7	199	+94
LAUREN CHRISTY - "Magazine" (Mercury)	18	2	306	+57	NATALIE IMBRUGLIA - "Torn" (RCA)	14	13	147	+139



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prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax (415-495-2580).

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## Opportunities

### Growing Radio Group in Southeast Missouri

looking for full-time AT. Formats include top-rated Classic Rock, AC, A3 and Country. Benefits and Holidays. Accepting T&R immediately: Withers Broadcasting, c/o Jeremie Hughes, 901 S. Kingshighway, Cape Girardeau MO 63703. EOE.

**Morning co-host needed** for 100,000 watt, hot AC in market #158, A.S.A.P! Females and minorities encouraged. T&R's to: Greg Owens-PD, WYCO-FM, P.O. Box 778, Wausau, WI 54402-0778.

**The One and Only** Debbie Wylde is looking for an on-air, or MD position. Do not let this chance go to waste!

**WJZM-AM** is currently looking for a part-time Board Operator who can work evenings and weekends. We prefer the candidate to have experience in this related area. Send resumes to: Dave Eubanks, Zebra Broadcasting Corp., 2510 St. Clair Avenue, Cleveland OH, 44114. E.O.E.

**Midday Opening at Yakima's New Sunny 92.9 P.D.** or A.P.D. to work into P.D. position. Bright AC. T&R's to: Dave Aamodt KQSN, P.O. Box 1280, Yakima Wa. 98901. 609-457-8115.

**COLORADO SPRINGS full-service AM** seeking drivetime news personality. Minimum one year news experience. Send tape and resume with references to Don Wayne, PO Box 39102, CO Springs, CO 80909. No calls. Women and minority applicants encouraged. EOE.

**FULL-TIME RADIO PERSONALITY.** Cincinnati's #1 radio station, WUBE-FM, B105 has a prime Full-Time Evening Air Personality opening. If you are an energetic & creative air talent with at least 2 years on-air experience, then we want to hear from you! Send T&R to Program Director, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202. EOE.

**New Mexico Country FM** seeks air talent for all dayparts including mornings. T&R to Jim West, PD KBFG, 2400 Monroe N.E., Albuquerque 87110. EOE.

**KSTN Stockton CA** is looking for a night-time air talent. T-40. Send T&R to: John Hampton. 2171 Ralph Ave. Stockton CA 95206. No calls please.

**Yakima's New Sunny 92.3.** Midday Opening. APD with selector experience. Bright AC. T&R's to Bob Reece, P.O. Box 1280, Yakima WA. 98901. 509-457-8115.

**K-Day Hot AC in the Ozark Mountain's** seeks air talent. Morning co-host/news positions. T&R to Russ Davidson, 901 Pine St. Rolla MO. 65401.

**Afternoons/Production Director.** Can you relate to 18-34 females. Mark Robers, KAFX, 1216 South First, Lufkin TX, 75902. EOE.

**Great Company Needs Great Talent.** Future openings in T40/Country/AC/Oldies. T&R to: Spyder: KSYN/KIXQ/KXDG/KJMK 1309 S. Monroe, Joplin MO 64801.

**PD: New Central PA, FM (50,000) Format undecided-currently Country simulcast. Strong airshift, production, promotion, leadership skills Help us build a winner!**

## COUNTRY ON-AIR TALENT WANTED

Are you a driven, winning On-Air talent who loves radio? If your answer is yes, we would like to hear from you! Work for one of the country's biggest, best radio companies, Chancellor Media Corporation. Opportunities available in all dayparts in major markets like Detroit, Minneapolis, Phoenix, Washington D.C. & Cincinnati. Send tape and resume to Chancellor Country Programming, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202.

**THE PARTY In Nashville** has full and part-time openings. Fed-Ex tape and resumes to Brian Krysz, 1824 Murfreesboro Rd., Nashville TN. 37217.

**Available: Female Air Talent** with six years experience. MD for two years, Asst. PD and Promotions experience. Willing to relocate! Call Christine at 607-324-7159.

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TW

1	MATCHBOX 20 - 3 A				
2	LISA LOEB - I Do (Get)				
3	SAVAGE GARDEN				
4	SMASH MOUTH - Wa				
5	SARAH McLACHLAN				
6	CELINE DION - My H				
7	CHUMBAWAMBA - Ti				
8	BILLIE MYERS - Kiss the name University	99	4	2323	+241
9	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	89	0	2814	-234
10	SUGAR RAY - Fly (Lava/Atlantic)	85	1	2710	-289
11	LOREENA McKENNITT - The Mummies' Dance (Warner Bros.)	96	11	2493	+398
12	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	85	2	2299	+79
13	BRYAN ADAMS - Back To You (A&M)	83	0	2259	-23
14	TONIC - If You Could Only See (Polydor/A&M)	66	1	2069	-99
15	ALANA DAVIS - 32 Flavors (Elektra/EEG)	84	3	2004	+117
16	BLESSID UNION - Light In Your Eyes (Capitol)	73	0	1911	-21
17	GREEN DAY - Time Of Your Life (Reprise)	76	5	1858	+213
18	BACKSTREET BOYS - As Long As You Love Me (Jive)	67	6	1734	+236
19	MEREDITH BROOKS - What Would Happen (Capitol)	68	3	1659	+82
20	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	55	1	1514	-176
21	SISTER HAZEL - Happy (Universal)	71	3	1482	-13
22	THE SUNDAYS - Summertime (DGC)	53	0	1471	-431
23	SISTER HAZEL - All For You (Universal)	54	0	1433	-174
24	MATCHBOX 20 - Push (Lava/Atlantic)	53	0	1290	-161
25	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	55	3	1230	+27
26	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	45	0	1218	-31
27	ROBYN - Show Me Love (RCA)	41	1	1161	-52
28	THE VERVE - Bitter Sweet Symphony (Virgin)	52	7	1126	+166
29	JANET JACKSON - Together Again (Virgin)	40	1	1096	+38
30	BEN FOLDS FIVE - Brick (550 Music)	50	14	1021	+335
31	LeANN RIMES - How Do I Live (MCG/Curb)	41	0	896	+200
32	JEWEL - Foolish Games (Atlantic)	42	0	856	-211
33	JOHN MELLENCAMP - Without Expression (Mercury)	34	0	768	-270
34	AMY GRANT - Takes A Little Time (A&M)	29	0	673	-346
35	THE WALLFLOWERS - Three Marlenas (Interscope)	28	1	617	-284
36	JIMMY RAY - Are You Jimmy Ray? (Epic)	35	15	611	N
37	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	30	0	566	-154
38	FIONA APPLE - Criminal (Clean Slate/WORK)	24	0	501	-320
39	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	19	0	480	-163
40	EDWIN McCAIN - I'll Be (Lava/Atlantic)	27	9	443	N

its leading players are **KFMB** and **KDMX**, which report weekly spins of 75 and 56, respectively.

**Loreena McKennitt's** "Mummies' Dance" is second only to Celine Dion in spincrease this week with +398. Top spins of 35 per week or more are registered at **WMBX, KBBT, KFMB, KRUZ, WYSR, Y93, WMTX, KYIS, KYSR, and KOSO.**

Last issue's Top Tip, **Jimmy Ray's** "Are You Jimmy Ray?" charts at #36 and leads the format in Most Added with 15: **KKYS, WQMZ, WKQI, WTBX, WSUL, KRUZ, WSBG, WKHI, KYTE, WCBH, KQMX, KJLS, WCVQ, KSCQ, and KNNN.**

**Ben Folds Five's** "Brick" is now rotating at a rate of more than 1,000 spins a week. Top players include **KBBT, WBMX, KYSR, WLCE, KZZO, KROG, KMHX, WMTX, KIXR, and KMXB**, all of which report four or more plays per day.

**Edwin McCain's** "I'll Be," our Record to Watch on January 16, is now charted at #40, thanks to spin reports like **WMTX's** 45 a week and **WCKQ's** 34. Adds this week come from **WQAL, KKRL, WDKS, KKMY, WKHI, KRAJ, WWSE, KVIC, and WKTJ.**



Duncan Payton

Las Vegas. He succeeds

who left for **KKPN-Houston** late last year. Replacing Payton at



Mike O'Brian

**KRUZ** is APD **Mike O'Brian...**

**Michael Newman** is out as PD at **KBBT-Portland, Ore.,**

and **Mary Franco** is out as APD at

as APD at

**WMMX-Dayton, Ohio.**

## Seminar Tip #1



In what I expect will be one of the most important

events for A/C programmers at this year's GAVIN Seminar, we present our first-ever A/C keynote guest, **Bill Moyes of Moyes Media Research.** Bill Moyes has been a critical observer of the fates and fortunes in Adult Contemporary radio for decades. His perspectives, both analytical and emotional, on America's most listened-to format should make for an enlightening session. ●

Total Reports This Week: 113 Last Week: 113

Editor: RON FELL • Associate Editor: ANNETTE M. LAI • Assistant: LILY SHIH

A/C reports accepted: Mondays 8 a.m.-5 p.m.

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

## Chartbound

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
FLEETWOOD MAC - "Landslide" (Reprise)	28	9	433	+188	EDDIE MONEY - "Can You Fall in Love Again" (CMC)	12	1	211	+62
SHANIA TWAIN - "You're Still the One" (Mercury)	24	7	337	+153	SPICE GIRLS - "Too Much" (Virgin)	15	6	253	+105
DUNCAN SHEIK - "Wishful Thinking" (Atlantic)	20	0	395	+56	PISTOLEROS - "My Guardian Angel" (Hollywood)	14	7	199	+94
LAUREN CHRISTY - "Magazine" (Mercury)	18	2	306	+57	NATALIE IMBRUGLIA - "Torn" (RCA)	14	13	147	+139

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but if you wake  
in the morning  
stark and i'm sitting

# naked on you

sit back and  
watch the ceiling  
you'll find it  
quite appealing

# treana

the debut single from  
the forthcoming album

naked on you  
on your desk now



BACKYARD  
records



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prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax (415-495-2580).

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**(415) 495-1990, ext. 647.**

### Opportunities

**Growing Radio Group in Southeast Missouri** looking for full-time AT. Formats include top-rated Classic Rock, AC, A3 and Country. Benefits and Holidays. Accepting T&R immediately. Withers Broadcasting, c/o Jeremie Hughes, 901 S. Kingshighway, Cape Girardeau MO 63703. EOE.

**Morning co-host needed** for 100,000 watt, hot AC in market #158, A.S.A.P! Females and minorities encouraged. T&R's to: Greg Owens-PD, WYCO-FM, P.O. Box 778, Wausau, WI 54402-0778.

**The One and Only** Debbie Wylde is looking for an on-air, or MD position. Do not let this chance go to waste!

**WJZM-AM** is currently looking for a part-time Board Operator who can work evenings and weekends. We prefer the candidate to have experience in this related area. Send resumes to: Dave Eubanks, Zebra Broadcasting Corp., 2510 St. Clair Avenue, Cleveland OH, 44114. E.O.E.

**Midday Opening at Yakima's New Sunny 92.9 P.D.** or A.P.D. to work into P.D. position. Bright AC. T&R's to: Dave Aamodt KQSN, P.O. Box 1280, Yakima Wa. 98901. 609-457-8115.

**COLORADO SPRINGS full-service AM** seeking drivetime news personality. Minimum one year news experience. Send tape and resume with references to Don Wayne, PO Box 39102, CO Springs, CO 80909. No calls. Women and minority applicants encouraged. EOE.

**FULL-TIME RADIO PERSONALITY.** Cincinnati's #1 radio station, WUBE-FM, B105 has a prime Full-Time Evening Air Personality opening. If you are an energetic & creative air talent with at least 2 years on-air experience, then we want to hear from you! Send T&R to Program Director, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202. EOE.

**New Mexico Country FM** seeks air talent for all dayparts including mornings. T&R to Jim West, PD KBFG, 2400 Monroe N.E., Albuquerque 87110. EOE.

**KSTN Stockton CA** is looking for a night-time air talent. T-40. Send T&R to: John Hampton, 2171 Ralph Ave. Stockton CA 95206. No calls please.

**Yakima's New Sunny 92.3.** Midday Opening. APD with selector experience. Bright AC. T&R's to Bob Reece, P.O. Box 1280, Yakima WA. 98901. 509-457-8115.

**K-Day Hot AC in the Ozark Mountain's** seeks air talent. Morning co-host/news positions. T&R to Russ Davidson, 901 Pine St. Rolla MO. 65401.

**Afternoons/Production Director.** Can you relate to 18-34 females. Mark Robers, KAFX, 1216 South First, Lufkin TX, 75902. EOE.

**Great Company Needs Great Talent** Future openings in T40/Country/AC/Oldies. T&R to: Spyder: KSYN/KIXQ/KXDG/KJMK 1309 S. Monroe, Joplin MO 64801.

**PD: New Central PA, FM (50,000)**  
Format undecided-currently Country simulcast.  
Strong airshift, production, promotion, leadership skills  
Help us build a winner!

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Are you a driven, winning On-Air talent who loves radio? If your answer is yes, we would like to hear from you! Work for one of the country's biggest, best radio companies, Chancellor Media Corporation. Opportunities available in all dayparts in major markets like Detroit, Minneapolis, Phoenix, Washington D.C. & Cincinnati. Send tape and resume to Chancellor Country Programming, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202.

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**MOST ADDED**

**HALL & OATES (56)**

**FLEETWOOD MAC (48)**

**GARY BARLOW (29)**

\* **BARBRA STREISAND (26)**

\* **VENICE (26)**

**TOP TIP**

**DARYL HALL & JOHN OATES**

*"The Sky Is Falling"*  
(Push/BMG)

Daryl and John duet to it. WAHR, KRTH, WSNU, WRZI, KCWD, KMXV, WFDL, WBLG, WZDQ, KATW, KFVI, KCRE, KFMN, KFYZ, KLOG, KZSQ, WHIZ, and WRJC all report more than 14 spins per week.

**RECORD TO WATCH**

**DIANA KRALL**

*"Peel Me a Grape"*  
(Impulse!)

"Strange fruit" re-dux. Its first week delivered 16 adventurous stations: KOJM, KCHA, WDMG, WSNN, KLKC, KAYL, WRZI, WFDL, WHAI, KMXL, KNTI, WBLG, WPXZ, KOKO, WAWV, and KWXX.

**Gavin A/C**

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	9	164	2	4162	+235	77	43	35	9
2	<b>BRYAN ADAMS</b> - Back To You (A&M)	9	143	5	3073	+162	46	34	35	20
3	<b>RICHARD MARX/DONNA LEWIS</b> - At The Beginning (Atlantic)	16	129	0	2939	-230	43	33	36	13
4	<b>MICHAEL BOLTON</b> - The Best Of Love (Columbia/CRG)	15	134	0	2927	-559	37	36	44	15
5	<b>VANESSA WILLIAMS</b> - Oh How The Years Go By (Mercury)	9	132	7	2694	+297	37	30	38	21
6	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	16	117	11	2629	+251	48	23	26	12
7	<b>BLESSID UNION</b> - Light In Your Eyes (Capitol)	12	122	4	2518	+125	40	24	27	25
8	<b>ELTON JOHN</b> - Something About The Way You Look Tonight (Rocket/Island)	22	103	0	2229	-373	24	30	33	14
9	<b>KENNY G</b> - Loving You (Arista)	10	109	4	2062	+117	19	28	36	21
10	<b>PAULA COLE</b> - I Don't Want To Wait (Imago/Warner Bros.)	29	96	2	2056	+7	27	22	32	12
11	<b>KENNY LOGGINS</b> - Now That I Know Love (Columbia/CRG)	11	103	0	2052	+101	22	32	31	15
12	<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	14	117	21	2022	+493	14	29	37	30
13	<b>JOHN TESH &amp; JAMES INGRAM</b> - Give Me Forever (GTSP/Mercury)	3	129	23	1950	+556	7	25	50	33
14	<b>BETH NIELSEN CHAPMAN</b> - Sand And Water (Reprise)	12	102	1	1940	-449	22	19	38	18
15	<b>JIM BRICKMAN with ASHTON &amp; RAYE</b> - The Gift (Windham Hill)	17	95	0	1927	-396	19	25	35	14
16	<b>BILLY JOEL</b> - Hey Girl (Columbia/CRG)	13	97	1	1916	-519	21	21	39	15
17	<b>JOHN MELLENCAMP</b> - Without Expression (Mercury)	11	81	0	1840	-104	27	27	17	10
18	<b>SARAH McLACHLAN</b> - Sweet Surrender (Nettwerk/Arista)	16	93	6	1781	+190	20	26	22	18
19	<b>LISA LOEB</b> - I Do (Geffen)	15	74	1	1763	+22	29	19	21	5
20	<b>SUPERTRAMP</b> - Sooner or Later (Oxygen/Silver Cab)	11	80	4	1707	+122	20	27	24	6
21	<b>TONI BRAXTON with KENNY G</b> - How Could An Angel Break My Heart (LaFace/Arista)	13	78	0	1569	-423	16	22	27	11
22	<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	16	66	6	1455	+154	23	15	18	8
23	<b>DONNY OSMOND</b> - Echo Of Your Whisper (Nightstar)	9	69	3	1412	+96	15	22	21	10
24	<b>RAY VEGA</b> - Even More (BNA Records)	10	91	6	1371	+154	5	22	25	31
25	<b>FLEETWOOD MAC</b> - Landslide (Reprise)	2	103	48	1355	N	2	13	40	31
26	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	3	94	16	1235	+309	1	16	31	34
27	<b>GARY BARLOW</b> - So Help Me Girl (Arista)	22	68	0	1214	-387	8	16	25	17
28	<b>DARYL HALL and JOHN OATES</b> - Promise Ain't Enough (Push/BMG)	24	65	0	1144	-252	9	6	30	20
29	<b>LeANN RIMES</b> - How Do I Live (MCG/Curb)	35	62	0	1101	-191	9	13	21	13
30	<b>EDDIE MONEY</b> - Can You Fall In Love Again (CMC International)	3	75	16	1060	+364	3	11	32	19
31	<b>LeANN RIMES</b> - You Light Up My Life (MCG/Curb)	21	58	0	1048	-35	9	13	19	16
32	<b>B.E. TAYLOR</b> - Love You All Over Again (Christhae)	15	60	5	953	+140	3	15	23	16
33	<b>JANIS IAN</b> - Honor Them All (Windham Hill)	12	49	2	905	-324	6	17	17	7
34	<b>JOEY LAWRENCE</b> - Never Gonna Change My Mind (Curb)	11	52	2	894	+45	3	18	18	13
35	<b>PAUL CARRACK</b> - Eyes Of Blue (Ark 21)	15	47	1	846	-549	9	10	12	13
36	<b>LINDA HORNBUCKLE</b> - There Was A Time (FT)	12	51	3	833	+158	4	14	20	11
37	<b>AMY GRANT</b> - Takes A Little Time (A&M)	28	47	0	832	-330	8	7	13	18
38	<b>LOREENA McKENNITT</b> - The Mummers' Dance (Warner Bros.)	4	47	11	811	N	6	7	24	7
39	<b>BACKSTREET BOYS</b> - Quit Playing Games (With My Heart) (Jive)	30	47	0	781	-44	3	15	9	16
40	<b>CHUCK JACKSON &amp; DIONNE WARWICK</b> - If I Let Myself Go (Wave Entertainment)	6	49	5	714	N	2	10	16	18

**Chartbound**

	Reports	Adds	SPINS	TREND
<b>DARYL HALL &amp; JOHN OATES</b> - "The Sky Is Falling" (Push/ BMG)	59	56	586	+579
<b>GARY BARLOW</b> - "Superhero" (Arista)	54	29	598	+379
<b>VENICE</b> - "Running Home" (Vanguard)	50	25	553	+314

Total Reports This Week: 178 Last Week: 176

Editor: **RON FELL**

Associate Editor: **ANNETTE M. LAI**

Assistant: **LILY SHIH**

A/C reports accepted: Mondays

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

Station Reporting Phone: (415) 495-1990

GAVIN Fax: (415) 495-2580

**Inside A/C**

BY **RON FELL**



**WNSR's Big Buzz**

On Wednesday evening, January 21, the former **WNSR**, **WMXV (Mix105)**, **WDBZ (The Buzz)**, and **WNSR** again,—and that's just in this decade—set off on its newest direction. At 5:30 p.m., a 60-minute countdown began, followed by the rousing "This Is the Moment" from Broadway's *Jekyll & Hyde*, which segued into "Big Time" by **Peter Gabriel**. In its most recent permutation of adult-oriented music programming, **WNSR-New York City** has become **Big 105 FM (WBIX/FM)**.

Programmed by **Adam Goodman**, formerly with **WWMX-Baltimore**, the station is promoting itself as an "upbeat, up-tempo, interactive radio station." The airstaff will be anchored by former *Partridge Family* star **Danny Bonaduce**, who'll officially join the station in mid-February as Big 105's morning show host. Already on the air with daily shows are former Buzz staffers **Beth Bacall** (8 p.m. - midnight) and **Doug O'Brien** (10 a.m.-3 p.m.).

The press release announcing the change identified some of the new station's core artists, including **Elton John**, **Melissa Etheridge**, **Genesis**, **Hootie & the Blowfish**, **Jewel**, **Madonna**, **Alanis Morissette**, and **John "Cougar" (sic) Mellencamp**. Top spins of 20 or more per week are registered for **Paula Cole's** "I Don't Want to Wait," **Backstreet Boys'** "Quit Playing Games (With My Heart)," **OMC's** "How Bizarre," **Eric Clapton's** "Change the World," and **Sugar Ray's** "Fly."

Extensive pre-launch research by **Chancellor Media** indicated the need for a station "designed for the hectic lifestyle of New York listeners," says VP of A/C



**ACME**  
Entertainment Group, Inc.



AMERICAN  
GRAMMOPHONE



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# BILLIARDS TOURNAMENT

*to benefit*

The T.J. Martell Foundation for Cancer, Leukemia, and AIDS  
Research

*hosted by:*

Tom Callahan  
Tom Mazzetta  
Jim Robinson  
Daren Hill

February 4th, 1998  
8-12PM Open Bar & Finger Foods  
Gaslamp Billiards Palace  
379 4th Avenue  
619.230.1968

*A \$20.00 per-person donation to the T.J. Martell Foundation will be collected at the door.*

*For more information, call 303.545.0232*



## A/C Up &amp; Coming

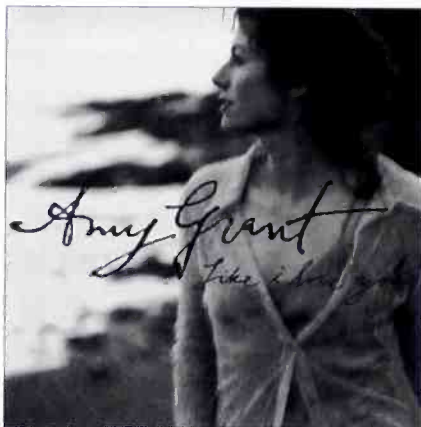
Reports	Adds	SPINS	TRENDS	
47	9	551	+146	<b>JULIE EISENHOWER</b> - Shadoan (V.I.P.)
35	12	410	+162	<b>THE BLENDERS</b> - It Wouldn't Have Made Any Difference (Universal)
34	5	465	+68	<b>AGARTHA</b> - Crossing (Fearless)
30	10	454	+163	<b>CHANTAL KREVIKZUK</b> - Surrounded (Columbia/CRG)
30	26	305	+270 *	<b>BARBRA STREISAND</b> - If I Could (Columbia/CRG)
28	1	561	+12	<b>JANET JACKSON</b> - Together Again (Virgin)
28	6	279	+68	<b>SIMON APPLE</b> - It's Over (Trunk)
25	9	298	+133	<b>ATLANTA RHYTHM SECTION</b> - I Don't Want to Grow Old Alone (River North)
22	3	504	+26	<b>BILLIE MYERS</b> - Kiss The Rain (Universal)
22	1	300	+12	<b>PATTY O'HARA</b> - Once Again (J-Bird)
21	3	386	+36	<b>ALANA DAVIS</b> - 32 Flavors (Elektra/EEG)
20	2	400	+40	<b>SISTER HAZEL</b> - Happy (Universal)
20	3	212	+63	<b>JOE'S BAND</b> - Listen (Rag)
20	7	220	+77 *	<b>PETER TRIPP</b> - Back Alley (Dolphin)
20	8	224	+114 *	<b>RICK MONROE</b> - Life Goes On In L.A. (Divorce)
20	12	212	+144 *	<b>MICHAEL DAMIAN</b> - Why Not Me? (Weir Brothers)
18	11	197	+119 *	<b>STONE RAIN</b> - The World Today (Uvula)
16	14	125	+104 *	<b>DAKOTA MOON</b> - A Promise I Make (Elektra/EEG)
16	16	156	+156 *	<b>DIANA KRALL</b> - Peel Me A Grape (Impulse!)

**Dropped:** Samantha Cole, David Grow, Mariah Carey, Duncan Sheik, and Streisand \* Dion.

\* Indicates Debut

Programming **Steve Streit**. "Our proprietary research model uncovered a huge gap in programming to the adult audience aged 25-49. Test after test showed that New Yorkers crave a format that picks them up and keeps them going without a deluge of talk—a station they can listen to all day, not just for an hour."

## A/C Picks


**AMY GRANT**  
**"Like I Love You" (A&M)**

Amy continues the musical migration to the hotter side of the format with strong percussion and guitars, but the sentiment is still a loving, nurturing, "I'll be there for you, baby, baby" one that will keep her linked with the softer side of the format.

**PAUL MCCARTNEY**  
**"Beautiful Night"**  
**(Capitol)**

Paul reunites with Ringo Starr for a timeless piece that, with the help of conductor/arranger Sir George Martin, conjures up a special night of music making.

**DAR WILLIAMS**  
**"What Do You Hear in These Sounds?" (Razor & Tie)**

This will be the track that breaks Dar Williams wide open in pop radio. The song is like an audio Rorschach test, sung by a wondering over-thinker. Its fluid, crisp, efficient, and rich production will pay for a lot of "couch time."

**Seminar Tip #2**


As always, the most fun you can legally have at a

GAVIN Seminar is the off-campus, and completely unofficial A/C dinner hosted *and paid for* by all the national A/C reps. This year's event, at the Charhouse Restaurant, has once again been coordinated by **Columbia Records' Elaine Locatelli** and she expects a record crowd. So be there, or be square on Friday night after our big cocktail party, "The Tastes of San Diego." ●

## ARTIST PROFILE

**CHANTAL**  
**KREVIKZUK**


**HOMETOWN & BIRTHDATE:**  
**Canada; May 18, 1973**

**LABEL:** Columbia/CRG

**PROMOTION CONTACT:** Elaine Locatelli

**CURRENT SINGLE:** "Surrounded"

**DEBUT ALBUM:** *Under These Rocks and Stones*

**MAJOR MUSICAL INFLUENCES:**  
**"The Beatles, Pink Floyd, the Stones, and Supertramp."**

**THINGS THAT MAKE YOU HAPPY:**  
**"Love and children, animals, flowers, music."**

**THINGS THAT MAKE YOU SAD:**  
**"When I act weak."**

**FAVORITE WAYS TO RELAX:**  
**"Steam rooms and walks outdoors."**

**FAVORITE MOVIE OF ALL-TIME:**  
**"The French film, *Ponette*."**

**YOUR MOST TREASURED MATERIAL POSSESSION:** "My pink baby blanket."

**THE MOST INTERESTING PERSON YOU KNOW OR WOULD LIKE TO KNOW AND WHY?** "Joni Mitchell. [It would be] incredible to spend time with someone I've respected so much for my whole life."

**THREE ESSENTIALS YOU'D NEED TO LIVE ON A DESERT ISLAND:**  
**"Some U2, some Sinead, and some Rickie Lee Jones music."**

**YOUR WISH FOR THE NEW YEAR:** "That I can spend several quality days alone or with my boyfriend."

**FUTURE AMBITIONS:** "More and more honesty in music."

## ARTIST PROFILE

**RAY**  
**VEGA**


**HOMETOWN AND BIRTHDATE:**  
**Born in Los Angeles, but raised in El Paso, Texas; July 28, 1961**

**LABEL:** BNA

**PROMOTION CONTACT:** Butch Waugh at RLG-Nashville

**CURRENT SINGLE:** "Even More"

**MAJOR MUSICAL INFLUENCES:**  
**"Roy Orbison, Gene Pitney, the Everly Brothers, and the Eagles."**

**THINGS THAT MAKE YOU HAPPY:**  
**"Spending time with family and friends; [playing] golf."**

**THINGS THAT MAKE YOU SAD:**  
**"When it rains, I can't play golf."**

**FAVORITE JUNK FOOD:** "Haagen Daz strawberry ice cream."

**YOUR MOST TREASURED MATERIAL POSSESSION:** "My 1950 Hamilton wrist watch with the RCA logo."

**SOMETHING PEOPLE WOULD BE SURPRISED TO KNOW ABOUT YOU:** "I have two sets of twins in my family. There's a nine year difference; my older brother and I sing while my twin and his are our engineers."

**THE MOST INTERESTING PERSON YOU WOULD LIKE TO KNOW AND WHY?** "The Pope. I want to sing the 'Ave Maria' at St. Peter's."

**THREE ESSENTIALS YOU'D NEED ON A DESERT ISLAND:** "My golf clubs, wife, and Roy Orbison's greatest hits."

**YOUR PROUDEST CAREER ACHIEVEMENT TO-DATE:** "Being part of the St. Jude's 'Country Cares for Kids' project."

**VEGA ON HIS MUSIC:** "My music is about passion, romance, and drama."



## S/P/W

## SPINS PER WEEK PER STATION

CELINE DION - My Heart Will Go On (550 Music)	25.38
SMASH MOUTH - Walkin' On The Sun (Interscope)	25.00
LISA LOEB - I Do (Geffen)	23.82
BILLIE MYERS - Kiss The Rain (Universal)	22.91
RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	22.78
JOHN MELLENCAMP - Without Expression (Mercury)	22.72
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	22.47
MATCHBOX 20 - 3 AM (Lava/Atlantic)	22.05
MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	21.84
ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	21.64
BRYAN ADAMS - Back To You (A&M)	21.49
PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	21.42
SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	21.34
BLESSID UNION - Light In Your Eyes (Capitol)	20.64
DONNY OSMOND - Echo Of Your Whisper (Nightstar)	20.46
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	20.41
JIM BRICKMAN with ASHTON & RAYE - The Gift (Windham Hill)	20.28
TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	20.12
JANET JACKSON - Together Again (Virgin)	20.04
KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	19.92
BILLY JOEL - Hey Girl (Columbia/CRG)	19.75
DAVID GROW - If I (Back Nine Records)	19.65
SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	19.15
BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	19.02
KENNY G - Loving You (Arista)	18.92

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

## SPINCREASES

## RANKED INCREASE IN TOTAL SPINS

FLEETWOOD MAC - Landslide (Reprise)	791
DARYL HALL and JOHN OATES - The Sky Is Falling (Push/BMG)	579
JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	556
BACKSTREET BOYS - As Long As You Love Me (Jive)	493
GARY BARLOW - Superhero (Arista)	379
EDDIE MONEY - Can You Fall In Love Again (CMC International)	364
VENICE - Running Home (Vanguard)	314
SHANIA TWAIN - You're Still The One (Mercury)	309
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	297
BARBRA STREISAND - If I Could (Columbia/CRG)	270
LOREENA MCKENITT - The Mummers' Dance (Warner Bros.)	262
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	251
CELINE DION - My Heart Will Go On (550 Music)	235
SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	190
CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	163
BRYAN ADAMS - Back To You (A&M)	162
THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)	162
LINDA HORNBUCKLE - There Was A Time (FT)	158
MATCHBOX 20 - 3 AM (Lava/Atlantic)	154
RAY VEGA - Even More (BNA Records)	154
JULIE EISENHOWER - Shadoan (V.I.P.)	146
B.E. TAYLOR - Love You All Over Again (Christhae)	140
ATLANTA RHYTHM SECTION - I Don't Want to Grow Old Alone (River North)	133
BLESSID UNION - Light In Your Eyes (Capitol)	125
SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	122

# Keith Jackson Dionne Warwick



## "If I Let Myself Go"

Gavin AC Chart  
Debut-40\* • 714 Spins

On Your Desk Now!!

Produced by: Charles Wallert

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Wave Entertainment  
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Paul Crowley  
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## Static BY MAX TOLKOFF

### Can a Seminar Panel Change Your Life?

**F**ranksly, I have no idea. But this Active/Alternative Crossfire session I'm co-moderating with Active/Metal Editor Rob Fiend looks like it's going to be a very volatile and heavily-attended affair. Look, we expect SRO crowds at Jukebox Jury, too, but the early vibe on this session (Thursday, 2:15 p.m.) is that we may witness a cathartic release of pent-up emotion. How the two formats are viewed by the industry these days is going to be a major topic. And with Dave Richards, Dave Douglas, Curtiss Johnson, and Loris Lowe making up the active/mainstream side of street, and Richard Sands, Mark Hamilton, Bryan Schock, and Mike Stern making up the alternative side, it's going to be a spirited discussion, to say the least. Last week we left off with some comments from Mike Stern of KXTE in Las Vegas on his view of this active/alternative scene. This week, I want to plug in some thoughts from Mark Hamilton from KNRK in Portland and Bryan Schock from 91X in San Diego.

First, Mark Hamilton:

**Max: Put your "Big Picture" hat on for a minute. What do you see as one of the key topics of this encounter.**

**Mark Hamilton:** One of the things that is immediately apparent is that the active rock/alternative battle will be hotter in some years than others. Active rock is a definable sound. And you've got alternative, which some years is guitar rock, and other years isn't.

**It seems like there are still a lot of alternative programmers clamoring for good rock bands. People will say we're suffering from a dearth of rock bands.**

The obvious reason is that this is when alternative has been most successful. Ratings wise, the biggest success came when we had Nirvana, Pearl Jam, Soundgarden, and Alice in Chains.

**The rock guys, perhaps, might say that these kinds of bands still exist out there. Like, how come the Tool record was not accepted in a greater way at alternative.**

I see absolutely no similarity

between Tool and Pearl Jam. It's a completely different demo. Tool is a very young-appealing band.

**But a lot of alternative programmers will say that they're trying to target young. You know, the Modern A/C is going to cover the softer, upper end of the format and we don't want that [demo] anyway. A lot of the mainstream alternative stations around the country are eyeing the Las Vegas "Extreme" [KXTE] radio model, and the K-ROCK New York model very closely.**

It definitely is a market-to-market situation. I mean, "Extreme" in Vegas has chosen that particular way because of the audience make-up of that market. It's one that makes sense. In my situation, it was more important for us to focus on The Beat's attack, which came out of the box as an alternative station rather than a Modern A/C station, and which still positions itself to this day as "The New Music Alternative." That's more worrisome to me than KUFO. And I think another factor is the difference in lifestyle between the two formats.

\* \* \*

Mark will expound on that last comment at the session on February 5th. He has some very pointed opinions on the state of the two formats. So does Bryan Schock, who now programs 91X in San Diego. I'm sure he's looking forward to having most of the radio and record industry in his hometown, casting a close ear on the radio station. Bryan has worked in both of these formats. He first started at 91X as a jock in 1982, then left for crosstown mainstream rock rival KGB. Next he went to KNAC in L.A. and WIYY in Baltimore before stops in Denver and back to 91X as PD. The first thing Bryan asked me when we talked about possible topics for this session was "Are we looking at this thing as one against the other, or as parallels?" A good question from someone who has walked both sides of the fence.

**Max: It depends on which issues we tackle, and in what order. Do you see it as an "Us vs. Them kind of thing?"**

**Bryan Schock:** No. I see this as more of "we have a parallel problem," and that problem is lack of core artists to support us. Let's face it, active rock has Metallica, but when it comes to what we're doing—God, who are the core artists—I guess it varies by market. I still see Nirvana, Stone Temple Pilots, and Pearl Jam as my core at this point. It's about songs right now and it would be nice to be able to build on something more than songs. Just from the standpoint of knowing that, with somebody like Pearl Jam, at least for a while there you could rely on them to pump out some music for you. Now, it's kind of like, "God I hope this package I'm opening right now has something in it that's going to get me ratings." Right now Beck and Green Day are working real well.

**Doesn't it seem like the salvation of rock/active rock in the last few years has been "our" material, the stuff tagged as "alternative?" Isn't this what turned those stations around?**

Yes, and I remember being in that situation and saying "Wow, can we really play this band called Pearl Jam?" Rock didn't want to grab that stuff. It could've been rock product in the first place. The difference between the two formats was the library and the presentation.

**Do you see the two formats coming so close together now that there really is almost no distinction between alternative and mainstream rock?**

I don't know if I'd go that far, but there's a close tie between our two formats. It's still who you're talking to and the library. We may share some current music and some library, but the rock station is still going to go off and play Metallica records that we won't touch. And we're still gonna play an R.E.M. record that, generally, they won't touch.

\* \* \*

See Rob Fiend's column this week for more on what to expect at the Active/Alternative Crossfire session. We'll see you there. ●



## Data

### MOST ADDED

**NATALIE IMBRUGLIA (18)**

*Torn (RCA)*  
WQBK, WOSC, WDST, KTCL, KNDD, KFGX, WXEG, WEJE, WKRO, WENZ, KFTE, KPOI, WRXQ, KROX, KNRK, KITS, WPBZ, XHRM

**EVERCLEAR (12)**

*I Will Buy You A New Life (Capitol)*

KRZQ, KDGE, KPOI, WMAD, WIXO, KXPK, WENZ, WRXQ, WQXA, KNSX, WWDX, WXRK

**FAT (11)**

*Numb (A&M)*  
WXDX, WMAD, WPGU, WEQX, WIXO, KROX, WGRD, KRZQ, KMYZ, WHTG, WPBZ

**CHRIS CORNELL (10)**

*Sun Shower (Atlantic)*  
KDGE, WNNX, WROX, KPOI, KXRK, KMYZ, XTRA, KNSX, WBCN, WLIR

**BRAN VAN 3000 (10)**

*Drinking In L.A. (Capitol)*  
KTCL, WFNX, WBRU, KEDJ, WENZ, KFTE, KACV, KJEE, KKDM, KITS

### MOST REQUESTED

**MARCY PLAYGROUND**

*"Sex & Candy" (Mammoth/Capitol)*

**BLINK 182**

*"Dammit" (Cargo/MCA)*

**BEN FOLDS FIVE**

*"Brick" (550)*

**CREED**

*"My Own Prison" (Windup)*

**PEARL JAM**

*"Given To Fly" (Epic)*

### MOST BUH-UZZ

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

**LOREENA MCKENNITT**

*"The Mummer's Dance" (Warner Bros.)*

**BEN FOLDS FIVE**

*"Brick" (550)*

**FATBOY SLIM**

*"Going Out Of My Mind" (Astralwerks)*

**OUR LADY PEACE**

*"Clumsy" (Columbia)*

**BLINK 182**

*"Dammit (Growing Up)" (Cargo/MCA)*

### MOST LIKELY TO SUCCEED

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

**FINLEY QUAYE**

*"Sunday Shining" (550)*

**BLACK GRAPE**

*"Marbles" (Radioactive)*

**HUM**

*"Comin' Home" (RCA)*

**NAKED**

*"Raining on the Sky" (Red Ant)*

**FAT**

*"Numb" (A&M)*



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**KROQ-Los Angeles 14x**  
**99X-Atlanta 38x Top 5 Phones!**  
**LIVE105-San Francisco 26x #1 Phones!**  
**X96-Salt Lake City 29x Phones Exploding!**  
**KEDJ-Phoenix 14x Big Phones!**  
**Y107-Los Angeles Buzz Cut**  
**WENZ-Cleveland**  
**KWOD-Sacramento**

**WAVF-Charleston**  
**KJEE-Santa Barbara**  
**KFMA-Tucson**  
**WFNX-Boston**  
**WBRU-Providence**  
**WMRQ-Hartford**  
**Q101-Chicago**

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## FEBRUARY 2

Brownie Mary	"Naked"	(Blackbird)
Dan Bern	"One Dance"	(Work)
Muler	The State of Play	(Deadicated)
Pearl Jam	Yield	(Epic)
Paula Cole	"Me"	(Warner Bros.)
Ryulchi Sakamoto	Anger and Grief remixes	(Ninja Tune)
The Tea Party	"Release"	(Atlantic)
DJ Vadim	U.S.S.R. Reconstruction (pt. 2)	(Ninja Tune)

## FEBRUARY 9

Bedhed	Transaction De Novo	(Trance Syndicate)
Bent Scepters	"No Way Down"	(Bizarre Planet/ULG)
Brownie Mary	Naked	(Blackbird)
Coldcut	Timber	(Ninja Tune)
Come	Gently Down The Stream	(Matador)
The Din Pedals	The Din Pedals	(Epic)
Dwarves	"Everybody's Girl"	(Eplith)
Feeder	Polythene	(Elektra)
Fret Blanket	Home Truths From Abroad	(Polydor)
Jerry Cantrell	"Cut You In"	(Columbia)
Natacha Atlas	Hallm	(Beggars Banquet)
v/a	NovaMute Kompilation	(NovaMute)
Own	The Other's Parts	(Channel 83)
Pulp	"Like A Friend"	(Island)
Q Burns Abstract Message		(Astralwerks/Caroline)
Sue Garner	To Run More Smoothly	(Thrill Jockey)
To Rocco Rot	Paris 25	(Emperer Jones)
Ultrahorse	"Telecom"	(911)
Veruca Salt	"benjamin"	(Mammoth/Capitol)
Williams Falrey Band	Acid Brass	(Mute/Blast First)

## FEBRUARY 16

Ani DiFranco	Little Plastic Castle	(Righteous Babe)
Bob	Sonic Hedges	(Bullsitter/Bullsh!vic)
Bogmen	"Mexico"	(Arista)
Chocolate Weasel	Music For Body Lockers	(Ninja Tune)
Chris Hicks	Funky Broadway	(Sonova Beach)
Deep Forest III	Comparsa	(550)
Jack Black	Jack Black	(Cacophone)
Love Tractor	Love Tractor w/Til The Cows Come Home	(Altered/DB)
Portishead	"Only You"	(Island)
Rebekah	"Sin So Well"	(Elektra)
Whiskeytown	"Yesterday's News"	(Outpost)

## FEBRUARY 23

China Drum	Self Made Maniac	(Beggars Banquet)
Craig Armstrong	The Space Between Us	(Melankolic/Caroline)
Evan & Jason	"And Then She Says"	(Island)
Getaway People	"She Gave Me Love"	(Columbia)
Insane Clown Posse	"How Many Times"	(Island)
Liquor Giants	Every Other Day At A Time	(Matador)
Liz Phair	Whitechocolatespaceegg	(Matador)
Moist	"Tangerine"	(Arista)
Pussy Galore	Right Now!	(Matador)
Pussy Galore	Sugar Shit Sharp	(Matador)
Pussy Galore	Dial M For Motherfucker	(Matador)
Red Crayola	Live In The 1960s	(Drag City)

Scott Welland	"Barbarella"	(Atlantic)
Spacetime Continuum	Propeller	(Astralwerks/Caroline)
Steve Stoll	"Model T"	(NovaMute)
Third Eye Blind	"Losing A Whole Year"	(Elektra)
Tommy Keene	Isolation Party	(Matador)
Training For Utopia	Plastic Soul Impalement	(Tooth & Nail)

## MARCH 2

Bond	"Nothing Fits (Fictitious Circle)"	(Work)
Cola	Whatnot	(Interscope)
Drill Team	"Hold You Down"	(Reprise)
Foam	Big Windshild Little Mirror	(Epic)
Green Apple Quick Step	New Disaster	(Columbia)
Rebekah	Remember To Breathe	(Elektra)
Stabbing Westward	"Save Yourself"	(Columbia)

## MARCH 10

Athenaeum	"What I Didn't Know"	(Atlantic)
Cat Power		(Matador)
Fastball	All The Pain Money Can Buy	(Hollywood)
Frodus	Conglomerate International	(Tooth & Nail)
v/a	Going Home Alone	(Matador)
Lalka	Silver Apples of the Moon	(Beggars Banquet)
Laughing Us	tba	(Risk)
Long Fin Killie	Valentino	(Beggars Banquet)
Long Fin Killie	Houdini	(Beggars Banquet)
Mach Five	"I'm Alive"	(Island)
Mouse on Mars	laora Tahiti	(Beggars Banquet)
Mouse on Mars	Vulvaland	(Beggars Banquet)
v/a	Random 2: Remixes/Gary Numan	(Beggars Banquet)
Rebekah	Remember To Breathe	(Elektra)
Robbie Robertson	Contact From The Underworld Of Red Boy	(Capitol)
Seely	Julle Only	(Beggars Banquet)
Stereolab	Peng	(Beggars Banquet)
Stereolab	The Groop Played Space Age Bachelor Pad Music	
(Beggars Banquet)		
Superdrag	"Do The Vampire"	(Elektra)
Two	Voyeurs	(nothing)
Yo La Tengo	Little Honda EP	(Matador)

## MARCH 24

Drill Team	Hope and Dream Explosion	(Reprise)
Foal	Spread It All Around	(Mute/13th Hour)
Shift	"I Want To Be Rich"	(Columbia)
Solex		(Matador)
Sportsguitar	Head Trip In Every Key	(Elektra)
Superdrag		

## MARCH 30

Soul Asylum	"I Will Still Be Laughing"	(Columbia)
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## APRIL 7

Long Fin Killie	Amelia	(Beggars Banquet)
Perfume Tree	Feeler	(World Domination)
Tones On Tail	Everything	(Beggars Banquet)

## APRIL 28

Suncatcher	Suncatcher	(Restless)
------------	------------	------------



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 WBER WXSX WJSE WHMP  
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# Errol Kolosine

Going Out Of My Head



caroline rec



\*FROM THE ALBUM "BETTER LIVING THROUGH CHEMISTRY"

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# Getting Heated with the Reverend

By Matt Brown

**I**t's a cold and dark Tuesday night, and the Reverend Horton Heat is swinging through one of his favorite places: San Francisco. The Baddest of the Bad has journeyed up from the City of Angels, where he sold out three nights in a row, and now he's getting primed to do the same thing here. The good Reverend, whose God-given name is Jim Heath, is on tour promoting his third Interscope release, *Space Heater*. It's a special evening for the Rev, because one of his greatest musical influences, Gene Vincent, is this night being inducted into the Rock & Roll Hall of Fame.

I arrive at the hotel where Rev and his band are holed up and we head over to the quaint little cafe next door. The ambiance turns out to be too

European for the Rev, so we make our way down an alley to a bar, but they're blaring the latest Puff Daddy remixes—definitely not the spot we're looking for. Fate leads us back to the hotel, the Rev grabs a key from his trusty tour manager, and we cruise upstairs to the second floor where the "Creative Zone" is located. It turns out to be nothing more than a conference room equipped with pads of paper, pens, empty water pitchers, and glasses. The glasses come in handy a bit later. I settle into my comfy chair and prepare myself for a manic healing.

"When we first started touring America, the number one question asked in every interview was, 'What is this rockabilly thing?'" proclaims Heat in his ornery Dallas drawl. "Nobody had any idea. Now everybody knows what rockabilly is."

For some time, the indignant Rev had a bit of a problem when it came to people's knowledge—or complete lack thereof—on the subject of the music nearest his heart. As the Rev points out, one publication in particular had to be taught a lesson. "*Spin* magazine needed a little bit of help," he raves before proceeding in a mocking, whiny voice, "What is rockabilly? We don't know." To that question, Heat claims to have rudely responded, "Elvis Presley, you dummy. Gene Vincent, you idiot." He pauses, then continues, "Rockabilly was all about the local indie thing with labels like Star Day, King, and of course Sun. I mean, for these people not to know what rockabilly was—and is—all about



Don't mess with Texas. (l-r) Jimbo, the Rev, and Scott.

really puts them into a category that denies rock & roll in the late '50s."

The Rev breaks out the bottle that I brought along and pours us a drink. Ah, nothing like room temperature rum straight up; it doesn't get any better than this. "I'm an old schooler," he continues, "And a firm believer that the Christians, the government, and all the journalists banded together and decided rock & roll was no good." Doing his deeply-concerned parent imitation, Heat wimpers, "Jerry Lee Lewis is marrying his cousin. Elvis is a good kid but we gotta get rid of him, too."

"So the government put him in the army. The next thing you know we had the Beatles, and that really scared the parents," cackles the good Rev. "The parents are beginning to think they liked grease in the hair rather than this long hair, so they squashed rock & roll," he testifies. "To me, the '60s were not about rock & roll. 'Incense and Peppermints' does not rock. The Mamas and the Papas don't rock. I hate to say it, but the Grateful Dead didn't really rock that hard either. Put them up against the later stuff, like Jimi Hendrix or Led Zeppelin, now they rocked!"

Now, although the Rev is obviously a student of rock's earliest years, he is also deeply concerned about the future of rock & roll. In fact, it's something he is constantly pondering, practicing, and preaching. "We need bands playing music; we don't need computer geeks making noise," he rants over his rum. "It's fun and it's a hip new sound; hell, I even like it. I love the

Beck record and I love the Dust Brothers, but you gotta take it for what it is—it's computer nerds making music. It's not a gutsy old drunk blues guy playing some killer guitar riffs—now that's real," exclaims Heat. "But if that's what people like and if that's what makes them dance and if that's where they draw their feeling for the music, so be it. Right now it just seems that hands are out of favor."

Sounds like a tough corner to be in for someone like the Rev, who built his reputation and his career on wild, tight group performances. But Heat and his crew take it in stride, staying the course and producing more of the frenzied rockabilly/blues/gospel that they've become known for. For the writing and recording of *Space Heater*, vocalist/guitarist Heath, stand-up

bassist Jimbo, drummer Scott Churilla, and producer extraordinaire Ed Stasium blocked out an entire month at Chicago Recorders. Locked down there, the psychobilly freaks recorded more than 30 songs that, like previous recordings, continued to build upon their diverse influences. Just a song a day boys, that's all we ask.

Like all acts that have built from the ground up, Heat recognizes the importance of keeping his fan base happy—and of college radio for showing them the way in the first place. "College radio is where we got our start and it's where we've made a lot of our fans. It's the college kids and the young people that know and like our new songs," he states as he takes a pull from his glass. "You always gotta look ahead, but you can't deny where you came from. We have our style that we're sticking with, but you gotta keep going ahead and trying different things."

"Til he's put in a pine box, the Reverend Horton Heat will be spreading the word of rockabilly to whatever congregation will listen. "That's where my fighting spirit still lies," he testifies. "I'm still in there scratching and clawing. That's exactly why we're coming out here touring and playing millions of clubs night after night."

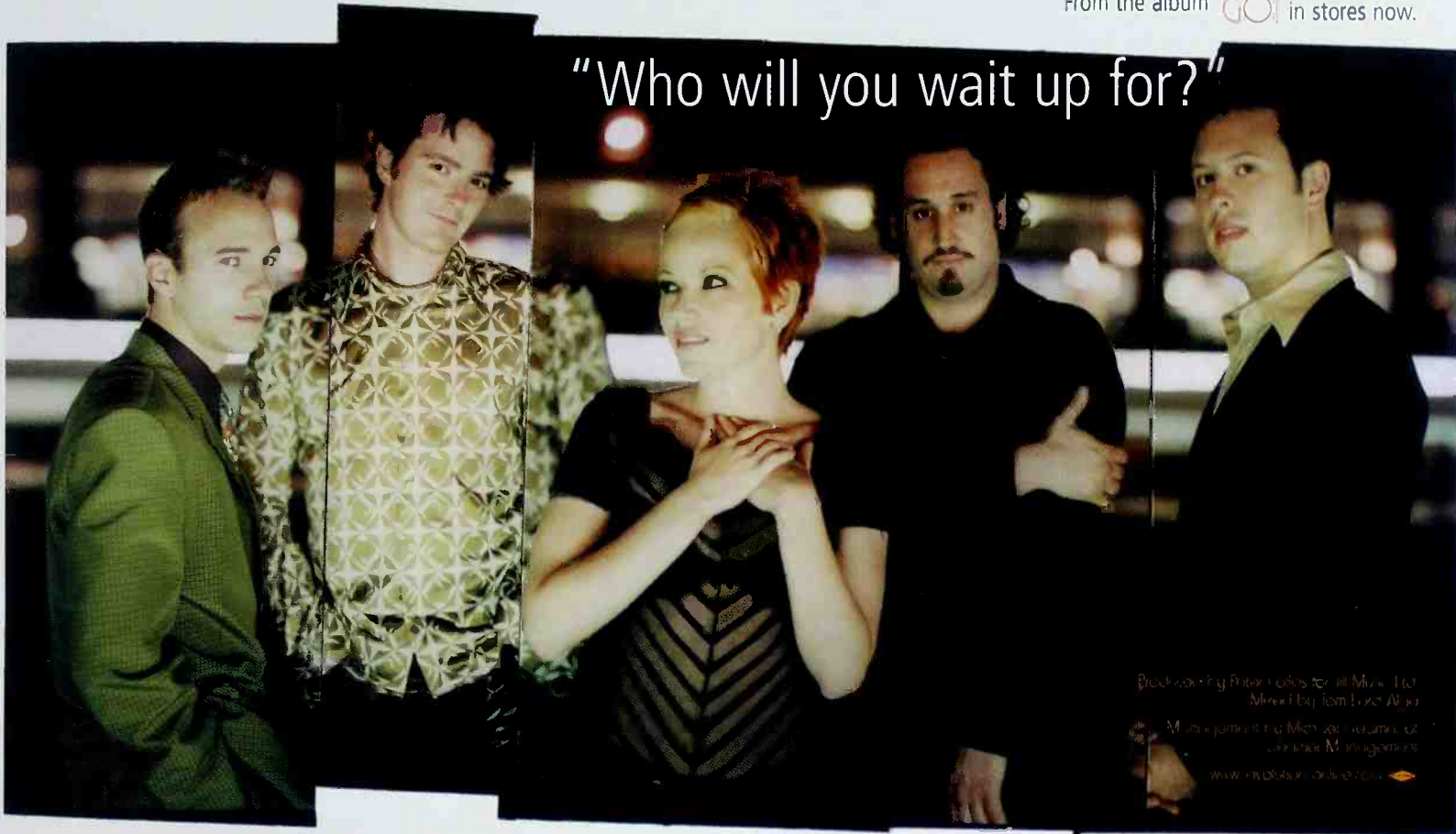
★ ★ ★ ★ ★

THE TEXAS ROCKABILLY REBEL, A.K.A. THE REVEREND HORTON HEAT, PERFORMS HIS FULL-CUSTOM GOSPEL SOUNDS SATURDAY NIGHT DURING THE GAVIN SEMINAR, AT THE CASBAH WITH LOCAL FAVORITES ROCKET FROM THE CRYPT AND RED 5.



# letters to cleo "Veda Very Shining" Impacting Now!

From the album **GO!** in stores now.



## "my love is real" **GREG**

"Greg Garing 'My Love Is Real,' we play it, people call for it like crazy, they seem to like it. Betcha a nickel we get good reasearch. You want brain surgery, go to a hospital. We're busy playing a hit."

- **Sean Demery MD, 99X, Atlanta**

"....'My Love Is Real' is turning out to be a real record....early research here at X96 shows Greg Garing building nicely....especially with males....

Call Me...."

- **Mike Summers OM/PD, KXRK, Salt Lake City (X96)**

### Billboard

"Top 10 of 1997"

- **Jim Bessman**

- 1- John Fogerty "Blue Moon Swamp"
- 2- Joe Jackson "Heaven And Hell"
- 3- Kami Lyle "Blue Cinderella"
- 4- Laura Love live
- 5- Kim Richey "Bitter Sweet"
- 6- **Greg Garing "alone"**
- 7- Amy Grant "Behind The Eyes"
- 8- John Hiatt "Little Head"
- 9- Robert Earl Keen "Picnic"
- 10- Song of the year (tie)  
Chumbawamba "Tubthumping"  
Lenny Gomulka & The Chicago Push  
"Say Hello To Someone From Massachusetts"

### The New York Times

"Best of Pop's '97 Releases"

- **Jon Pareles**

- 1- Bob Dylan "Time Out of Mind"
- 2- Gilberto Gil "Quanta"
- 3- Sleater-Kinney "Dig Me Out"
- 4- Yo La Tengo "I Can Hear the Heart Beating as One"
- 5- Janet Jackson "The Velvet Rope"
- 6- **Greg Garing "alone"**
- 7- Radiohead "OK Computer"
- 8- Missy (Misdemeanor) Elliott "Supa Dupa Fly"
- 9- David Calzaldo y  
la Charanga Habanera "Tremendo Delerio"
- 10- Roni Size and Reprazent "New Forms"

**G  
R  
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Produced by David Kahne Management: Jack Bookbinder for Fun Palace Entertainment

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[www.revolution-online.com](http://www.revolution-online.com)





- MOST ADDED**  
**THE HIGH LLAMAS (44)**  
**BLACK GRAPE (25)**  
**HOME (25)**  
**MARY LOU LORD (23)**  
**AUTOR DE LUCIE (21)**  
**ULTRA HORSE (21)**

**TOP TIP**  
**BUNNYGRUNT**

*Jen-fi*  
*(No Life)*

This band is just too damn happy for us. However, lots and lots of cheeky monkeys in college-land are playin' the livin' heck out of this fine twee-pop trio. Our highest debut this week.

**RECORD TO WATCH**  
**RECEIVER**

*Chicken Milk*

*(Cup of Tea/Iron America)*

The fine folks at Iron America import more quality electronic music from the U.K.'s Cup of Tea label. Catch the C.O.T. DJ crew at the Seminar Thursday night at Buffalo Joe's.

# Gavin College

2W LW TW

33	2	1	<b>DJ SHADOW</b> - Preemptive Strike (Mo'Wax/frr/London)
—	4	2	<b>UNWOUND</b> - Challenge For a Civilized Society (Kill Rock Stars)
—	19	3	<b>HUM</b> - Downward is Heavenward (RCA)
24	5	4	<b>PEE SHY</b> - Don't Get Too Comfortable (Blue Gorilla/Mercury)
1	1	5	MODEST MOUSE - The Lonesome Crowded West (Up)
<b>NEW</b>	6	6	<b>BUNNYGRUNT</b> - Jen-fi (No Life)
39	8	7	<b>MICK HARVEY</b> - Pink Elephants (Mute)
2	3	8	PELL MELL - Star City (Matador)
—	26	9	<b>JUNE OF 44</b> - Four Great Points (1/4 Stick)
—	40	10	<b>AIR</b> - Moon Safari (Source/Caroline)
3	6	11	KOMPUTER - The World Of Tomorrow (Mute)
<b>NEW</b>	12	12	<b>MOMUS</b> - Plays Ping Pong (Le Grand Magistery)
15	14	13	<b>VALERIE LEMERCIER</b> - Chante (March)
—	9	14	THE PASTELS - Illumination (Up)
6	10	15	NOFX - So Long And Thanks For All The Shoes (Epitaph)
—	28	16	<b>MARK EITZEL</b> - Caught In a Trap & and I Can't Back Out... (Matador)
4	7	17	JULIANA HATFIELD - Please Do Not Disturb (Bar/None)
—	34	18	<b>RODEO BOY</b> - How Is It Where You Are? (Sit-N-Spin)
—	44	19	<b>VARIOUS ARTISTS</b> - Big Rock'n Beats (Wax Trax!/TVT)
<b>NEW</b>	20	20	<b>GODHEADSILO</b> - Share the Fantasy (Sub Pop)
13	18	21	SERGE GAINSBURG - Great Jewish Music (Tzadik)
<b>NEW</b>	22	22	<b>SONGS: OHIA</b> - Hecla + Griper (Secretly Canadian)
5	13	23	AQUABATS - The Fury Of The Aquabats (Golden Voice/Time Bomb)
<b>NEW</b>	24	24	<b>HIGH LLAMAS</b> - Cold and Bouncy (Alpaca Park/V2)
8	16	25	PORTISHEAD - Portishead (Go! Discs/London)
<b>NEW</b>	26	26	<b>RAMMSTEIN</b> - Sehnsucht (Slash)
31	12	27	DJ KRUSH - Milight (Mo'Wax/frr/London)
17	32	28	<b>MOVIETONE</b> - Day and Night (Drag City)
29	49	29	<b>APHEX TWIN</b> - Come To Daddy (Sire)
<b>NEW</b>	30	30	<b>VARIOUS ARTISTS</b> - Double Agent 1980 (Double Agent)
23	15	31	FREE KITTEN - Sentimental Education (Kill Rock Stars)
46	17	32	GET UP KIDS - Four Minute Mile (Doghouse)
<b>NEW</b>	33	33	<b>UNSAFE</b> - Occupational Hazard (Relapse)
<b>NEW</b>	34	34	<b>SILVER APPLES</b> - Silver Apples (MCA)
9	23	35	G LOVE & SPECIAL SAUCE - Yeah It's That Easy (OKeh/550 Music)
<b>NEW</b>	36	36	<b>DUMP</b> - A Plea for Tenderness (Brinkman)
10	39	37	<b>CONGO NORVELL</b> - Abnormals Anonymous (Jet Set)
<b>NEW</b>	38	38	<b>BLACK GRAPE</b> - Stupid Stupid Stupid (Radioactive)
<b>NEW</b>	39	39	<b>PROPELLERHEADS</b> - Bang On! (Dreamworks)
<b>NEW</b>	40	40	<b>RECEIVER</b> - Chicken Milk (Cup Of Tea/Iron America)
<b>NEW</b>	41	41	<b>OF MONTREAL</b> - The Bird Who Ate The Rabbit's Flower (Kindercore)
12	25	42	BARDO POND - Lapsed (Matador)
—	46	43	<b>LOVE AS LAUGHTER</b> - #1 USA (K)
7	11	44	FLYING SAUCER ATTACK - New Lands (Drag City)
21	50	45	<b>LABRADFORD</b> - Mi Media Naranja (Kranky)
44	30	46	TINDERSTICKS - Nnette Et Boni (Bar/None)
35	—	47	<b>GOTHIC ARCHIES</b> - The New Despair (Merge)
26	38	48	THE VERVE - Urban Hymns (Virgin)
40	29	49	IVY - Apartment:Life (Atlantic)
16	20	50	ELF POWER - When The Red King Comes (Arena Rock)

## Inside College

BY MATT BROWN & VINNIE ESPARZA



### Clip & Save

Here's a breakdown of everything the College Crew has going on during the seminar.

#### THURSDAY

##### Gavin College Career Day

12:30 p.m. Gallery Room  
 Featuring one-on-one discussions with various entertainment industry professionals. On deck will be **Jim Guerinot**, founder and President of **Time Bomb** who also managed—or is managing—**Social D.**, **Rancid**, **the Offspring** and others; **Amy Finnerty** of **MTV**, **Andrew Ellis**, sneaker pimp for **Converse** to answer any endorsement questions; **Roland West** from **Live 105**, **Mark Trombino**, producer extraordinaire of such acts as **Blink 182**, **Rocket From the Crypt**, and **No Knife**, and **Mike Watt** will be Mike Watt.

**Blackbird Records**  
 Presents the College Welcome Party,  
 Regency AB 5:30-7:30 p.m.

featuring performances by **Brownie Mary** whose raw, sexy, and powerful vocals combine with hard driven, melodic guitar leads to create quality rock & roll, and **Everything**, who blend an intoxicating mix of rock, ska, and funk. Also featured will be remote control car obstacle course racing. Various Team Captains will pick their team of four from among the attendees.

**On the One Magazine** presents **The Electronic Soundsystem: Explorations into the Future of DJ and Dance Music**  
 Buffalo Joe's, 600 5th Ave at Market.

Open bar meet & greet between 9 and 10 p.m. Featuring DJs from the U.K.'s **Cup of Tea/Iron America** label, **Astralwerks'** **Freaky Chakra**, **Om's Soulstice**, and **Columbia's Armand Van Helden** plus surprise guests on two floors.

**FRIDAY**  
**Tripek Records** presents Re-issues at

#### College Radio: Do They Belong?

*Cunningham 10:45 a.m.*

**Rhino's Bill Smith** moderates what will surely be a heated debate. Featuring a performance by **Tom, Dick, & Harry**, whose Brit-pop soul has been compared to **Curtis Mayfield** meeting **Style Council**.

#### Tijuana Takeover

Meet at the Harbor Street Station at 12:45 p.m. Take trolley to San Ysidro Station. Take cab or Red Bus to Avenida Revolucion and go nuts. Bring proper ID to get back into the states (birth certificate, voter registration, or passport. A state ID may not cut it *if you look Mexican*). Meet back at San Ysidro at 5 p.m.

We highly advise you check out **The "Professionalization" of Non-Com Radio** panel, in Manchester BC at 9:30 a.m.

#### SATURDAY

**Red Ant** presents  
**The College Jukebox Jury**  
 Regency DE 1:30-3:00 p.m.  
 Featuring a performance by **Symposium**.

#### Indie Promoter's Beach BBQ

*Mission Beach 4-6 p.m.*  
 Following Jukebox Jury. Thrown by **AAM**, **Autotonic**, **McGathy**, **Spectre**, **Vision Trust**, the **Want Adds**, **Team Clermont**, **The Syndicate**, and **Jackknife**. Do: bring your own towel. Do not: bring bottles to the beach. If it looks like rain, event will be canceled.

**Gavn College/**  
**Rocks Awards Boat Bash,**  
*Hornblower Yacht, 7-11 p.m.*  
 Sponsored by **CyberOctave**, **Jive/Silvertone**, **Century Media**, and **Slipdisc**. Featuring performances by **Buckethead**, **Hed(pe)**, **Stuck Mojo**, and **Icos**.  
**News:** Our condolences to **Matador's Donovan Finn**, whose father recently passed away. Our thoughts are with you and your family, bro. ●

College Crew: MATT BROWN and VINNIE ESPARZA

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

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



# DJ SHADOW

# PREEMPTIVE STRIKE



**PREEMPTIVE STRIKE**  
The new album includes "High Noon"  
in stores NOW



# goldiesaturnzreturn

the new album featuring the single "Digital" with KRS One



In stores Feb. 3

for radio information call: John Rosenfelder 212.603.7871  
or send email to: [earbender@earthlink.com](mailto:earbender@earthlink.com)



# Gavin Country

REPORTS THIS WEEK: 202 LAST WEEK: 195

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	<b>SAMMY KERSHAW</b> - Love Of My Life (Mercury)	14	201	1	7335	+272	138	59	3	1
1	2	<b>TIM MCGRAW</b> - Just To See You Smile (Curb)	9	201	0	7301	+160	140	54	4	3
3	3	<b>DIAMOND RIO</b> - Imagine That (Arista)	13	202	0	7190	+425	131	62	8	1
5	4	<b>SHANIA TWAIN</b> - Don't Be Stupid (You Know I Love You) (Mercury)	10	202	0	7074	+479	129	60	9	4
6	5	<b>LILA McCANN</b> - I Wanna Fall In Love (Asylum)	18	201	1	7068	+585	125	60	15	1
7	6	<b>ANITA COCHRAN &amp; STEVE WARINER</b> - What If I Said (Warner Bros.)	11	202	2	6988	+734	118	72	11	1
8	7	<b>LEE ANN WOMACK</b> - You've Got To Talk To Me (Decca)	13	202	0	6859	+606	112	69	21	0
9	8	<b>KENNY CHESNEY</b> - A Chance (BNA Records)	15	200	1	6287	+641	80	83	36	1
12	9	<b>BRYAN WHITE</b> - One Small Miracle (Asylum)	9	202	0	5774	+611	57	82	58	5
4	10	<b>LeANN RIMES</b> - On The Side Of Angels (MCG/Curb)	16	176	0	5766	-851	94	52	16	14
15	11	<b>GEORGE STRAIT</b> - Roundabout Way (MCA)	4	202	4	5719	+998	47	88	65	2
11	12	<b>LORRIE MORGAN</b> - One Of Those Nights (BNA Records)	12	201	0	5627	+461	47	88	60	6
14	13	<b>COLLIN RAYE</b> - Little Red Rodeo (Epic)	7	202	2	5421	+651	32	91	76	3
19	14	<b>GARTH BROOKS</b> - She's Gonna Make It (Capitol Nashville)	3	200	3	5220	+981	26	93	78	3
13	15	<b>NEAL McCOY</b> - If You Can't Be Good (Be Good At It) (Atlantic)	15	195	1	5080	+277	35	77	70	13
16	16	<b>WYNONNA</b> - Come Some Rainy Day (Curb/Universal)	7	201	0	4925	+395	18	86	85	12
21	17	<b>CLINT BLACK</b> - Nothin' But The Taillights (RCA)	4	200	4	4788	+767	12	83	96	9
20	18	<b>TRAVIS TRITT</b> - Still In Love With You (Warner Bros.)	10	187	2	4412	+182	20	67	79	21
24	19	<b>DAVID KERSH</b> - If I Never Stop Loving You (Curb)	7	198	5	4339	+704	13	62	95	28
22	20	<b>MARK CHESNUTT</b> - It's Not Over (Decca)	8	191	0	4184	+310	13	59	89	30
23	21	<b>WADE HAYES</b> - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	12	189	1	4181	+383	10	63	88	28
25	22	<b>THE KINLEYS</b> - Just Between You And Me (Epic)	6	193	7	3977	+490	5	59	92	37
26	23	<b>DIXIE CHICKS</b> - I Can Love You Better (Monument)	11	181	1	3902	+445	8	60	85	28
29	24	<b>TRISHA YEARWOOD</b> - Perfect Love (MCA)	4	196	11	3883	+843	2	47	110	37
10	25	<b>BROOKS AND DUNN</b> - He's Got You (Arista)	11	141	0	3855	-1563	55	29	31	26
27	26	<b>DARYLE SINGLETARY</b> - The Note (Giant)	9	177	1	3507	+200	6	53	69	49
28	27	<b>DAVID LEE MURPHY</b> - Just Don't Wait Around Til She's Leavin' (MCA)	11	168	2	3495	+317	17	43	63	45
31	28	<b>CLAY WALKER</b> - Then What (Giant)	5	186	5	3447	+507	4	40	88	54
35	29	<b>ALAN JACKSON</b> - A House With No Curtains (Arista)	3	192	36	3375	+1174	0	34	97	61
30	30	<b>CHELY WRIGHT</b> - Just Another Heartache (MCA)	9	182	0	3303	+261	6	42	69	65
32	31	<b>MILA MASON</b> - Closer To Heaven (Atlantic)	8	173	6	3024	+290	6	35	59	73
34	32	<b>JODEE MESSINA</b> - Bye Bye (Curb)	4	173	17	2878	+605	1	27	75	70
40	33	<b>TRACE ADKINS</b> - Lonely Won't Leave Me Alone (Capitol Nashville)	3	181	46	2873	+1106	0	20	85	76
33	34	<b>KEVIN SHARP</b> - There's Only You (Asylum)	10	140	3	2667	+108	7	36	48	49
38	35	<b>MINDY McCREADY</b> - You'll Never Know (BNA Records)	4	156	20	2361	+445	0	19	58	79
18	36	<b>JOHN MICHAEL MONTGOMERY</b> - Angel In My Eyes (Atlantic)	17	112	0	2180	-2108	15	14	34	49
45	37	<b>MARTINA McBRIDE</b> - Valentine (RCA)	2	141	58	2085	+1058	0	14	54	73
39	38	<b>SARA EVANS</b> - Shame About That (RCA)	7	136	8	2062	+192	2	17	51	66
41	39	<b>RIVER ROAD</b> - Somebody Will (Capitol Nashville)	7	119	3	1877	+120	2	16	42	59
—	40	<b>TOBY KEITH</b> - Dream Walkin' (Mercury)	2	116	86	1586	<b>NEW</b>	↑	3	44	68
17	41	<b>REBA McENTIRE</b> - What If (MCA)	7	69	1	1560	-2963	7	24	24	14
44	42	<b>JOHN ANDERSON</b> - Takin' The Country Back (Mercury)	4	109	21	1534	+405	1	10	31	67
42	43	<b>MELODIE CRITTENDEN</b> - Broken Road (Asylum)	5	115	9	1513	+181	0	9	33	73
36	44	<b>KRIS TYLER</b> - What A Woman Knows (Rising Tide)	13	85	0	1428	-743	1	13	32	39
—	45	<b>MICHAEL PETERSON</b> - Too Good To Be True (Reprise)	2	111	77	1404	<b>NEW</b>	1	3	32	75
—	46	<b>PATTY LOVELESS</b> - To Have You Back Again (Epic)	1	104	76	1390	<b>NEW</b>	1	3	37	63
47	47	<b>SONS OF THE DESERT</b> - Leaving October (Epic)	3	104	23	1332	+396	1	2	31	70
48	48	<b>RHETT AKINS</b> - Better Than It Used To Be (Decca)	3	90	22	1268	+408	1	6	27	56
—	49	<b>LONESTAR</b> - Say When (BNA Records)	2	95	46	1174	<b>NEW</b>	1	2	28	64
49	50	<b>JEFF CARSON</b> - Cheatin' On Her Heart (MCG/Curb)	4	73	5	993	+162	1	4	22	46

## Most Added

- TOBY KEITH (86)**  
*"Dream Walkin'" (Mercury)*  
**MICHAEL PETERSON (77)**  
*"Too Good To Be True" (Reprise)*  
**PATTY LOVELESS (76)**  
*"To Have You Back Again" (Epic)*  
**MARTINA McBRIDE (58)**  
*"Valentine" (RCA)*  
**TRACE ADKINS (46)**  
*"Lonely Won't Leave Me Alone" (Capitol)*  
**LONESTAR (46)**  
*"Say When" (BNA)*  
**SHERRIE AUSTIN (46)**  
*"Put Your Heart In It" (Arista)*

## Spincrases

- GEORGE STRAIT +998**  
*"Roundabout Way" (MCA)*  
**GARTH BROOKS +981**  
*"She's Gonna Make It" (Capitol)*  
**TRISHA YEARWOOD +843**  
*"Perfect Love" (MCA)*  
**CLINT BLACK +767**  
*"Nothin' but the Taillights" (RCA)*  
**ANITA COCHRAN & STEVE WARINER +734**  
*"What If I Said" (WB)*

## Top Requests

- SAMMY KERSHAW**  
*"Love Of My Life" (Mercury)*  
**SHANIA TWAIN**  
*"Don't Be Stupid" (Mercury)*  
**ANITA COCHRAN & STEVE WARINER**  
*"What If I Said" (WB)*  
**TIM MCGRAW**  
*"Just To See You Smile" (Curb)*  
**GARTH BROOKS**  
*"She's Gonna Make It" (Capitol)*

## Record to Watch

**JOHN ANDERSON**  
*"Takin' The Country Back" (Mercury)*



**WE SAY:** "This song screams C-O-U-N-T-R-Y! It should be a no-brainer."  
**RADIO SAYS:** "If anybody can take back the country, it's John Anderson." Dandalion, MD, WRKZ-Hershey, Penn.  
**STATS:** 44\*-42\*/109 stations with 21 new adds

## Up & Coming

Rpts.	Adds	Spins	Wks		Rpts.	Adds	Spins	Weeks	
59	3	805	5	<b>J.C. JONES</b> - One Night (Rising Tide)	47	8	639	3	<b>CACTUS CHOR</b> - Step Right Up (Curb/Universal)
59	32	744	2	<b>SAWYER BROWN</b> - Another Side (Curb)	45	—	736	6	<b>RICKY VAN SHELTON</b> - Our Love (RVS)
54	46	716	1 *	<b>SHERRIE AUSTIN</b> - Put Your Heart In It (Arista)	40	40	539	1 *	<b>TRACY BYRD</b> - I'm From The Country (MCA)
53	37	700	1 *	<b>THE MAVERICKS</b> - To Be With You (MCA)					



# 1998 GAVIN SEMINAR

PROGRAM



**WELCOME to the PARTY**

**February 4-7, 1998**

**San Diego, California**







And it's **ME**  
who is my  
**ENEMY**  
Me who beats  
**ME** up  
Me who makes  
the **MONSTER**  
**ME** who  
strips my  
confidence

# Me

PAULA COLE

The new single from  
the hit album *This Fire*

VH1 ARTIST OF THE MONTH

NOMINATED FOR 7 GRAMMY® AWARDS INCLUDING: RECORD OF THE YEAR  
ALBUM OF THE YEAR PRODUCER OF THE YEAR SONG OF THE YEAR  
BEST POP ALBUM BEST FEMALE POP VOCAL PERFORMANCE BEST NEW ARTIST





# WELCOME

**WELCOME TO THE 1998 GAVIN SEMINAR IN SAN DIEGO. IT IS A VERY SPECIAL OCCASION FOR US, falling in GAVIN'S 40th Anniversary year. And what better way to celebrate than to have a few thousand people gather in one place to exchange information and ideas on radio and music at the largest and most significant programming seminar in the world.**

Some magazines have a history...GAVIN has a heritage. And it's a rich one which stretches all the way back to the birth of rock & roll. We will dwell further on the 40th Anniversary at a later date, but suffice to say that GAVIN is the granddaddy of them all in programming seminars as well as radio trade magazines.

If you are a regular attendee you will know that we like to ring the changes. The venue, San Diego, is a first for us—and it's also the first time we've been back to the West Coast in four years. San Diego provides a lush setting, with our headquarters overlooking the water in Hyatt's flagship property.

Other innovations include the spiritual insights of Deepak Chopra, while the cutting edge session with Phil Ramone promises to be a particular highlight.

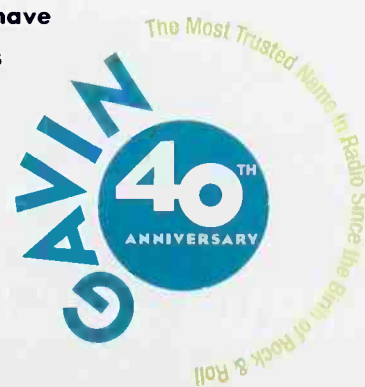
There are the regular favorites, such as the high-tech jukebox juries, Legends of the Airwaves, artist performances, and, of course, the Cocktail Party.

It is great to have people say the GAVIN Seminar is "the best," but we realize we will always be judged on our latest event, in just the same way artists, labels, and radio stations are only considered as good as the last record or ratings book. We have to be great every year.

Out of the things that can go wrong, it's the ones we can't control which worry us the most, and those of you who have already suffered severe weather conditions this year will join me in wishing that the effects of El Niño do not visit Southern California in early February. But even if they do, we'll still have a great seminar because the main ingredients—great music and some of the brightest minds in radio programming—are guaranteed to be there.

Thank you for coming.

David Dalton,  
CEO



**5** RESTAURANT GUIDE  
A Guide to Good Eats In San Diego

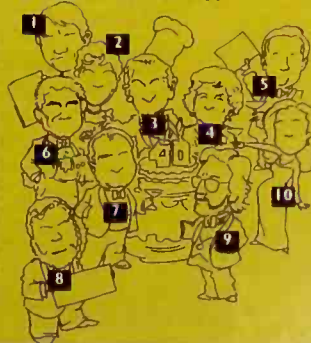
**11** EXHIBIT HALL  
Don't forget to drop by for your goodie bag.

**28** AGENDA AT-A-GLANCE  
Quickly Find Out the Seminar Whens and Wheres

**30** SEMINAR STARS  
Profiles of the Men and Women That Will Make This Year Stand Out

Cover illustration by Jim Hummel;

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**SUSAN GOLDING**  
MAYOR

**WELCOME  
TO THE  
13TH ANNUAL GAVIN SEMINAR**

**February 4 - 7, 1998**

It is with great pleasure that I welcome you to San Diego. We are honored to be the host city for your special event. Since 1985, Gavin Magazine has successfully brought together progressive radio programmers in a unique forum. I think you will find San Diego to be everything you imagined and much more.

If time permits, please take advantage of some of the many attractions which are available for your cultural enrichment, recreation and relaxation. Most people think of San Diego for its seventy miles of beautiful beaches and world-famous zoo -- but we have so much more to experience! We are recognized as the home of first-class academic and research institutions such as the University of California at San Diego, Salk Institute, Scripps Institute of Oceanography and Scripps Clinic.

You'll discover a city rich in the arts and culture, nationally recognized theatre, the largest concentration of museums west of the Mississippi and a lively downtown with award-winning restaurants. And Sea World, Historic Old Town, Mission Bay Park and Seaport Village on San Diego Bay are just a few of the reasons San Diego is known as "America's Finest City."

San Diego is renowned for our leading centers of industry, research and learning. A robust economy, substantial local government reforms and the ingenuity and entrepreneurship of our people have made this city's economic potential the greatest it has ever been. It is a city that I am proud to call the "First Great City of the 21st Century."

Please accept my best personal regards and good wishes for an effective and enjoyable stay in San Diego. Enjoy your convention!

Sincerely,

SUSAN GOLDING  
Mayor  
City of San Diego



# Ride

Music from the Dimension motion picture (formerly known as "I-95")

## TAKE A RIDE DOWN I-95 WITH:

**WU-TANG + ONYX**

**DAVE HOLLISTER FEATURING  
REDMAN & ERICK SERMON**

**NOREAGA FEATURING NAS + NATURE**

**MACK 10, BIG MIKE  
+ D.J. U-NEEK (FEATURING EWF)**

**CARDAN FEATURING JERMAINE DUPRI**

**MIA X FEATURING FIEND + MAC**

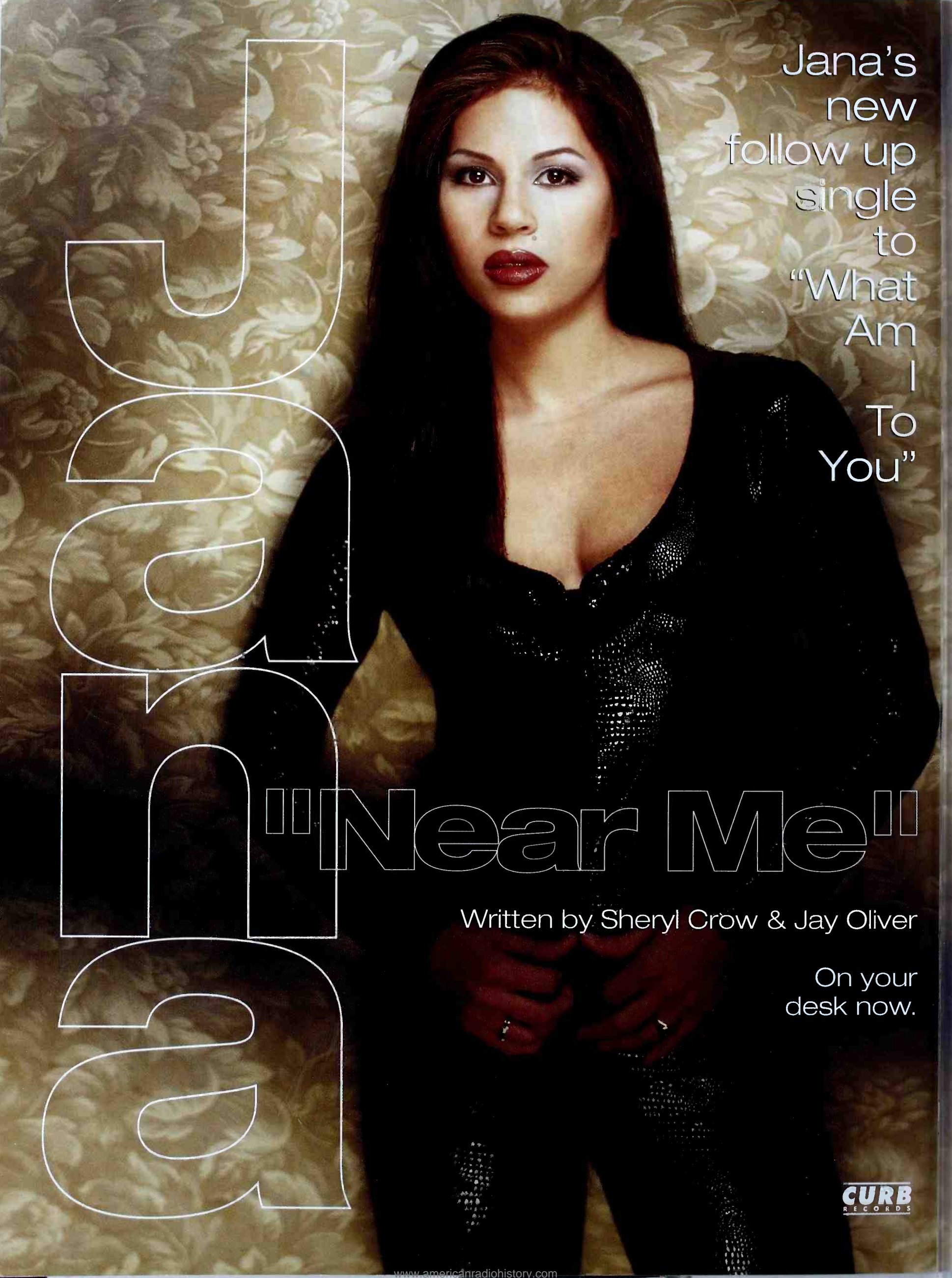
**SOMETHIN' FOR THE PEOPLE  
(FEATURING TRINA + TAMARA)**

**ALBUM IN STORES FEB. 17**

DIMENSION







Jana's  
new  
follow up  
single  
to  
"What  
Am  
I  
To  
You"

# "Near Me"

Written by Sheryl Crow & Jay Oliver

On your  
desk now.

**CURB**  
RECORDS



# Restaurants

## IN DOWNTOWN SAN DIEGO

By Eleanor Widmer, *San Diego Reader* Food Critic  
(Reprinted by permission)

### **7th Near B**

1146 Seventh Avenue, (619) 696-7071

Susan Garrett, who operates this establishment, is wonderful to talk to. Among the goodies are turkey with herb butter on a roll, focaccia bread with pesto or herb butter, fresh fruit pies, bagels, muffins, pastries, coffee, and tea. Open Monday to Friday, 7 a.m. to 6 p.m.; Saturday, 7 a.m. to 2 p.m. Closed Sunday.

### **Anthony's Fish Grotto**

1360 North Harbor Drive (at Ash Street), (619) 232-5103

For its fresh seafood salads, its fish and chips, and its daily fresh fish specials, Anthony's still goes to the head of the class for stability of product, good-sized portions, time-honored preparation, and low cost. Open daily, lunch through dinner. Reservations not accepted.

### **Anthony's Star of the Sea**

1360 North Harbor Drive (at Ash), (619) 232-7408

The gourmet room of the Anthony's chain has reinvented itself with a new chef and a new menu. Some of the old favorites remain but all the dishes have lighter sauces and seasonal vegetables. The salmon and halibut are outstanding. The bay view remains as romantic as ever. Open dinners only, nightly.

### **Asti Ristorante**

728 Fifth Avenue (near G Street), Gaslamp Quarter, (619) 232-8844

The room is very attractive and an open hearth for wood-fired pizzas adds to the festivities. First

courses, such as polenta, salads with filet mignon, and salads with seafood, are first-rate. Recipes are from Piedmont, in northern Italy. Outdoor seating. Open daily, lunch and dinner.

### **Athens Market**

109 West F Street, (619) 234-1955

This is the best Greek restaurant in San Diego, and it's ideal before or after a cultural event. The owner, Mary Pappas, will lavish special attention on you. Lentil soup, Greek appetizers, salads, chicken, fish, and lamb dishes are first-rate and so are the desserts. It's festive for late-night dining. Open for lunch Monday through Saturday; dinner nightly, to 10 p.m. Friday and Saturday. Separate dining rooms for parties.

### **Bandar Fine Persian Cuisine**

825 Fourth Avenue, Gaslamp Quarter, (619) 238-0101

The best Persian food in the city is prepared here. It's sensuous, low fat, and a blessing to the sight as well as the palate. Try stuffed grape leaves, yogurt, eggplant, charbroiled filet mignon, lamb, or chicken. Order all three kinds of rice. Enchanting interior, wonderful service. Not to be missed. Open daily, same menu lunch and dinner.

### **Bayou Bar and Grill**

329 Market Street, (619) 696-8747

You'll find the best Creole and Cajun food here, prepared in authentic style. The menu offers crawfish, jambalaya, soft-shell crab, duck, trout, and many other ravishing goodies. Sunday champagne brunch, fixed price of \$12.95; beignets a la carte.

Monday night, complete dinners for \$13.95. Open for lunch daily, 11:30 a.m. to 3 p.m.; brunch Sunday; dinners nightly.

### **Bella Luna**

748 Fifth Avenue, Gaslamp Quarter, (619) 239-3222

This delightful restaurant serves recipes from the isle of Capri, Italy. The entrees, with their light sauces, are quite stunning, especially the breast of chicken and the rack of lamb. The room is decorated with pictures of the moon, and the cooking demonstrates that there is something new under the beautiful moon. Open for lunch Monday through Friday; dinner nightly, to midnight Friday and Saturday.

### **Blue Point Coastal Cuisine**

565 Fifth Avenue (at Market), (619) 233-6623

Very classy atmosphere and menu—mostly fish and seafood—to match. You can eat appetizers at the bar, but best bets are nightly fish entrees or steak and crab cakes served with lots of organic vegetables. A welcome addition to downtown. Dinner only, from 5 p.m.

### **Cafe Sevilla**

555 Fourth Avenue, (619) 233-5979

Funky is the word, for the appetizers are robust in taste and large in portion; two of them will satisfy your hunger. Many hot tapas are small versions of the dinner entrees. Fixed-price, three-course meal with flamenco show served downstairs every Friday and Saturday. Dinners only, nightly.

### **Cerveceria Santa Fe**

600 West Broadway, Suite 130, American Plaza building (north side at India and C), (619) 696-0043

Some of the best Mexican fish and seafood is to be found here. Operated by Adrian Romero, the restaurant offers 70 items from which to choose. Food is prepared from authentic Mexican recipes. You won't tire of this place. Open daily, continuous service, lunch and dinner.

### **Croce's Restaurant and Jazz Bar**

802 Fifth Avenue, (619) 233-4355

If you enjoy premises with doors open to the street and nightly jazz in the adjoining room, try Croce's. The chef prepares excellent appetizers, pastas, salads, and entrees. Menus change seasonally. Outdoor as well as indoor seating. Nightly jazz. Dinner only.

### **Dakota Grill And Spirits**

901 Fifth Avenue, (619) 234-5554

If you enjoy barbecued ribs, rotisserie chicken, or roasted garlic, you'll have a field day here. You can dine upstairs and look down on Fifth Avenue, or you can dine at street level. A simple but highly satisfying meal consists of spiced tamale soup plus Caesar salad. Open daily, lunch Monday through Friday; dinner nightly; closed weekdays from 2:30 to 5 p.m. Nightclub, Club 66, downstairs.

### **De Medici**

815 Fifth Avenue, downtown, (619) 702-7228

Eighteen new fish and seafood dishes have been added to the



GOING FOR ADDS NOW

# Gravediggaz



LOOK OUT FOR THE RZA  
SOLO ALBUM IN '98

**"UNEXPLAINED"**

FROM THE **SENSELESS** SOUNDTRACK

B/W

**"TWELVE JEWELZ"**

(RZA'S SOLO JOINT)

FROM THE GRAVEDIGGAZ'

**THE PICK, THE SICKLE AND THE SHOVEL**

FROM THE SOUNDTRACK **senseless** A DIMENSION MOTION PICTURES RELEASE

ALREADY GOING FOR ADDS

PRINCE BE FEATURING KY-MANI

GOTTA BE...MOVIN' ON UP

**GEE STREET**





menu. The seafood chef does excellent work, making this Italian restaurant one of the best fish houses in the city. Open dinners only.

### Dobson's

956 Broadway Circle, (619) 231-6771

Best bets here remain the signature soup, mussel bisque with a crust; the nightly fresh fish entrees; and rack of lamb. Monday through Thursday, fixed-price meal for \$21.95 includes soup, salad, or appetizer, and choice of one of four entrees, dessert, and beverage.

Upstairs seating area preferable. Excellent service. Closed Sunday. Lunch, Monday through Friday; dinner, Monday through Saturday; late hours on the weekends.

### Fio's

801 Fifth Avenue (corner of F Street), (619) 234-3467

Northern Italian cooking is served in two stylish dining rooms. For light meals, your best bet is the pizza bar, where you may order pizza or salad, as well as any other menu item. Daily specials and pastas are recommended. Open for lunch, Monday through Friday. Dinner nightly, to 11:30 p.m. Friday and Saturday.

### Grant Grill

U.S. Grant Hotel, 326 Broadway, (619) 239-6806

Deborah MacDonald Schneider, formerly at Dobson's, is the new chef de cuisine. As always, this restaurant serves quality meat in a traditional room that uses tableside service. Best bets are spinach salad, lobster paella, shrimp-and-scallop risotto, and, of course, the mixed grill. Open daily.

### Harbor House

831 W. Harbor Drive, Seaport Village, (619) 232-1141

The two-level building and the view of the harbor are major attractions. Fish and seafood predominate but chicken, pasta, and steak are also available. The dining room seats 250, so don't expect intimacy. Preparations are wholesome but not original. Open daily for lunch; dinners nightly. Saturday and Sunday dinners begin at 4:30 p.m.

### Karl Strauss' Old Columbia Brewery And Grill

1157 Columbia Street (between B and C Streets), (619) 234-2739

The star attractions here are the ales and beers brewed on the premises. Up to a dozen beers may be available. Food includes burgers, pastas, soup and salad, fish and chips, grilled sausage. During weekends the noise can be shattering, but it's fun. Lunch and dinner daily.

### Kenny's Steak House

939 Fourth Avenue, (619) 231-8500

Lunch is a best bet here, with fine burgers, steak sandwiches, pastas, salads, plus bargain prices for steaks. Roast beef and fine steaks are available. If you'd like bangers and mash or great fish and chips call and request them 24 hours in advance. Closed Sunday. Open lunch and dinner, Monday through Friday; Saturday, dinner only.

### King and I Thai Cuisine

618-622 Fifth Avenue (at Market), (619) 238-2328

Very attractive surroundings include one area with pillows and small tables for floor seating; the other side has tables and booths. The dinner menu offers 52 items, all a treat to the eye and palate.

Remember that "medium" spicy means very hot and green curry sauce is the spiciest. All appetizers are first rate and so are seafood dishes. Open daily, lunch and dinner, to 11:30 p.m. Friday and Saturday.

### Kiyo's Japanese Restaurant

531 F Street (between Fifth and Sixth Avenues), (619) 238-1726

Lovely, warm, personal service, wholesome fresh food, and low prices mark this delightful spot in bustling downtown. Lunch is especially good for its low-cost dishes. You have a fairly wide choice of nicely prepared hot dinner entrees. Closed Sunday. Lunch Monday through Friday, dinner Monday through Saturday.

### La Gran Tapa

611 B Street, (619) 234-8272

Here is a good spot for a light meal, especially before or after a cultural event. Tapas, Spanish appetizers, are prepared hot or cold, and the seafood, such as shrimp in sherry sauce and fresh octopus, is always fine. Try tortilla española (cold potato and egg "pie") and paella. Lively, casual atmosphere. Lunch Monday through Friday. Dinner nightly, late hours on the weekend.

### La Provence

708 Fourth Avenue (corner of G), (619) 544-9707

The room is supposed to represent a country dining room with food to match. It's primitive but charming. Best bets are bouillabaisse, grilled seafood platter, lamb stew, and beef stew. Lunch is French and American, dinner French Provençal. Open daily.

### La Strada

702 Fifth Avenue (at Fifth and G), (619) 239-3400

The setting is lovely, but the Northern Italian food preparation may be uneven. Stay with pasta dishes and low-priced items. Open daily for lunch and dinner, continuous service. Late hours weekends.

### Lael's Restaurant

Hyatt Regency Hotel, One Market Street, (619) 687-6066

All-you-can-eat fish-and-seafood buffet, Friday nights only, 6 to 9 p.m., \$18.95. All-you-can-eat prime rib buffet, Thursday night, \$14.95. Wednesday night, all-you-can-eat Italian buffet for \$12.95. Worth trying for lovers of buffets.

### Le Fontainebleau

Westgate Hotel, 1055 Second Avenue, (619) 238-1818

The newly redecorated room is both romantic and elegant. Considering the sumptuous sur-

## South of the Border

For those of you with a hankerin' to head down to Mexico, here's an easy way: Catch the trolley.

- Exit the Hyatt at Market Place. Cross Harbor Drive and turn left at the tracks. The station is behind the Kansas City BBQ Restaurant. Tickets are \$2, each way to San Ysidro, and can be purchased from a machine at the station. Cross over the tracks and wait for the trolley heading north.
- Ride the trolley one stop to American Plaza Transfer Station. Transfer onto the trolley marked San Ysidro. The trolley takes 45 minutes to reach the border.
- After you've gone through customs, follow the walkway across the border. Once you arrive in Tijuana, you can take a cab to downtown (Avenida Revolucion) or bear to your right, following the signs to Centro Tijuana. You can also take a Red Bus in front of the trolley stop. The Red Bus is operated by Mexicoach and costs \$2 per person round trip. It makes two stops, at Pueblo Amigo and Avenida Revolucion. The bus runs every 30 minutes from 9 a.m. to 9 p.m.
- Trolleys run every 15 minutes between 5 a.m. and 9 p.m., and every 30 minutes from 9 p.m. to midnight.
- Be advised: Proper identification is required for re-entry into California. U.S. citizens are required to provide either a birth certificate, voter registration card, military I.D., or passport. If you do not have one of these, you may be detained, and the hotel and GAVIN will not be held liable. All persons entering the United States are subject to inspection.
- Returning: Board the Centre City trolley to American Plaza Transfer station. At this point, transfer to the Bayside trolley. The Hyatt is located at the Seaport Village trolley stop. The last northbound trolley departs San Ysidro at 1:02 a.m. Sunday through Friday, and on Saturdays stops once an hour between 2 a.m. and 5 a.m. The Bayside trolley stops running on Saturdays at 12:02 a.m.



HEREFORE ART THOU, BABY.

The debut single blowing up:  
LAST WEEK: 44 new R&B stations

Don't Sleep.....

100% Slam It or Jam It  
WINNER @ V-103-Atlanta = ADD

100% Feelin' It or Not  
WINNER @ WBLS-New York = ADD

PLUS 19 NEW ADDS including:

WCOR-Richmond      KMJM-St. Louis  
WWDM-Columbia      WQUE-New Orleans  
WROU-Dayton

Top 5 requests at:

WBRL-Birmingham-81x      WBTV-Dayton-13x  
WZMT-Montgomery-16x      KMJJ-Shreveport-30x  
KDKS-Shreveport-16x      KJMM-Tulsa-12x  
KXMT-Memphis-19x      WJTT-Chattanooga-10x  
WJBT-Jacksonville-12x      WPEC-Charlotte-18x

INTRODUCING

# SYLK-E. FINE

WITH "ROMEO AND JULIET."

THE DEBUT SINGLE FROM THE *FYNEST*  
FEMALE MC TO HIT IN A LONG TIME.

THE ALBUM *RAW SYLK* COMING MARCH 1998

\*\*SHORT DOG IN THE HOUSE WITH SYLK E.\*\*

Saturday, February 7th 12:30PM @ the "Rap Radio, DJ, and Coalition Roundtable"

EXECUTIVE PRODUCERS: MICHAEL CONCEPCION, KEVIN EVANS AND GERALD BAILLERGEAU

A & R DIRECTION: KEVIN EVANS

MICHAEL CONCEPCION FOR GRAND JURY MANAGEMENT



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roundings, the food is fairly priced. Finest quality fish and meat. Impeccable service and unobtrusive piano player. First-rate for a romantic evening. Open Monday through Saturday for dinner only. Elegant Sunday brunch.

### **Mister A's**

2550 Fifth Avenue, (619) 239-1377

The views of the bay and the city are as dazzling as ever. The cadre of waiters and the luxury dining room have remained constant through the years. If you've dined here recently and enjoy the food, so much the better. But if you have never dined at Mister A's, be aware that the food preparation is average. Fish, chicken, steak, and beef Wellington are featured. Lunch, Monday through Friday, dinner nightly.

### **Morton's of Chicago, The Steakhouse**

285 J Street, Harbor Club, (619) 696-3369

This stylish steak house offers a clubbish atmosphere, elegant appointments, a lounge that's "cigar friendly," and staggering portions. All vegetables are a la carte, and porterhouse (up to 48 ounces) is the signature steak. Very noisy, very expensive. Open nightly, dinners only.

### **Osteria Panevino**

722 Fifth Avenue (Fifth and G), (619) 595-7959

You really can't miss this Tuscany-style Italian restaurant. The pastas are as close to heaven as you can get and so are the first courses. The stuffed focaccias are simply incredible. Also available are fresh fish and chicken. My favorites are the spinach ravioli and the gnocchi (potato dumplings) in a four-cheese sauce. The exposed brick walls enhance the European feeling. Open daily, lunch and dinner.

### **Paper Moon Cafe**

734 Fifth Avenue, (619) 544-6456

Owned and operated by the same people as Bella Luna, this cafe won't win prizes for beauty, but the food is fresh, exciting, low priced. Best bets: quesadilla with duck and mushrooms, salad with grilled flank steak and vegetables, rotisserie chicken, and lasagna. Lunch and dinner. Open to 1:30 a.m. nightly.

### **Rainwater's**

1202 Kettner Boulevard, (619) 233-5757

Though this attractive restaurant is noted for its fine steaks and chops, the live Maine lobster and fresh fish (especially the salmon in parchment) are outstanding here. For low-cost meal, try meat loaf and creamy mashed potatoes. On Wednesdays, chicken pot pie is a best bet for lunch. Open daily. Lunch, Monday through Friday; dinner seven nights a week.

### **Ruth's Chris Steak House**

1355 North Harbor Drive, (619) 233-1422

Six cuts of steak are available, all cooked in a special broiler at 1800 degrees. The U.S. prime steaks are aged and hand cut daily. They're fabulous, but nothing is on the plate except the piece of meat. Vegetables and eight styles of potatoes are a la carte. Lobster tail, fresh fish, chicken, and chops also available. Gorgeous view and service. Open nightly for dinner. Reservations recommended three to five days in advance on weekdays. Call a week in advance for weekends.

### **Sally's Restaurant**

One Market Place, rear of Hyatt Regency Hotel, (619) 687-6080

The new chef identifies the cuisine as "contemporary Mediterranean." You'll get great fish here as well as free-range chicken, lobster, and beef. Try Arctic char, loin of tuna, swordfish. Side dishes tend to be elaborate. Dinners for 6 to 12 served at chef's table in the kitchen.

### **Star Of India**

423 F Street, (619) 544-9891

This Indian restaurant is most popular for the all-you-can-eat buffet, available weekdays from 11:30 a.m. to 2:30 p.m. and Saturday and Sunday from noon to 3 p.m. The weekend brunch costs a dollar more (\$8.95) but includes champagne. Vegetarians should make note of the many vegetable and rice dishes with innovative preparations. Restful atmosphere, good service. Be aware that breads are a la carte. Open daily, lunch and dinner.

### **Taka**

555 Fifth Avenue, (619) 338-0555

This restaurant is a knockout. Gorgeous food and beautiful setting. A full sushi bar is presided over by Fuji (formerly at Cafe Japengo). Entrees, which combine Asian and Continental elements, can be ordered in half portions. Don't miss linguine and seafood, filet mignon, salmon saute. Highly satisfying food at prices you can afford. Closed Monday. Open Tuesday through Sunday; dinners only.

### **The Cheese Shop**

401 G Street, (619) 232-2303

This cafe offers outrageously good sandwiches of which my favorites are the Black Forest ham and the roast pork. Muffins and cookies are baked on the premises. Paper plates for food but real mugs for coffee and tea. All items available from 8 a.m. to 5 p.m. Monday through Friday, from 10 a.m. to 4 p.m. Saturday. Closed Sunday.

### **The Fish Market**

750 North Harbor Drive, (619) 232-3474 or Top of the Market, (619) 234-4867

This huge restaurant with its harbor view offers a fresh fish market, a separate room for sushi, an oyster bar, and a moderately priced restaurant downstairs. A gourmet room, Top of the Market, exists upstairs where menu and service are more elaborate and costly. If you enjoy the offerings at the sister restaurant in Del Mar, you'll appreciate this one more because of its beautiful setting. Lunch and dinner, continuous service, daily. Top of the Market serves an a la carte brunch Sunday 10 a.m. to 2 p.m.

### **Trattoria Mamma Anna**

644 Fifth Avenue (between Market and G), (619) 235-8144

In my opinion, this is the best Italian restaurant downtown. At least 75 items grace the menu, most from northern Italy, some from Sicily. Two cooks prepare dishes with originality and verve. Half orders of pasta are available. The best dishes may be specials not listed on the menu. Be sure to request stuffed artichokes and chicken Valdostana stuffed with fontina cheese. Open daily, lunch and dinner. Food served to roughly 11 p.m. Sunday through Thursday and to midnight Friday and Saturday. Not to be missed.

### **Trattoria Portobello**

715 Fourth Avenue (at G), Gaslamp Quarter, (619) 232-4440

The interior includes a cigar bar, which is separated by a thick wall from the dining room. The owners of Panevino operate this chic restaurant with its light menu and wide variety of dishes. You can make a meal from appetizers. The pastas are the best bets. Open daily, lunch and dinner.

### **Tupelo American**

340 Fifth Avenue, between J and K, (619) 231-3140

Best bets are spinach salad, fresh sea bass or ahi, chicken breast with potato lasagne. Contemporary atmosphere, excellent service. Bar serves 50 types of martinis. Open nightly, dinner only.

### **Vicino Mare**

1702 India Street, (619) 702-6181

This small, pleasantly decorated fish-and-seafood house serves food that's good though not remarkable. Share higher cost dishes. Open lunch, Monday through Friday; dinner nightly.

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# On The Air

Meet some of the stations that give San Diegans the radio variety they crave.

## KSON



Country outlet KSON has maintained dominance of the San Diego radio market for the past seven years, successfully fending off competition and discouraging new competitors, even during the format's growth in the early '90s. Although a heritage station, KSON has always been at the forefront of country radio, both in terms of music and presentation.

KSON has been an innovator in the country format, never been afraid to take chances. It features a Sunday night oldies show, the only major market bluegrass show in the nation, and it locally produces a top 30 countdown. KSON even grew its own morning show, recruiting Tony and Kris from market 175.

KSON was one of the very first stations to embrace St. Jude Children's Research Hospital as a

charity. The station has already raised over \$2 million for St. Jude, and is preparing for its 10th annual radiothon in March, 1998. KSON has also been instrumental in encouraging other stations to come on board for the Country Cares campaign.

## KIFM: Smooth Jazz 98.1 The Breeze

While New Orleans slugs it out with New York City for the theoretical title "The American Capital of Jazz," many insiders will tell you that San Diego—with its listener support, climate, and sunny lifestyle—qualifies it as being the Smooth Jazz capital of the world.



In March of 1982, KIFM debuted Smooth Jazz in a gradual fashion, featuring Contemporary Jazz instrumentals as a one-hour show from eleven to midnight with a Lites Our specialty show.

Later that year, it expanded to a two hour show, and in late 1983, KIFM—then a middle-of-the-pack A/C station—bumped the show from 6 p.m. until midnight. Throughout 1984 and 1985, the station began sprinkling Smooth Jazz instrumentals into the daytime Soft A/C music flow, and by 1987, response was unstoppable. KIFM became a full-time Smooth Jazz station.

The rest is history. When GAVIN began its Smooth Jazz coverage in 1988, KIFM and then-PD Bob O'Connor were the first to receive GAVIN awards for the format; they went on to win several more times in station, PD, and MD categories.

Art Good, Bob O'Connor, and Bruce Walton were among the early architects of the sound and image of the station. When KIFM

was purchased by Jefferson Pilot Communications, Mike Shepherd assumed a group programming role, overseeing KIFM along with country outlet KSON (currently the top 12+ rated station in the market) and oldies KBZT.

Kelly Cole, KIFM's APD and MD, began as a board operator when Art Good served as KIFM's morning drive personality. Cole, a charismatic figure in radio/music circles, was named GAVIN Smooth Jazz Music Director of the Year in 1996.

## Star 100.7 (KFMB/FM)

While Star 100.7 is considered one of America's pioneer (and one of the most successful) Modern A/C stations, we approach it as a contemporary music station for adults. You'll hear a fun, familiar, uptempo, personality-oriented station that breaks a lot of traditional programming rules. Star has high-profile personalities on around the clock, including morning



stars Jeff & Jer, Greg Simms & Anita Rush, Jagger & Kristi, and the New Guy at Night. When you hear Star 100.7, you'll know that it's more than just the music, it's the whole package!

## KSDS: San Diego's Jazz 88

KSDS, owned by the San Diego Community College District, has been in existence on the FM dial since 1951 and began programming jazz in 1973. In its early days, the station broadcast live concerts from various local venues, featuring artists like Chet Baker, Thad Jones, Mel Lewis, and Ahmad Jamal.

KSDS's full commitment to jazz has always been steadfast. By 1985, KSDS was San Diego's only 24-hour jazz station. In 1988, its hours were cut to 18 a day and 20 on week-

ends, but in 1995 KSDS returned to full strength, once again becoming the only 24-hour jazz station to bop the San Diego market.

Program Director Tony Sisti was nominated for GAVIN Jazz Radio Person of the Year honors in 1996 and 1997. The station was nominated for Jazz Station of the Year by GAVIN in 1992 and 1996. In 1993, the National Association of Broadcasters gave KSDS their prestigious Marconi Award for Jazz Station of the Year.

Today, KSDS broadcasts a full spectrum of jazz, from blues to big band to post-bop, championing what is arguably America's premiere homegrown art form.

## KIOZ-Rock 105.3 FM

KIOZ traces its origins back to the early 1920s; it was the first station on the air in the universe. Our inaugural broadcast carried the election returns of Warren Harding's successful bid for the presidency of the United States of America. For the next 70 years, we aren't exactly sure what the station was doing, but we are positive that some time in 1990, station management decided to flip the format to a current-based rock format. Rock 105.3 has continued with its



Active Rock format the last eight years and has been the San Diego home of the Howard Stern Show since May 1, 1997.

Rock 105.3 consistently places near the top of its target demo (18-34 adults) and is the only San Diego station with balls. Sure, Rock 105.3 sucks, but we don't suck nearly as much as the other 40 some odd stations in town.



### San Diego Fall Arbitrons

		S'97	F'97
KSON/F	Cntry	5.5	6.4
KFMB/F	Hot A/C	6.5	5.2
KYXY/F	A/C	6.1	5.1
KOGO/A	Talk	3.9	4.9
KGB/F	Cl Rk	3.8	4.5
XHTZ/F	T40	4.6	4.3
KHTS/F	T40	4.0	4.1
KIFM/F	SJ&V	3.5	3.8
KFMB/A	Fl Svc	5.5	3.6
KBTZ/F	Old	3.5	3.5
KIOZ/F	Rock	3.6	3.5
KMCG/F	A/C	3.5	3.3
KPOP/A	Nost	2.6	3.1
XTRA/A	Spts	2.3	2.9
XTRA/F	Alt	2.7	2.3
KFI/A	Talk	2.5	2.2
KKLQ/F	T40	1.6	1.9
KPLN/F	Cl Hts	1.9	1.8
KJQY/F	A/C	1.5	1.7
KXGL/F	A/C	2.0	1.6
KXST/F	A3	1.7	1.6

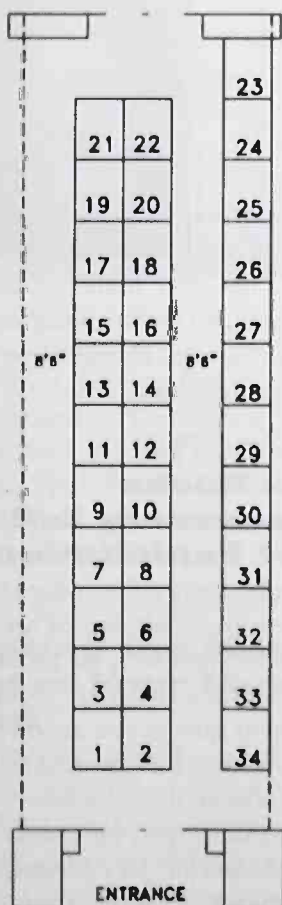
© 1998 THE ARBITRON COMPANY



## Gavin Exhibit Hall

Located on the second floor of the Hyatt Convention area (Manchester Foyer)

1. 360 Systems
2. Patchwork
3. Ocean Floor Productions
4. Patchwork
5. Com Quest
6. Antone's
7. Howard Rosen Promotions
8. Uno Productions
9. Ticket Savers
10. City Hall Records
11. Most High Entertainment
12. High Roller Records
13. A-ware Software
14. Quick Distribution Co.
15. World Telecom Group
16. Fearless Music
17. Harris Group Publishing
18. CMBE
19. Rock the Vote
20. Putumayo
21. Arkadia Records
22. Dormont Technologies Ltd.
23. GAVIN Seminar Bag Pick-up
24. GAVIN & GAVIN GM
25. LifeBeat
26. 4080 Magazine
27. \$295 Guys
28. Mia Mind Music
29. PSM
30. Chart Makers/Pipedream Promotions
31. Fidelipac Corp.
32. Guerilla Productions
33. Liquid Audio
34. Electric Village
35. Metro Traffic
36. Jam TV
37. Mediabase



## Participating Companies

**\$295 Guys** create custom-printed heavyweight, 100% cotton T-shirts that can be shrink-wrapped into a variety of molds, including CDs, cassettes, sports shapes, and business card sizes.

**360 Systems**, founded in 1972, focuses on developing products for the music and recording industries. Innovations include DigiCart, Instant Replay with Hot Keys, and the Shortcut Digital Audio Editor.

**A-ware Software** will be demonstrating MusicMaster, scheduling software currently used by thousands of radio stations worldwide. Designed to work with your automation and traffic systems.

**Arkadia Records** is a full-service label, founded by V.I.E.W. Video founder and president Bob Karcy. To compliment its audio CDs, Arkadia is also involved in the production and worldwide distribution of enhanced CDs, CD-ROMs, performance and instructional videos, Internet marketing, merchandising, and music publishing.

**Pipedream Promotions** opens a world of opportunity for independent artists by providing record distribution, radio promotion, retail marketing, publicity, Internet promotion and sales, graphic design, and manufacturing services.

**City Hall Records** offers some of the best independent music to the most discriminating customers in the world. Featuring a deep catalog of underground rap, Celtic and world music, jazz and blues, imports, DJ vinyl, and hard-to-find titles.

**CMBE** is a broadcast facilities design and construction firm specializing in high performance radio studio and RF projects. CMBE has projects worldwide in acoustics, antennas, studios, equipment, architecture, boosters, mapping, broadcast design, studio design, radio station design, broadcast coverage maps, facility design, radio engineering, radio transmitters, towers, STL systems, digital consoles, RF systems, turnkey systems, systems integration, production studios, control rooms, etc.

**Com Quest** Totally cool interactive in-house callout music and perceptual research system. Live interviews screen and recruit qualified participants; song scores are collected by interactive, one-touch responses. Used by dozens of top rated stations nationwide.

**Dormont Technologies Ltd.**, the creator of the StarTracker Media Module and Data Service, is revolutionizing the way the industry conducts business. Created especially for the Music and Entertainment industry's need for a user-friendly Windows-based application that can access all data information surrounding a given event.

**Electric Village**, along with strategic partner Katz Radio Group, administers Radio-VillageNet, an initiative offering groups, networks, and individual stations turnkey solutions for developing and maintaining Web sites.

**Fearless Music** was formed by Boro Vukadinovic, a Bosnian musician who emigrated from his war-torn home region, to provide a haven for artists from Europe and America. The label's first release, Rain of Mercy by Agatha, spawned the "Crossing" single, which landed on GAVIN's A/C Up and Coming chart last year.

**Fidelipac Corp.** has been providing equipment to the broadcast community for more than 30 years. Their continuing effort to offer the industry new varieties of equipment has led to a shift from analog tape and cartridge manufacturing to a variety of digital audio products.

**Guerilla Productions** is devoted to syndicating battle-tested television campaigns for radio stations. Every Guerilla campaign has been tested twice: once in focus groups and once in major markets across the country.

**Harris Group Publishing** is a multimedia company with divisions dedicated to publishing, music recording, and games.

**Howard Rosen Promotions** Howard Rosen Promotion is a full service promotion and marketing company, specializing in Top 40, Adult Contemporary, and Modern A/C formats.

**Jam TV** is the premier, independent music mega-site, with the Web's largest aggregation of multimedia assets and artist information. Strategic partners include Intel, Compaq, Microsoft, BlackWeb, Real Networks, Ticketmaster, iChat, and Pollstar.

**Lifebeat** is dedicated to utilizing celebrity talent and the expertise of the music industry as a fund-raising tool for existing community-based AIDS services and organizations throughout the U.S.

**Liquid Audio** is the first and only Internet company focusing exclusively on the needs of the music industry. The company is providing the music

industry with the software tools needed to utilize the rapidly growing online environment for distribution of professional quality music titles.

**Metro Networks, Inc.** is the largest provider of traffic reporting services and a leading supplier of local news, sports, weather, and other information reporting services to the television and radio broadcast industries.

**Mia Mind Music** Mia Mind Music is a promotion and marketing company that specializes in radio tracking, publicity, tour merchandise, and label representation.

**Ocean Floor Productions** Ocean Floor Records is a new label emerging from the San Francisco Bay Area. One of their main missions is to shed light on and propagate underground hip-hop worldwide.

**Patchwerk Recordings** is the brainchild of Atlanta Falcons Offensive Tackle Bob Whitfield and partner B.J. Kerr. "Remain Anonymous," the debut single from first signing Ras Kass, has been proclaimed an "underground classic" by *URB* magazine. *Source Magazine* called Ras "an underground legend."

**PSM** Positive Sound Massive Recordings is a label that deals strictly with the conscious vibe of dancehall reggae music. Many releases have gained international press, as well as adds on close to 300 radio stations worldwide.

**Putumayo** **Quick Distribution Co.** specializes in an extensive collection of hemp products, including paper, T-shirts, patches, hats, and twine. Their book department includes titles from 40 different publishers worldwide.

**Ticket Savers Inc.** is a manufacturer and distributor of laminated promotional products used primarily in the music, sports, and entertainment industries.

**Uno Productions** has been servicing the entertainment industry for more than a decade, leading the field of independent marketing and promotions to the U.S. Latin community and Puerto Rico.

**World Telecom Group** is a communications consulting agency specializing in long distance services that represents major carriers who provide the best combination of services for your business needs. Taking the headache out of your "phone situation" is their specialty.



1998 GAVIN SEMINAR

Agenda

**Wednesday  
February 4**

3-7 P.M. HYATT LOBBY

**Registration**

- Seminar badges sponsored by Critical Mass Media
- Seminar lanyards sponsored by Tommy Boy
- Seminar bags sponsored by McGathy, Slipdisc, and Wendel Ralph Entertainment Group

**Please Note:** Badges are required for access to all awards presentations. Each badge comes with one meal ticket, good for use at the awards ceremony of the holder's choice. Additional meal tickets are available for \$30 apiece at the GAVIN Registration desk. Badges allow access; tickets provide food.

**Please Note:** Cocktail Party tickets are available at the GAVIN Registration desk for \$75 each. Cocktail Party tickets will not be sold after 3 p.m. on Friday, February 6.

**Thursday  
February 5**

8 A.M.-7 P.M. HYATT LOBBY

**Registration**

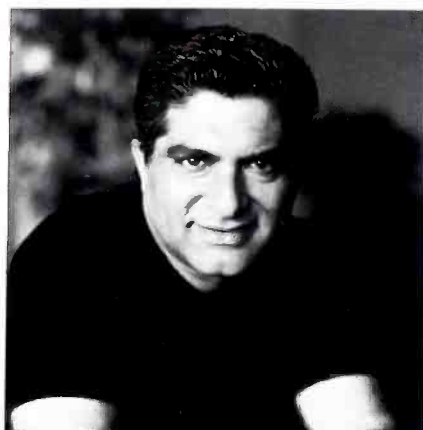
8-9 A.M. GIBBONS

**Friends of Bill W.**

11 A.M.-4 P.M.

**Exhibit Hall Open**

This area gets bigger and better with each passing year. Stop by the GAVIN booth for your complimentary goodie bag, then check out all the participating companies. This is also where our Silent Auction will be taking place, so be sure to check out the bargains and get your bids in early (and late).



10:30 A.M.-NOON MANCHESTER ABC

**GAVIN Keynote:  
Dr. Deepak Chopra**

Following a continental breakfast, world-renowned author and speaker Deepak Chopra, M.D. will address the relationship between mind, body, spirit, and health in this exclusive GAVIN keynote address. Self-control and self-reliance are the keys to personal success and longevity, and Dr. Chopra will explain how—only by realizing our individual potential and awareness—can we build a meaningful future in today's rapidly changing world. Reprise artist Beth Nielsen Chapman performs.



NOON-12:30 P.M. EXHIBIT HALL

**Book Signing:  
Dr. Deepak Chopra**

Another reason to stop by the Exhibit Hall! After his keynote address, Dr. Chopra will be available to autograph his works. Books will be on sale, but if you've got a much-loved volume, bring it by. We're sure that after we've all been inspired by his talk, he'll be swamped with requests.

12:30-2 P.M. SUITE 3929

**Rykodisc Party**

A light lunch, beverages, and Kelly Joe Phelps performing for A3 and Americana enthusiasts. What more could you ask for?

12:30-2 P.M. WINDSOR

**Urban Keynote:  
Cathy Hughes**

GAVIN's Radio Coach Quincy McCoy interviews the founder and owner of the nation's largest black-owned broadcast company, Radio One, Inc. Topics will range from the state of today's radio business to how Hughes grew her company from a solo AM in Washington D.C., to acquire high profile stations in Atlanta, Baltimore, Philadelphia, and most recently, Detroit and San Francisco. Hughes is an outspoken, savvy businessperson whose diverse career has established her as a prominent role model and mentor in our industry. Hughes, a strong believer in community-based radio and giving something back, will offer positive advice for everyone interested in where the fast-changing world of radio is headed and how it will transform us all.

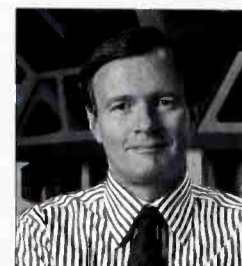


12:30-2 P.M. CUNNINGHAM

**One-on-One With  
Bill Moyes**

Sponsored by Windham Hill

Bill Moyes, President of Moyes Research Associates, has long been a champion of Adult Contemporary radio, and he will share his wisdom in this Q&A session. Moyes' extensive experience on the cutting edge



of ratings and research analysis makes him a logical choice to be GAVIN's first ever A/C keynoter.

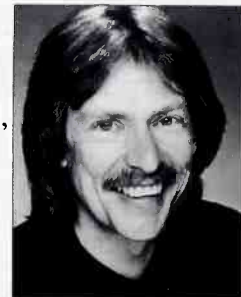
We'll focus on what works and what doesn't in America's most listened-to radio format. Arrive early for a showcase from legendary singer-songwriter and Windham Hill recording artist Janis Ian.

12:30-2 P.M. REGENCY AB

**Smooth Jazz and  
Jazz Whenjagitin**

Sponsored by Higher Octave Music

Saxophonist Bryan Savage is ready for his Higher Octave Music debut release in April, and here's our chance to hear Savage's quartet live a few weeks before the CD is out. Rick Braun produced seven tracks, no doubt adding some *oomph* to Savage's already sweet and "smooth" sound.



12:30-2 P.M. GIBBONS

**GAVIN Rocks'  
Unnecessary Evil:  
Chart Exploitation**

Do trade charts reflect what stations are actually playing, or are they just an instrument for promotion? Discover if charts are a true reflection of sales or just another deceitful avenue for over-zealous hard rock/metal directors who report fictitious spins for promo goods. Moderator: Joey Severance, Metal Blade Records. Panelists include: Marc Meltzer, The Syndicate; Sean McKnight, Nuclear



Blast Records; Kevin Rose, Mayhem/Fierce Records; The Tink, WVUD-Newark; Stef Wood, KCSU-Fort Collins.

12:30-2 P.M. GALLERY ROOM

**Collegé Career Day**

Career-oriented college radio attendees will be able to have one-on-one discussions with various professionals from the entertainment industry in order to better educate themselves on how to focus on and achieve professional goals.

Informally chat with those who have already paid their dues and are enjoying the benefits of dedication, persistence, and, ultimately, success. Available



for discussion will be Andrew Ellis, Converse; Amy Finnerty, MTV; Jim Guerinot, Time Bomb; Roland West, Live 105; Mark



Trombino, /producer; and Mike Watt, Columbia recording artist.

2-3:30 P.M. MANCHESTER ABC

**Rap Keynote Conversation: The X-ecutioners**



Maximum respect for the format's sonic architects is long overdue and as always, GAVIN is first to give it to this pioneering four-man turntable crew. They will chat with Rap Editor Thembisa S. Mshaka, then they'll floor you when they speak with their hands.

2:15-3:45 P.M. CUNNINGHAM

**Getting the Most out of Your Music Test**

How often should you test your music? What's the best way to test it? What are the advantages and drawbacks of the different methodologies available? Some of radio's researchers offer insight—and some

controversy—in this audience-participation session. Panelists include:

Broadcast Architecture's Frank Cody, Kelly Music Research's Tom Kelly,

Critical Mass Media's John Martin, Moyes Research Associates' Bill Moyes, and Strategic Media Research's Amy Vokes.



2:15-3:45 P.M. REGENCY AB

**Active/Alternative Crossfire: Can't We All Just Get Along?**

Is there friction between the Active Rock and Alternative formats? If so, why? Is Active out-selling Alternative or visa versa? Are the formats inadvertently mutating into one? Why are artists pigeonholed to one format or the other? Explore these and other issues at the first ever Active/Alternative GAVIN seminar panel. Co-Moderators: Max Tolkoﬀ and Rob Fiend, GAVIN.

Panelists include: Dave Douglas, WAAF-Boston; Leslie Fram, WNNX (99X)-Atlanta; Curtis Johnson, KRXQ-Sacramento; Dave Richards, WRCX-Chicago; Loris Lowe, KLBJ-Boston.

2-3:30 P.M. REGENCY DE

**Top 40 Jukebox Jury**

Sponsored by Millamark

What do the ears hear? Through the magic of interactive technology, brand new releases get put to the test. A panel of radio's most musically intense will rate the tunes. Find out how

their scores match up with everyone else in the room. Among last year's big winners were Hanson, Third Eye Blind, Robyn, and Sister Hazel. You'll also be treated to a performance from Millamark recording artist Exta'Zia.



3:30-5 P.M. MANCHESTER GHI

**GAVIN Global Soundstage: The Future of Radio, Music, and Online Technology**

Sponsored by N2K Encoded Music



The Zimmermen join N2K Encoded Music President and noted producer Phil Ramone to take an entertaining and fast-paced look at past, present, and future technology and how it all relates to music and radio. Threat or exciting future growth potential? GAVIN and N2K team up by creating a special multimedia soundstage and broadcast our very first cyber Town Hall meeting. Three live musical guests—Jonathan Butler, Candy Dulfer, and Swamp Boogie Queen—from three corners of the world (South Africa, the Netherlands, and Los Angeles, respectively) will appear as musical walk-ons. Our riskiest endeavor yet! This is a live broadcast, so please be on time. Seating is limited.



4-5:30 P.M. REGENCY DE

**Hip-Hop Jukebox Jury**

Sponsored by MCA

Last year, we broke Buckshot's "No Joke" and DJ Pooh's "Whoop, Whoop!" to the industry during this interactive listening session. This year we do it with all new joints and a discussion of airplay dos and don'ts. Plus, a performance by MCA recording act Cosmic Slop Shop.

4-5:30 P.M. GALLERY ROOM

**Top 40: The People's Court of Crossover**

Sponsored by Def Beat

Can we get a witness? There'll be a dozen programmers "on the stand," being quizzed by members of the music biz on everything from the importance of a mixshow



base to the influence of indies and consultants. Extra security might be required in this courtroom. Check out new music from Def Beat recording artist Star, too.

5-7 P.M. WINDSOR

**A3 New Faces Showcase**

Sponsored by Columbia/Aware and Nettwerk

Columbia/Aware recording artists Train and Nettwerk recording artist Tara MacLean share the stage. Meet, mingle, and munch on complimentary treats.

5-7 P.M. CUNNINGHAM

**Jesse Cook Musical Showcase**

Sponsored by Narada

Narada recording artist Jesse Cook is literally working on his latest record as you read this. He only has a handful of tunes done, but he's flying out to San Diego to give everybody an advance of what he's laying down in the studio. His fiery and melodic blend of Flamenco-flavored guitar fits right in with the San Diego's Smooth Jazz heritage. Complimentary food and beverages will be served.



5:30-7:30 P.M. REGENCY AB

**College Welcome Party**

Sponsored by Blackbird Records

How can we top last year's Mexican wrestling you wonder? Well, this year we're bringing you remote control obstacle course racing. We'll feature styled-out Mercedes Benzes that go up to 25-miles per hour and the label reps that sponsor them. There will be a total of ten cars driven by the following teams: Atlantic, Mercury, Universal, A&M, Columbia, Zero Hour, Blackbird, and Interscope. We



will surely have some late entries as well. Contestants race the clock on



our custom built track to win the trophy. Food, drink, and entertainment will be provided by Blackbird Records; Brownie Mary and Everything will perform. Remember: friends don't let friends drive drunk.

7:30-9 P.M. MANCHESTER ABC

### GAVIN Jazz & Smooth Jazz Awards Presentation

Sponsored by GRP Recording Company

Peel us a grape! In celebration of ten years of GAVIN Jazz/Smooth Jazz coverage, Impulse! recording artist Diana Krall will perform tunes from her bestseller, *Love Scenes*, which has enjoyed Number One jazz air-play and Smooth Jazz crossover success.



Instead of a luncheon, we opted for a dress-up dinner affair. In addition to Ms. Krall's set, we'll also present the 1998 GAVIN Jazz/Smooth Jazz Awards, complete with guest artist presenters. The late great Duke DuBois will be honored, and another Steve Feinstein Innovation Award will be given out. Guest host for the awards portion is Dave Koz.

7:30-9 P.M. REGENCY DE

### Americana's Run for the Border

Sponsored by Rounder Records & Atlantic Records

GAVIN's Americana format kicks off its Seminar events with the ultimate fiesta! Corona, sangria, and the hottest party in San Diego! The Great Divide invites you to "Pour Yourself a Vacation" as they join L.A.'s hot Tejano rockers the Blazers and songbird Heather Myles at the Americana Cantina.

10 P.M.-2 A.M.  
WORTHINGTON'S LOUNGE

### Club MCA: Celebrating 40 Years of GAVIN

Remember how convention parties used to be? I mean, *really* used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do *not* bring your mother!

10 P.M.-1 A.M. SUITE 3906

### Virgin After Hours

Special appearances by Virgin recording artists. Who will be there? Join us and find out!

10 P.M.-1 A.M. SUITE 933

### Island, Columbia, Atlantic Meet and Greet

Artists from all three labels host this beach-themed shindig. Join us for casual conversation and cocktails.

10:30 P.M.-2 A.M. SUITE 924

### Atlantic Jazz and Smooth Jazz Party

Enjoy the hospitality of Atlantic Records as you relax and wind down from the first day's events. A bevy of performers will be on hand to raise the party vibe.

## Friday February 6

8 A.M.-5 P.M. HYATT LOBBY

### Registration

8-9 A.M. GIBBONS

### Friends of Bill W.

11 A.M.-5 P.M.

### Exhibit Hall Open

This area gets bigger and better with each passing year. Stop by the GAVIN booth for your complimentary goodie bag, then check out all the participating companies. This is also where our Silent Auction will be taking place, so be sure to check out the bargains and get your bids in early (and late). Bidding closes at 4 p.m., and results will be announced here at a wine and cheese reception tonight at 5 p.m.

9-10:30 A.M. REGENCY AB

### Programming Your Cluster: Defining the New Group PD

Sponsored by SW Networks

Enjoy a continental breakfast before you learn to develop an overall strategy. Conducting research,

balancing stations within a market cluster, melding corporate cultures under one roof.

Consolidation has introduced a number of new challenges to the role of program director—and we've assembled this panel of group programming experts to share their war stories with you. Featuring Chancellor Media's Steve Rivers, Clear Channel Communications' John Roberts, Radio One's Steve Hegwood, and Emmis Broadcasting's Rick Cummings.



9:30-11 A.M. GALLERY

### Smooth Jazz Format Meeting

Sponsored by Telarc Jazz Zone

What's the real story behind CD compilations? What are the latest direct marketing weapons? How are label staffs accommodating artist relations? What promotions ideas (both institutional and new) will keep Smooth Jazz radio on top? Is there an ethnicity factor in programming Smooth Jazz? How is consolidation treating the format? We will examine how the music and the station sound has evolved over the last decade. Your hosts will be



Broadcast Architecture's Allen Kepler and WQCD's Steve Williams, and panelists include artist manager Steve Chapman, media maven Susan Pfeifer, and other programmers and label experts TBA. Special performance by Telarc Jazz Zone guitarist Thom Rotella. Stop by for continental breakfast and some soulful guitar.

9:30-11 A.M. MANCHESTER BC

### The "Professionalization" of Non-Commercial Radio

Sponsored by Revolution

This agenda includes cultivating industry relationships and the art of no-cost promotions, the survival of locally-originated music programming versus satellite news programming, and the use (or non use) of computer technology to road-map your sound. How do you brand yourself as a music station in-between landmark NPR shows like *Morning Edition* and *All Things Considered*? Building databases to help drive cume. Succeeding at non-beg-a-thon pledge drives. All this hosted by Dore Stein of KALW-San Francisco, perennial host of one of the Bay Area's longest-running specialty shows, *Tangents*. Special musical guest Gerald Collier.



### United Artist Theatres Teams with Gavin Music Evaluation

The Satellite Theatre Network

This is the room where the hits are born. United Artist's amazing Satellite Theatre Network technology will return to assist us in evaluating music at this year's Alternative Jukebox Jury 2000, A3 On the GRIDdle, as well as the Top 40, Jazz, Smooth Jazz, Active Rock, Hard Rock, College, and Hip-Hop Jukebox Juries. After a portion of the song is played, the entire room will make their evaluations along with the panel on a cordless keypad. The results will then be beautifully projected on the big screen. Breakdowns by gender, industry (records vs. radio), age, and many other specifics can add to a mere numerical rank, giving us all more information from which to base final decisions.



10-11:30 A.M. REGENCY DE

**Adult Contemporary's All-Audio Experience and Jukebox Jury**

*Sponsored by Arista Austin*

We begin with a showcase from the brilliant new Arista Austin recording artist **Abra Moore**.



Then it's on to a very unusual convention/seminar experience. No speakers or talking heads, just what we're calling the "A/C Earcheck." Listen to clips and other odd and/or entertaining moments from A/C radio. That's followed by the ever-popular Jukebox Jury, where we'll preview unreleased and very new music and rate 'em with hi-tech gadgets compliments of United Artists' theater research system.

10-11:15 A.M. WINDSOR

**Radio One, Inc.: Superserving the African American Market**

Top Radio One executives will explain their successful approach to radio programming and community service. This radio chain believes in its responsibility to serve the community, but also addresses the key issue of what people want from the radio—entertainment. We'll answer questions key to every station, including how to mix community commitment with entertainment and successfully brand yourself. This panel will be moderated by Radio One's Vice President of Programming, **Steve Hegwood**.

10:45 A.M.-12:15 P.M. CUNNINGHAM

**Re-issues at College Radio: Do They Belong?**

*Sponsored by Tripek Records*

Re-issued music has become sort of a no-man's land in the world of college radio. While some stations embrace re-issues, others will not play them because the music is considered "too old." We have seen a surprising number of re-issues impact our charts recently, and a growing number of companies are investing time and money delving



into archives to re-release rare or previously unheard material. Rhino's **Bill Smith** will lead a close examination of how this music fits into the whole college radio picture. Panelists include: **Ian Fitzpatrick**, WUNH; **Lawrence Kay**, KALX; **Tara MacKay**, WTSR; **Dan Mackta**, Autotonic; **Julie Muncey**, Warner Bros.; **Carolyn Wolfe**, Atlantic Records. Performance by **Tom, Dick & Harry**.

11:30 A.M.-1 P.M. MANCHESTER GHI

**Rap Gets Back to Basics: The Connection Between Street Promotion and Radio Success**

Seems with all the hype around hip-hop going pop, urban executives are underestimating the power of street coverage. This panel examines why we've forgotten our roots, the future of street promotion, and its link to long-term success at radio.

11:45 A.M.-1:15 P.M. REGENCY DE

**Jazz Jukebox Jury**

*Sponsored by Verve Records*

**Tony Sisti** of KSDS and WDNA's **Arturo Gomez** host this session. In addition to grading new music, you in the audience will provide an electronic consensus on today's hot topics via multiple choice and true/false responses. We'll also be featuring a short set by Verve recording artists **Charlie Haden** and **Kenny Barron** along with the music evaluation.



11:45 A.M.-1:15 P.M. WINDSOR

**A3 Glory & Consequence: From Notable Successes to Bad Habits**

*Sponsored by Windham Hill*

This is the stuff no one ever talks about. What started as an invitation to **Jody Petersen** of **The Point**

(WNCN) to help us put together a discussion group resulted in her enlisting **Ryko's Mike**



**Marrone** and **Songlines' Sean Coakley**. Mike will swing the mic, posing questions to a panel and the room. Subjects on a focused agenda: Reasons to play artists as opposed to reasons not to. What's wrong with owning an artist and how do you do it? Radio's reliance on record companies to subsidize their marketing budget. Artist development—what does it really cost and why? Live music by **Windham Hill** recording artist **Jules Shear** plus a secret guest.

11:30 A.M.-1 P.M. GALLERY ROOM

**Gavin Urban Awards Presentation**

*Sponsored by Mercury Records*

The Urban Awards presentation will take a little longer because of the expanded categories. This year the station of the year categories include major, large/medium, and small markets, plus winners for **Program Director** and **Music Director** in each of the three groups. This will also be the debut year for **Urban A/C Station of the Year**, **Artist of the Year** award, and **Comeback Label of the Year** award. Last but not least, we will award the **Sunny Joe White Award** for creativity and innovation and the **Quincy McCoy Mentoring Award** for outstanding service in helping others. Join us as we honor the best minds in our format for their contributions to the urban format.

12:30-2 P.M. CUNNINGHAM

**The Truth About Phantom Cume**

Almost half of all ratings diaries don't include all stations that diary-keepers actually listened to during that survey period. You know it as **Phantom Cume**, and it's the basis for a major study conducted by **Paragon Research** for GAVIN. What does **Phantom Cume** mean for you? Can you convert some of those



cumers into diary mentions? Does it matter? These questions and many more will be answered during this exclusive presentation by **Paragon Research** Managing Partner **Mike Henry**.

1-2:30 P.M. REGENCY AB

**Top 40 Roundtable**

*Sponsored by Polydor*

As the format fire continues, expect a candid discussion of what it took to right the ship—and ways to avoid following the map left behind by the **Titanic**. Hear tips on how to stay on top as we approach the millennium. Participants include **Jefferson-Pilot VP/Programming Don Benson**, **KIIS/FM-Los Angeles PD Dan Kieley**, **Z100-New York PD Tom Poleman**, and **KRQ-Tucson PD Tim Richards**. An a cappella performance by **Code Red** opens the meeting.



1:15-3:15 P.M. MANCHESTER ABC

**Gavin A/C Awards Presentation**

*Sponsored by McD Promotion, Entertainment Promotion, BNA Records, and Vanguard Records*

This year's awards luncheon will start with showcases from **Venice** and **Ray Vega**, and then we'll proceed to hand out 15 GAVIN Awards, including our first-time ever **Hot A/C awards** for **PD**, **MD**, and **Station of the Year**.

1:30-2:45 P.M. REGENCY DE

**Hard Rock Jukebox Jury**

Listen to the new aggressive music that will be worked to hard rock/metal radio in 1998. Judge what works and what doesn't through the **UA electronic scoring system** and find out what will top the charts in the new year. Moderator: **Tom "Smitty" Smith**. Panelists include: **D.J. Pelusa**, **WCWP-Brookville**; **Pete Marlucci**, **WVUM-Coral Gables**; **Chip McCabe**, **WJCS-New Britain**.

1:30-2:45 P.M. GALLERY ROOM

**Country Welcome Luncheon**

*Sponsored by Curb/Universal*

This delicious California cuisine treat will be highlighted by a performance from **Curb/Universal** newcomer **Brad Hawkins**. Meet and mingle with friends old and new.



2-3:30 P.M. GIBBONS

**Warner Bros. Jazz Meet & Greet**

Immediately following the Jazz Jukebox Jury, Warner Jazz will host an artist meet-and-greet with a little food and beverage. Artists are TBA, but, jeez, if Chris Jonz, Matt Pierson, Deborah Lewow, Randall Kennedy, and other Warner heavies are hanging around, who could beat that?

2:30-4 P.M. MANCHESTER GHI

**Branding Your Station on the Internet**

Is the Internet a cash cow...or just plain bull? This "JAM-packed" session, developed by Chicago-based JAMtv, examines how you can make your Web site an extension of your station. How do you build a Web site that provides substance to the flash? How do you create a real on-line vibe? Can you make money on the Internet? This exclusive session dispenses with the bull and gives you straight answers. Moderated by JAMtv's Patrick Blake and including a panel of experts.

2:45-4 P.M. REGENCY DE

**Active Rock Jukebox Jury: Hit or Miss?**

Get a sneak preview of the music that will impact the future of Active Rock airwaves. Listen to new music and decide if its worthy of Active airplay



by casting your vote via the UA electronic scoring system. Moderator: Ray Gmeiner, Virgin Records. Paul Cannell, KTUX-Shreveport; J.J. Jeffries, KUPD-Phoenix; Shanon Leder, KIOZ-San Diego; Jo Robinson, WRCX-Chicago.

3:30-5 P.M. WINDSOR

**Country's Three Cs: Consolidation, Competition, and Congestion**

Sponsored by Arista Nashville & Asylum Records

KMPS-Seattle MD Tony Thomas leads an open forum discussion focused on the issues that are causing growing frustration in the for-

mat. Will radio bow to pressure from Wall Street to up the bottom line? How will labels compete in an ever more crowded field? How will new music fare as playlists continue to tighten? Arista Nashville newcomer Jim Collins and Asylum's Melodie Crittenden will perform.



4-5:30 P.M. CUNNINGHAM

**Americana: Pro-active Programming and Creative Marketing**

Sponsored by Rounder Records

Bruce Kidder of KHYI, Eric Kaufman of KLOA, and Tom Frouge of WPKN get together with label gurus Brad Hunt of Paladin, Karen Lee of Ark 21, and Liz Opoka of Razor & Tie to discuss the relationships between marketing and programming. Emphasis will be on creative approaches to raising station's visibility and growing a niche in the marketplace. Performing will be Rounder recording artists the Woodys.

4:30-6 P.M. REGENCY DE

**Alternative Jukebox Jury 2000**

Rich Wall, Sean Demery, Carter Alan, Pat Ferrise, Dave Hill, Suzie Dunn, Mike Peer, and Chris Ewing will sit behind bullet-proof glass while passing judgment on new songs no one has (hopefully) leaked. Like last year we're using a new high-tech system created by United Artists for their theater chain. Just about everyone in the room will get a little electronic box to play with. You're gonna love it. Last year you loved Third Eye Blind (became huge thankyouverymuch), Naked (another radio friendly band in 1997), Abra Moore (Grammy nomination thankyouverymuch), and Lecture on Nothing (on a little label from San Francisco called Pop Mafia...there's a new song coming: pay attention). Wait 'til you hear this year's entries.

5-5:30 P.M. EXHIBIT HALL

**Silent Auction Wine & Cheese Reception**

Join us as we announce the winning bids in our first ever Silent Auction. All proceeds benefit

Musician's Assistance Program, so be sure to drop by.

6:30-9 P.M. HYATT REGENCY EMBARCADERO NORTH

**The Gavin Cocktail Party: Tastes of San Diego**

Presented in association with JAMtv, MCA, and Gig Magazine

We once again bring you the best siorée in town, happening this year in the cove on the bay behind the Hyatt. In the event El Niño decides to pay us a visit, we'll be moving the party to a drier location. As always, we don't want to give too much away, but be prepared for surprises.

10 P.M.-2 A.M.

WORTHINGTON'S LOUNGE

**Club MCA: Celebrating**

**40 Years of GAVIN**

Remember how convention parties used to be? I mean, really used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do not bring your mother!

10 P.M.-2 A.M. SUITE 924

**Broadcast Architecture Reception**

Unwind from the day's events and enjoy the hospitality of Broadcast Architecture in a Jazzy and Smooth environment.

**Saturday February 7**

9 A.M.-3 P.M. HYATT LOBBY

**Registration**

8-9 A.M. GIBBONS

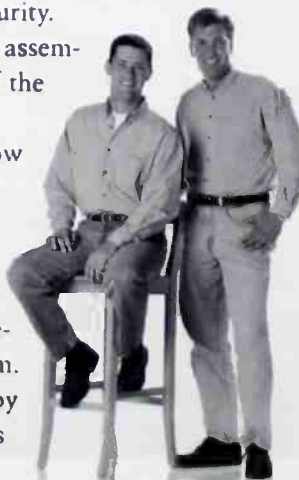
**Friends of Bill W.**

9:30-11 A.M. REGENCY AB

**Anatomy of a Killer Morning Show**

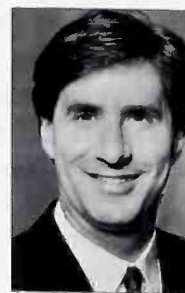
Sponsored by SW Networks & SESAC

Your morning show is key to your station's ratings—and your own job security. This session assembles some of the industry's morning show stars to see what's involved in developing a killer drive-time program. Moderated by the infamous



Jack Silver, PD at KLSX/FM-Los Angeles.

Participants include Tony & Kris, KSON/FM-San Diego; Tracy Johnson, PD at KFMB/FM Star



100; and Karen Lightfoot, Exec. Producer of Sway and KMEL/FM-San Francisco's *Sway and the Breakfast Club*.

9:30-11 A.M. REGENCY DE

**Smooth Jazz Jukebox Jury: More Than Just Examining the Hits**

Sponsored by Instinct Records

It's one of our most talked-about sessions! Hit records for the format are born in this room! We're bringing back the United Artists Network Theater technology and, in addition to grading new music, you in the audience will provide an electronic consensus on today's hot topics via multiple choice and true/false responses. Guest jurors include GRP-Impulse! President/producer Tommy LiPuma, Windham Hill exec Ron McCarrell, WNUA's Paul Goldstein, KIFM's Kelly Cole,



KYOT's Nick Francis, Verve Records' Bud Harner, guest KIFM Smooth Jazz listeners, and programmers from the audience who will fill vacant "hot seats." This year, meet guitarist Brian Tarquin, currently on the air with a mellow version of Jeff Beck's "Freeway Jam." Continental breakfast served at 9 a.m.

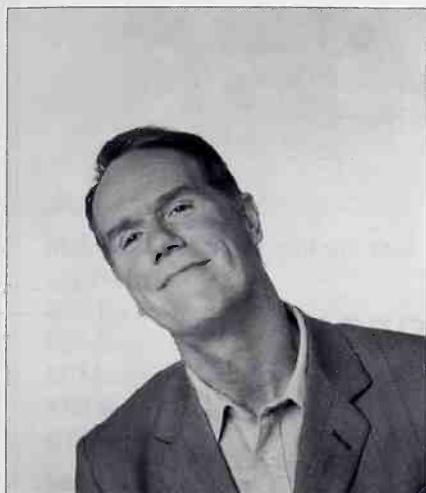


10-11 A.M. CUNNINGHAM

**Americana Meet and Greet**

*Sponsored by Virgin*

Stop by and say hello to Loudon Wainwright III, who will perform a few songs from his upcoming Virgin release *Little Ship*. Meet, mingle, and enjoy the tunes.



10:45 A.M.-12:30 P.M. MANCHESTER ABC

**Southern California's Legends of the Airwaves**

*Sponsored by RCA Records*

Radio greats gather for what promises to be yet another unforgettable discussion, sure to reveal some never-before-heard stories. On hand will be: Star 100.7-San Diego fun-



sters Jeff & Jer, longtime San Diego morning man (now at KMXZ-Tucson) Bobby Rich, KHJ Boss Jock (now at KIK/FM-Los Angeles) Charlie Tuna, and San Diego superstar (now at KRTH/K-Earth-Los Angeles) "Shotgun" Tom Kelly. RCA recording act Behan Johnson will perform.

11:30 A.M.-1 P.M. WINDSOR

**Women of the Radio and Music Landscape: Entitlement and Empowerment**

Three years ago, this workshop was known as "Women of the Urban Landscape," but this session became so populated with women from every format and music genre that we've opened it up to keep pace

with the momentum and power of women in our industry. Moderating for her third year is Helen Little, Operations Manager of WUSL/FM-Philadelphia. Other panelists include: Michelle Madison, VP Promotion Elektra Entertainment; Marthe Reynolds, Senior Director Crossover Promotion Island Records; and KMPS/KYCW-Seattle GM Becky Brenner.



Little, Operations Manager of WUSL/FM-Philadelphia. Other panelists include: Michelle Madison, VP Promotion Elektra Entertainment; Marthe Reynolds, Senior Director Crossover Promotion Island Records; and KMPS/KYCW-Seattle GM Becky Brenner.



11:30 A.M.-1 P.M. REGENCY DE

**A3 On the GRIDdle**

*Sponsored by Mercury Records*

This time it's serious. We'll be bringing back the United Artists Satellite Theater Network technology to evaluate music and discuss related hot-button topics spinning out of the music. WXPB's Bruce Warren will select the music, and results will be instantaneously sorted and displayed. Mercury artist Steve Poltz will be our special musical guest.

11:30 A.M.-1 P.M. GIBBONS

**Jazz Format Meeting**

*Sponsored by Honest Entertainment/Linn Records*

Jazz radio has had a rough and tumble year, and needs to restrengthen its focus. It needs to know who it's competing with, how to tighten up its music delivery, establish "station-ality," and exam-



ine its music scheduling infrastructure. Expect a free-for-all and lots of heat. KXJZ's Gary Vercelli and GAVIN's Keith Z will host this hot session. Guests will include KPLU's

Joe Cohn, KLON-Long Beach General Manager Judy Jankowski, and WDUQ-Pittsburgh PD Dave Becker. Honest Entertainment/Linn Records recording artist Claire Martin will perform a few tunes.

12:30-2 P.M. MANCHESTER GHI

**Rap Radio DJ and Coalition Roundtable**

*Sponsored by RCA Records*

This solution-oriented "anti-panel" promises as much controversy as it does information. Rap Editor Thembisa S. Mshaka gathers programmers and executives in the round for open discussion of our format's burning issues. Think of it as the inaugural session of the GAVIN Rap Congress, with coalitions from the Bay Area, New York, the Carolinas, and the Northeast represented. Performance by RCA recording artist Sylk E. Fyne

12:30-2 P.M. CUNNINGHAM

**GAVIN Americana Awards Presentation**

*Sponsored by Decca Records*

Who will the winners be this year? Drop by and find out. We'll also be featuring a showcase from Decca recording artist Chris Knight. You don't want to miss it!

1:30-3 P.M. MANCHESTER ABC

**GAVIN Top 40 Awards Presentation**

*Sponsored by Elektra and Curb*

Capping off this year's Seminar is our annual Awards Luncheon. Find out who you've voted for as the best in Top 40 radio and music; plus, this year's Charlie Minor Best Buddy Award will be handed out. You'll also be entertained by music from Elektra's Dakota Moon and Curb's Jana.

1:30-3 P.M. REGENCY DE

**College Jukebox Jury**

*Sponsored by Red Ant Entertainment*

Last year's Jukebox Jury turned out to be a huge success and surprise with the Asylum Street Spankers and Atari Teenage Riot cold kickin' it live! This year should be a worthy followup, as ten lucky contestants will be plucked from the captive audience and placed on-stage to listen to and rate soon-to-be released music using the latest technology. We will then discuss the

results among panelists as well as participating audience members. Expect some heated critiques, as our judges are tighter than James Brown's horn section. Symposium will perform.

1:30-3:30 P.M. REGENCY AB

**GAVIN A3 Awards Presentation**

*Sponsored by Sire Recording Group*



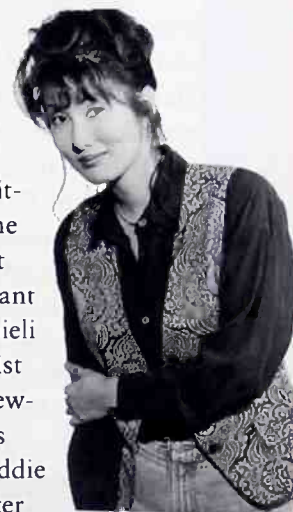
The previous two years, we enjoyed Steve Earle and Paula Cole. This year Sire recording group the Farm Dogs have consented to be our special musical guests for the A3 Awards. They'll be featuring new material from their upcoming album, *Immigrant Sons*. Always the Seminar's hottest Triple A event, join Bernie Taupin and his fellow mutts as we honor the brightest and the best.

4:30-5:30 P.M. MANCHESTER ABC

**JVC All-Stars Featuring Chieli Minucci and Hiroka Kokubu**

*Sponsored by JVC/JMI Music*

JVC Music is home to many jazz and Smooth Jazz hit-makers. Gracing one stage for a compact set will be a dominant lineup: guitarist Chieli Minucci, keyboardist Hiroko Kokubu, newcomer saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. Also appearing:



a new JVC signing too hot to mention.





4:30-6 P.M. REGENCY ABC

**GAVIN Rap Awards  
Presentation**

*Sponsored by Epic*

This event gets better every year. With Wu-banger Cappadonna and Entertainment artists Charli Baltimore and Cam-Ron slated to appear, the tradition continues. Plus: One-time only Dubious Awards! Don't miss knowing who comes out on top.

5-7 P.M. 4TH & B

**GAVIN Alternative  
Awards  
Presentation**

*Sponsored by Arista Austin*

I'm tired of hearing about how hung-over everyone is when we do the awards luncheon. Fine. Go have fun Saturday, then come back and get ready to party. BR5-49 will entertain, we'll hand out awards, then we'll watch Halloran's Fourth Annual Video Year in Review. At that point, we'll all be drunk and laughing too hard to be mad at Halloran. This off-site affair happens at a cool Gaslamp District club. Shuttle leaves from the front of the Hyatt at 4:45 p.m. sharp.

7-11 P.M. HORNBLOWER YACHT

**GAVIN  
Rocks/College  
Awards Boat Bash**

*Sponsored by Jive/Silvertone, Century Media, Slipdisc, and Cyber Octave*

Come aboard the Hornblower Yacht's Lord Hornblower for the 1998 GAVIN Rocks/College Awards and boat bash. All Active Rock, Hard Rock, and College format people are welcome to cruise the San Diego harbor and take in performances by Cyber Octave's Buckerhead, Century Media's Stuck Mojo, Slipdisc's Icos and Jive/Silvertone's Hed(pe). Also, see who takes home trophies this year. The boat boards at 7 p.m. sharp at the Marriott Hotel Dock, next to the Hyatt Regency.

10 P.M.-2 A.M. WORTHINGTON'S  
LOUNGE

**Club MCA:  
Celebrating 40  
Years of Gavin**

Remember how convention parties used to be? I mean, *really* used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do *not* bring your mother!

# The First Annual Gavin Seminar Silent Auction Help Gavin Help MAP

# MAP

musicians' assistance program

The Musicians' Assistance Program (MAP) was founded in April, 1992, to help members of the music community recover from drug and alcohol abuse. Since then, over 300 music and industry professionals have turned to MAP for assistance.

Headquartered in Los Angeles, MAP now provides services in New York City, Chicago, Nashville, Minneapolis, and New Orleans. MAP's remarkable success is due in great part to its network of recovering music industry professionals, who willingly donate their time and money to the organization they credit with helping them overcome their addictions.

Thursday, February 5, 11-4 p.m.: Open Bidding

Friday, February 6, 11-5 p.m.: Open Bidding

Friday, February 6, 5-5:30 p.m.: Wine & Cheese Reception with official announcement of winning bids.

Where: Gavin Exhibit Hall/Manchester DEF  
(2nd Floor, Hyatt Regency)



# Congratulations

## To The 1998 Gavin Award Nominees

WINNERS WILL BE ANNOUNCED AT INDIVIDUAL FORMAT PRESENTATIONS  
THROUGHOUT THE SEMINAR. PLEASE CHECK THE AGENDA FOR TIMES AND LOCATIONS.

### A3

#### Major Market Station of the Year

CIDR-Detroit  
KFOG-San Francisco  
KGSR-Austin  
KMTT-Seattle  
WVRV-St. Louis  
WXRT-Chicago

#### Station of the Year

KOTR-Cambria  
KPIG-Watsonville  
KRSH-Santa Rosa  
KTHX-Reno  
WNCS-Montpelier  
WRRX-Gainesville

#### Non-Commercial Station of the Year

KSUT-Ignacio  
WCBE-Columbus  
WFUV-New York  
WNCW-Spindale  
WXPB-Philadelphia  
WYEP-Pittsburgh

#### Non-Commercial Radio Person of the Year

Maxx Faulkner, WCBE-Columbus  
Rita Houston, WFUV-New York  
Stasia Lanier, KSUT-Ignacio  
Greg Meitus, WYEP-Pittsburgh  
Leslie Stewart, WFPK-Louisville  
Bruce Warren, WXPB/World Cafe-Philadelphia

#### Program Director/Operations Manager of the Year

Barbara Dacey, WMVY-Martha's Vineyard  
Jody Denberg, KGSR-Austin  
Jim Herron, WBOS-Boston  
Paul Marszalek, KFOG-San Francisco  
Chris Mays, KMTT-Seattle  
Norm Winer, WXRT-Chicago

#### 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

##### Major Label of the Year

A&M Records  
Arista Records  
Elektra/EEG  
Interscope Records  
Mercury Records  
Warner Bros. Records

#### Label of the Year

Arista Austin  
Ark 21  
Capricorn Records  
Rounder Records  
Razor & Tie  
Vanguard Records

#### National Major Label Promotion Person of the Year

Ted Edwards, Virgin Records  
David Einstein, Mercury Records  
Lisa Michelson, Elektra/EEG  
Art Phillips, RCA Records  
Bonnie Slifkin, Atlantic Records  
Nancy Stein, Warner Bros. Records

#### National Promotion Person of the Year

Jeff Cook, Capricorn Records  
Michael Marrone, Rykodisc  
Meg MacDonald, Vanguard Records  
Liz Opoka, Razor & Tie  
Leslie Rouffe, Rounder Records  
Susanne White, Guardian Records

#### Independent Promotion Person of the Year

Michele Clark, Michele Clark Promotion  
Sean Coakley, Songlines  
Michael Ehrenberg, Outsource Music  
Susan Levin, Coast to Coast Promotion and Marketing  
Harry Levy, Levitation Entertainment  
Kevin Sutter, M3

#### Gavin Artist of the Year

Fiona Apple (WORK/Clean Slate)  
Paula Cole (Warner Bros./Imago)  
Shawn Colvin (Columbia/CRG)  
John Fogerty (Warner Bros.)  
Sarah McLachlan (Arista/Nettwerk)  
The Wallflowers (Interscope)

#### Gavin Album of the Year

Paula Cole, *This Fire* (Warner Bros./Imago)  
Shawn Colvin, *A Few Small Repairs* (Columbia/CRG)  
Dave Matthews Band, *Crash* (RCA)  
Sarah McLachlan, *Surfacing* (Arista/Nettwerk)  
Rolling Stones, *Bridges to Babylon* (Virgin)  
The Wallflowers, *Bringing Down the Horse* (Interscope)

#### Gavin New Artist of the Year

Matchbox 20 (Atlantic/Lava)  
Abra Moore (Arista Austin)  
Beth Orton (Dedicated/Heavenly)  
Jeb Loy Nichols (Capitol)  
Maia Sharp (Ark 21)  
Whiskeytown (Outpost/Geffen)

### Adult Contemporary

#### Label of the Year

A&M  
Arista  
Atlantic  
Columbia  
Mercury

#### Label Promotion Executive of the Year

Mary Conroy, Atlantic  
Scott Emerson, A&M  
Elaine Locatelli, Columbia  
Claire Parr, Curb  
Mark Rizzo, Arista  
Kerry Wood, Mercury

#### Label Promotion Person of the Year

Bill Cason, Mercury  
Dana Keil, Elektra  
Etoile Shapiro, Arista and EMI  
Linde Thurman, Elektra  
Irene Vargas, Reprise

#### Independent Promotion Person of the Year

Donna Brake, Donna Brake Promotion  
Jerry Lembo, Lembo Entertainment  
Sandi Lifson, Sandi Lifson Promotion  
Mike Martucci, Tucci Promotion  
Tom Mazzetta, Mazzetta Promotion  
Jill McDonald, McD Promotion

#### Major Market Station of the Year

KOST-Los Angeles  
KVIL-Dallas  
WBEB-Philadelphia  
WLIT-Chicago  
WLTE-Minneapolis  
WLTW-New York City

#### Major Market Program Director of the Year

Bill Curtis, KVIL-Dallas  
Mark Edwards, WLIT-Chicago  
Jhani Kaye, KOST-Los Angeles  
Gary Nolan, WLTE-Minneapolis  
Jim Ryan, WLTW-New York City

#### Major Market Music Director of the Year

Johnny Chaing, KOST-Los Angeles  
David Joy, WPCH-Atlanta  
Charlie Lombardo, WALK-Long Island  
Alex O'Neal, KVIL-Dallas  
Donna Rowland, WBEB-Philadelphia

#### Large/Medium Market Station of the Year

KKCW (K103)-Portland, Ore.  
KOSI-Denver, Colo.  
KSFI-Salt Lake City  
WRCH-Hartford, Conn.  
WTPI -Indianapolis, Ind.

#### Large/Medium Market Program Director of the Year

Alan Camp, WRCH-Hartford, Conn.  
Dain Craig, KSFI-Salt Lake City  
Tom Holt, WWLI-Providence, R.I.  
Steve Suter, WLTS-New Orleans  
Scott Taylor, KOSI-Denver

#### Large/Medium Market Music Director of the Year

Joe Hahn, WRCH-Hartford, Conn.  
Jim Hanzo, WLTS-New Orleans  
Kevin Miller, KURB-Little Rock  
Scott Miller, WDOK-Cleveland

#### Small Market Station of the Year

KELO-Sioux Falls, S.D.  
KOSO-Modesto, Calif.  
WAHR-Huntsville, Ala.  
WBBO-Augusta, Ga.  
WKWK-Wheeling, W. Va.  
WMGN-Madison, Wis.

#### Small Market Person of the Year

Mark Anthony, KMXL-Joplin, Mo.  
Reid Holsen, KELO-Sioux Falls, S.D.  
Donna Miller, KOSO-Modesto, Calif.  
Bonny O'Brien, WAHR-Huntsville, Ala.  
John Patrick, WBBO-Augusta, Ga.  
Greg Vincent, WCBH-Terre Haute, Ind.

#### Hot A/C Station of the Year

KDMX-Dallas  
KFMB-San Diego  
KYSR-Los Angeles  
WBMX-Boston  
WKTI-Milwaukee  
WYXR-Philadelphia



**Hot A/C Program Director of the Year**

Danny Clayton, WKTI-Milwaukee  
Mason Dixon, WAKS-Tampa, Fla.  
Tracy Johnson, KFMB-San Diego  
Chuck Morgan, WMTX-Tampa  
Russ Morley, WMC-Memphis  
Angela Perelli, KYSR-Los Angeles

**Hot A/C Music Director of the Year**

Michelle Engel, WBMX-Boston  
Art Monroe, KMXX-Quad Cities  
Kelly Nash, WDAQ (98Q)-Danbury, Conn.  
Leonard Peace, WKTI-Milwaukee  
Greg Simms, KFMB-San Diego

**Alternative**

**Major Market Station of the Year**

KITS (Live 105)-San Francisco  
KROQ-Los Angeles  
WBCN-Boston  
WHFS-Washington, DC  
WKQX (Q101)-Chicago  
WNNX (99X)-Atlanta

**Medium Market Station of the Year**

KOME-San Jose  
KXRR (X96)-Salt Lake City  
KXTE-Las Vegas  
WEDG-Buffalo  
WEND-Charlotte  
WPBZ-West Palm Beach

**Small Market Station of the Year**

KFMA-Tucson  
KGDE-Omaha  
KQXR-Boise  
WGRD-Grand Rapids  
WHMP-Springfield, Mass.  
WQBK-Albany

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

Leslie Fram, WNNX (99X)-Atlanta  
Shellie Hart, KEDJ-Phoenix  
Alex Luke, WKQX (Q101)-Chicago  
Jim McGuinn, WPLY (Y100)-Philadelphia  
Oedipus, WBCN-Boston  
Kevin Weatherly, KROQ-Los Angeles

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

Ron Bunce, KWOD-Sacramento  
Mark Hamilton, KNRK-Portland  
John O'Connell, WPBZ-West Palm Beach  
Mike Stern, KXTE-Las Vegas  
Jay Taylor, KOME-San Jose  
Rich Wall, WEDG-Buffalo

**Small Market Program Director/Operations Manager of the Year**

Lynn Barstow, KGDE-Omaha/KMYZ-Tulsa  
Dan Binder, WQBK-Albany  
Rob "Blaze" Brooks, KRZQ-Reno  
Suzie Dunn, KFMA-Tucson  
Paul Kreigler, KMYZ-Tulsa/KYYS-Kansas City  
John Moschitta, WQXA-Harrisburg/WXDX-Pittsburgh

**Major Market Music Director of the Year**

Aaron Axelsen, KITS (Live 105)-San Francisco  
Pat Ferrise, WHFS-Washington, D.C.  
Kim Monroe, KNDD-Seattle  
Chris Muckley, XTRA/FM (91X)-San Diego  
Chris Patyk, KEDJ-Phoenix  
Mike Peer, WXRK-New York

**Medium Market Music Director of the Year**

Rick Brewer, WEND-Charlotte  
Robert English, WPBZ-West Palm Beach  
Chris Ewing, KXTE-Las Vegas  
Dave Hill, WMRQ-Hartford  
Al Mitchel, WROX-Norfolk  
Rod Ryan, KKND-New Orleans

**Small Market Music Director of the Year**

Nikki Basque, KPOI-Honolulu  
Sophia John, KKDM-Des Moines  
Tim Johnstone, KQXR-Boise  
Chaz Kelly, WXSX-Tallahassee  
Kelli McNamara, WQBK-Albany  
Steve Picard, WBTZ-Burlington

**Major Label of the Year**

Atlantic  
Capitol  
Geffen  
Interscope  
Universal  
Virgin

**Indie Label of the Year**

Capricorn  
Caroline  
Epitaph  
Mammoth  
Matador  
TVT

**Major Label National Promotion Person of the Year**

Stu Bergen, Epic  
Jon Cohen, Columbia  
Michael Idlis, Mercury  
Gary Spivack, Atlantic  
Sherri Trahan, Maverick  
Ted Volk, Geffen

**Indie Label National Promotion Person of the Year**

"Fat" Pete Burness, Fat Wreck Chords  
Nan Fisher, Capricorn  
Doug Ingold, Free World Ent.  
Jack Isquith, Time Bomb  
Errol Kolosine, Caroline  
John Perrone, TVT

**Independent Promotion Person of the Year**

Scott Burton, Jeff McClusky & Assoc.  
Marc Kordelos, U.N.C.L.E.  
Jonathan Lev, Mutant Promotions  
Jack Springer, Teknicolor  
Ted Taylor, Levitation Entertainment  
Del Williams, ARMS

**Americana**

**Label of the Year**

Ark 21  
Bloodshot  
Hightone  
Rounder  
Sugar Hill  
Watermelon

**Independent Promotion Person of the Year**

Michele Clark Promotion, Kim DiPietro  
Counterpoint Music Group, Jon Grimson, Tiffany Suiters  
Jacknife Enterprises, Jenni Sperandeo, Chris Roldan  
Al Moss Promotion, Al Moss, Mick Wainman  
Bill Wence Promotion, Bill Wence

**Gavin Album of the Year**

Steve Earle, *El Corazon* (E-Squared)  
Robbie Fulks, *South Mouth* (Bloodshot)  
Alison Krauss, *So Long, So Wrong* (Rounder)  
Tim O'Brien, *When No One's Around* (Sugar Hill)  
Buddy Miller, *Poison Love* (High Tone)  
Dale Watson, *I Hate These Songs* (Hightone)

**Label Promotion Person of the Year**

Darrell Anderson, Hightone Records  
Gail High, Sugar Hill Records  
Leslie Rouffe, Rounder Records  
Nan Warshaw, Bloodshot Records  
Eric Zappa, Watermelon Records

**Station of the Year**

WNCW, Spindale, N.C.  
KNBT, New Braunfels, Texas  
WMLB, Atlanta, Ga.  
KHYI, Dallas, Texas  
KPIG, Watsonville, Calif.

**Programmer of the Year**

Laura Hopper, KPIG-Watsonville, Calif.  
Mark Keefe, WNCW-Spindale, N.C.  
Bruce Kidder, KHYI-Dallas, Texas  
Matteson Rainer, KNBT-New Braunfels, Texas  
Don Yates, KCMU-Seattle, Wash.

**College**

**Station of the Year**

KUNV-Las Vegas, Nev.  
WICB-Ithaca, N.Y.  
WICB-University, Miss.  
WUNH-Durham, N.H.  
WTUL-New Orleans, La

**Music Director of the Year**

Ian Fitzpatrick, WUNH-Durham, N.H.  
Tara MacKay, WTSR-Trenton, N.J.  
Jonathan Mock, WUMS-University, Miss.  
David Shaenfield, KVRX-Austin, TX  
Ducky Slaughter, KUNV-Las Vegas, Nev.

**Major Label of the Year**

Capitol  
Elektra  
Interscope  
Virgin  
Warner Bros.

**Major-Affiliated Indie of the Year**

Astralwerks  
Grand Royal  
Matador  
Minty Fresh  
Sub Pop

**Independent Label of the Year**

Drag City  
Gern Blandsten  
Jade Tree  
Merge  
Ninja Tune

**Label Promotion Person of the Year**

Mike DePippa, Elektra  
Jenny Hayo, Sub Pop  
Julie Muncy, Warner Bros.  
Mike Newman, Virgin  
Carolyn Wolfe, Atlantic

**Independent Promotion Person of the Year**

Jon Landman, AIM  
Stephanie LeBeau, Vision Trust  
Dan Mackta, Autotonic  
Scott Rogers, McGathy  
Dave Sanford, SPECTRE  
Fred Schaaf, McGathy

**Jazz**

**Station of the Year**

KLON-Long Beach  
KPLU-Seattle/Tacoma  
WBGO-Newark  
WCPN-Cleveland  
WDNA-Miami  
WWOZ-New Orleans

**Radio Person of the Year**

Joe Cohn, KPLU-Seattle/Tacoma  
Bobby Jackson, WCPN-Cleveland  
Erv Jezek, WDCB-Glen Ellyn/Chicago  
Tony Sisti, KSDS-San Diego  
Gary Walker, WBGO-Newark  
Scott Willis, KLON-Long Beach

**Major Label of the Year**

Blue Note Records  
Columbia Records  
Impulse! Records  
Verve Records  
Warner Bros. Records

**Independent Label of the Year**

Arkadia Jazz  
Concord Records  
Evidence Records  
MAMA Foundation  
N2K Encoded Music  
Telarc International

**National Promotion Person of the Year (The Duke DuBois Award)**

Laura Chiarelli, Impulse! Records  
Stan Dunn, Concord Records  
Chris Jonz, Warner Bros. Records  
Julie Kerr, Verve Records  
Vikki Rickman, Telarc International

**Independent Promotion Person of the Year**

Michael Carlson, MC Promotions  
Neil Gorov, Groov Marketing  
Michael Hurzon, The Tracking Station  
Dr. Jazz, Dr. Jazz Operations  
Susan Levin, Coast To Coast Promotion & Marketing  
Neal Sapper, New World 'N' Jazz



**Gavin Artist of the Year**

Joe Henderson (Verve)  
Diana Krall (Impulse!)  
Kevin Mahogany (Warner Bros.)  
T.S. Monk (N2K Encoded Music)  
Oscar Peterson (Telarc International)  
Billy Taylor (Arkadia Jazz)

**Gavin Album of the Year**

Chick Corea & Friends, *Remembering Bud Powell* (Concord)  
Charlie Haden and Pat Metheny, *Beyond the Missouri Sky* (Verve)  
Joe Henderson, *Porgy and Bess* (Verve)  
Diana Krall, *Love Scenes* (Impulse!)  
Kevin Mahogany, *Another Time Another Place* (Warner Bros.)  
Jacky Terrasson & Cassandra Wilson, *Rendezvous* (Blue Note)

**Rap**

**Record Pool of the Year**

Heavyweights, Los Angeles  
Fut, Record Pool, Los Angeles  
Eardrum, Tables of Distinction, Washington, D.C.  
Rico Casanova, The PROS Record Pool, Oakland

**College/Community Station of the Year**

KUNV-Las Vegas  
WHCR-New York  
WHOV-Hampton  
WRAS-Atlanta

**College/Community Programmer of the Year**

Warren Peace, KUNV-Las Vegas  
Kevvy Kev, KZSU-Stanford  
Jay Wright, WHOV-Hampton  
James Lewis, WTCC-Springfield  
Shanik Mincie, WRAS-Atlanta

**Retailer of the Year**

Beat Street, New York City  
Earwax, Atlanta  
Fat Beats, New York City  
Fortune Records, Los Angeles  
George's Music Room, Chicago  
VIP Records, Long Beach

**Commercial Station of the Year**

KKBT-Los Angeles  
KMEL-San Francisco  
KPWR (Power 106)-Los Angeles  
WHTA (Hot 97.5)-Atlanta  
WQHT (Hot 97)-New York

**Mixshow Personality of the Year**

Julio G, KKBT-Los Angeles  
Fuzzy, KPWR (Power 106)-Los Angeles  
Angie Martinez, WQHT (Hot 97)-New York  
Kool DJ Red Alert, WQHT (Hot 97)-New York  
Sway & King Tech, Wake-Up Show (Syndicated)

**Independent Label of the Year (Self-Distributed)**

7 Heads Entertainment  
Makin' Records  
No Limit Records  
Rawkus Entertainment  
Tommy Boy

**Independent Radio Promotion Person of the Year**

Byze-One, Word...Lyfe Promoshunz  
Jackie Paul, East-to-West  
Tyesh Harris, Odyssey Entertainment  
Wes Jackson, 7 Heads Entertainment

**Independent Label of the Year (Distributed by a Major)**

Bad Boy Entertainment  
Def Jam Recording Group  
Jive Records  
Loud Records  
No Limit Records  
Roc-A-Fella Records

**College & Mixshow Promotion Person of the Year**

Al Lindstrom, Jive Records  
Eric Parler, Elektra Entertainment  
Mike Spivey, Interscope Records  
Mong, Loud Records  
Ralph White, Universal Records  
Robin Kears, Epic Records  
Savalas Holloway, Death Row Records

**Major Label of the Year**

Arista Records  
Big Beat/Atlantic Records  
Elektra Entertainment  
Mercury Records  
Universal Records

**National Marketing & Promotion Person of the Year**

Chris "Atlas" McDaniel, Tommy Boy  
Garnett Reid, Universal Records  
J-Grand, Makin' Records  
Just O, Atlantic Records  
Marlo Matin, Mercury Records  
Rene McLean, Elektra Entertainment

**Gavin Rocks**

**Commercial Station of the Year**

KUPD-Phoenix, Ariz.  
KZRK-Amarillo, Tex.  
WKLL-Utica, N.Y.  
WKTA-Northbrook, Ill.

**College Station of the Year**

WDBM-East Lansing, Mich.  
WELH-Providence, R.I.  
WKNC-Raleigh, N.C.  
WSOU-South Orange, N.J.

**Commercial Director of the Year**

Deana Rica, KHOP-Modesto, Calif.  
Harvey Weinstein, KNDI-Honolulu  
Larry Mac, KUPD-Phoenix  
Eric Slayter, KZRK-Amarillo

**College Director of the Year**

Jimmy Fredrick, WBGU-Bowling Green, Ohio  
Dustin Goldfarb, WCWP-Brookville, N.Y.  
Joey Severance, WELH-Providence, R.I.  
Andrew Stewart, WSOU-South Orange, N.J.

**Independent Promotion Person of the Year**

Rob Gill, McGathy Edge  
Steve Krucher, McGathy Edge  
Marc Melzter, AIM Marketing  
Munsey Ricci, Skateboard Marketing

**Gavin Artist of the Year**

Korn (Epic Records)  
Overdose (Futurist Label Group)  
Sepultura (Roadrunner)  
Tool (Zoo Entertainment)

**Gavin New Artists of the Year**

Five Seconds Expired (Another Planet Records)  
Gravity Kills (TVT Records)  
V.O.D. (Roadrunner)  
P\*st On (Futurist Label Group)

**Smooth Jazz & Vocals**

**Station of the Year**

KKSF-San Francisco  
KMJZ-Minneapolis  
KTWV (The Wave)-Los Angeles  
WLOQ-Orlando  
WNUA-Chicago  
WQCD (CD101.9)-New York

**Program Director/Operations Manager of the Year**

Paul Goldstein, WNUA-Chicago  
Ann Gress, WJZZ-Philadelphia  
Lee Hansen, KKSF-San Francisco  
Steve Huntington, WLOQ-Orlando  
Rob Moore, KMJZ-Minneapolis  
Steve Williams, WQCD (CD101.9)-New York

**Music Director/Assistant Program Director of the Year**

Ron Cadet, KBLX-San Francisco  
Michelle Chase, KCIY-Kansas City  
Kelly Cole, KIFM-San Diego  
Blake Lawrence, KKSF-San Francisco  
Ralph Stewart, KTWV (The Wave)-Los Angeles  
Michael Tozzi, WJZZ-Philadelphia

**Major Label of the Year**

Columbia Records  
GRP Records  
i.e. music  
Mesa Bluemoon Recordings  
Verve Forecast Records  
Warner Bros. Records

**Independent Label of the Year**

Heads Up International  
Higher Octave Music  
Instinct Records  
N2K Encoded Music  
Unity Label Group  
Zebra Records

**National Promotion Person of the Year**

Leigh Armistead, Discovery/Sire Record Group  
Bud Harner, Verve Records  
Deborah Lewow, Warner Bros. Records  
Erica Linderholm, Atlantic Records/Mesa Bluemoon Recordings  
Claudia Navarro, Shanachie Records

**Independent Promotion Person of the Year**

Cliff Gorov and All That Jazz  
Susan Levin and Coast to Coast Promotion & Marketing  
Roger Lifeset and Peer Pressure Promotion  
Neal Sapper and New World 'N' Jazz Promotion & Marketing  
Michael Moryc and Matrix Promotions  
Marla Roseman and Promark Radio Promotions

**Gavin Artist of the Year**

Chris Botti (Verve Forecast)  
Rick Braun (Mesa/Bluemoon)  
Joyce Cooling (Heads Up International)  
Boney James (Warner Bros.)  
Lee Ritenour (GRP Records/i.e. music)  
Philippe Saisse (Verve Forecast)

**Gavin Album of the Year**

3rd Force, *Vital Force* (Higher Octave Music)  
Gato Barbieri, *Qué Pasa* (Columbia)  
Chris Botti, *Midnight Without You* (Verve Forecast)  
Rick Braun, *Body and Soul* (Bluemoon/Atlantic)  
Boney James, *Sweet Thing* (Warner Bros.)  
*A Twist of Jobim* (i.e. music)

**Top 40**

**Major Market Station of the Year**

KDWB/FM-Minneapolis  
KHKS-Dallas  
KRBE-Houston  
WHTZ (Z100)-New York  
WXKS/FM (Kiss 108)-Boston

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

Frankie Blue, WKTU-New York  
John Ivey, WXKS/FM (Kiss 108)-Boston  
Dan Kieley, KIIS/FM-Los Angeles  
"Mr. Ed" Lambert, KHKS-Dallas  
Michael Martin, KYLD (Wild 94.9)-San Francisco  
Tom Poleman, WHTZ (Z100)-New York

**Major Market Assistant Program Director/Music Director of the Year**

Tracy Austin, KIIS/FM-Los Angeles  
Erik Bradley, WBBM/FM (B96)-Chicago  
Paul "Cubby" Bryant, WHTZ (Z100)-New York  
Jay Michaels, KRBE-Houston  
Andy Shane, WKTU-New York

**Large Market Station of the Year**

KKRZ-Portland  
KMXV-Kansas City  
WFLZ-Tampa  
WKSE-Buffalo  
WPXY (98PX)-Rochester

**Large Market Operations Manager/Program Director of the Year**

Ken Benson, KKRZ-Portland  
John Dimick, WNCI/FM-Columbus  
Clarke Ingram, WPXY (98PX)-Rochester  
Jeff Kapugi, WFLZ-Tampa (now at KLSZ-St. Louis)  
John Roberts, KHFI-Austin  
Jon Zellner, KMXV-Kansas City

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

Tommy Austin, KKRZ-Portland  
Domino, WFLZ-Tampa  
J.J. Rice, WPXY (98PX)-Rochester  
Neal Sharpe, WNCI/FM-Columbus  
Dave Universal, WKSE-Buffalo

**Medium Market Station of the Year**

KQKQ (Sweet 98)-Omaha  
KRQ-Tucson  
WAPE/FM-Jacksonville, Fla.  
WFBC-Greenville, S.C.  
WFLY-Albany  
WKRZ-Wilkes-Barre/Scranton, Pa.

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

Wayne Coy, WABB-Mobile, Ala.  
John O'Dea, WNNK (Wink 104)-Harrisburg, Pa.  
Tim Richards, KRQ-Tucson  
Mike Steele, KQKQ (Sweet 98)-Omaha  
Cat Thomas, WAPE/FM-Jacksonville, Fla.  
Rob Wagman, WFBC-Greenville, S.C.



**Medium Market Assistant Program Director/Music Director of the Year**

Dan "Dino" Nespola, KRQ-Tucson  
Jerry Padden, WKRZ-Wilkes-Barre/Scranton, Pa.  
Mike Rossi, WSTW-Wilmington, Del.  
Scott Shaw, WNNK (Wink 104)-Harrisburg, Pa.  
Darrin Stone, WABB-Mobile, Ala.

**Small Market Station of the Year**

KHTN/FM-Modesto/Merced, Calif.  
WLAN-Lancaster, Pa.  
WNDU-South Bend, Ind.  
WOCQ (OC104)-Ocean City, Md.  
WPST-Trenton, N.J.

**Small Market Operations Manager/Program Director of the Year**

Pete Jones, KHTN/FM-Modesto/Merced, Calif.  
Dave McKay, WPST-Trenton, N.J.  
Jill Meyer, WLKT-Lexington, Ky.  
Bill Mitchell, WNDU-South Bend, Ind.  
Jordan Walsh, WLAN-Lancaster, Pa.  
Wookie, WOCQ (OC104)-Ocean City, Md.

**Small Market Assistant Program Director/Music Director of the Year**

Mike Brown, WRFY-Reading, Pa.  
Scotty Mack, WSPK/FM-Poughkeepsie, N.Y.  
Mark Reid, KQKY-Kearney, Neb.  
Dino Robitaille, WJET/FM-Erie, Pa.  
Bill Shakespeare, KWNZ-Reno, Nev.  
Andy West, WPST-Trenton, N.J.

**Label of the Year**

Arista Records  
Atlantic Records  
Columbia Records  
Elektra Entertainment  
Mercury Records

**Independent Label of the Year**

Bad Boy Records  
Curb Records  
Interscope Records  
Jive Records  
Priority Records  
Tommy Boy Records

**Promotion Senior Vice President of the Year**

Jerry Blair, Columbia Records  
Danny Buch, Atlantic Records  
Steve Ellis, Mercury Records  
Richard Palmese, Arista Records  
Brenda Romano, Interscope Records  
Greg Thompson, Elektra Entertainment

**Promotion Vice President of the Year**

Bonnie Goldner, MCA Records  
Chris Lopes, Mercury Records  
Bill Pfordresher, Elektra Entertainment  
Tony Smith, Mercury Records  
Paula Tuggey, Interscope Records  
Charlie Walk, Columbia Records

**National Promotion Director of the Year**

Don Coddington, Elektra Entertainment  
Scot D.J. Finck, A&M Records  
Ed Green, Island Records  
Lee Leipsner, Columbia Records  
Ed Nuhfer, Warner Bros. Records  
Bob Weil, Reprise Records

**Associate National Promotion Director of the Year**

Nino Cuccinello, Interscope Records  
Tom Cunningham, Reprise Records  
Ann Hesen, Reprise Records  
Mike Klein, Mercury Records  
Erik Olesen, Elektra Entertainment  
Felicia Swerling, Epic Records

**Urban**

**Major Market Station of the Year**

WKYS-Washington, D.C.  
WGCI-Chicago  
KKBT-Los Angeles  
KKDA-Dallas  
WVEE-Atlanta  
WAMO-Pittsburgh

**Major Market Program Director/OM of the Year**

Skip Cheatham, KKDA-Dallas  
Helen Little, WUSL-Philadelphia  
Elroy Smith, WGCI-Chicago  
Chuck Atkins, KMJM-St. Louis  
Michael Saunders, WJLB-Detroit  
Kathy Brown, WWIN-Baltimore  
Ron Atkins, WAMO-Pittsburgh

**Major Market Music Director of the Year**

Daisy Davis, WDAS-Philadelphia  
Don E. Cologne, WGCI-Chicago  
Vicky Preston, WCHB-Detroit  
Rajeeyah Shabazz, WVEE-Atlanta  
Kris Kelley, WAMO-Pittsburgh  
Glenn "Golden Boy" Cooper, WUSL-Philadelphia  
Carla Boatner, KMJQ-Houston

**Large/Medium Market Station of the Year**

WPEG-Charlotte  
WQUE-New Orleans  
KPRS-Kansas City  
WHRK-Memphis  
WBLK-Buffalo  
WOWI-Norfolk  
WIZF-Cincinnati

**Large/Medium Market Program/OM of the Year**

Andre Carson, WPEG-Charlotte  
Gerod Stevens, WQUE-New Orleans  
Sam Weaver, KPRS-Kansas City  
Bobby O'Jay, WHRK-Memphis  
Skip Dillard, WBLK-Buffalo  
Tony Fields, WIZF-Cincinnati

**Large/Medium Market Music Director of the Year**

Nate Quick, WPEG-Charlotte  
KC Clark, WQOK-Raleigh  
Heart Attack, WOWI-Norfolk  
Myron Fears, KPRS-Kansas City  
Laurie Jones, WIZF-Cincinnati

**Small Market Station of the Year**

WBHJ-Birmingham, Ala.  
WBLX-Mobile, Ala.  
WJIZ-Albany, Ga.  
WJTT-Chattanooga, Tenn.  
WJMI-Ridgeland, Miss.  
KIIZ-Killeen, Texas  
WFXE-Columbus Ga.

**Small Market Program Director/OM of the Year**

Mickey Johnson, WBHJ-Birmingham  
Michelle Price, WJIZ-Albany  
Niecy Davis, WBLX-Mobile  
Stan Branson, WJMI-Ridgeland  
Michael Maguire, KIIZ-Killeen  
Phillip March, WFXE-Columbus

**Small Market Music Director of the Year**

Lance Patton, WFXA-Augusta, S.C.  
Candy Marshall, KMJJ-Shreveport, La.  
Kelly Berry, WJMZ-Greenville, S.C.  
Paul Perry, WYNN-Florence, S.C.  
Lou Bennett, KTBT-Baton Rouge, La.  
Phil Daniels, WPLZ-Richmond, Va.

**Urban A/C Station of the Year**

WHUR-Washington, D.C.  
WVAZ-Chicago  
WDAS-Philadelphia  
WWIN-Baltimore  
KMJQ-Houston  
WYLD-New Orleans

**Urban A/C Program Director/OM of the Year**

Maxx Myrick, WVAZ-Chicago  
Joe "Butterball" Tamburro, WDAS-Philadelphia  
Hector Hannibal, WHUR-Washington, D.C.  
Monica Starr, WMXD-Detroit  
Carl Conners, KMJQ-Houston  
LaBron Joseph, WYLD-New Orleans

**Heritage Station of the Year**

WDAS-Philadelphia  
WBLS-New York  
WDIA-Memphis  
KDKO-Denver  
WEDR-Miami  
KJLH-Los Angeles

**Major Label of the Year**

Mercury Records  
Elektra Records  
MCA Records  
Island Records  
Arista Records  
Universal Records  
RCA Records

**Executive of the Year (Senior/VP)**

Richard Nash, Elektra Entertainment  
Wayman Jones, Mercury  
David Linton, Arista  
Doug Daniel, Island  
Tom Bracamontes, Sony/550 Music  
Michelle Madison, Elektra  
Michael Johnson, RCA

**National Promotion Person of the Year**

Vanessa Barryer, Arista  
James Boyce, RCA  
Ken James, MCA  
Randy Franklin, Sony/550 Music  
Jodie Williams, Mercury  
Rodney Shealey, Island  
Mike Kelly, Elektra

**Artist of the Year**

Dru Hill  
Erykah Badu  
Sean "Puffy" Combs  
Maxwell  
Rome

*Congratulations to all  
1998 Gavin Award Nominees!*



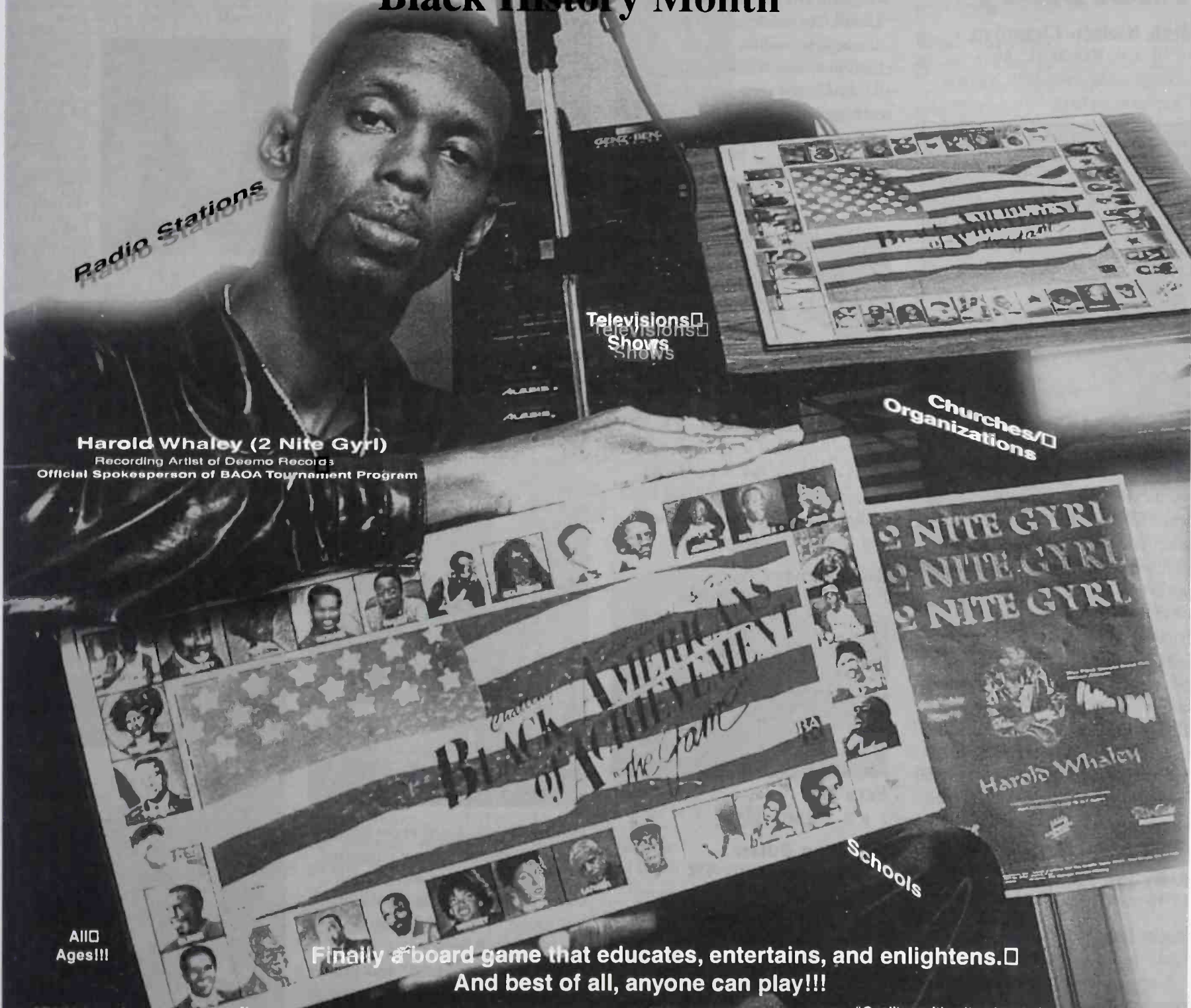
Packaged Black Americans of Achievement Tournament Program

# Increase

Your 1st Quarter Revenues  
While Improving Community Relations

February 1998

## Black History Month



Radio Stations

Television Shows

Churches/Organizations

Schools

**Harold Whaley (2 Nite Gyrl)**  
Recording Artist of Deemo Records  
Official Spokesperson of BAOA Tournament Program

All Ages!!!

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—Ebony Magazine

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—African American Parent's Council

"Will motivate and inspire." □  
—Library Journal

"Quality multi-cultural materials are a must in □  
today's curriculum. Take this opportunity □  
to become acquainted with these materials." □  
—National Alliance of Black School Educators

**Generate Thousands of \$\$\$ in New Revenue for February 1998!!!**

For More Information Contact Tom Magee or Arthur Mitchell at (619) 284-3700

GVN-001



# HOTEL

## PERFORMANCES AT THE GAVIN SEMINAR

### Thursday

**Beth Nielsen Chapman**  
10:30 a.m. Manchester ABC

Singer-songwriter Beth Nielsen Chapman, an early-'90s A/C hit-



maker who left the spotlight in 1993 when her husband was diagnosed with terminal cancer, returned last year with *Sand and Water*, a touching pop album that has been embraced by many for its powerful lyrics and message of healing. Elton John has adopted the title track, and performs it in concert as a tribute to his friends Princess Diana and Gianni Versace. A longtime friend of GAVIN keynoter Dr. Deepak Chopra, Nielsen will open the GAVIN Seminar with a brief performance, and then return to sing "Sand and Water" during Chopra's presentation.

**Kelly Joe Phelps**  
12:30 p.m. Suite 3929

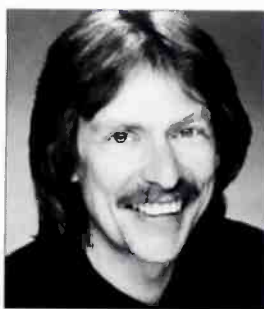
**Janis Ian**  
12:30 p.m. Cunningham

Janis Ian recorded her first Number One hit, "Society's Child" in 1967 at the tender age of 15. The song and Janis Ian were made famous by conductor Leonard Bernstein, who showcased Ian and the song with his New York Philharmonic Orchestra on his CBS-TV special *Inside Pop: The Rock Revolution*. Ian won her first Grammy, for Best Female Vocal, at the age of 23 with "At Seventeen."

Ian, currently recording for Windham Hill, has a new single, "Honor Them All" which is currently charted on GAVIN's A/C chart. Her new Windham Hill album, *Hunger*, is out now and receiving critically favorable reviews.

**Bryan Savage**  
12:30 p.m. Regency AB

Saxophonist Bryan Savage is ready for his Higher Octave Music debut release in April, and here's our chance to hear his quartet live a few weeks before the CD is out. Rick Braun produced seven tracks, no doubt adding some *oomph* to Savage's already sweet and "smooth" sound.

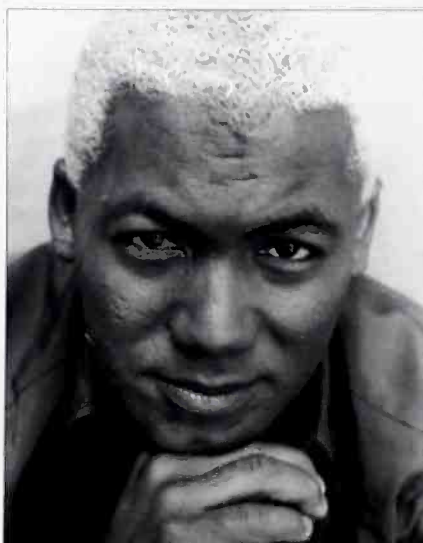


**X-ecutioners**  
2 p.m. Manchester ABC



**Exta'Zia**  
2 p.m. Regency DE

**Jonathan Butler**  
3:30 p.m. Manchester GHI



**Candy Dulfer**  
3:30 p.m. Manchester GHI



**Swamp Boogie Queen**  
3:30 p.m. Manchester GHI

**Cosmic Slop Shop**  
4 p.m. Regency DE

**Star**  
4 p.m. Gallery Room  
Recording artist Star's debut CD is currently in production, but



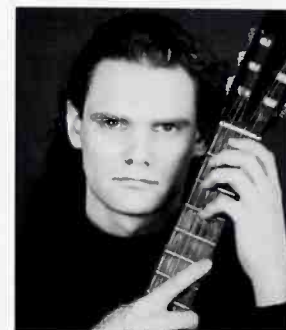
already the vocalist/keyboardist/guitarist/songwriter is being compared to Whitney Houston and Mariah Carey for her powerhouse vocals. Influenced by R&B, hip hop, and gospel, Star's new pop/dance single "Do U Want My Love?" was produced and mixed by the hit making Euro production team Positive Groove/Team 33.

**Train**  
5 p.m. Windsor

**Tara MacLean**  
5 p.m. Windsor

**Jesse Cook**  
5 p.m. Cunningham

Narada recording artist Jesse Cook is literally working on his latest record as you read this. He only has a handful of tunes done, but he's flying out to San Diego to give everybody an advance taste of what he's working on in the studio. His fiery and melodic blend of Flamenco-flavored guitar fits right in with the San Diego's Smooth Jazz heritage. The record won't be out until May, but you can catch Jesse directly following our big Internet extravaganza.



**Brownie Mary**  
5:30 p.m. Regency AB



**Everything**  
5:30 p.m. Regency AB



**Diana Krall**  
7:30 p.m. Manchester ABC

Singer/pianist/band leader Diana Krall got her music education growing up in Nanaimo, British Columbia. Classical piano lessons began at age four. By high school, she joined the school jazz band. But





it was her father, a stride piano player with an extensive record and sheet music collection that electrified Diana. She attended Berklee College of Music on a scholarship during the early '80s. After moving to Los Angeles, Krall moved east to Toronto and by 1990 was based in New York, performing with her trio, releasing her first album on the Justin Time label in 1993. Under Tommy LiPuma, Krall has released a timeless trilogy of Impulse! albums, *Only Trust Your Heart*, *All for You*, and *Love Scenes*, the latter two garnering Grammy nominations. By 1997, Diana Krall's star had truly risen, performing blockbuster sets at the Monterey Jazz fest and appearing on the television nighttime soap, *Melrose Place*. She is one of the Jazz world's hottest mainstream performers, and GAVIN is proud to have her perform for our Tenth Annual Jazz and Smooth Jazz GAVIN Awards.

**The Great Divide**

7:30 p.m. Cunningham

**The Blazers**

7:30 p.m. Cunningham

Good things come in threes they say. 1994 saw the release of the



Blazers' debut album, *Short Fuse*, a record that was devoured by a starved roots rock audience. Their follow-up, 1995's *East Side Soul*, won even greater critical acclaim, launching the band on several trans-Atlantic tours. For their third album, the toughest sounding band from East L.A. has pulled out all the stops. They've taken their blend of R&B, '60s roots rock, and steamy Latin rhythms and brought them to

the capable hands of producer Pete Anderson. Together, they've come up with a celebration of true rock spirit.

**Heather Myles**

7:30 p.m. Cunningham

**Friday**

**Thom Rotella**

9:30 a.m. Cunningham

Telarc Jazz Zone guitarist Rotella's latest record, "What's the Story?" from the Telarc Jazz Zone release *Can't Stop*, has the catchiest hook currently on the Smooth Jazz airwaves.



**Gerald Collier**

9:30 a.m. Gibbons

**Abra Moore**

10 a.m. Manchester ABC

*Strangest Places*, Moore's major label debut for Arista Austin, is a perfect blend of the various sounds that have shaped her life since early childhood. "It's a canvas that I threw all my life experiences and musical influences onto, and this is what came out," she says. And it's a wide range of eclectic influences, indeed. "I come from a very artistic family, so I've always done this," Moore continues. "My father is an artist from the Beat generation. I grew up hearing Billie Holiday, Chet Baker, the whole jazz era. My step-mother was into the Beatles, the Rolling Stones, Bob Dylan, and all the '70s stuff. It's all colored my palette."



**Tom, Dick and Harry**

10:45 a.m. Gibbons

Tom, Dick and Harry, the five year-old San Francisco-based band,



have their listeners stumped. Their soulful style—best described as Curtis Mayfield and the Isley Brothers meet Paul Weller, along

with the occasional dance groove and acid jazz bass line—is a mix that defies typical musical genres. Known for their energetic live shows, Tom, Dick and Harry perform at the GAVIN College Re-issue Panel.

**Charlie Haden & Kenny**

**Barron**

11:45 a.m. Regency DE



Verve recording artists Charlie Haden and Kenny Barron will perform in conjunction with the Jazz Jukebox Jury. How do you gauge the creative output of bassist Charlie



Haden? His solo, session, Quartet West, and Liberation Music Orchestra projects represent the pinnacle of jazz artistry. Pianist Kenny Barron visits the GAVIN Jazz top ten with each new release, and we're honored to have him. Meet them both and experience a cozy, short, live set.

**Jules Shear**

11:45 a.m. Windsor



**Code Red**

1 p.m. Regency AB

**Venice**

1:15 p.m. Manchester ABC

Venice, the Southern California band comprised of brothers and cousins, has been compared with classic rockers Fleetwood Mac and the Eagles for their beautiful vocal harmonies. The band has been a recent favorite on the Southern California scene and have toured and recorded with Jackson Brown, David Crosby, Warren Zevon, and Stevie Nicks.

**Ray Vega**

1:15 p.m. Manchester ABC

Ray Vega's philosophy about life is evident in every soaring note of

his music. It's about passion; it's about romance; it's about drama; it's about love; it's about movement. "The ultimate thing for me writing or singing a song is expressing my passion," he elaborates. "The song represents how I feel about life. The melody, how it starts right here," he says, lowering his arms, "and ends up here," he continues, raising them. "That's just how I've always seen my life, with lots of movement."

**Brad Hawkins**

2 p.m. Gallery Room

"I've seen almost every country artist in concert," says Brad Hawkins. "I've spent a lot of time thinking about the way I would do a show if and when I was given the chance. Now when I step onstage, I'm not real sure what's going to happen next. I just feed off the audience. As far as I'm concerned, I'm just a kid who's been given the chance to live out my family's dream."

**Melodie Crittenden**

3:30 p.m. Windsor

Artist Melodie Crittenden recently told Gavin country editor Jamie Matteson, "I felt if I was going to show everybody who Melodie is, I had to



show all aspects of me. I hope I've captured that on this record. 'If This Ain't Love,' which I co-wrote with Austin Cunningham really describes me. In the mood of it, it shows strength, passion, and vulnerability. I think everybody can relate to those emotions."

**Jim Collins**

3:30 p.m. Windsor

Until February, 1995, Jim Collins was the undisputed conqueror of the dance hall circuit throughout his native Texas. Playing to SRO crowds night after night, he was doing what so many aspiring singers merely dream of—making a living playing music. But, says Collins, "I got tired of being judged by how many beers I sold that night as opposed to whether I sang well or put on a good show. That's not how I wanted to be remembered." Now, with an Arista Nashville contract and his dreams within arm's reach, the multi-talented musician exempli-



fies the best of Texas heritage: unremitting determination, high spirits, and the hard-to-find ability to do more than just aspire.

**The Woodys**

4 p.m. Cunningham

When Dyan and Michael Woody



harmonize, a magical thing happens. You can feel something resonating inside you. They seem to be reaching into a place of half-forgotten pleasure, a musical place where memory, nostalgia, tradition, and innovation meet. It's almost as if they're plucking the strings of your soul. Whether on hillbilly stomps like "Mama and Them" and "I Don't Mean Maybe" or on sweetly wistful ballads like "A Hundred years of Solitude" and "Circle of Angels," you're going to tumble for the extraordinary sound of this duo.

**Saturday**

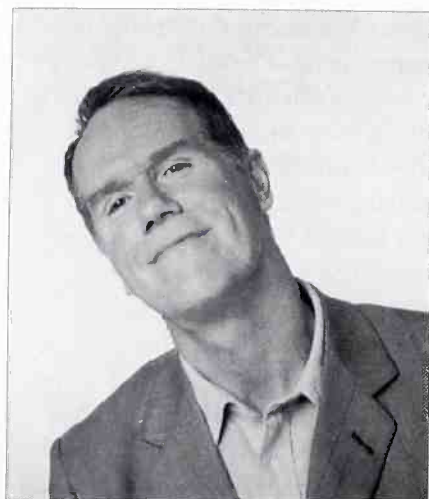
**Brian Tarquin**

9:30 a.m. Regency DE

**Loudon Wainwright III**

10 a.m. Cunningham

Throughout his career, Loudon Wainwright III has engaged in the type of soul-baring that many other artists talk about doing, but few actually have the guts to do. His latest album continues his delicacy-bedamned mission: *Little Ship*, like



each of its 15 predecessors, comes into the world as fresh, unspoiled, wide-eyed, and howling as the newest of babies. But his insistence on raw, compulsive honesty has certainly not dulled Wainwright's senses; if anything, his razor-like humor and wry introspection have grown sharper with time.

**Behan Johnson**

10:45 a.m. Manchester ABC

Behan Johnson brings their eclectic mix of jazz, soul, pop, and folk music to the GAVIN Legends of the Airwaves Showcase. The group consists of Monica Behan and Deron Johnson, whose wide ranging influences—everything from Joni Mitchell to Stevie Wonder to Miles Davis—is apparent on their debut album, co-produced by Michael Mantini (*Digable Planets*).

**Steve Poltz**

11:30 a.m. Regency DE

**Claire Martin**

11:30 a.m. Gibbons

This just in: Honest Entertainment/Linn Records record-



ing artist Claire Martin will perform a few tunes at our Saturday jazz meeting. Her new record, *Make This City Ours*, will be out in late January. Meet Claire and give her a transcontinental welcome.

**Sylk E. Fyne**

12:30 p.m. Manchester GHI

**Chris Knight**

12:30 Cunningham

Chris Knight is the rarest kind of artist: a clenched teeth devotee to the truth. With plain language and a melodic undertow that'll drag you along as his tales of fierce pride, betrayal, sweetness, and disappointment unfold around you, the Kentuckian captivates his listeners with the jagged edges that make real life more interesting than fiction.

**Dakota Moon**

1:30 p.m. Manchester ABC

Dakota Road members Ray Artis, Joe Dean, Malloy and Ty Taylor came together in search of a way to make pop and R&B interchangeable again, and the 13 songs on their breakthrough CD reflect a refreshing effortlessness as well as a pure love of storytelling that would make James Taylor proud. Whether it's the buoyant harmonies and crafty slide work of "Another Day Goes By," the Doobie Brothers-like refrain of "She Knows," or the heart-wrenching ballad "A Promise I Make," Dakota Road leaves and indelible stamp on each song.

**Jana**

1:30 p.m. Manchester ABC

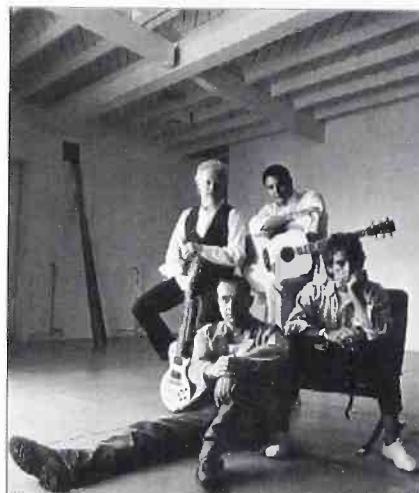
**Symposium**

1:30 p.m. Regency DE

**Farm Dogs**

1:30 p.m. Regency AB

The Farm Dogs were assembled and led by Bernie Taupin, best



known as the lyrical half of Elton John's songwriting team. Like the classic *Tumbleweed Connection*, the Farm Dog's music shows a continuing infatuation with American roots music. Their first album, *Last Stand in Open Country* was recorded at Taupin's home studio in the Santa Ynez Valley. The new Sire album, *Immigrant Sons*, features fellow mutts Jim Cregan, Robin LeMesurier, Tony Brock, and Tad Wadhams.

**JVC All-Stars**

4:30 p.m. Manchester ABC

JVC Music is home to many jazz and Smooth Jazz hit-makers. Gracing one stage for a compact set will be a dominant lineup: guitarist Chieli Minucci, keyboardist Hiroko Kokubu, newcomer saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. The new Chieli Minucci CD, *It's Gonna Be Good*, more than lives up to its title, and keyboardist Hiroko Kokubu's latest, *Bridge*, spans both Japan and the United States, as well as jazz and Smooth Jazz. Also appearing: a new JVC signing too hot to mention.

**Cappadonna**

4:30 p.m. Regency ABC

**BR5-49**

5 p.m. 4th & B

**Buckethead**

7 p.m. Lord Hornblower Yacht

Buckethead, the towering, ski mask-wearing, fried chicken bucket-



bedecked guitar wonder brings his innovative music to the GAVIN College Awards. Taking his inspiration from Japanese and horror films, Buckethead's music ranges from post metal, funk, dub reggae, and jungle. His guitar work, in the form of lightning fast guitar runs and quick tempo changes, can be heard in movies such as *Mortal Combat*, *Last Action Hero*, and in Sega video game commercials. Buckethead has just released his third solo album, *Colma*.

**Stuck Mojo**

7 p.m. Lord Hornblower Yacht

**Fastball**

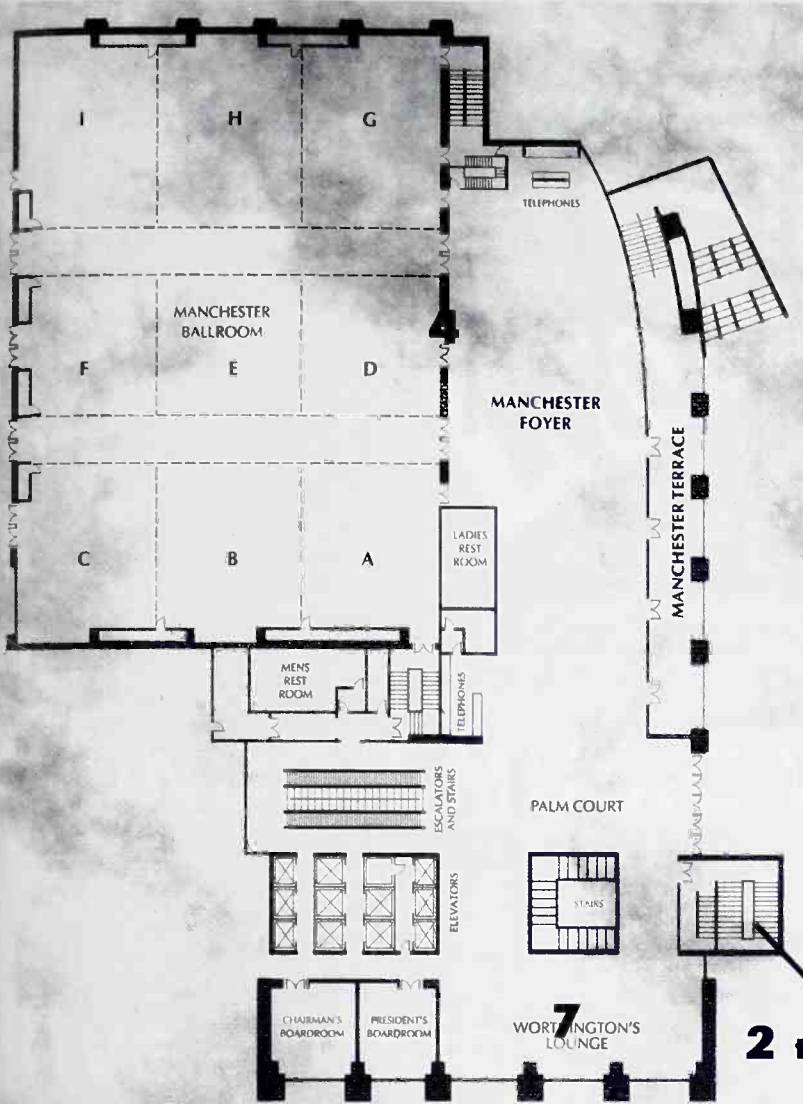
7 p.m. Lord Hornblower Yacht

**Hed(pe)**

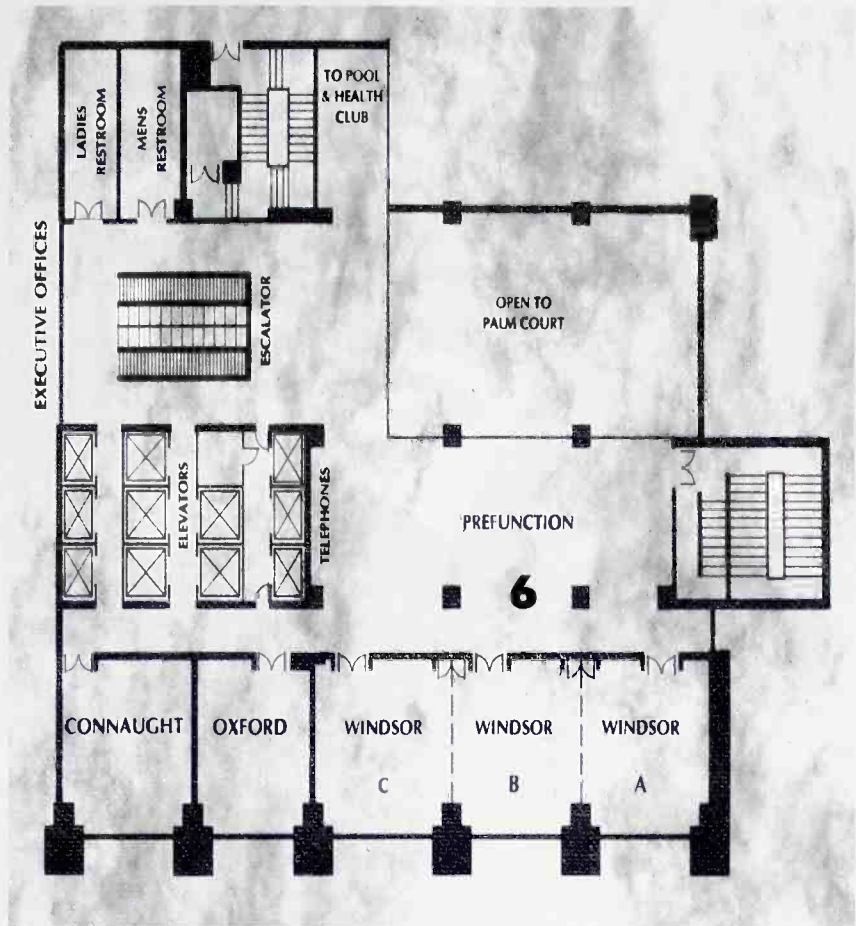
7 p.m. Lord Hornblower Yacht



## Second Floor

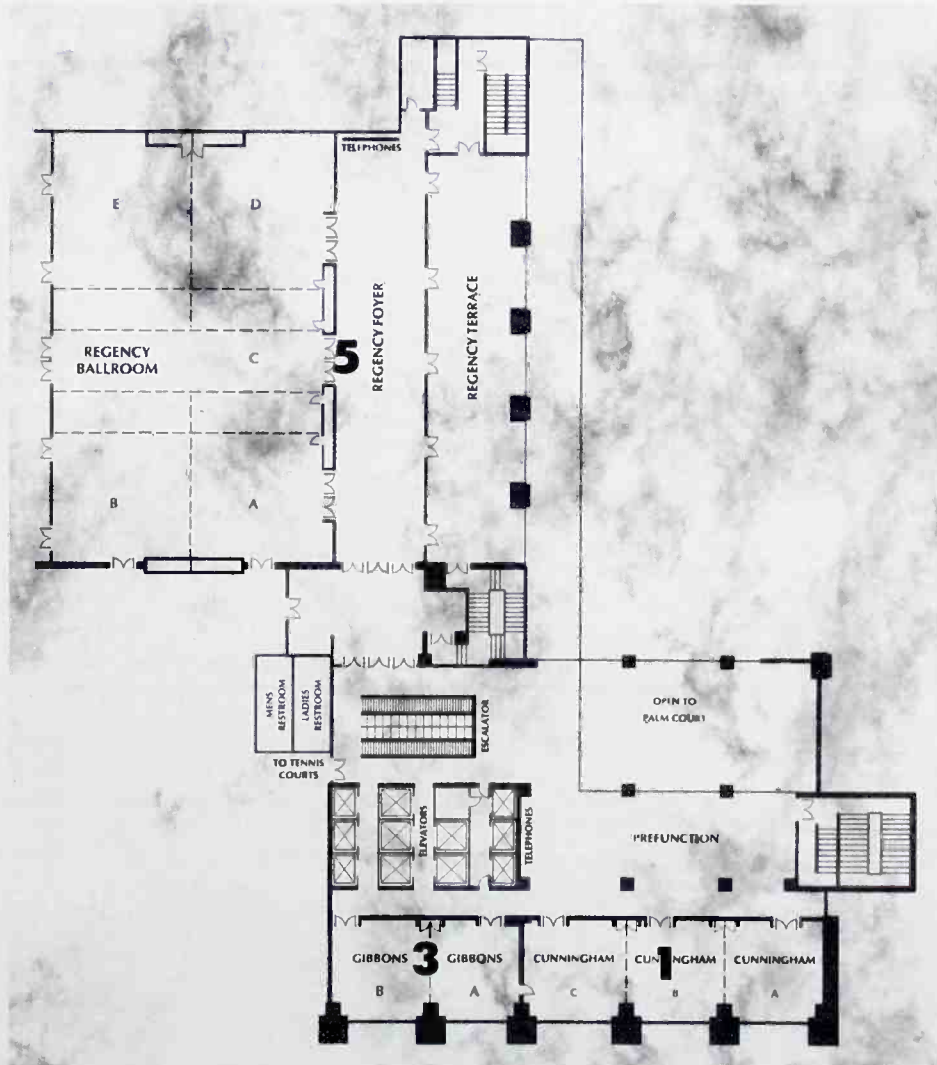


## Third Floor



**2 to the Gallery Room**

## Fourth Floor



### Seminar Room Key

- |                         |                       |
|-------------------------|-----------------------|
| 1. Cunningham           | Fourth Floor          |
| 2. Gallery Room         | Second Floor, outside |
| 3. Gibbons              | Fourth Floor          |
| 4. Manchester           | Second Floor          |
| 5. Regency              | Fourth Floor          |
| 6. Windsor              | Third Floor           |
| 7. Worthington's Lounge | Second Floor          |

\*Suite Parties are located within the residence portion of the hotel.

**Exhibit Hall**





# Agenda

## AT-A-GLANCE

**Thursday**

### Wednesday, February 4, Registration 3-7 p.m. Hyatt Lobby

#### Thursday, February 5

8 a.m.-7 p.m. Hyatt Lobby  
Registration  
8-9 a.m. Gibbons  
Friends of Bill W.  
11 a.m.-4 p.m.  
Exhibit Hall Open  
10:30 a.m. Manchester ABC  
Keynote: Dr. Deepak Chopra  
noon Exhibit Hall  
Book Signing: Dr. Deepak Chopra  
12:30 p.m. Suite 3929  
Rykodisc Party  
12:30 p.m. Windsor  
Urban Keynote: Cathy Hughes  
12:30 p.m. Cunningham  
One-on-One With Bill Moyes  
12:30 p.m. Regency AB  
Smooth Jazz and Jazz Whenjagitin  
12:30 p.m. Gibbons  
Gavin Rocks' Chart Exploitation

12:30 p.m. Gallery Room  
College Career Day  
2 p.m. Manchester ABC  
Rap Keynote: The X-ecutioners  
2:15 p.m. Cunningham  
Getting the Most out of Your Music Test  
2:15 p.m. Regency AB  
Active/Alternative Crossfire  
2 p.m. Regency DE  
Top 40 Jukebox Jury  
3:30 p.m. Manchester GHI  
Gavin Global Soundstage  
4 p.m. Regency DE  
Hip-Hop Jukebox Jury  
4 p.m. Gallery Room  
Top 40: The People's Court of Crossover  
5:30 p.m. Regency AB  
College Welcome Party  
7:30 p.m. Manchester ABC  
Gavin Jazz & Smooth Jazz Awards  
7:30 p.m. Regency DE  
Americana's Run for the Border

10 p.m.-2 a.m. Worthington's Lounge  
Club MCA: Celebrating 40 Years of  
Gavin  
10 p.m.-1 a.m. Suite 3906  
Virgin After Hours  
10 p.m.-1 a.m. Suite 933  
Island, Columbia, Atlantic Meet and  
Greet  
10:30 p.m.-2 a.m. Suite 924  
Atlantic Jazz and Smooth Jazz Party  
Hotel Performances  
10:30 a.m. Manchester ABC  
Beth Nielsen Chapman  
12:30 p.m. Suite 3929  
Kelly Joe Phelps  
12:30 p.m. Cunningham  
Janis Ian  
12:30 p.m. Regency AB  
Bryan Savage  
2 p.m. Manchester ABC  
X-ecutioners

2 p.m. Regency DE  
Extra'Zia  
3:30 p.m. Manchester GHI  
Jonathan Butler, Candy Duffer, Swamp  
Boogie Queen  
4 p.m. Regency DE  
Cosmic Slop Shop  
4 p.m. Gallery  
Star  
5 p.m. Windsor  
Train, Tara MacLean  
5 p.m. Cunningham  
Jesse Cook  
5:30 p.m. Regency AB  
Brownie Mary, Everything  
7:30 p.m. Manchester ABC  
Diana Krall  
7:30 p.m. Cunningham  
The Great Divide, The Blazers, Heather  
Myles  
10:30 p.m. Worthington's Lounge  
Semisonic

**Friday**

#### Friday, February 6

8 a.m.-5 p.m. Hyatt Lobby  
Registration  
8-9 a.m. Gibbons  
Friends of Bill W.  
11 a.m.-5 p.m.  
Exhibit Hall Open  
9 a.m. Regency AB  
Defining the New Group PD  
9:30 a.m. Gallery  
Smooth Jazz Format Meeting  
9:30 a.m. Manchester BC  
The "Professionalization" of Non-  
Commercial Radio  
10 a.m. Regency DE  
A/C's All-Audio Experience and Jukebox  
Jury  
10 a.m. Windsor  
Radio One, Inc.: Superserving the  
African American Market  
10:45 a.m. Cunningham  
Re-issues at College Radio

11:30 a.m. Manchester GHI  
Rap Gets Back to Basics  
11:45 a.m. Regency DE  
Jazz Jukebox Jury  
11:45 a.m. Windsor  
A3 Glory & Consequence  
11:30 a.m. Gallery Room  
Gavin Urban Awards  
12:30 p.m. Cunningham  
The Truth About Phantom Cume  
1 p.m. Regency AB  
Top 40 Roundtable  
1:15 p.m. Manchester ABC  
Gavin A/C Awards  
1:30 a.m. Regency DE  
Hard Rock Jukebox Jury  
1:30 p.m. Gallery Room  
Country Welcome Luncheon  
2 p.m. Gibbons  
Warner Bros. Jazz Meet & Greet  
2:30 p.m. Manchester GHI  
Branding Your Station on the Internet

2:45 p.m. Regency DE  
Active Rock Jukebox Jury  
3:30 p.m. Windsor  
Country's Three Cs  
4 p.m. Cunningham  
Americana Pro-active Programming and  
Creative Marketing  
4:30 p.m. Regency DE  
Alternative Jukebox Jury 2000  
5 p.m. Exhibit Hall  
Silent Auction Wine & Cheese  
Reception  
6:30-9 p.m. Hyatt Regency Embarcadero  
North  
The Gavin Cocktail Party: Tastes of San  
Diego  
10 p.m.-2 a.m. Worthington's Lounge  
Club MCA: Celebrating 40 Years of  
Gavin  
10 p.m.-2 a.m. Suite 924  
Broadcast Architecture Reception

Hotel Performances  
9:30 a.m. Cunningham  
Thom Rotella  
9:30 a.m. Gibbons  
Gerald Collier  
10 a.m. Manchester ABC  
Abra Moore  
10:45 a.m. Gibbons  
Tom, Dick and Harry  
11:45 a.m. Regency DE  
Charlie Haden & Kenny Barron  
11:45 a.m. Windsor  
Jules Shear  
1 p.m. Regency AB  
Code Red  
1:15 p.m. Manchester ABC  
Venice, Ray Vega  
2 p.m. Gallery  
Brad Hawkins  
3:30 p.m. Windsor  
Jim Collins, Melodie Crittenden  
4 p.m. Cunningham  
The Woodys

**Saturday**

#### Saturday, February 7

9 a.m.-3 p.m. Hyatt Lobby  
Registration  
8-9 a.m. Gibbons  
Friends of Bill W.  
9:30 a.m. Regency AB  
Anatomy of a Killer Morning Show  
9:30 a.m. Regency DE  
Smooth Jazz Jukebox Jury  
10 a.m. Cunningham  
Americana Meet and Greet  
10:45 a.m. Manchester ABC  
Legends of the Airwaves  
11:30 a.m. Windsor  
Women of the Radio and Music  
Landscape  
11:30 a.m. Regency DE  
A3 On the GRIDDLE

11:30 a.m. Gibbons  
Jazz Format Meeting  
12:30 p.m. Manchester GHI  
Rap Radio DJ and Coalition Roundtable  
12:30 p.m. Cunningham  
Gavin Americana Awards  
1:30 p.m. Manchester ABC  
Gavin Top 40 Awards  
1:30 p.m. Regency DE  
College Jukebox Jury  
1:30 p.m. Regency AB  
Gavin A3 Awards  
4:30 p.m. Regency ABC  
Gavin Rap Awards  
5-7 p.m. 4th & B  
Gavin Alternative Awards  
7-11 p.m. Hornblower Yacht  
Gavin Rocks/College Awards Boat Bash

10 p.m.-2 a.m. Worthington's Lounge  
Club MCA: Celebrating 40 Years of  
Gavin  
Hotel Performances  
9:30 a.m. Regency DE  
Brian Tarquin  
10 a.m. Cunningham  
Loudon Wainwright III  
10:45 a.m. Manchester ABC  
Behan Johnson  
11:30 a.m. Regency DE  
Steve Poltz  
11:30 a.m. Gibbons  
Claire Martin  
12:30 p.m. Manchester GHI  
Sytk E. Fyne  
12:30 p.m. Cunningham  
Chris Knight

1:30 p.m. Manchester ABC  
Dakota Moon, Jana  
1:30 p.m. Regency DE  
Symposium  
1:30 p.m. Regency AB  
Farm Dogs  
4:30 p.m. Manchester ABC  
JVC All-Stars: Chielì Minucci, Hiroko  
Kokubu & more  
4:30 p.m. Regency ABC  
Cappadonna  
5 p.m. 4th & B  
BR5-49  
7 p.m. Lord Hornblower Yacht  
Buckethead, Stuck Mojo, Icos, Hed(pe)





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# Seminar Stars

## Deepak Chopra

Deepak Chopra, M.D. is acknowledged as a world leader in establishing



a new life-giving paradigm that has revolutionized common wisdom about the crucial connection between mind, body, spirit, and healing. He has transformed our understanding of the meaning of health. Dr. Chopra established the fundamental principle that perfect health is not just the absence of disease, but a lively state of balance and integration of body, mind, and

spirit. He is widely credited with melding modern theories of quantum physics with the timeless wisdom of ancient cultures.

With his gift for bridging the technological miracles of the west with the wisdom of the east, Dr. Chopra has fostered inspirational yet realistic goals for living more meaningful, harmonious, and fulfilling lives.

Dr. Chopra is the author of 19 books and more than 30 audio, video, and CD-ROM programs. He has been published on every continent and in dozens of languages. Nearly ten million copies of his books have been sold in English alone. Some of his best-selling books include *Perfect Health*, *Ageless Body*, *Timeless Mind*, *The Seven Spiritual Laws of Success*, *The Return of Merlin*, and *The Path to Love*.

Dr. Chopra's seminars and presentations to world leaders, educational institutions, and vast public audiences have generated international recognition. He appeared as a keynote speaker at the inauguration of the State of the World Forum and the Peace and Human Progress Foundation, founded by Oscar Arias, the former President of Costa Rica and Nobel Peace Prize winner. *Esquire* magazine has named Chopra one of the top ten motivational speakers. In the distinguished company of President Nelson Mandela, Congresswoman Barbara Jordan, Tom Peters and Garrison Keillor, Toastmasters International awarded him highest honors for communication excellence and leadership, as one of the five outstanding speakers of 1995. He was also recipient of the Golden Gavel Award in 1997. Dr. Chopra was awarded the Medal of the Presidency of the Italian Republic by the Pio Manzu Centre, chaired by Mikhail Gorbachev.

Former chief of staff at the Boston Regional Medical Center, Dr. Chopra has taught at Tufts University and Boston University Schools of Medicine

and established a successful endocrinology practice in Boston. In 1992, he served on the National Institutes of Health Ad Hoc Panel on Alternative Medicine.

In 1995, Dr. Chopra established The Chopra Center for Well Being in La Jolla, California, where he serves as educational director. The Center offers a wide variety of individual and group programs in mind/body medicine and personal development, integrating the best of western medicine and natural healing traditions to provide a fresh approach to modern health needs.

Chopra's techniques emphasize meditation, a balanced lifestyle, health-promoting foods and herbs, rejuvenating body therapies, and personal empowerment to promote longevity and maximize potential and success, while increasing personal balance, happiness and fulfillment.

Dr. Chopra sees the application of mind/body techniques as the cornerstone for a future of greater self-reliance and self-awareness. In his view, this enlightened self-knowledge will be embraced as the most valuable personal and societal asset for our rapidly evolving, ever-challenging world.

## Cathy Hughes

"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," Hughes



recently told Gavin's Quincy McCoy. "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, Radio One Inc., is the largest black-owned broadcast operation in America. Since acquiring WOL/AM-Washington, D.C. in 1980, Hughes has grown the company by leaps and bounds, most recently purchasing powerful stations in Philadelphia, Washington, D.C., Atlanta, Detroit, and San Francisco. These outlets should only enhance Radio One's reach, which had

already more than doubled since 1996.

Not bad for a woman who, just a few years ago, had to resort to selling her house and sleeping at her only station (WOL/AM) just to make ends meet.

"Information Is Power" is more than a catch phrase for Hughes. As a minority business owner, Hughes understands the need for support from the community to maintain a successful business. Advising her listeners on financial gains, Hughes is a walking, talking advocate of African American entrepreneurship and Buying Black.

Undoubtedly, there is more to come from Cathy Hughes, a true media entrepreneur and role model for people pursuing ownership of their own businesses.



## SALLY'S CRAB CAKES

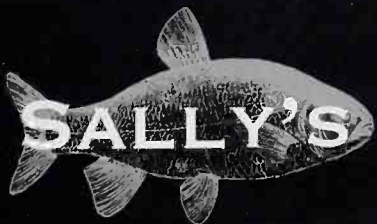
6 ozs.     *mayonnaise*  
1 1/2 oz.   *lemon juice*  
2            *eggs*  
2 tsp.      *dijon mustard*  
1 oz.        *old bay*  
1 tsp.      *worcestershire*  
2 tblsp.    *chopped parsley*  
1 lb.        *picked lump crab*  
3.2 ozs.    *white bread*  
              *crumbs*

*Mix mayonnaise, lemon juice, eggs, dijon mustard, old bay, worcestershire, and parsley. Add crab meat and mix gently. Add bread last, adding only enough to bind the mixture together. Form the mixture into balls about 3 oz. each, then flatten into cakes. Grill on medium high grill until golden brown on both sides. If griddle is not available sauté in a non-stick pan. Makes 4 to 5 crab cakes.*



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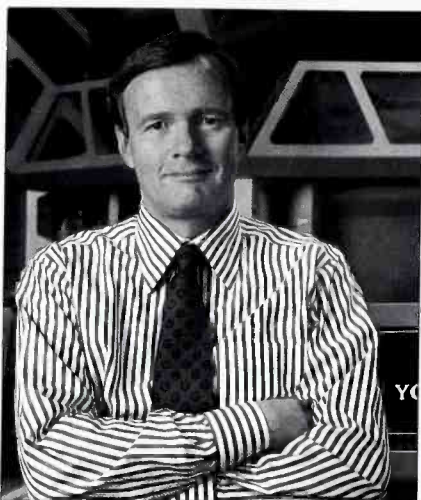


**SEAFOOD ON THE WATER**



## Bill Moyes

Bill is the President of Moyes Research Associates, a company he founded in 1996 and which now serves 25 of the nation's leading radio stations. He is perhaps best known as the founder of The Research Group in Seattle, Washington, and was its Chairman until departing in 1996 to start his new company.



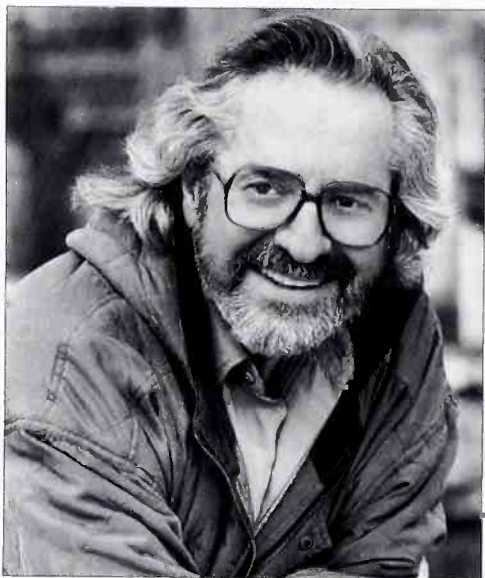
Bill is regarded by most in the radio industry as the dean of strategically-oriented radio research in America, having introduced such innovations as perceptual and branding studies, auditorium music testing, and the application of wearfare strategy to planning programming and marketing direction for stations—all of which were

new when he first proposed them but which are now widely used at many radio stations today. He was also one of the founding partners of the Transtar Radio Network.

A graduate of Dartmouth College for his undergraduate work, Bill also holds an MBA from Dartmouth's Tuck School of Business, where he graduated as an Edward Tuck Scholar. With his longtime business partner C.T. Robinson, he has owned over 35 radio stations in 16 states.

## Phil Ramone

N2K's Phil Ramone's world of music production is as diverse as it gets. From Classical to Jazz to Rock, Ramone has helmed talent the likes of



Barbra Streisand, Billy Joel, Paul Simon, Simon and Garfunkel, Frank Sinatra, Gloria Estefan, and many more. Besides music, Ramone is a fountain of information regarding sound and Internet technology information. On the GAVIN Global Soundstage, we'll explore those applications at radio and music downloading. Three live musical guests and their bands—Candy Dulfer, Jonathan Butler, and Swamp Boogie Queen—come from three corners of the world.

Ramone and the bands will also field questions over the Internet.

Ramone has a knack for being in the studio each time a new technology takes hold, whether it be the stereo LP, multi track recording, CD, fibre optical phone line studio recording, or DVD. Also when landmark recordings like Stan Getz's bossa nova classic *Giberto/Getz* or Bob Dylan's *Blood on the Tracks* albums were being recorded, Ramone was there rolling the tapes.

The GAVIN Global Soundstage will represent a unique convention experience, reversing the intimacy by allowing the performers to play in the round. In addition, this session will be broadcast live over the Internet, so our Thursday, 3:30 p.m. start time will be extremely sharp.

## Stef Woods

### Gavin Rocks' Unnecessary Evil: Chart Exploitation

Woods is the current Metal Director for KCSU in Fort Collins, Colorado. Her town was hit by a terrible storm this past summer, wiping out half of the campus including her radio station. Showing her loyalty to KCSU, Stef and a team of others helped rebuild the station.

## The Tink

### Gavin Rocks' Unnecessary Evil: Chart Exploitation

A mammoth of a man in stature alone, WVUD's Metal Director is more than just that. The Tink not only has a full-time job as an engineer for Boeing, but he also has an extremely popular video show called Vid-Dreams and has been known to contribute to zines. The Tink lives, breathes, thinks, eats, and makes metal, 25 hours a day.

## Sean McKnight

### Gavin Rocks' Unnecessary Evil: Chart Exploitation

Some may say that growing up in Dutch Pennsylvania could never spawn a passionate metal head. But Sean McKnight, Director of Radio Promotions for Nuclear Blast America, would argue that point. Sean found his way into the metal world via the Relapse mail order catalog, which he discovered was located near his home. He eventually handled radio and video for Relapse before moving into his current position.

## Chainsaw

### Gavin Rocks' Unnecessary Evil: Chart Exploitation

Being the Director of Radio promotions and Mayhem/Fierce Records has been a long and grueling road for Chainsaw. Before his time at the forefront of his own label, Chainsaw spent several semesters as the Metal Director for WZMB in Greenville, N.C. Chainsaw's real name is Kevin, and he is originally from Canada

## Joey Severance

### Gavin Rocks' Unnecessary Evil: Chart Exploitation

Joey Severance is the current Radio Promotions Director for Metal Blade, a position he's held since mid-'97. He's also still on the air for WELH in Providence, R.I. Joey is a long-standing figure in the music industry, originally entering as the lead vocalist for both Severance and Gothic Slam.

## Jim Guerinot

### College Career Day

Jim Guerinot runs Time Bomb Recordings and Rebel Waltz management from his offices in Laguna Beach, Calif. Established in 1995, Time Bomb is a joint venture with Arista/BMG. Prior to Time Bomb's inception, Guerinot was the GM/Senior VP of Marketing at A&M Records. While there, he supervised the Marketing, Promotion, Sales, Publicity, and Creative Services departments—great training for running his own show. Before A&M, Jim spent time as an artist manager, booking agent, college promoter, and talent buyer.





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**Reality:** the quality or state of being actual or true; the totality of all existing things  
 —Webster's II-New Riverside Edition



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 WJMH-Greensboro    WJMZ-Greenville    WQOK-Raleigh    WZAK-Cleveland    WDKX-Rochester

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## Roland West

### College Career Day

Roland West is Assistant Program Director and midday jock at (LIVE 105) 105.3/FM-San Francisco. He began his career at the California State University at Chico campus, then moved to afternoon drive and Music Director at KNAC in Long Beach. Before making the transition to LIVE 105, he honed his skills in "alternative rock personality" radio at KROQ.

## Andrew Ellis

### College Career Day

"It's difficult to pinpoint exactly where it all went wrong, but my best guess would be working as crew chief and stage manager at the Ritz. Two of my favorite moments at the Ritz were being called a firmed by Robert Smith and hanging with Hunter S. Thompson during his election night fiasco. Since those dizzying days, I have interned for *Sunday Night* (Lorne Michaels' ill-fated variety show), Elektra Records, and WNEW/FM. From miserable slave labor, I moved on to booking for the Grand, Manhattan Center, and Continental. During that time I also was doing product placement for Fila, and eventually left to work for Converse, where I have been for the last six years."

## Mark Trombino

### College Career Day

Former Drive Like Jehu member Mark Trombino may have left the performance life behind, but he's remained knee-deep in the world of music. Now considered one of San Diego's underrated production wizzes, he's manned the tables on recordings by Blink 182, No Knife, Fluff, the Meat Puppets, Rocket From the Crypt, and many others.

## John Martin

### Getting the Most Out of Your Music Test

John Martin has been President of Critical Mass Media since 1991. Critical Mass provides music research, perceptual studies, and direct marketing to many of the top radio stations in the country, including the number one station in nine of the top eleven markets.

Prior to that, Martin was VP/GM of KHYY/FM (Y95) in Dallas for Evergreen

Media. He was with CBS Radio Networks for five years as VP of Affiliate Relations in New York, and as Midwest Sales Manager in Chicago. Prior to CBS, Martin's extensive Chicago radio experience included GSM at WUSN/FM (US99), Sales Manager at WFYR, and Account Executive for RKO Radio Sales and WLS AM/FM.

## Amy Vokes

### Getting the Most Out of Your Music Test

VP Sales and Client Services for Strategic Media Research, Amy has established a strong reputation within the radio industry as an innovative and strategic thinker with the proven ability to deliver consistently high-quality analysis. She has thorough knowledge of the entire research process, including questionnaire design, project coordination, analysis, and consulting. Prior to joining the company, Amy held market research positions with A.C. Nielsen and Heakin Research.



## Frank Cody

### Getting the Most Out of Your Music Test

Cody is CEO of Princeton-based Broadcast Architecture. For the past seven years, Cody's team of researchers and consultants have contributed to the ratings and revenue improvements for numerous clients worldwide. Broadcast Architecture has served a variety of radio formats, including Top 40, A/C, Smooth Jazz, AOR, classic rock, oldies, News/Talk, as well as European and Asian broadcasters and VH1.



## Tom Kelly

### Getting the Most Out of Your Music Test

Kelly is a 23-year veteran of radio programming and music research. He started his career as a disc jockey, worked as a program director and Group PD for Holt Communications in the early '80s. For seven years, Tom brought new

innovations to client station he consulted at VP of Programming for Harris Communications, and in 1991, turned all his attention to music research and formed Kelly Research. His mission statement is simple: "Excellent information, excellent service, excellent value."

## Curtiss Johnson

### Active/Alternative Crossfire

Curtiss Johnson is Station Manager of Sacramento's Active Rock station KRXQ. Before becoming the KRXQ's Program Director in 1995, he resided in Phoenix, where he served as Program Director of KUPD for ten years, during which time the station never dropped below number one for adults 18-34. Johnson was also an on-air personality on Sacramento's KZAP and KPRI in San Diego.

## Dave Richards

### Active/Alternative Crossfire

Currently Program Director in Tucson's



KRQ, Tim Richards got his start in radio as an intern and disc jockey at B96 in Chicago with Dave Shakes and Todd Cavanah in 1990. He has also worked as Assistant Program Director and

Music Director in Denver at KIMN, and WBMX in Boston.

## Dave Douglas

### Active/Alternative Crossfire

Dave's radio career began in 1979, and early stints include KEZE-Spokane and KGB-San Diego. He sharpened his programming skills during a 7-year stretch at KISW-Seattle, where he was APD. After an 18-month tour of duty as PD of KIBZ/KKNB-Lincoln, Nebraska, he took over the programming reins at WAAF-Boston in the spring of '95.



# Higher Octave Music

## *Smoothin' & Groovin' in 98!*



### Brian Hughes

#### "One 2 One"

#1 Most Added/#1 Chartbound Gavin SJ&V

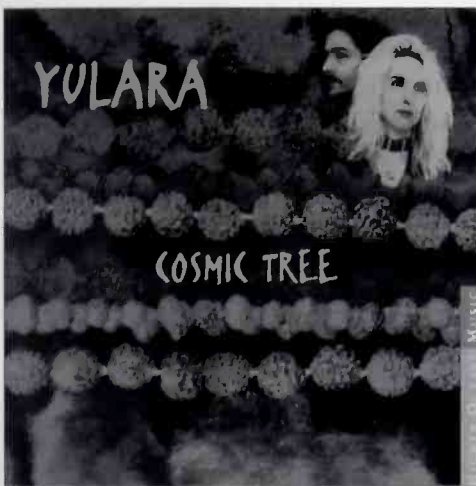
#1 Most Added Tracks/Albums R&R NAC

*"Canadian guitarist Brian Hughes is this week's Most Added by a prairie mile, with 30 stations out-of-the-box." Gavin*

**Promotion:** Peer Pressure/Roger Lifeset (818) 991-7668



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### Yulara

"Rain on Fire" from the CD Cosmic Tree

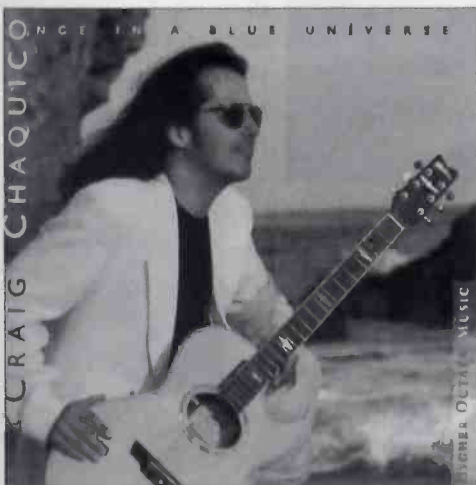
#2 Most Added Gavin SJ&V

*"An immensely unpredictable globe trotting experience with a soulful acid jazz groove and silky sax melodies." Jazziz*

**Promotion:** Unisound/Ross Harper (818) 758-6200



HIGHER  
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### Craig Chaquico

"Midnight Swim" from the album  
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*The follow up to the Top 5 smash "Lights Out San Francisco" CD-PRO on Your Desk soon. Add date: Feb 26th*

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Higher Octave Jazz recording artist Bryan Savage appearing live Thursday Feb. 5th 12:30 p.m. at Gavin's Smooth Jazz & Jazz Whenjagitin gala soiree.



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23852 Pacific Coast Hwy. #2c Malibu, CA 90265  
(310) 589-1515 Fax# (310) 589-1525



## J.J. Jeffries

### Active/Alternative Crossfire

J.J. entered the radio biz as a lowly intern at KJJO-Minneapolis, but worked his way up to MD of the station. After holding down an air-shift at KQRS-St. Paul, he moved to WHMH-St. Cloud as PD. Tired of the snow, the next move was to KCLB-Palm Springs as OM/PD. He is currently PD of KUPD-Phoenix.

## Dave Koz

### Gavin Jazz and Smooth Jazz Awards

Dave Koz and his independent spirit has consistently taken him "off the beaten path," which is coincidentally the name of Dave's most recent album and Smooth Jazz #1. Dave first picked up the saxophone in junior high, and upon graduation from UCLA played his first pro gig with Bobby Caldwell. As a session man, Koz appeared on recordings by U2, Celine Dion, Stevie Nicks, Julio Iglesias, Vanessa Williams, and Stevie Nicks. At the urging of Caldwell and Jeff Lorber, the Koz-man went solo in 1990. By 1993, he had sold more than 650,000 CDs, launching a 132-date tour, opening for the likes of Kenny Loggins and Michael Bolton. Koz's "Faces of the Heart" became the first new theme song for ABC's General Hospital in 30 years. By 1995 Koz was hosting his own syndicated radio show, *Personal Notes*, interviewing musicians like Al Jarreau, Anita Baker, Luther Vandross, David Sanborn, and George Benson along with jazz fans like Billy Crystal, Danny Glover, Bill Cosby, and Jerry Seinfeld.

## Allen Kepler

### Smooth Jazz Format Meeting

Allen Kepler is currently VP of Programming for Broadcast Architecture, a prestigious music research and consulting firm out of Princeton, New Jersey. Few industry insiders have as much hands-on experience and grounded insight on the exploding Smooth Jazz radio format as does Kepler. Allen is best known among his peers for being equally knowledgeable, opinionated, and enthusiastic for the music as he is for the programming side of Smooth Jazz.



## Steve Williams

### Smooth Jazz Format Meeting

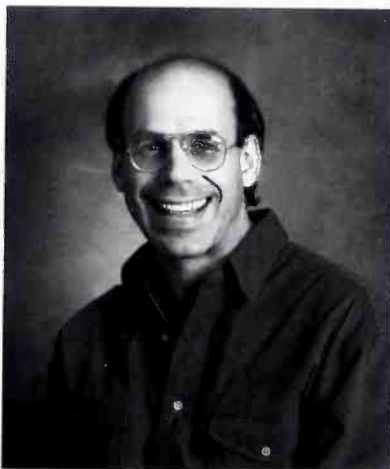
Quite simply, Steve Williams is one of the most charismatic programmers in the country. As Program Director of WQCD (CD101.9), Williams joins an elite group of PDs in competing in the volatile Manhattan radio market. Steve is several formats deep in radio experience, and first found industry prominence as Music Director of WJZZ, the former jazz outlet in Detroit. After short stays in Ann Arbor and Washington D.C., Williams landed in the Big Apple doing music for WQCD. Last year he was promoted to Program Director, and was nominated this year for a GAVIN Smooth Jazz PD of the Year Award after one year at the helm.



## Dore Stein

### The "Professionalization" of Non-Commercial Radio

One of the most creative and versatile programmers in radio, Dore Stein is an advocate for "genre-bending" radio. He produces and hosts the long running *Tangents* program on NPR affiliate KAWL in the San Francisco Bay Area, exploring the bridges connecting various styles of music, such as world and roots music, and jazz hybrids. Stein's unusual background bridges commercial and non-commercial radio, dating back to commercial free-form rock radio at legendary WQBK in Albany, New York. He went on to KCSM, the Bay Area's jazz outlet, and returned to commercial radio as Music Director at KKSF (smooth jazz) where he was a five time GAVIN Award nominee.



## Steve Hegwood

### Superserving the African American Market/Programming Your Cluster

Steve Hegwood currently serves as VP of Programming for Radio One, Inc. and Program Director of WKYS-Washington D.C. Radio One, Inc. owns stations in Washington, D.C., Baltimore, Atlanta, Philadelphia, Detroit, and San Francisco.

A native of Milwaukee, Wisconsin, where he began his career at WNOV, Steve hosted the 6-10 p.m. shift on WLUM while attending the University of Wisconsin, Milwaukee. Steve's programming career includes WNOV and WLUM-Milwaukee, KHYS-Beaumont/Houston, WJLB-Detroit, WKYS-Washington, D.C., and WHTA-Atlanta.

## Steve Rivers

### Programming Your Cluster

Steve Rivers is Vice President of Programming for Evergreen Media Corporation, now Chancellor Media Corp. which includes a network of more than 100 radio stations. A twenty-five year veteran of the radio industry, Rivers was formerly Vice President of Programming for WXKS/FM/AM, which evolved to his role as Chief Programming Officer of Pyramid Communications Boston, and then his current position.



## Arturo Gomez

### Jazz Jukebox Jury

Arturo Gomez originally hails from Southern California, but currently oversees jazz music at WDNA, the jazz/public radio powerhouse station in Miami. Gomez is well rounded in all sorts of modern music, including jazz, of course, since he's co-hosting the GAVIN Jazz Jukebox Jury. But he's also well-versed in Hip-Hop and Latin sounds. Under Gomez's tutelage, WDNA has been twice nominated for GAVIN Jazz Station of the Year honors in 1996 and 1997.



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## Tony Sisti

### Jazz Jukebox Jury

When GAVIN started its jazz airplay coverage ten years ago, San Diego air personality and Program Director Tony Sisti signed on as a charter member GAVIN reporter with KSDS. Sisti is still affiliated with KSDS and with the Seminar based in San Diego, Tony as co-host of Friday's Jazz Jukebox Jury, puts a local spin on the session. Sisti was nominated for GAVIN Jazz Radio Person of the Year honors in 1996 and 1997. KSDS was nominated for GAVIN Jazz Station of the Year in 1992 and 1996.

## Bill Smith

### Re-issues at College Radio

As National Manager of Promotion for Rhino Records, Bill Smith is responsible for planning and executing promotional campaigns for Rhino releases to commercial formats. During his reign as Manager of College Radio for Rhino, he revived Rhino's college radio program, earning him a nomination as College Rep of the Year in the 1995 GAVIN Awards.



As National Manager of Promotion for Rhino Records, Bill Smith is responsible for planning and executing promotional campaigns for Rhino releases to commercial formats. During his reign as Manager of College Radio for Rhino, he revived Rhino's college radio program, earning him a nomination as College Rep of the Year in the 1995 GAVIN Awards.

## Carolyn Wolfe

### Re-issues at College Radio

Carolyn Wolfe joined Atlantic Records in 1994 as the National Manager of College Promotion. She was previously Manager of National Promotion at TVT Records, and handled alternative radio and club promotion at Roadrunner Records from 1991-1993. She is a graduate of the University of Vermont, and was the Music Director at WRUV.

## Julie Muncey

### Re-issues at College Radio

Muncey joined Warner Bros in July of 1995 as National Manager of College Promotion. Prior to that, she worked at WEA Distribution in Chicago for two years as assistant to the branch manager. She entered the industry as a three-year intern for Virgin Records. She's a Scorpio and her favorite ice cream is chocolate.

## Mike Henry

### The Truth About Phantom Cume

Mike Henry is a founding—and now Managing—Partner of Paragon Research, a Denver-based firm specializing in programming and marketing research for the radio industry. Prior to Paragon, he was Marketing Director for Surrey Research, spent two years on the local sales staff of WSB AM/FM-Atlanta, put in time as sales rep and sports reporter for Wave 97-Savannah, was GM of WUOG/FM-Athens for two years, and served as air talent for WRFC/AM, WAGQ/FM, and WUOG.

## Don Benson

### Top 40 Roundtable

As Corporate Vice President of Operations/Programming for the radio division of Jefferson-Pilot Communications Company, Don Benson oversees the operations and programming for the company's 17 radio stations. A 20-year broadcast veteran, Benson is a former operations manager of WQXI AM/FM, which is now Jefferson-Pilot's STAR 94. During Benson's 11-year stint there, the station became one of the nation's major ratings and billing successes.



Don Benson oversees the operations and programming for the company's 17 radio stations. A 20-year broadcast veteran, Benson is a former operations manager of WQXI AM/FM, which is now Jefferson-Pilot's STAR 94. During Benson's 11-year stint there, the station became one of the nation's major ratings and billing successes.

Benson served as Vice President of operations at KIIS/FM-Los Angeles, where he hired Rick Dees for mornings and changed the format from dance to Top 40. While Corporate Vice President of Programming for Western Cities Broadcasting's seven station group, Benson launched KZZP, which became the contemporary market leader in Phoenix.

## Dan Kieley

### Top 40 Roundtable

Covering a 20-year span, Dan has successfully programmed such legendary stations as KDWB-Minneapolis, Omaha's Sweet 98, and KDWZ-Des Moines. During this time, he also served as Group PD for Ingstad Broadcasting. In his short tenure at KIIS/FM-Los Angeles, he has already taken the station to its highest ratings position in three years.

## Tom Poleman

### Top 40 Roundtable

Tom Poleman is currently Program Director of Z100 in New York, where he has returned the station to its Top 40 roots and boosted the ratings considerably. He got his start in radio as disc jockey and Program Director at Cornell University's WVBR, after which he moved on to become disc jockey, Assistant Program Director, and Music Director at KCTO1 in New Haven, Connecticut. He has also worked as Program Director and disc jockey in Houston at KRBE.



## Tim Richards

### Top 40 Roundtable

Currently Program Director in Tucson's KRQ, Tim Richards got his start in radio as an intern and disc jockey at B96 in Chicago with Dave Shakes and Todd Cavanah in 1990. He has also worked as Assistant Program Director and Music Director in Denver at KIMN, and WBMX in Boston.



## Ray Gmeiner

### Active Rock Jukebox Jury

Gmeiner joined Virgin Records as Senior VP of Promotion after 2 1/2 years with Zoo Entertainment. In his new post, Gmeiner oversees Virgin's entire rock department, coordinating field staff efforts and orchestrating campaigns encompassing A3, heritage, Active, and album rock radio promotion.





## Jo Robinson

### Active Rock Jukebox Jury

After a ten-year tour of duty as APD/MD and midday hostess at WLVQ-Columbus, Ohio, Jo signed on with Rock 103.5. Since 1994, she has continued in all three jobs, as well as overseeing all music research, jock and music scheduling for the station. She works hand-in-hand with Dave Richards to select and program the music and the station's sound. She has also interviewed Metallica, Aerosmith, Sammy Hagar, Rush, AC/DC, Ozzy Osbourne, and many others for syndicated shows like *Rockline* and *The Album Network Presents*. She's won many industry awards and can do a cool-but-scary devil voice thing.

## J.J. Jeffries

### Active Rock Jukebox Jury

J.J. entered the radio biz as a lowly intern at KJJO-Minneapolis, but worked his way up to MD of the station. After holding down an air-shift at KQRS-St. Paul, he moved to WHMH-St. Cloud as PD. Tired of the snow, the next move was to KCLB-Palm Springs as OM/PD. He is currently PD of KUPD-Phoenix.

## Shanon Leder

### Active Rock Jukebox Jury

Leder grew up, got her first start in radio, and continues to live in San Diego. She came to KIOZ-San Diego in 1990 and has worked every air shift ever invented and has been the music director for two years.

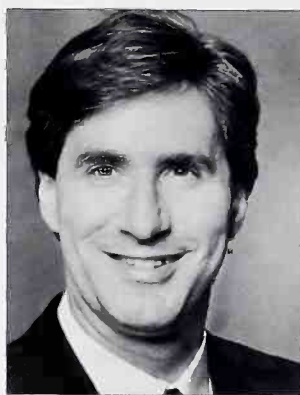
## Patrick Blake

### Branding Your Station on the Internet

JAMtv President Patrick Blake comes from an equity trading background, and he's used this knowledge to invest in the growing Internet marketplace. JAMtv has assembled the world's largest aggregation of music programming, content, and information, and distributes this programming through their Internet brands, which include JAMtv Radio network ([jamtv.com](http://jamtv.com)) and the Rolling Stone Network ([rollingstone.com](http://rollingstone.com)). The JAMtv Radio Network has over 100 radio station affiliates in the top 50 markets.

## Jack Silver

### Anatomy of a Killer Morning Show



Silver's radio background is long and distinguished, including programming, on-air, and production stints at KMEL and KFRC-San Francisco, KIIS/FM-Los Angeles, WLUP/AM-Chicago, and KKBH/FM and KGB/FM-San Diego. He's currently PD of FM Talk station KLSX-Los Angeles, but Silver is today best known as a coach for some of the top morning shows in the country. As President of Morning Shows, Inc., Silver serves as a "personal trainer," beefing up air talent and whipping presentation into shape.

## Karen Lightfoot

### Anatomy of a Killer Morning Show

Currently Executive Producer of KMEL-San Francisco's *Sway & the Breakfast Club*. Lightfoot was also an early producer of Doug Banks' highly-rated morning show for WGCI-Chicago.

## Michael Fischer

### Smooth Jazz Jukebox Jury

This is the third year in a row that Michael Fischer has been called on to host the Smooth Jazz Jukebox Jury and choose music for the event. Last year Fischer grabbed GAVIN Smooth Jazz PD of the Year honors after his first year with KOAI in Dallas. Prior to the Oasis, he served at a programming/syndication post with SW Networks, and before that, was Music Director at WNUA-Chicago.

## "Shotgun" Tom Kelly

### Legends of the Airwaves

For nearly three decades, "Shotgun" Tom



Kelly was known as one of San Diego's most beloved air personalities. He now works the afternoon drive slot at Oldies Radio K-Earth 101/FM-Los Angeles.

Kelly has

also received two Emmy Awards for his work as host of two children's television shows, *Words-A-Poppin'* and *Kids Club*.

## Bobby Rich

### Legends of the Airwaves

Bobby Rich's first experience as a disc jockey occurred at age 15 in his home state of



Washington. A few years later, he went on to become a Program Director in Davenport, Iowa.

Rich is known for developing the Hot A/C

format at KFMB/FM-San Diego, where he served as Vice President/General Manager and morning show anchor during the mid to late '80s. He has also held posts in Los Angeles at KHJ and KHTZ, and WXLO in New York

Rich has since turned his focus to mainstream A/C at KMXZ in Tucson.

## Charlie Tuna

### Legends of the Airwaves

Charlie Tuna has worked as morning drive personality for more stations and formats than anyone in Los Angeles radio history: Top 40, A/C, Hot A/C, oldies, talk, sports talk, and for the past three years, country at KIK-FM 94.3.

As a GAVIN "Legends of the Airwaves" pan-



elist, Tuna draws on his experience as part of the legendary KHJ Boss Jock lineup in the late '60s, beginning at KROQ in 1972 and serving as Program Director and morning DJ for KIIS/AM and FM in the mid-'70s.

Tuna has been heard around the world daily on the Armed Forces Radio Network for the past 25 years, and currently hosts three internationally syndicated TV shows.

## Helen Little

### Women of the Radio and Music Landscape

Helen Little has made huge strides in her fifteen years in the music industry. As Operations Manager at Philadelphia's WUSL/FM (POWER 99), Little is the first known African American woman in the country to hold this title at a radio station.



Beginning her career as a disc jockey at WCHL/AM-Chapel Hill at the University of North Carolina, Little went on to become Assistant Program Director at KJMZ/FM-Dallas before going to New York as a midday personality and Music Director. Little is founder of "Women on the Air" (WOTA), an organization now part of American Women in Radio and Television, providing women with networking and communication opportunities with fellow broadcast mentors.

## Becky Brenner

### Women of the Radio and Music Landscape

Becky Brenner is General Program Manager for American Radio Systems in Seattle, which includes country stations KMPS/FM, KYCW/FM, as well as KZOK/FM and KISS 106. Brenner also serves as program director of KYCW/FM.

Her 20 years of broadcasting experience includes 13 years in various programming positions for EZ Communications/American Radio Systems in Seattle, plus three years as Vice President/Programming and Country Consultant for Broadcast Programming and the BP



Consultant Group. She also has five years of experience doing afternoon drive, radio news, promotions, and production for the Value Radio Corporation (Midwest Family) in Oshkosh, Wisconsin.

## Bruce Warren

### A3 On the GRIDDLE

You can tell a lot about a Music Director like Bruce Warren from his favorite records of 1997. They include Radiohead, Beth Orton, Jeb Loy Nichols, Jonatha Brooke, Bob Dylan, Cornershop, Belle and Sebastian, and Hanson. And it's a safe bet that a majority of those artists have appeared on WXPB and World Cafe in Philadelphia, where Bruce acts as Music Director and producer. He's also a multiple GAVIN Award winner. This is Bruce's third stint selecting GRIDDLE music to be evaluated by a panel of experts. Expect lots of new, unheard groovy stuff.

## Gary Vercelli

### Jazz Format Meeting

Gary Vercelli is a jazz programming pioneer, most predominantly with KXJZ in Sacramento. An inveterate jazz authority, Gary has authored CD liner notes and has written articles on a wide range of topics concerning jazz. Both Gary and KXJZ have won multiple GAVIN jazz awards for excellence in programming.

# GAVIN

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# CLUB MCA

CELEBRATING 40 YEARS OF GAVIN

*Remember how convention parties used to be? I mean really used to be? Club MCA will be kickin' free drinks, hot music and no morals from Thursday to Saturday in Worthington's Lounge 10:00 P.M. 'til drop.*

*Do not bring your mother!*



GAVIN



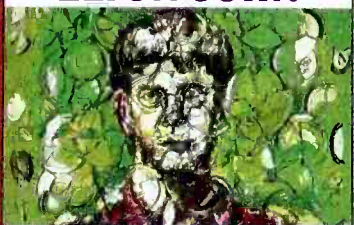
# ELTON JOHN

## RECOVER YOUR SOUL

THE FOLLOW UP TO THE  
MULTI PLATINUM SINGLE  
SOMETHING ABOUT THE WAY  
YOU LOOK TONIGHT

FROM THE ALBUM  
THE BIG PICTURE

ELTON JOHN



THE BIG PICTURE

# Impact Date 2/9

Produced by Chris Thomas  
Management: John Reid

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rock





**Country Notes** BY JAMIE MATTESON



**San Diego or Bust!**

In just a few short days, San Diego will take the spotlight when thousands of music industry professionals from all facets and formats converge for the 40th Anniversary GAVIN Seminar. This year marks the first time since 1995 that the country format will participate in GAVIN's main seminar, and I am excited to be leading the cavalry of radio programmers, music directors, record label representatives, and assorted syndicators and format supporters back to the fold. What began as the daunting task of organizing a country gathering just three weeks before Country Radio Seminar and answering the frequently asked question, "Why should country care about other formats" has now taken on a life of its own.

Why should country care about other formats? My answer is, Why not? Stagnation and self-absorption can't be good for us. Many formats—especially Top 40—have experienced the growing pains country is now feeling, and all

radio and record company professionals must deal with our ever-changing industry. We must empower our format for the future by seeking creative ideas, improved efficiency, and solutions to the difficulties we are currently faced with.

To the gang at KSON, thanks for all your help. Your graciousness as hosts began in early December and has continued throughout the planning process. To my West Coast regional friends, thanks for your support, encouragement, and enthusiasm in planning this event. There is a reason they say the West is the best! To country radio, I know your time is limited and valuable, so for those of you making the journey, thank you. It is my sincere hope that our seminar gives you an equal balance of information and networking opportunities, as well as fun in the sun, some awesome country performances, and some fantastic food! I can just about taste the fresh seafood and authentic Mexican fare now! *¡Ole!* ●

**Gavin Seminar Country Agenda**

**Thursday, February 5**

- 10:30 a.m. Keynote Speaker: Deepak Chopra
- 2:15 p.m. Getting The Most Out of Your Music Test
- 3:30 p.m. Gavin Global Soundstage: The Future of Radio, Music, and Online Technology
- 6 p.m. Welcome Country Attendees Cocktail Party
- 7:30 p.m. Americana's Run for the Border: The Great Divide, the Blazers, Heather Myles

**Friday, February 6**

- 9 a.m. Programming Your Cluster: The New Group PD
- 12:30 p.m. The Truth About Phantom Cume
- 1:30 p.m. Country Luncheon w/ performance by Curb Universal's Brad Hawkins
- 3:30 p.m. Country's Three C's: Consolidation, Competition, and Congestion Moderated by KYCY-San Francisco PD Eric Logan. Acoustic performances by Arista's Jim Collins and Asylum's Melodie Crittenden
- 6:30 p.m. The Gavin Cocktail Party: Tastes of San Diego

**Saturday, February 7**

- 9:30 a.m. Anatomy of a Killer Morning Show
- 10 a.m. Americana Meet & Greet: Loudon Wainwright III
- 10:45 a.m. Southern California's Legends of the Airwaves.
- 11:30 a.m. Women of the Radio and Music Landscape: Entitlement and Empowerment in 1998
- 12:30 p.m. Gavin Americana Awards Luncheon.



**Don't Sign Any Contracts!**

**Coming 1st quarter of 1998 Country radio's ONLY syndicated nighttime show LIVE from Music Row!**

- Music-intensive
- Live performances
- Celebrity interviews
- Phone interaction
- 5 nights a week

Stay tuned for the announcement of our nationally renowned host!



**JONES RADIO NETWORK™**

Call Michael Henderson, Director of Affiliate Sales, 303-784-8700

**Profile**

**Marita O' Donnell**



**LABEL/COMPANY:** Curb Records  
**POSITION:** Gavin/Secondary Promotion

**HOW LONG?** 3 years, 4 months

**WHAT DO YOU LIKE MOST ABOUT YOUR JOB?** Being a part of the most exciting industry on Earth and seeing new artists' careers develop.

**LEAST?** Dealing with people who aren't passionate about the music and the format.

**THE EARLY YEARS:**

**BORN IN:** Pittsburgh, Penn.

**CREW UP IN:** Pittsburgh, Penn.

**BEFORE WORKING FOR A RECORD LABEL, I WORKED AT:** KOUL-Corpus Christi, Tex. for 12 years

**JOB TITLE & RESPONSIBILITY:**

**Music Director and mlddays**  
**WHAT IS YOUR FAVORITE SONG OF ALL-TIME?** It's tied—"Nights In White Satin" by the Moody Blues and any version, except Terry Bradshaw's, of "I'm So Lonesome I Could Cry."

**WHAT ALBUM/CD IN YOUR COLLECTION ARE YOU MOST ASHAMED OF?** "Informer" by Snow

**DIDYAKNOW?** I would drive stock cars at the short tracks around south Texas every chance I got. One season, I was the flag person at the track my boyfriend was racing at.

**IF I WORKED FOR A RADIO STATION, I WOULD:** bring the fun and spontaneity back to radio in all dayparts and let full-timers have weekends off.

**MOTTO TO LIVE & WORK BY:** We all know life can be unfair and tough, so try, in some way, to make it a little easier for someone.

**Rodeo Time!**

You are among the first on your block with a copy of the latest GAVIN Video Magazine featuring the 1st Annual GAVIN Video Rodeo. We've lassoed some of Nashville's finest country promoters to compete and earn their place in 8-second history.



MCA's Rodeo Trio! Royce Risser (left) and Mike Severson (right) give Kim Sexton some bull-ish advice.

Editor: JAMIE MATTESON • Chart Editor: JEFF HOUSE

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**MOST ADDED**

- PAUL BURCH (24)
- BLUE HIGHWAY (19)
- ROBIN & LINDA WILLIAMS (13)
- PETER CASE (13)
- HANGDOGS (12)
- MICHAEL RENO HARRELL (12)
- THOMPSON BROTHERS (12)
- V/A - "APOSTLE" SOUNDTRACK (11)

**TOP TIP**

**THE HOLLISTERS**

*Land of Rhythm and Pleasure (Freedom)*

If Honky Tonk is a destination, and you want to get there quickly, then get directions from these guys. "The Land of Rhythm and Pleasure" is full of straight forward, great country music. Put it in your CD player and push repeat.

**RECORD TO WATCH**

**BOTTLE ROCKETS**

*24 Hours A Day (Atlantic)*

Lighting up the airwaves at KLOA, KALX, KVMR, WNCW, WRSI, KFAN, KHYI, KSYM, KXCI, WDBM, WHAY, WRIU, WVLS, KCMU, KDMO, KFAL, KRCL, WCSD, WMLB, WMNF and Fat Music.

# Gavin Americana™

The Other Country

LW	TW		Rpts.	Adds	H	M	L
1	1	<b>THE DERAILERS</b> - Reverb Deluxe (Watermelon/Sire)	68	0	40	21	7
2	2	RICKY SKAGGS - Bluegrass Rules (Rounder)	66	1	40	17	9
4	3	<b>FRED EAGLESMITH</b> - Lipstick Lies & Gasoline (Razor & Tie)	66	0	35	14	17
3	4	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	63	0	34	20	9
5	5	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	60	0	32	14	14
6	6	ROBBIE FULKS - South Mouth (Bloodshot)	61	1	21	25	15
9	7	<b>JAMIE HARTFORD</b> - What About Yes (Paladin)	60	2	16	26	18
8	8	<b>TOM T. HALL</b> - Home Grown (Mercury)	54	1	24	15	15
14	9	<b>THE WOODYS</b> - The Woodys (Rounder)	58	5	6	22	30
7	10	CHESAPEAKE - Pier Pressure (Sugar Hill)	51	0	13	22	16
10	11	<b>RECKLESS KELLY</b> - Millican (Cold Spring)	48	1	15	17	16
11	12	TIM O'BRIEN - When No One's Around (Sugar Hill)	45	0	17	11	17
13	13	KEVIN JOHNSON & THE LINEMEN - Parole Music (Sam)	50	0	6	22	22
12	14	WAYNE HANCOCK - That's What Daddy Wants (Ark 21)	48	0	11	15	22
18	15	<b>LONGVIEW</b> - Longview (Rounder)	46	3	9	18	19
35	16	<b>PETER CASE</b> - Full Service No Waiting (Vanguard)	45	13	6	17	22
20	17	<b>JOHN FLYNN</b> - John Flynn (Sliced Bread)	46	2	4	21	21
19	18	<b>BIG HOUSE</b> - Big House (MCA/NASHVILLE)	37	2	16	10	11
15	19	GREG BROWN - Slant 6 Mind (Red House)	41	0	8	19	14
29	20	<b>CHERI KNIGHT</b> - Northeast Kingdom (E-Squared)	42	9	10	11	21
17	21	CHIP TAYLOR - Last Chance (Train Wreck)	43	0	4	17	22
16	22	SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)	43	0	7	11	25
21	23	JAMES INTVELD - James Intveld (Risk/Innerworks)	40	0	6	15	19
N	24	<b>ROBIN &amp; LINDA WILLIAMS</b> - Devil Of A Dream (Sugar Hill)	37	13	5	14	18
23	25	WYLIE & THE WILD WEST SHOW - Way Out West (Rounder)	39	0	4	17	18
25	26	TIM RYAN - Tried, True, and Tested (Warner Western)	34	1	12	7	15
31	27	<b>DONNIE FRITTS</b> - Everybodys Got a Song (Oh Boy!)	36	2	5	14	17
30	28	<b>BUDDY MILLER</b> - Poison Love (HighTone)	37	0	8	6	23
22	29	TINA ADAIR - Just You Wait & See (Sugar Hill)	39	0	6	9	24
40	30	<b>BOBBY HICKS</b> - Riddle Patch (Rounder)	32	4	6	14	12
N	31	<b>THE HOLLISTERS</b> - Land Of Rhythm And Pleasure (Freedom)	37	9	3	12	22
27	32	THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)	35	0	5	13	17
N	33	<b>HANK THOMPSON</b> - ... And Friends (MCG/Curb)	30	4	6	13	11
26	34	PAT DONOHUE - Backroads (Bluesky)	33	0	3	16	14
24	35	RAY CONDO AND HIS RICOCHETS - Door To Door Maniac (Joaquin)	35	1	5	10	20
36	36	<b>PAUL THORN</b> - Hammer and Nail (A&M)	31	3	7	8	16
28	37	BILL KIRCHEN - Hot Rod Lincoln-Live! (HighTone)	34	0	1	15	18
33	38	THE SONGS OF JIMMIE RODGERS V/A (Egyptian Records/Columbia)	37	0	2	3	32
37	39	<b>BOTTLE ROCKETS</b> - 24 Hours A Day (Atlantic)	27	1	5	11	11
N	40	<b>HANGDOGS</b> - East Of Yesterday (Crazyhead)	30	12	2	10	18

**Chartbound**

- V/A - "Known On The Underground" (Rank)
- LIBBI BOSWORTH (Freedom)
- JANET LYNN (Austex)
- LONESOME BROTHERS (Tar Hut)
- MONK WILSON (Tangible)
- PRICKLY PAIR (Rockhouse)
- PAUL BURCH (Checked Past)

**Americana Inroads** BY CHRIS MARINO

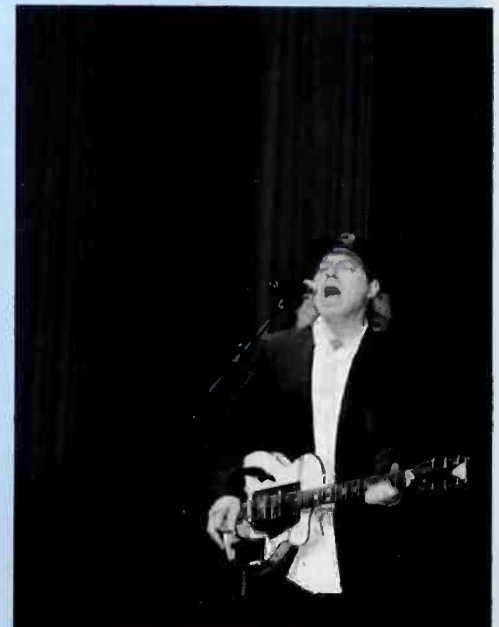


## Nashville Music Awards Honor Americana

The Nashville Music Awards were handed out on January 21 at Tennessee Performing Arts Center and this year marked the first ever award in the Americana category. There were plenty of musical highlights, including Buddy and Julie Miller (with Steve Earle assisting on mandolin), John Hiatt, Trisha Yearwood, and Steve Winwood, but the most impressive segment of the evening was when Steve Earle, Marty Stuart, Sam Bush, Mark Schatz, Jerry Douglas, and John Hartford got together to pay tribute to Roy Huskey, Jr. They performed the song "Pilgrim," which Earle penned for Roy's funeral last year. Huskey also received (posthumously) a Nammy for Bassist of the Year. Other winners included Jason & the Scorchers for *Clear Impetus Morning* (Rock Album), Scotty Moore & D.J. Fontana for *All the Kings Men* (Independent Album), Mike Henderson & the Bluebloods for *First Blood* (Blues Album), Alison Krauss & Union Station for *So Long, So Wrong* (Bluegrass), Delbert McClinton for Male Vocalist, and Kim Richey for *Bittersweet* (Americana Album).



Kim Richey accepts award for Americana Album of the Year. Rodney Crowell and Steve Earle, shown in background, presented the award.



Buddy Miller cranks it up during his performance at the Nashville Music Awards.



At pre-Nammy schmoozer, Rob Bleetstein tries to get a date with Joy Lynn White and her sister.

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 Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.  
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## Americana Seminar Update

Before you read any further do yourself a favor and strap on a bib to catch the drool. The final line up for the 1998 Gavin Seminar is in, and I think everyone will agree it is a mouthwatering Americana feast. Along with the fabulous Continuing -Ed series and schmoozersessions taking place at the Hyatt, there'll be a plethora of performers on and off campus. The entertainment with an Americana groove starts Wednesday evening when Jesse Dayton, Mary Lou Lord and Whiskeytown take the stage at the Casbah. On Thursday evening, make sure to be at Americana's "Run for the Border" party for Coronas and sangria with performers the Great Divide, Heather Myles, and the Blazers. The week-end begins with the Woodys performing at the Americana session, "Pro-Active Programming and Creative Marketing," on Friday afternoon. After that, it's time to hop on the R Bus (Rising Tide) to the Belly-up Tavern to see Jack Ingram and Junior Brown in Solano Beach.

Saturday morning at 10 in the hotel, enjoy refreshments and meet Loudon Wainwright III. And at 12:30 p.m., the Americana Awards Luncheon features Decca recording artist Chris Knight.

Some other related sessions to put on your agenda are Country's "Three Cs Consolidation, Competition, and Congestion" and the Country Welcome Luncheon. Check the schedule elsewhere in this issue for times and places of all sessions.

As a personal recommendation, make sure to see keynote speaker Dr. Deepak Chopra. Never underestimate the power of inspirational speakers and authors. Seven years ago, this now ex-radio programmer read *Awaken the Giant Within* by Tony Robbins. Up until that time, I had never set foot in a radio station; two months later, I had my first radio job and have never looked back. The truth is always stranger than fiction.

Do yourself a favor and embrace as much of the Seminar as possible. Some of the industry's best will be represented on the various panels, and just because a session is not directly targeted towards your format doesn't mean you won't benefit from it. A large portion of what is discussed during these sessions is applicable to all radio formats and stations. Don't limit yourself. ●

## Americana Picks

BY CHRIS MARINO

### JAMIE HARTFORD What About Yes (Paladin)



*What About Yes* is more proof that less is more. Hartford reduces the art of song making to the bare essentials, but that's what the good ones are supposed to do! Neatly weaving together blues, country, folk, rock and even jazz, his songs are a refreshing diversion from the bloated agendas and angst found in most of today's folk and rock. Simple and to the point, these songs are about life, love, and heartbreak—what a concept. The melodies have a pop sensibility and the band can actually play their instruments (rare in a world where conceptualism often supersedes musicianship). *What About Yes* is an excellent record that rocks, twangs, and, at times, soothes. Get the CD, and if he ever plays with in a 200-mile radius of you, go to the show. You won't be disappointed. Standouts include "Somebody's Gonna Pay," "Who Cut Your Heart Out," "What About Yes," and the ballad "Good Things Happen (When You're Around)." Also included on the album is "Baby Is Gone," by Cowboy Jack Clement, whose writing had a profound effect on Jamie's musical direction, and the late Steve Goodman's "Lookin' for Trouble."

### Derailers Style

In a recent conversation with **Eric Zappa** at **Watermelon Records**, he said MTV had just shot the pilot for a new show, *Cringe*. The **Derailers**, who recently performed in New York, were filmed for the initial episode which they will also host. The show is to feature Americana/alt country acts and could air on a weekly basis. There is no airdate scheduled yet. In addition, the band has also just completed its first video. Filmed in Austin at both the World Famous **Continental Club** and **Pete's Flat Top Shop** (Tony's hairstylist) No hairdate announced, but it should be on **CMT soon**.

# DELBERT MCCLENTON

"...he's one

of the planet's

greatest

roadhouse

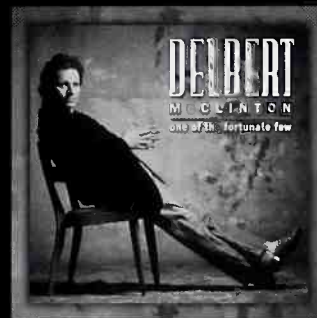
rockers."

—ENTERTAINMENT  
WEEKLY

## TOO MUCH STUFF

FEATURING **Lyle Lovett**  
AND **John Prine**

THE NEW SINGLE FROM  
**ONE OF THE FORTUNATE FEW**



**RISING TIDE**  
A Universal Music Company

© 1998 Universal Records, Inc.



**MOST ADDED**

**MARY LOU LORD**

(16/25 reports)

**PETER CASE**

(14/45 reports)

**TODD THIBAUD**

(10/26 reports)

**TOP TIP**

**MARCIA BALL, IRMA THOMAS,  
TRACY NELSON**

*"I Want to Do Everything for You"*  
(Rounder)

Highest debut during a clean-up week of eight debuts. BT&N ranks at #29, 309 spins, +125.

**RECORD TO WATCH**

**NATALIE IMBRUGLIA**

*"Torn"*

(RCA)

Massive British pop hit produced by Phil Thornally of the Cure.

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3



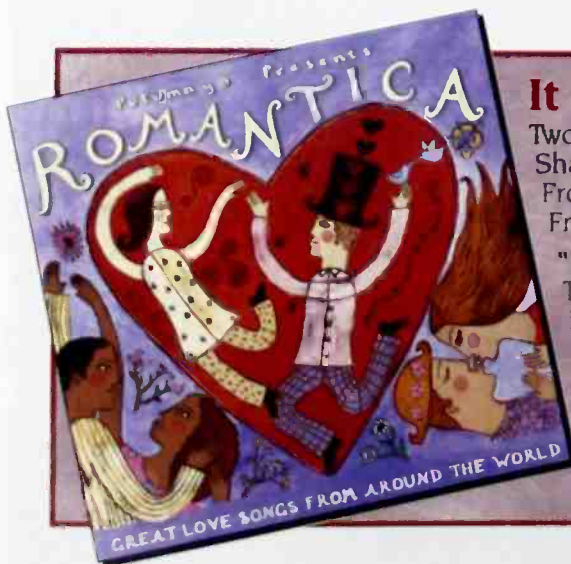
EDITORS:

KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	<b>SARAH McLACHLAN</b> (Netwerk/Arista)
3	2	<b>LOREENA MCKENNITT</b> (Warner Bros.)
2	3	B.B.KING (MCA)
6	4	<b>LISA LOEB</b> (Geffen)
5	5	MATCHBOX 20 (Lava/Atlantic)
4	6	ROLLING STONES (Virgin)
8	7	<b>ALANA DAVIS</b> (Elektra/EEG)
7	8	THE VERVE (Virgin)
10	9	SISTER HAZEL (Universal)
9	10	THE SUNDAYS (DGC)
14	11	<b>DELBERT McCLINTON</b> (Curb/Rising Tide)
16	12	<b>MARK KNOPFLER</b> (Mercury)
12	13	JONATHA BROOKE (Refugee/MCA)
15	14	<b>GREGG ALLMAN</b> (550 Music)
22	15	<b>BLUES TRAVELER</b> (A&M)
20	16	<b>THIRD EYE BLIND</b> (Elektra/EEG)
28	17	<b>GREEN DAY</b> (Reprise)
13	18	STEVE EARLE (E-Squared/Warner Bros.)
26	19	<b>KENNY WAYNE SHEPHERD</b> (Revolution)
11	20	JOHN MELLENCAMP (Mercury)
19	21	ABRA MOORE (Arista Austin)
29	22	<b>FREDDY JONES BAND</b> (Capricorn)
18	23	HOLLY COLE (Metro Blue/Capitol)
17	24	PAUL SIMON (Warner Bros.)
21	25	BOB DYLAN (Columbia/CRG)
25	26	<b>HUFFAMOOSE</b> (Interscope)
23	27	DOG'S EYE VIEW (Columbia/CRG)
43	28	<b>AGENTS OF GOOD ROOTS</b> (RCA)
<b>NEW</b>	29	<b>SING IT</b> (Rounder)
30	30	<b>PAULA COLE</b> (Warner Bros.)
36	31	<b>WILLIAM TOPLEY</b> (Mercury)
27	32	DAR WILLIAMS (Razor & Tie)
31	33	<b>GREAT EXPECTATIONS SOUNDTRACK</b> (Atlantic)
46	34	<b>VICTORIA WILLIAMS</b> (Atlantic)
24	35	JEB LOY NICHOLS (Capitol)
38	36	<b>PATTY LARKIN</b> (High Street/Windham Hill)
33	37	JOHNNY LANG (A&M)
34	38	BRUCE COCKBURN (Rykodisc)
<b>NEW</b>	39	<b>PETER CASE</b> (Vanguard)
<b>NEW</b>	40	<b>MARCY PLAYGROUND</b> (Mammoth)
45	41	<b>BILLIE MYERS</b> (Universal)
37	42	SMASH MOUTH (Interscope)
<b>NEW</b>	43	<b>BEN FOLDS FIVE</b> (Caroline)
<b>NEW</b>	44	<b>PEARL JAM</b> (Epic)
40	45	BEN HARPER (Virgin)
<b>NEW</b>	46	<b>CHRIS STILLS</b> (Atlantic)
<b>NEW</b>	47	<b>WHISKEYTOWN</b> (Outpost)
49	48	<b>SCREAM 2 SOUNDTRACK</b> (TVT)
32	49	THE WALLFLOWERS (Interscope)
<b>NEW</b>	50	<b>NAKED</b> (Red Ant)

LW	TW	COMMERCIAL
1	1	<b>SARAH McLACHLAN</b> (Netwerk/Arista)
2	2	<b>MATCHBOX 20</b> (Lava/Atlantic)
4	3	<b>LOREENA MCKENNITT</b> (Warner Bros.)
5	4	<b>THE VERVE</b> (Virgin)
3	5	ROLLING STONES (Virgin)
6	6	B.B.KING (MCA)
7	7	LISA LOEB (Geffen)
8	8	<b>ALANA DAVIS</b> (Elektra/EEG)
9	9	<b>SISTER HAZEL</b> (Universal)
13	10	<b>BLUES TRAVELER</b> (A&M)
14	11	<b>THIRD EYE BLIND</b> (Elektra/EEG)
21	12	<b>GREEN DAY</b> (Reprise)
17	13	<b>MARK KNOPFLER</b> (Mercury)
11	14	THE SUNDAYS (DGC)
15	15	GREGG ALLMAN (550 Music)
12	16	DOG'S EYE VIEW (Columbia/CRG)
16	17	<b>DELBERT McCLINTON</b> (Curb/Rising Tide)
19	18	ABRA MOORE (Arista Austin)
25	19	<b>WILLIAM TOPLEY</b> (Mercury)
10	20	JOHN MELLENCAMP (Mercury)
20	21	PAULA COLE (Warner Bros.)
34	22	<b>KENNY WAYNE SHEPHERD</b> (Revolution)
30	23	<b>FREDDY JONES BAND</b> (Capricorn)
27	24	<b>HUFFAMOOSE</b> (Interscope)
43	25	<b>AGENTS OF GOOD ROOTS</b> (RCA)
22	26	JOHNNY LANG (A&M)
18	27	STEVE EARLE (E-Squared/Warner Bros.)
44	28	<b>MARCY PLAYGROUND</b> (Mammoth)
39	29	<b>BEN FOLDS FIVE</b> (Caroline)
37	30	<b>BILLIE MYERS</b> (Universal)
23	31	BOB DYLAN (Columbia/CRG)
24	32	SMASH MOUTH (Interscope)
28	33	<b>GREAT EXPECTATIONS SOUNDTRACK</b> (Atlantic)
47	34	<b>PEARL JAM</b> (Epic)
31	35	BEN HARPER (Virgin)
35	36	DAR WILLIAMS (Razor & Tie)
<b>NEW</b>	37	<b>CHRIS STILLS</b> (Atlantic)
36	38	BARENAKED LADIES (Reprise)
29	39	JONATHA BROOKE (Refugee/MCA)
33	40	JEB LOY NICHOLS (Capitol)
40	41	EDWIN McCAIN (Atlantic)
41	42	PATTY LARKIN (High Street/Windham Hill)
49	43	<b>SCREAM 2 SOUNDTRACK</b> (TVT)
26	44	THE WALLFLOWERS (Interscope)
<b>NEW</b>	45	<b>NAKED</b> (Red Ant)
<b>NEW</b>	46	<b>FLEETWOOD MAC</b> (Reprise)
46	47	DAVE MATTHEWS BAND (RCA)
45	48	FIONA APPLE (Clean Slate/WORK)
32	49	CATIE CURTIS (Guardian)
42	50	HOLLY COLE (Metro Blue/Capitol)

LW	TW	NON-COMMERCIAL
1	1	<b>JONATHA BROOKE</b> (Refugee/MCA)
2	2	<b>B.B.KING</b> (MCA)
4	3	<b>LOREENA MCKENNITT</b> (Warner Bros.)
12	4	<b>LISA LOEB</b> (Geffen)
3	5	HOLLY COLE (Metro Blue/Capitol)
13	6	<b>VICTORIA WILLIAMS</b> (Atlantic)
6	7	STEVE EARLE (E-Squared/Warner Bros.)
5	8	PAUL SIMON (Warner Bros.)
27	9	<b>SING IT</b> (Rounder)
8	10	ALANA DAVIS (Elektra/EEG)
11	11	<b>BOB DYLAN</b> (Columbia/CRG)
10	12	SARAH McLACHLAN (Netwerk/Arista)
7	13	<b>DELBERT McCLINTON</b> (Curb/Rising Tide)
16	14	<b>GREGG ALLMAN</b> (550 Music)
9	15	ROLLING STONES (Virgin)
<b>NEW</b>	16	<b>PETER CASE</b> (Vanguard)
18	17	<b>FRED EAGLESMITH</b> (Razor & Tie)
17	18	ARCHIE ROACH (HighTone)
19	19	BRUCE COCKBURN (Rykodisc)
15	20	THE VERVE (Virgin)
14	21	JEB LOY NICHOLS (Capitol)
22	22	LIVE ON LETTERMAN (Reprise)
24	23	<b>MARK KNOPFLER</b> (Mercury)
29	24	<b>PATTY LARKIN</b> (High Street/Windham Hill)
26	25	<b>KENNY WAYNE SHEPHERD</b> (Revolution)
23	26	PETE BELASCO (Verve Forecast)
21	27	THE BRIDGE SCHOOL CONCERTS (Reprise)
35	28	<b>GREAT EXPECTATIONS SOUNDTRACK</b> (Atlantic)
20	29	PAINT IT BLUE (House of Blues)
28	30	DAR WILLIAMS (Razor & Tie)
31	31	ABRA MOORE (Arista Austin)
32	32	PAUL THORN (A&M)
34	33	THE SUNDAYS (DGC)
25	34	CORNERSHOP (Luaka Bop/Warner Bros.)
30	35	GREG BROWN (Red House)
33	36	PATTI SMITH (Arista)
48	37	<b>TED HAWKINS</b> (Evidence)
<b>NEW</b>	38	<b>WHISKEYTOWN</b> (Outpost)
37	39	CATIE CURTIS (Guardian)
36	40	G LOVE & SPECIAL SAUCE (OKeh/550 Music)
38	41	FIONA APPLE (Clean Slate/WORK)
44	42	<b>JAMES INTYVELD</b> (Risk/Innerworks)
<b>NEW</b>	43	<b>CHERI KNIGHT</b> (E-Squared)
47	44	<b>REFRESHMENTS</b> (Mercury)
<b>NEW</b>	45	<b>MARY LOU LORD</b> (WORK)
39	46	JOAN BAEZ (Guardian)
49	47	<b>BLUES TRAVELER</b> (A&M)
<b>NEW</b>	48	<b>DEANNA KIRK</b> (Blackbird)
<b>NEW</b>	49	<b>FREDDY JONES BAND</b> (Capricorn)
<b>NEW</b>	50	<b>AGENTS OF GOOD ROOTS</b> (RCA)



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# Gavin A3 Boomer Grid

EDITORS:  
KENT/KEITH  
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CIOR	KACV	KBAC	KBCCO	KBVR	KEPC	KFAN	KFLX	KFOG	KFXD	KGSR	KINK	KKZN	KLRO	KMMS	KMTT	KMBA	KOTR	KPCC	KPIG	KRCL	KROK	KRSH	KRVN	KRYS	KSPN	KSUT	KTAO	KTUZ	KTHX	KUNR	
1	SARAH McLACHLAN (Nethwerk/Arista)	916	+11	31		10	17	23	6			14	8	21	15	39	22	18	19		7	7		36	13	20	14	20	11	6	8	12			
2	LDREENA McKENNITT (Warner Bros.)	860	+65	31	22	16	6	23	10			23	23	25	16			19			9	5		3	31	14	15	14		8	10	6	11	5	
3	B.B.KING (MCA)	787	-33	23		9	16	8	8	25	24	19		36	14	12	15			6	7	9	7	13	9	38		15	14	20	14	13	8	13	5
4	LISA LOEB (Geffen)	782	+45	32		10	2	20	9	20	17	16	13	11	10	29				19	11		5		37	3	10	14	20		5	5		5	
5	MATCHBOX 20 (Lava/Atlantic)	760	-29	31		15	24	23			10	19	7			39	22	17	13	7		5			37	5	15	14			4	22	10	3	
6	ROLLING STONES (Virgin)	731	-61	23			2	16	7	10	8	18	17	10	12	28	7	18	10	6	4	7	12	2	32	21	20	23	20	6	15	8	12	5	
7	ALANA DAVIS (Elektra/EEG)	696	+46	30	23	19		17	8				13	13	11	13			18	4	9	7		38	18			20	11	10		10	5		
8	THE VERVE (Virgin)	660	-5	32	22	3	15	20	11				25	24	6	15	20	14	20		14	7		1		2	10	14	10		6		8	3	
9	SISTER HAZEL (Universal)	496	-20	22	23	14	16	12				4	24		6	15	20	14	20						36	19	10	12	13			7		3	
10	THE SUNDAYS (DGC)	494	-26		20			7			10	10	15	12	6	29				8					25	14	15	12						3	
11	DELBERT McCLINTON (Curb/Rising Tide)	475	+14			19	16	8	8	20			7	48	15				6	8		7	15		25	10	14	13	12	11		13	5		
12	MARK KNOPFLER (Mercury)	457	+42	11	19	13		16			19	22		23	14	15			19	11	4		10		13	18	10		4	9	23	12	5		
13	JONATHA BROOKE (Refugee/MCA)	456	-20		21				12	5		7	23					11		6	5	7	7		25	15		13	8	10		9	5		
14	GREGG ALLMAN (550 Music)	452	+8			9	19	17		10	19	17			8				9	10	18		14	7	10	6		10	12	20		9	13	11	5
15	BLUES TRAVELER (A&M)	447	+70		22	11						15	6		6	14	7	9			7	5	8		24	18	10	12	20		9	13	11	5	
16	THIRD EYE BLIND (Elektra/EEG)	436	+45	13	23		12	12		15							15		5			1			38	18		14	10		5			3	
17	GREEN DAY (Reprise)	427	+116	6	22	9	23						12			17	15		6						25	10	14			6				3	
18	STEVE EARLE (E-Squared/Warner Bros.)	427	-39	14	24			12	7	10				9					6		8	7	14		12	10		13	14	10		14	5		
19	KENNY WAYNE SHEPHERD (Revolution)	412	+97			13	5	10	10	0	8	11	13				9	16	12	10		5	9		16	20	24	10		6	9	10	3		
20	JOHN MELLENCAMP (Mercury)	404	-109	7					6	5	18				11	14		12		10			2	33	7	7	14	20		6	24	9		3	
21	ABRA MOORE (Arista Auslin)	393	0	14	23			22	10	30	5	7	24			15	14	13		9						9	10	12		4	9		9		
22	FREDDY JONES BAND (Capricorn)	378	+67		13	11	13			5	10		14			16	8			6		7			37	5	10	9	20		8	5		5	
23	HOLLY COLE (Metro Blue/Capitol)	370	-30	18					9	10			6		5				7	9	7		1	36		15	10	7	8		16	5		5	
24	PAUL SIMON (Warner Bros.)	354	-54			6			13	10	18				7				5	8	9	5	2	1		15	9	13	10	6		9	5		5
25	BOB DYLAN (Columbia/CRG)	352	-31					15	6	10				9	2					9	5	10	3			8	15	14	13	5	5		23	5	
26	HUFFAMOOSE (Interscope)	349	+32	20		10					9	5			11				7	7					32	9	10	9	13				11		
27	DOG'S EYE VIEW (Columbia/CRG)	335	-27	14	22			12					12	12	10		9			10						10	10		13		4		9	3	
28	AGENTS OF GOOD ROOTS (RCA)	332	+127	16	13	7		6				11	5	9	6				6		7	3			23	10		9	13		6	9	10	3	
29	SING IT (Rouder)	309	NEW		4	4			0				23										5	14	8	12	18		12	6			5		
30	PAULA COLE (Warner Bros.)	307	+14	23			11					5		5					14							4	7			9					
31	WILLIAM TOPLEY (Mercury)	302	+43	17			37			20			15	8	11		20	13					3		12	9							12		
32	DAR WILLIAMS (Razor & Tie)	299	-13	10	22				6	5	18		6		6								5	5	13	11			8	9		8			
33	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)	297	+8		37	18		7				7								18	4	3				10		9	10		5			3	
34	VICTORIA WILLIAMS (Atlantic)	291	+88										3							11	12		5	4	13	4	7		7	6			5		
35	JEB LOY NICHOLS (Capitol)	284	-50	10				14			9				12		15			8		5	9			2	10		13	5			10	3	
36	PATTY LARKIN (High Street/Windham Hill)	273	+25		19	10			7											12	10	4	1	4	13		10		10	9	6		10	3	
37	JONNY LANG (A&M)	268	-2	22		8		13		10			12	10	19					11			1	10		7	10	9		9	7	10			
38	BRUCE COCKBURN (Rykodisc)	256	-19			2			12		18		14							9	16	7	7	3		9			9						
39	PETER CASE (Vanguard)	252	NEW									5	9				5					12	3	14	2		9		10	6		8			
40	MARCY PLAYGROUND (Mammoth)	241	NEW		23	17	26	13							7			17						5		4				6		9			
41	BILLIE MYERS (Universal)	239	+34	6	23							7		10											24	20								3	
42	SMASH MOUTH (Interscope)	237	-12		12		12									13									31						4				
43	BEN FOLDS FIVE (Caroline)	232	NEW			17		16	6			9	21		14															5					
44	PEARL JAM (Epic)	229	NEW		23			11				12					13	12	11		7				12			9							
45	BEN HARPER (Virgin)	223	-21	11				12		5							13			6	8							12	13		4		10		
46	CHRIS STILLS (Atlantic)	222	NEW							9		5	10						1		12			10	3		5			7		7		3	
47	WHISKEYTOWN (Outpost)	222	NEW			5					11		10			15				7			5	6	1		15	12		7		7			
48	SCREAM 2 SOUNDTRACK (TVT)	214	+16		12				0			8					8	16		7								12	10		5				
49	THE WALLFLOWERS (Interscope)	213	-63							18	14					27		13								3		14				23	8		
50	NAKED (Red Ant)	209	NEW		11	10					9		24		6		7		3	8					15	5	7	9	10		6				3

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# Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KXL	WAPS	WBOS	WBZC	WCFB	WCLZ	WDCT	WEBK	WEBX	WERU	WFPK	WFLV	WIS	WKZE	WMAK	WMMH	WMPY	WMMY	WNCB	WNCW	WTKU	WRLT	WRMR	WRNY	WRX	WRSI	WYOD	WYRV	WYCD	WYLE	WYPN	WYPT	WYRV	WYEP	
SARAH McLACHLAN (Netwerk/Arista)	20	7	21	7		5				8	12	9	13	12	40	23	15	20				24		24	2		58	29	34	14	22	30	9		
LOREENA McKENITT (Warner Bros.)	6	7	30	10	6	5	10			6		8		16	34	23	15	11	13	8		18	12	8	3	12	25	26		48	13	10	29	8	
B.B. KING (MCA)	5	7			9	8	17	9	17	7	12	7		16		28	14	14	12	16				5	24	3	20					12	32	10	
LISA LOEB (Geffen)	5	5	30		99									15	12	20	14	8	10	16	8		17	9	24			39		38	11	10	13	8	
MATCHBOX 20 (Lava/Atlantic)			45	8		5		8					16		34	22	14		16			24	24				41	16	48		17	30			
ROLLING STONES (Virgin)		3				5	8		36	9	8		14	16	20	12	16	20	14			11	5	27	8	18				14	20			5	
ALANA DAVIS (Elektra/EEG)	5	6	15			5			17		12	2	4	12	30		9	20	15	4	6	6	15	28	6	10	26		38	16		18	12		
THE VERVE (Virgin)		9	45	12	6	7	5	14		6			16		20	14		7		3	24	13	13	2	6	26	15	28	4	14	15	8			
SISTER HAZEL (Universal)			15										15		40	22	9	7			18	28				39	18				15				
THE SUNDAYS (DGC)	34	7	15			1			17			4	13	6	30		8	10			7		9			40	28	29	9	10	8	9			
DELBERT McCLINTON (Curb/Rising Tide)							12			6	4	2		12		8	8	14	3			12		12	5	12				7	10		8		
MARK KNOPFLER (Mercury)		6			3	11	13				4			12		12		7	6	4	3	7	11		5	6					5	7			
JONATHA BROOKE (Relugee/MCA)	11	5		18	6	8	17			9	12	5				4	10	10	16	15				5	4	18				17	18	12			
GREGG ALLMAN (550 Music)					7	16	14				4			6		14	15	12		16	15		13		4					10	6		7		
BLUES TRAVELER (A&M)			7		9		9	7					6		61		15	11				4		10		24		29		4	4	16			
THIRD EYE BLIND (Elektra/EEG)		7	30	10			7						15						8			17		8		18	26	19	48			16			
GREEN DAY (Reprise)			45	6			7						15									24			6	24	36	20	47			14			
STEVE EARLE (E-Squared/Warner Bros.)		4			9	1	14	7		10	12	9		16		6	20	8	16			8		7	18					9		8			
KENNY WAYNE SHEPHERD (Revolution)		7	7		6	10	10						17			11	4				6	8	9			13					10	29			
JOHN MELLENCAMP (Mercury)	5	6			5			3					12	12		23	10	10			3	11		22	12	23				8					
ABRA MOORE (Arista Austin)	5		15		5			36								7		11				8		12					9	5	13		5		
FREDDY JONES BAND (Capricorn)			7		6			17					10		20	10	4	10	12			8	14			19				11		7			
HOLLY COLE (Metro Blue/Capitol)		7		17	9	6	7	17	8	8	7		16							16		7			4									11	
PAUL SIMON (Warner Bros.)	11	5			9		13			8	7		16			4	10	4	16	15			9		5						8		10		10
BOB DYLAN (Columbia/CRG)				9	9	14	10		10	8	9		16			12	8	6	16					6	18					11	5		5		
HUFFAMOOSE (Interscope)			7		4			17				2				16	4	10				10	6	8		13		19		15	9	18	5		
DOG'S EYE VIEW (Columbia/CRG)		4	15		4			50								15	2	5				8		26		18		17			4	5			
AGENTS OF GOOD ROOTS (RCA)		7	7		5		14							8	9	5	7	10		3	10	6				20				7		8		7	
SING IT (Rounder)		4			6		13	14	7		4	4		6		4	12	3	16	15		6		7						6				5	
PAULA COLE (Warner Bros.)	5		21	12											49			12					22				16	38	22					6	
WILLIAM TOPLEY (Mercury)		4			2		7	7								14	14		10			17	9	11		12									
DAR WILLIAMS (Razor & Tie)		4			4			6		10						15	7	7	12			6	9	7	8	25			7	8				5	
GREAT EXPECTATIONS SOUNDTRACK (Atlantic)	6	7			4		14						0			9	14		10			6	13		24			17	6		9	7			
VICTORIA WILLIAMS (Atlantic)					9		16	14	3	4	8	7	6		9					16	15		9		6					26				9	
JEB LOY NICHOLS (Capitol)					1			17	6		9		16			5	7	6				7		7						8	10			7	
PATTY LARKIN (High Street/Windham Hill)	5				4				6	12	10		16			7	14	9				2	6		4	18	10					10	5		
JOHNNY LANG (A&M)	6	30											16			10								5			27		8						
BRUCE COCKBURN (Rykodisc)					6	6	9	8			12	2		12		15	4	10	10	4	3	2													
PETER CASE (Vanguard)	5				3		7	18		5	4	2		6		2		8	16	15	5	6		7									1	6	
MARCY PLAYGROUND (Mammoth)			15		5								15										24												
BILLIE MYERS (Universal)			30										10			14	9						17				25	15							
SMASH MOUTH (Interscope)							21						12									6					41	6	50						
BEN FOLDS FIVE (Caroline)			45				9																5		6			1	15	19	11		15		
PEARL JAM (Epic)							15						17			9						20							35						
BEN HARPER (Virgin)								36	9							11		7				18		7		19									
CHRIS STILLS (Atlantic)		7			5	4	21	30				5				11	2						11		3		13							1	6
WHISKEYTOWN (Oupost)		7							9		5		7											8	10	10	12								
SCREAM 2 SOUNDTRACK (TVT)			15	9	5		13						4														24		13	8				5	
THE WALLFLOWERS (Interscope)			21														16																14		
NAKED (Red Ant)	6	7							7				5												4	14								8	

## Extension 606 BY KENT ZIMMERMAN

### Bands to Dig in Diego Before You're Dead

Over the past weeks, over the fax and the Internet, we've been shamelessly plugging all of our official day meetings and panels. But what of those extracurricular musical events worth taking in? Part of conventioning (besides networking and feeding your mind) is getting a jump on the Next Big Thing. How many of these acts will you be able to say you saw first at the '98 GAVIN? Warning: you may have to clone yourself.

**Mary Lou Lord.** A cross between Fiona Apple and Dan Bern? Just kid-

ding. Seriously, this busker-turned-bandleader is poised to break big in '98. Bonus: opening for Whiskeytown. **Wednesday, 9 p.m. at the Casbah.**

**Kelly Jo Phelps.** Amazing guitarist you have to see live to totally get. **Thursday, 12:30 p.m., Hyatt, Suite #3929.**



# ONCE UPON A TIME...

a band from The Motor City beat the odds.

Two years ago Robert Bradley was singing on the streets. Some musicians heard a one-in-a-million voice rushing in through their studio window. A few moments later, Robert was laying down tracks with the Nehra's brothers, and a band called Robert Bradley's Blackwater Surprise was born.

Over the past year, the band has played more than 150 tour dates, opening for such artists as the Dave Matthews Band, Keb Mo, and Big Head Todd. As headliners, they've been selling out rooms on their own.

Recently, "Once Upon a Time" was voted best video on MTV's 12 Angry Viewers. It quickly became an MTV favorite and was added into active rotation, with more than 10 spins per week. Since then, they've appeared on MTV Live and Conan O'Brien, and scored rave reviews in the NY Post, The Washington Post, The Boston Globe and People Magazine, resulting in significant sales across the country.

Two years ago, a guy was just singing outside the right window. Life is full of little Blackwater Surprises.

## ROBERT BRADLEY'S BLACKWATER SURPRISE



**Spinning at:**  
**KLOS, KQRS, KDKB, XHRM, KTYD,**  
**CIDR, KINK, KTCZ, WTTS, WXRC**

**New At: WDVE, WIQB, WRKT, WROQ**

### ON TOUR:

Dates 2/3 & 2/14-3/10 with Jonny Lang

**FRI. JANUARY 30**

Garton's • Vail, CO

**SAT. JANUARY 31**

Bluebird Theater • Denver, CO

**MON. FEBRUARY 2**

Berbat's Pan • Portland, OR

**TUES. FEBRUARY 3**

Fillmore • San Francisco, CA

**WED. FEBRUARY 4**

The Coach House • Santa Barbara, CA

(w/ Leftover Salmon)

**THURS. FEBRUARY 5**

Troubadour • Los Angeles, CA

**FRI. FEBRUARY 6**

Varsity Theater • Baton Rouge, LA

**SAT. FEBRUARY 7**

Cajun House • Scottsdale, AZ

**THURS. FEBRUARY 12**

Fabulous Satellite Lounge • Houston, TX

**FRI. FEBRUARY 13**

Varsity Theater • Baton Rouge, LA

**SAT. FEBRUARY 14**

House of Blues • New Orleans, LA

**TUES. FEBRUARY 16 & WED. FEBRUARY 17**

Caravan of Dreams • Ft. Worth, TX

**THURS. FEBRUARY 19**

White Rabbit • San Antonio, TX

**FRI. FEBRUARY 20**

La Zona Rosa • Austin, TX

**SAT. FEBRUARY 21**

Executive Surf Club • Corpus Christi, TX

**THURS. FEBRUARY 26**

Club Orbit • Ft. Meyers, FL

**FRI. FEBRUARY 27**

USF Special Events Center • Tampa, FL

**SAT. FEBRUARY 28**

House of Blues • Lake Buena Vista, FL

**SUN. MARCH 1**

Carefree Theater • West Palm Beach, FL

**TUES. MARCH 10**

Ryman Auditorium • Nashville, TN

**WED. MARCH 12**

Villanova University • Villanova, PA

**THURS. MARCH 13**

The Bayou • Washington, DC

**FRI. MARCH 14**

TBA • New York, NY

"Robert Bradley's warm, emotional vocals solidly backed by the band's soulful blues will transport you to a juke joint alongside a rural highway...Bradley's an incredible talent...don't miss their live show!" - Jancee Dunn, *Rolling Stone*



PRODUCED BY MICHAEL & ANDREW NEHRA • MIXED BY MICHAEL NEHRA • VINNIE RICH FOR IT'S A GAS MANAGEMENT  
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**Maia Sharp.** Maia comes from Santa Barbara and is an excellent classically trained musician. Lots of guests. **Thursday, 8 p.m., Jimmy Love's.**

**Agents of Good Roots.** The latest and greatest from the Dave Matthews house of management, already burning up our charts. And the first single isn't even the best song. **Thursday, 9 p.m. at the Casbah.**

**Semisonic.** "Closing Time" is reminiscent of classic Spirit. Don't miss!



MCA's mega priority for Triple A. **Thursday, Club MCA, Hyatt Hotel, Worthington's Lounge, 10:30 p.m.**

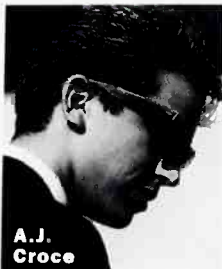
**Jules Shear and a secret guest.**

Jules is the third Zimmerman. His secret guest has topped our A3 chart. **Friday, 11:45 a.m., Hyatt Hotel.**



Jules Shear

**A.J. Croce.** Hey, you're in his neck of the woods. Check A.J. out in his own comfortable surroundings. Walter Trout opens. **Friday, 9 p.m., Croce's.**



A.J. Croce

**Steve Poltz.** San Diego is Jewel country. Steve co-wrote "You Were Meant for Me," which means the rent is paid for a while. Poltz is a disciple of confessional writers like Jackson Browne and Rickie Lee Jones.



Steve Poltz

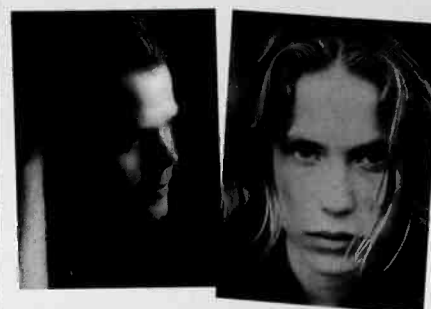
**Saturday, 11:30 a.m., Hyatt Hotel.**

**Farm Dogs.** Bernie Taupin and his pack of veteran Brits played their first out-of-state gig for WRLT in Nashville to a packed house of rabid mongrel fans (some of whom crossed state lines). This is the Zimmermen pet gig of the weekend. **Saturday GAVIN A3 Awards, 1:30 p.m.**

**Max Carl & Big Dance featuring Glenn Frey.** Big honkin' horn section, excellent party music featuring Eagle/Jerry Macguire actor Frey. Bonus: Venice opens! **Saturday, 8 p.m., 4th & B. ●**



Bernie Taupin



Catch Matthew Ryan (left) and Jonny Lang Thursday night at Canes

## Spin Trends

1. PETER CASE +150
2. AGENTS OF GOOD ROOTS +127
3. MARCIA BALL, IRMA THOMAS, TRACY NELSON +125
4. GREEN DAY +116
5. TODD THIBAUD +112
6. KENNY WAYNE SHEPHERD +97

## A3 Gridbound

PETE BELASCO (Verve Forecast)

TODD THIBAUD (Doolittle)

BOX SET (Capricorn)

\*MARY LOU LORD (WORK)

FRED EAGLESMITH (Razor & Tie)

TED HAWKINS (Evidence)

BETH ORTON (Dedicated)

FLEETWOOD MAC (Reprise)

JAMES INTVELD (Risk)

\*LONG JOURNEY HOME

(Unisphere/BMG)

\*JAMES IHA (Virgin)

\*FARM DOGS (Sire)

\*DAVID POE (550 Music)

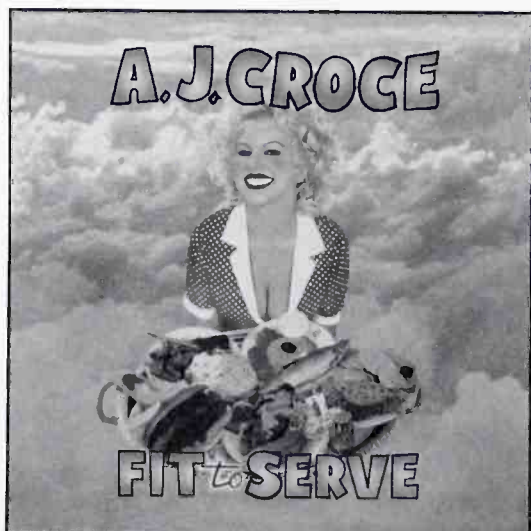
Dropped: #35 Catie Curtis, #39 Bridge

School, #41 Fiona Apple, #42 G Love,

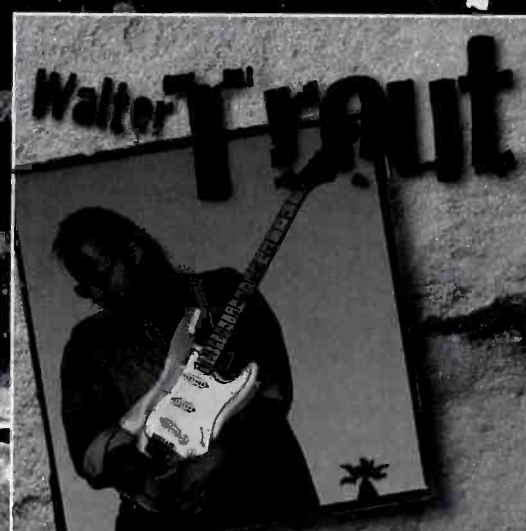
#45 Barenaked Ladies, #47 Patty Smith,

#48 Archie Roach, #50 Paint It Blue.

# FIT TO SERVE



SEE  
**A.J. & WALTER**  
AT A SPECIAL  
GAVIN SHOWCASE  
AT CROCE'S  
TOP HAT  
FRIDAY 9 P.M.  
SHARP



IMPACT DATE 2/9  
SPECIAL AAA/PROGRESSIVE SAMPLER  
HOT OFF THE PRESS & ON YOUR DESKS NOW  
SEE A.J. ON TOUR  
THIS SPRING & SUMMER



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AT KPIC/KFAN/KBHR/KRYM  
KRTM/WHFC/KRXS/KBSU

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EXCLUSIVE PROMOTION: BOB LAUL/SERIOUS BOB PROMOTION 212.580.3314





# WHISKEYTOWN

Yesterday's News

The New Track From The Album

*Strangers Almanac*



Produced, Engineered & Mixed by Jim Scott  
Management: Chris Roldan & Jenni Sperandeo / Jacknife



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[www.americanradiohistory.com](http://www.americanradiohistory.com)



# N2K Encoded Music PHIL RAM

## On the Eventual Marriage Between Radio, Music

By Kent &  
Keith Zimmerman

Every time our industry has experienced the rumble of technological change, Phil Ramone, President of N2K Encoded Music, has found himself standing on the fault line. Whether it be the LP record, multi-track recording, digital recording, CD, and now DVD, EDNet (long distance fiber optic recording) or EMOD (downloading digital music off the Internet), Ramone has always managed to channel music through the latest of technology.

"Our whole campaign is that radio and N2K will become the most friendly duo you can find," said Ramone. "Since I'm the guy who produces a lot of duets, the duet I want to see happen is our music and radio coming together. That would be terrific."

This is why we chose to team up with N2K Encoded Music at the GAVIN Seminar (Thursday, February 5, 3:30 p.m. Sharp! Manchester GHI) to talk about future/current technology and how it affects the radio and music industries. Cybercast live over the Internet and to the backdrop of live bands performing on a special soundstage, we will speculate on where technology might take our business in the future. Here's part of a conversation we had with Ramone in preparation for our very first live cybercast at the GAVIN Seminar.

**With audio transmission over the Internet, where are we as far as quality is concerned?**

The audio is getting better and better. What's going to happen is that, since all the cable networks are going to eventually get into the telephone business, they'll find ways to make the copper [wire] work better. If they're sending digital signals, we're talking about good signals. Basic cable is one thing. Basic [digital satellite] dish is another. Then



Phil Ramone will appear at the GAVIN Global Soundstage at the Gavin Seminar, Thursday, February 5, 3:30 p.m. Sharp. Manchester GHI.

you have telephone companies, who are in trouble unless they come up with a better format. If you go out to Bell and Lucent laboratories, they and Phillips have joined forces for one reason. With all the phones around the world that are set up to go, the old copper [needs to] be used better. It's like AM or FM reception.

**So there's no need to reinvent or lay some kind of new fiber optic highway?**

Not at all.

**When we talk about technology, we usually assume somebody has to reinvent everything.**

Sometimes technology is a painful thing, like DVD. You have to invent something to go forward. Or HDTV, which [currently] means selling television sets for \$10,000. I believe digital TV will be here within the next five years in a more reasonable fashion. The signal—though it's been regulated—still hasn't determined how many people will watch High Definition at home.

The cable guys are going to get killed if the telephone companies get to work on what they can do. So the cable companies will respond real fast. The next thing they'll be doing is selling digital picture back on cable, taking the DSS dish and down-converting it to cable, so once you get the digital signal clean, it looks pretty good. So if you have a good digital signal for radio and audio, we can be sure we're going to get a better signal than we're getting now, sitting at our little 28.8 modems.



**"LET'S HAVE SOME FUN!"  
HOUND DOG TAYLOR-A TRIBUTE**

is a rip roaring testimonial from the Hound's friends and fans. Featuring tracks that are sure to light up the airwaves from **LUTHER ALLISON, GOVT MULE, SONNY LANDRETH**, and a special acoustic track pairing **VERNON REID** and **ALVIN YOUNGBLOOD HART**.

**Add the whole record!**

Radio calls: Contact Tim Kollath & Diane Otey at Alligator Records 773-973-7736





# President ONE

## and the Internet

As for the audio over the Internet now, you can't even talk to the average consumer about 28.8 [modems] anymore, since nobody thinks they're fast enough. Now 56 is around. Then comes 101 and 108 [modems], and it's going to go right up. Or if WebTV is here big time, why wouldn't we want to stream audio on Web TV?

**Is HDTV happening? Our local television affiliate is already talking about broadcasting a digital signal by June.**

They'll have it, but who's going to receive it? It's like me telling you I'm putting out letterbox in digital. It's great that it's meeting the FCC specs, but there's no set—unless you buy a Japanese set—that will receive it.

**There was a recent article in The Economist saying that DVD is having disappointing sales.**

I would expect them to have disappointing sales, because they approached it without a comfortable two-pronged idea—a simple plug-in. So now we have Dolby Digital and DTS. But the fact remains that DVD is better than the 12-inch disc, and the compressed video is incredible. When they introduce DVD into computers next year, forget it; it's going to take off. DVD will mean you don't have to have multiple back-ups since your memory systems will be incredible.

**Are we veering toward a single player for music, computer, and home video entertainment?**

Absolutely. Look, we got rid of Beta. Whether it was better or not wasn't important. VHS has had more than a ten-year run. This is the next move since nobody bought the 12-inch laser.

**Will CDs, which have been around for 12 years, give way to DVD, and will the public buy new equipment?**

I think CD will be affected. You can have an audio DVD, you know.

Two things. Home theater is the next big moment in life for people who have a little money to spend.

What used to be family rooms are being turned into home theater. New homes will come with a media center for well-planned aural and visual exposure. The first thing they'll put in is DVD for the simple reason that you'll already have great movies. And as long as the movie companies have agreed on the format priced at \$20 as opposed to \$40, we're talking about a "buying" as opposed to "renting" audience. Blockbuster will have to offer DVD.

**These are some of the things we'll be throwing at you at our Gavin Global Soundstage.**

That's fine with me, a little dream structure as to the future and how it affects us now. If you've spent 900 million on radio and you reach x-amount of people doing x-amount of business, where's the expansion?

**Precisely. With the FCC allowing only so many dial positions, radio, like cable, has turned into real estate.**

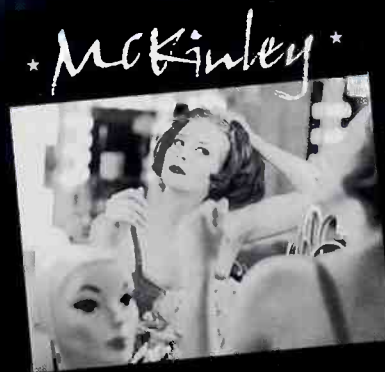
Except on the Internet. Think about the Warner Cables and the TCIs, and all the companies who own the real estate. To control real estate is to control the shows, but it's gotten to the point where there are no more rebels. Ted Turner was a rebel, but once he became part of the corporate world, there was no one left to fight. People are very strange. It's not like [we] want tennis from Yugoslavia. [We] want stuff that's entertaining, and because of the Internet, we should have been in the cable radio business a long time ago. People on the music side want our music to have more than a limited scope, so selfishly we want radio to expand. But where are they going to go? An FM license is only one thing. People say, if you can't hear it in the car, it doesn't mean anything, but if you can get great entertainment into the workplace, and it comes on your computer without having to own a radio, who wouldn't buy into that?

**The workplace is an important battle-**

Oblique  
observations  
on life,  
love,  
buffalos  
and  
citizen kane

McKinley  
"Big Top Shop Talk"

Produced by David Torn



★ Featuring the Song: ★  
"Citizen Kane"

On your desk TODAY

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**MAGNITUDE NETWORK PRESENTS**  
**LIVE WORLDWIDE!**  
**An Internet & Radio Concert**

featuring  
**David Grow** 8:00pm  
**Venice** 9:00pm  
**Maia Sharp** 10:00pm  
**Blazers** 11:00pm  
 and introducing  
**Shayna**  
 Midnight

**LIVE FROM JIMMY LOVE'S, THURSDAY, FEBRUARY 5**  
 Corner of 5th & G in San Diego's Gaslamp District.

**Find out how to put the Internet to work for your radio station!**

S P O N S O R E D B Y



VANGUARD



CAN'T MAKE THE SHOW? LISTEN LIVE VIA REALAUDIO AT [WWW.WEBXFM.COM](http://WWW.WEBXFM.COM)

**DON'T MISS THIS ONE!**

field where one person frequently presides over the dial for an entire group. Radio spends a fortune researching and contesting those folks.

That will go away. It's not commonplace to have cable in the workplace, but a lot of us have forced it into our buildings, and if you're able to put a picture of a picture in the middle of your computer, and you're able to watch MTV and VH1 on your computer if you have cable, imagine what we can do if we start to control what's on the Internet, streaming picture and audio.

**Are you saying cable has to increase their marketplace into office buildings?**

I hope so. They were shortsighted, afraid that too many people would share the same link. But if I were a sponsor, I'd say that's the healthiest thing you can give me. Think about that. A guy sells a cable box to an apartment building with 200 apartments, he's got 200 sales. If he sells it to an office floor for 200 people, creating a wholesale number for the big companies, think of the advertising agencies and the big brokers. If you need a 5-minute break, you hit the icon on the corner of your screen, the logo lights up, and here's the local news and music. Or maybe I want to listen to a San Francisco station. We could become zillionaires putting this together.

**How are the ad agencies responding to the future of Internet entertainment?**

I think the ad agencies are going to come around big time, because you're going to see the beginnings of what Internet advertising is all about. The marriage between television, cable, and the Internet is a natural if you just let it happen. Advertising agencies really need to come to the plate and wake up to the fact that we're headed for the best period of a new life. I'd compare the future of advertising with my concept of Internet radio. There will be your standard NBCs and ABCs, then your independents, then a special Internet scale for advertisers. If you can bombard people 24 hours a day around the world, with Nike or any other product, how can you miss? But you can't use the same advertising. Internet advertising needs to be unique, a little more grounded, more streetwise.

**Iconish?**

Yes. I'm hoping that soon the Internet will get away from all of this reading. Sometimes I feel like I'm reading a school newspaper on my television set. I think animation and cinemation ideas have to come.

**Cruising on the net can look like those old Burma Shave signs.**

You're showing your age, you know. ●

**If I'm Not Here, They're Not There...**

Artists currently there:

- Loreena McKennett,
- Abra Moore,
- Patty Griffin,
- Alana Davis,
- Ben Folds Five,
- Lisa Loeb,
- Peter Case,
- The Sundays, OMC,
- Fleetwood Mac and Naked.

**So...  
Where  
Are  
You?**

**Outsource Music**

Michael Ehrenberg

Marketing & Promotion

301 Carl Street #22 • San Francisco, CA 94117

Phone: 415.681.6043 • Fax: 415.665.6476 • E-mail: [outsrcemusic@earthlink.net](mailto:outsrcemusic@earthlink.net)





# Active Rock

**UNDER CONSTRUCTION**

Editor: 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) 495-1990 Ext. 618 • GAVIN Fax: (415) 495-2580

## MOUNTAIN SPINS

Reporters: KDOT, KILQ

- 125 PEARL JAM "Given To Fly" (Epic)
- 115 CREED "My Own Prison" (Wind-Up)
- 106 GREEN DAY "Time Of Your Life (Good Riddance)" (Reprise)
- 105 METALLICA "The Unforgiven II" (Elektra)
- 98 MEGADETH "Almost Honest" (Capitol)

## MIDWEST SPINS

Reporters: 93X, KIBZ, KZZK, WBUZ, WLZR, WMMS, WRCX, WTFX, WYKT

- 245 PEARL JAM "Given To Fly" (Epic)
- 194 CREED "My Own Prison" (Wind-Up)
- 192 METALLICA "The Unforgiven II" (Elektra)
- 158 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 142 AEROSMITH "Taste Of India" (Columbia/CRG)

## EAST COAST SPINS

Reporters: WAAF, WCCC, WIYY, WSOU, WTOS, WXRK

- 123 PEARL JAM "Given To Fly" (Epic)
- 113 BIG WRECK "The Oaf" (Atlantic)
- 109 CREED "My Own Prison" (Wind-Up)
- 104 OUR LADY PEACE "Clumsy" (Columbia/CRG)
- 97 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)

### Q-SPOT

FAT "Numb" (A&M)  
 Added at KRXQ-Sacramento

### Q-SPOT

1998 GAVIN Seminar  
 San Diego Feb. 5-8

### Q-SPOT

FU MANCHU "Evil Eyes"  
 (Mammoth) Added at  
 KUPD-Phoenix

### Q-SPOT

GEEZER "Man In A Suitcase" (TVT)  
 Added at WTOS-Augusta, ME

### Q-SPOT

COURSE OF EMPIRE  
 "The Information" (TVT)  
 Added at  
 KEYJ-Abilene

## WEST COAST SPINS

Reporters: KIOZ, KISW, KRXQ, KRZR, KSJO

- 73 CREED "My Own Prison" (Wind-Up)
- 71 PEARL JAM "Given To Fly" (Epic)
- 71 BLACK LAB "Wash It Away" (Geffen)
- 70 METALLICA "The Unforgiven II" (Elektra)
- 69 AEROSMITH "Taste Of India" (Columbia/CRG)

## SOUTHWEST SPINS

Reporters: KEYJ, KISS, KLBJ, KUPD, KZRK, KBAT

- 191 PEARL JAM "Given To Fly" (Epic)
- 155 BLACK LAB "Wash It Away" (Geffen)
- 142 MARCY PLAYGROUND "Sex & Candy" (Capitol)
- 132 AEROSMITH "Taste Of India" (Columbia/CRG)
- 129 CREED "My Own Prison" (Wind-Up)

## SOUTHEAST SPINS

Reporters: KTUX, WXTB, WMFS

- 84 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 74 METALLICA "The Unforgiven II" (Elektra)
- 68 CHRIS CORNELL "Sun Shower" (Atlantic)
- 60 BLACK LAB "Wash It Away" (Geffen)
- 59 PEARL JAM "Given To Fly" (Epic)

## Most Added

### WHISKEY TOWN (7)

"Yesterday's News" (Outpost)  
 KEYJ, KLBJ, KTUX, KZRK, WTFX,  
 WTOS, WYKT

### FAT (4)

"Numb" (A&M)  
 KIBZ, KTUX, WTFX, KRXQ

### FEEDER (4)

"Cement" (Elektra)  
 KDOT, WTOS, WRCX, KUPD

### COOL FOR AUGUST (4)

"Walk Away" (Warners Bros)  
 KDOT, KFMW, WCCC, KZZK

### COURSE OF EMPIRE (4)

"The Information" (TVT)  
 KEYJ, KIBZ, KZRK, WYKT

## Top Ten Spinz

- |  |     |
|--|-----|
| 1. PEARL JAM "Given To Fly" (Epic)                         | 814 |
| 2. CREED "My Own Prison" (Wind-Up)                         | 661 |
| 3. METALLICA "The Unforgiven II" (Elektra)                 | 650 |
| 4. DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)      | 578 |
| 5. BLACK LAB "Wash It Away" (Geffen)                       | 555 |
| 6. CHRIS CORNELL "Sun Shower" (Atlantic)                   | 551 |
| 7. GREEN DAY "Time Of Your Life (Good Riddance)" (Reprise) | 546 |
| 8. MARCY PLAYGROUND "Sex & Candy" (Capitol)                | 543 |
| 9. AEROSMITH "Taste Of India" (Columbia/CRG)               | 543 |
| 10. BIG WRECK "The Oaf" (Atlantic)                         | 517 |

## Top 5 Demands

### MARCY PLAYGROUND

"Sex & Candy" (Capitol)

### CREED

"My Own Prison" (Wind-Up)

### CAROLINE'S SPINE

"Sullivan" (Hollywood)

### METALLICA

"The Unforgiven II" (Elektra)

### SEVENDUST

"Black" (TVT)

## Infiltrating

### ROLLING STONES

"Saint Of Me" (Virgin)



Generous spins from KZZK(33), KLBJ(23), WTOS(14), WYKT(14), KBAT(11),

KISW(11), and WIYY(11) allow the mighty Stones to claim this week's top debut spot.



## Radioactive BY ROB FIEND



### More Seminar Follies

Tired of hearing about GAVIN's upcoming seminar? So am I, but it's something that has to be addressed since it's now only days away. Soon days will diminish into hours, and then minutes, and then the entire event will suddenly be over before you can say "vodka tonic." On Sunday you'll be weary and wandering around the San Diego airport, wondering what the hell happened and why the laminate is still latched around your neck. Then you'll be wishing that you'd had your Prozac prescription topped off before you left the house.

Just in case you haven't received any faxed Seminar information or have yet to glance at this repetitive column, here's another quick look at the Active Rock-intensive panels. All panels are located inside the Hyatt Regency in San Diego.

#### THURSDAY, FEBRUARY 5, 2:15 P.M. REGENCY A/B

*Active/Alternative Crossfire:*

*Can't We Just All Get Along?*

**Dave Douglas**, WAAF-Boston  
**Rob Fiend**, GAVIN (moderator)  
**Mark Hamilton**, KNRK-Portland  
**Curtiss Johnson**, KRXQ-Sacramento

**Loris Lowe**, KLBJ-Austin  
**Richard Sands**, Live 105-San Francisco

**Brian Schock**, 91X-San Diego  
**Max Tolkoff**, GAVIN (moderator)

#### FEBRUARY 6, 2:45 P.M. REGENCY D/E FOURTH FLR.

*Active Rock Jukebox Jury: Hit or Miss?*

**Paul Cannell**, KTUX-Shreveport  
**Ray Gmeiner**, Virgin Records (moderator)

**J.J. Jeffries**, KUPD-Phoenix  
**Shanon Leder**, KIOZ-San Diego  
**Jo Robinson**, WRXC-Chicago

\* \* \*

I recommend attending both panels, but if you have particular interest in fireworks, be sure to make your way to the Active Rock/Alternative Crossfire panel. It's probably the only meeting that will require a metal detector at the door.

You may or may not have checked out **Max Tolkoff's** *Static* column in last week's issue, in which he and **KXTE's** **Mike Stern** discuss potential Crossfire topics. It was enlightening, but it was also a platform for Max to fire off his first volley of verbal harassment by implying that I use the words "buster" and "wussies" on a regular basis. First off, anyone who is even the least bit familiar with me knows that the latter word's first

letter would be replaced with "p" if I chose to use it, and that I would never, *ever*, even if you threatened me with an Alternative radio broadcast marathon, use the term "buster." I use the word "bust" quite often, but never "buster."

Anyway, I spoke to a few of the Active Rock panelists to warn them of Max's plans to throw wrenches, crowbars, and any other objects his assistant **Spence Dookey** can get onto the plane to disrupt and challenge any and all arguments that come from the Active corner. While scheming to turn defensive measures into offensive ones, a few topics came up that will provide several headaches (for Max), and hours of fun (for us).

"I hope to have the opportunity to further expose the double-standard that exists between record companies and upper management at Active and Alternative radio," says **WAAF-Boston's** Program Director **Dave Douglas**. "I'd like to give examples of how record companies perpetuate this problem."

The battle of "I got on the record first and should get first dibs" vs. "even though I got on the record late, I deserve a piece of the action" could encompass the entire panel, but there's much more ground to cover, like the ratings game.

"The record labels love across-format airplay," says **KRXQ-Sacramento's** Program Director **Curtiss Johnson**. "It sells records. But radio is an Arbitron ratings game, and to win the Arbitron game, listeners have to have a distinct entity to vote for. That's a fact. The more Active Rock and Alternative share music, the more likely neither format will ultimately be successful. Does competition breed success? There's so many issues and so little time, maybe we should all check our guns at the door."

If you do plan on checking your gun, please be sure to sign the chit so you can pick up your weapon at the conclusion of the panel. Some of you have expressed interest in receiving life-size cardboard cutouts of Max and some of the other Alternative panelist for target practice before the panel, and I just want you to know that I'm working on it.

Rounding out this Crossfire talk is **KLBJ's** **Loris Lowe**, who sums it all up with, "I'm sure the panel will be a very eloquent and unbiased roundtable...not!"

Stay tuned. ●

## Century Media, Cyber Octave, Jive/Silvertone and Slipdisc Records present the 1998 Gavin Rocks/College Awards Boat Bash.



Stuck Mojo



buckethead



hed(pe)

Aboard the Lord Hornblower Yacht, this year's party will feature performances by Stuck Mojo, Hed(pe), Buckethead, and ICOS. Departing from the Marriott Docks (across the street from the Hyatt) at 7 p.m. Saturday, Feb. 7.



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\* Gavin Radio & Record Industry A to Z (available for \$75.00), 1998 Gavin Executive Planner (available for \$25.00)

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**GAVIN**

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10	<b>FU MANCHU</b> - The Action Is Go (Mammoth)	240	+46
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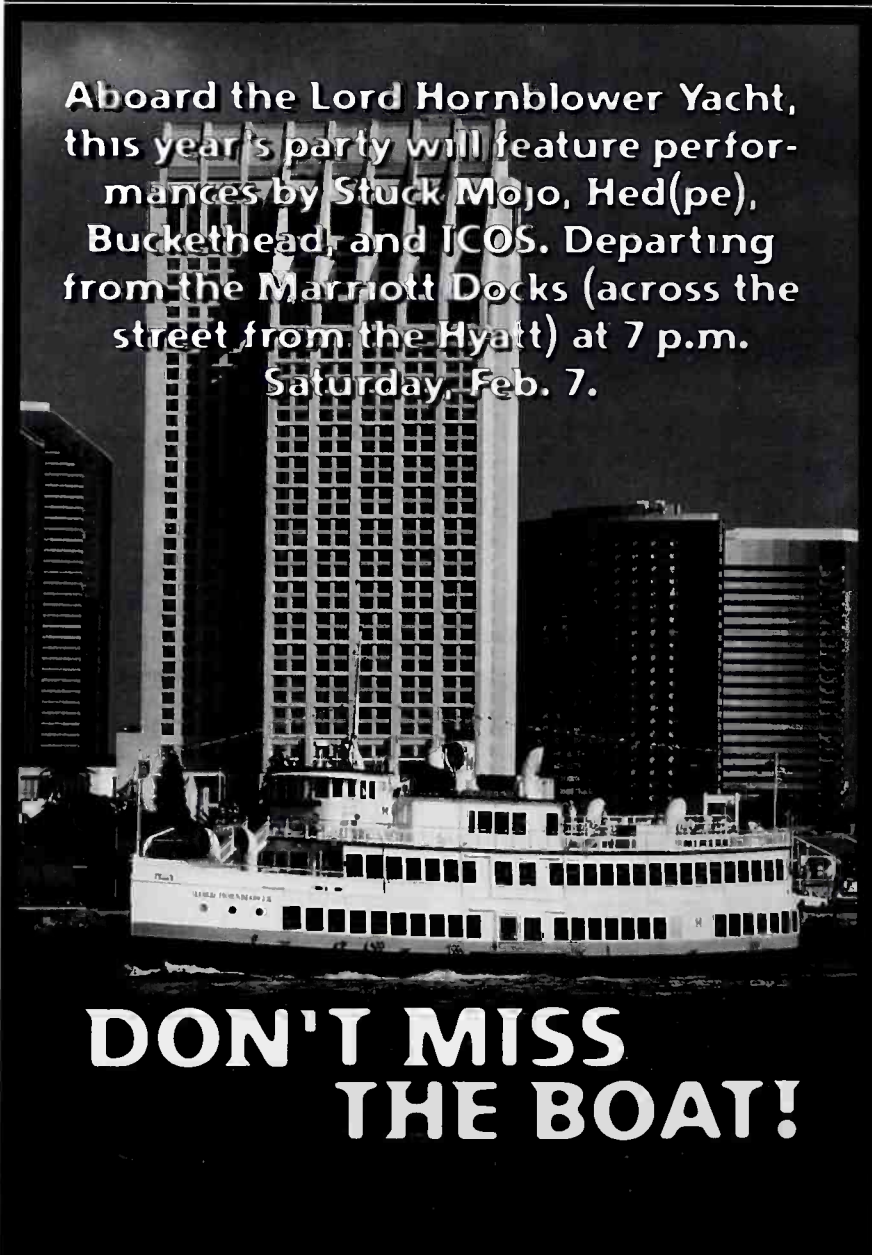


buckethead



hed(pe)

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**MOST ADDED**

- COURSE OF EMPIRE (61)**
- UNSAFE (59)**
- COINMONSTER (44)**
- STRATOVARIOUS (37)**
- WING COMMANDER**
- SOUNDTRACK (32)**

**TOP TIP**

**RAMMSTEIN**  
*Sehnsucht*  
(London)

Thanks, in part, to double digit spins from WRBC(17), WSOU(15), WKKL(12), KCSU(10) and KVIK(10) Rammstein materializes as this week's highest debuting release.

**RECORD TO WATCH**

**MOONSPELL**

*Sin Pecado (Century Media)*

The haunting metallic opera that exudes from Moonspell's latest effort will appeal to all pale faces and blue-veined nocturnal listeners. Dark, leering, and infinitely melodic, Moonspell will hypnotize metal radio.

# Hard Rock

TW		SPINS	TREND
1	<b>DEFTONES</b> - Around The Fur (Maverick)	410	+67
2	<b>JUDAS PRIEST</b> - Jugulator (CMC International)	369	+61
3	<b>METALLICA</b> - Reload (Elektra/EEG)	315	+74
4	<b>INCUBUS</b> - Science (Immortal/Epic)	314	+68
5	<b>PRO-PAIN</b> - Pro-Pain (Mayhem/Raw Head)	277	+210
6	<b>MISERY LOVES COMPANY</b> - Not Like Them (Earache)	266	+65
7	<b>LIFE OF AGONY</b> - Soul Searching Sun (Roadrunner)	256	+52
8	<b>DEICIDE</b> - Serpent of Delight (Roadrunner)	254	+65
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## Hard Kopy BY ROB FIEND



### Fu Man Crisis

Mammoth Record's Fu Manchu roared into San Francisco last Monday (Jan. 26) and blew the nose hair off of everyone inside a packed Bottom of the Hill. The amount of people squeezed into the small venue just to see the Fu conjure up booming guitar-based hooks was almost claustrophobic. If it wasn't for my ability to levitate at will and float among the rafters, I probably would have dismembered several of the sweaty grunts that rioted in front of the stage. Fortunately for them, and probably for me, my journey to the dark side is not yet complete—I still have to sacrifice an albino turtle, maim a bike messenger, and play four perfect rounds of golf before I can receive the black cape and light saber—so tolerance for my fellow human beings once again prevailed over vivid violent fantasies.

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laughed as several people scrambled to the underwear vending machine as shards of metallic aggression pummeled their bowels into submission. What a great show.

Another excellent display of power chords careened out of S.F.'s Chameleon Club last Saturday (Jan. 24) when Boston's RoadSaw and Southern Cal's Nebula came to town. RoadSaw's stoner riffs and multiple rhythm grooves, which can be heard on the band's *Nationwide* CD, hypnotized the audience before Nebula took the stage and leveled the remaining concert-goers. Featuring former Fu Manchu drummer Reuben Ramino and guitarist Eddie Glass, Nebula provided enough doses of psychedelic low-end grinds to keep the entire Haight/Ashbury and Mission districts high for a month. Look out for the band's debut CD, *Let It Burn*, on Tee Pee Records going for adds on February 23/24. Also, be sure to catch the group's midnight showcase during the GAVIN Seminar at the Velvet Room on Friday, February 6.

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**MOST ADDED**



**BRIAN HUGHES**  
(26/30 reports)  
**YULARA**  
(10/10 reports)  
**TWIST OF JOBIM**  
(6/14 reports)  
**JOHN TESH**  
(6/40 reports)

**TOP TIP**  
**RANDY CRAWFORD**

*Bye Bye*  
(Bluemoon/Atlantic)  
Randy Crawford's "Bye Bye" sez "hello hello" by debuting highest at #39 as our #1 SJ&V Spin Trend with 281 spins, +192.

**RECORD TO WATCH**

**BRIAN HUGHES**  
*One 2 One*  
(Higher Octave)  
Canadian guitarist Brian Hughes is this week's Most Added by a prairie mile, with 30 stations out-of-the-box.

**Gavin Smooth Jazz** *Vocals*

LW	TW	Reports	Adds	Spins	Differences	
2	1	<b>RICHARD ELLIOT</b> - Jumpin' Off (Metro Blue/Capitol)	60	1	939	+62
1	2	CANDY DULFER - For the Love of You (N2K Encoded Music)	59	0	933	-16
7	3	<b>AVENUE BLUE feat. JEFF GOLUB</b> - Nightlife (Bluemoon/Atlantic)	56	0	855	+55
4	4	KENNY G - Greatest Hits (Arista)	55	0	820	-32
6	5	BOB JAMES - Playin' Hooky (Warner Bros.)	50	0	796	-27
3	6	BRIAN CULBERTSON - Secrets (Bluemoon/Atlantic)	54	2	695	-159
5	7	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	53	2	680	-150
10	8	<b>THOM ROTELLA</b> - Can't Stop (Telarc Jazz Zone)	56	0	656	+12
11	9	<b>PAUL HARDCASTLE</b> - Cover To Cover (JVC)	57	1	653	+23
8	10	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	43	0	599	-101
14	11	JOYCE COOLING - Playing It Cool (Heads Up)	51	4	553	-12
9	12	DAVID BENOIT - American Landscape (GRP)	50	0	539	-129
13	13	PETE BELASCO - Get It Together (Verve Forecast)	48	0	530	-47
15	14	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	47	1	524	-7
12	15	RIPPINGTONS/RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	52	4	518	-59
18	16	<b>KIRK WHALUM</b> - Colors (Warner Bros.)	50	0	502	+10
21	17	<b>RICK BRAUN</b> - Body and Soul (Bluemoon/Atlantic)	42	1	491	+48
19	18	<b>BRIAN TARQUIN</b> - Last Kiss Goodbye (Instinct)	51	3	480	+1
20	19	PIECES OF A DREAM - Pieces (Blue Note)	47	0	466	-6
23	20	<b>RICHARD SMITH</b> - First Kiss (Heads Up)	48	3	460	+26
22	21	<b>PHILIPPE SAISSE</b> - Next Voyage (Verve Forecast)	43	0	450	+11
16	22	CHRIS BOTTI - Midnight Without You (Verve)	36	0	415	-104
17	23	BONEY JAMES - Sweet Thing (Warner Bros.)	41	3	404	-89
27	24	<b>PAUL TAYLOR</b> - Pleasure Seeker (Countdown/Unity)	35	1	399	+24
26	25	<b>DEAN JAMES</b> - Intimacy (Brajo)	45	1	397	+20
25	26	CHARLES FAMBROUGH - Upright Citizen (Nu Groove)	46	1	367	-13
33	27	<b>YANNI</b> - Tribute (Virgin)	37	3	366	+36
28	28	DIANA KRALL - Love Scenes (Impulse!)	38	4	358	-10
36	29	<b>EVAN MARKS</b> - Coast to Coast (Verve Forecast)	44	2	345	+47
30	30	JIMMY SOMMERS - James Cafe (Gemini)	35	0	342	-3
29	31	JIM BRICKMAN - The Gift (Windham Hill)	35	0	329	-30
41	32	<b>DOWN TO THE BONE</b> - From Manhattan to Staten (Nu Groove)	31	3	326	+66
31	33	VANESSA WILLIAMS - "Next" (Mercury)	30	2	319	-26
45	34	<b>CHUCK LOEB</b> - The Moon, The Stars, the Setting Sun (Shanachie)	47	4	310	+107
43	35	<b>CHIELI MINUCCI</b> - It's Gonna Be Good (JVC)	47	3	310	+82
24	36	EARL KLUGH - The Journey (Warner Bros.)	34	0	309	-85
32	37	DOC POWELL - Don't Let the Smooth Jazz Fool Ya (Discovery/Sire)	30	0	307	-37
38	38	<b>SPECIAL EFX</b> - Here to Stay (JVC)	36	0	288	+7
—	39	<b>RANDY CRAWFORD</b> - Bye Bye (Bluemoon/Atlantic)	35	4	281	<b>NEW</b>
—	40	<b>JOHN TESH</b> - Grand Passion (GTSP/Mercury)	40	6	275	<b>NEW</b>
42	41	<b>ENYA</b> - Paint the Sky With Stars-The Best of (Reprise)	25	0	266	+11
35	42	MICHAEL BOLTON - Best of Love (Columbia/CRG)	25	0	259	-45
39	43	BOB BALDWIN - Cool Breeze (Shanachie)	25	0	240	-41
37	44	BOB MAMET - Adventures In Jazz (Atlantic)	25	0	232	-52
40	45	ERIC MARIENTHAL - Easy Street (i.e. music)	24	0	230	-51
34	46	AARON NEVILLE - Say What's In Your Heart (A&M)	21	0	224	-81
—	47	<b>TIM WEISBERG</b> - Undercover (Fahrenheit)	24	0	188	+23
46	48	ALANA DAVIS - Blame it on Me (Elektra/EEG)	16	0	177	-25
50	49	FINGER ROLL - Still Rollin' (Bama Sweet)	19	3	167	-5
—	50	<b>CHRIS SPHEERIS</b> - Eros (Essence)	19	1	161	<b>NEW</b>

**On Z Corner** BY KEITH ZIMMERMAN

**New Releases for A Jazzy New World**



Due to the constant updating of Seminar coverage, it's been a while since we've had time to review new Jazz/Smooth Jazz releases we've been enjoying. Here's a wide range of some of those new CDs, some by artists you'll see walking around the San Diego convention grounds.

**YULARA**  
*Cosmic Tree*  
(Higher Octave)

I was listening to KKSF the other day, and they played a song from William Orbit's most recent *Strange Cargo* release. To my ears, it stood out quite nicely among the cluster of other more R&B-flavored instrumentals. This leads me to the Berlin duo, Yulara, and their second recording, *Cosmic Tree*. Whether or not it's because of their Buddhist spiritual inclinations, their music packs a hypnotic mystique that gets better with each release. For airplay purposes, tunes like "Deep Hop" and "Rain on Fire" deliver a soulful, woodwind-oriented sound. But our musical taste buds reacted more to "All the Way," which clocks in at over nine minutes, but can be faded at the 4:30 mark. The Higher Octave Web site touts an equally adventurous astral piece called "Riksha Heaven." So, as Buddha might say, you have two paths of sonic righteousness to pursue: the earthy, funkier one, or the more elevated approach. We know which we'd choose.

**CLAIRE MARTIN**  
*Make This City Ours*  
(Honest/Linn)

With her second Honest/Linn release, *Make This City Ours*, Claire Martin has become the most exciting British jazz vocal export since Cleo Laine. Martin starts the record off with a bang

by offering an imaginative reading of Gino Vannelli's "Gettin' High," a 1990s equivalent of "I Get a Kick Out of You." Martin sings with a confident swagger, "I don't care much for smokin' weed. I'm a girl of a different breed...I'm gettin' high, but it don't mean I'm getting stoned." Pianist Gareth Williams cuts through with a furious solo that sharpens the song's bite even more. Martin's vocal performances covers several facets of jazz with apparent ease—be it contemporary ballads, cabaret, post-hop, turn-of-the-century standards, and even a biting original like "Collagen Lips," which pokes fun at modern-day face lifts and tummy tucks. Tunes like "Collagen..." and "Gettin' High" are good ways to communicate current lifestyle to jazz radio's growing audience—and inject much-needed humor on the airwaves.



Claire Martin

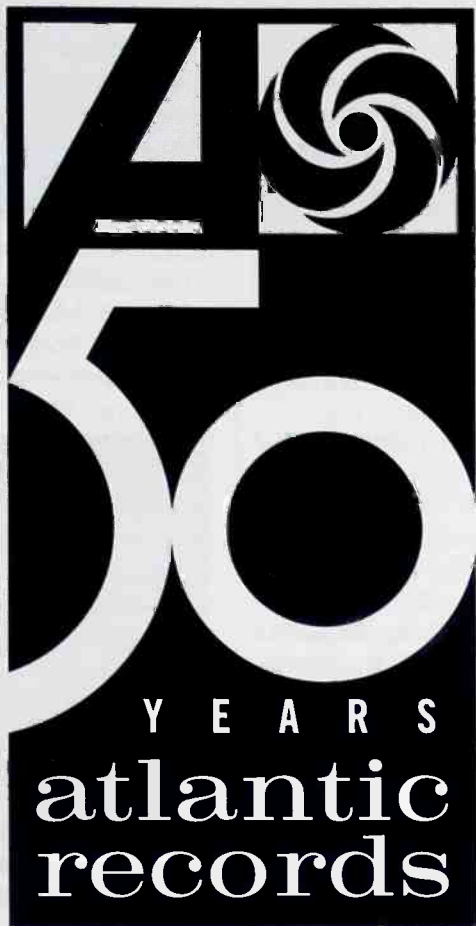
**CHUCK LOEB**  
*The Moon, the Stars and the Setting Sun* (Shanachie)



Chuck Loeb

After composing several Smooth Jazz airplay standards, like Nelson Rangell's "Grace" and Donald Harrison's "Tropic of Cool," plus producing artists like Jon Lucien and Larry Coryell, guitarist Chuck Loeb has established





GERALD ALBRIGHT  
AVENUE BLUE FEATURING JEFF GOLUB  
ANITA BAKER  
GINGER BAKER  
RICK BRAUN  
B-TRIBE  
JAMES CARTER  
CYRUS CHESTNUT  
STEVE COLE  
RY COODER/BUENA VISTA SOCIAL CLUB  
RANDY CRAWFORD  
BRIAN CULBERTSON  
OLU DARA  
CESARIA EVORA  
BILL FRISELL  
GILBERTO GIL  
GIPSY KINGS  
RUBEN GONZALEZ  
FRED HERSCH  
BOBBY LYLE  
BOB MAMET  
MODERN JAZZ QUARTET  
MOONDOG  
MADELEINE PEYROUX  
MARK RIBOT  
GUSTAVO SANTAOLALLA  
MIKE STERN  
MANHATTAN TRANSFER  
WILLIE & LOBO

We're Golden



BLUEMOON





**MOST ADDED**



- CLAIRE MARTIN (46)
- ALLEN FARNHAM (42)
- NEW YORK NONET (29)
- TIM HAGANS & MARCUS PRINTUP (26)

**TOP TIP**

**STEPHANE GRAPPELLI/  
MARTIN TAYLOR**  
*Celebrating Grappelli*  
(Honest/Linn)

The last Stephane Grappelli release before his death at age 89 also features longtime guitarist Martin Taylor and special guest vocalist Claire Martin.

**RECORD TO WATCH**

**CLAIRE MARTIN**  
*Make This City Ours*  
(Honest/Linn)

British vocalist Claire Martin gains top Most Added status with 46 adds. Meet Claire and see her perform at our Seminar in San Diego next week.

# Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
1	1	DIANNE REEVES (Blue Note)	78	0	69	5	4
2	2	MIDNIGHT IN THE GARDEN... (Malpas/Warner Bros.)	76	1	60	10	5
10	3	JIMMY PONDER (Highnote)	77	0	43	26	8
13	4	TEDDY EDWARDS (Highnote)	77	1	38	33	5
7	5	DOUG LAWRENCE (Fable)	75	0	42	27	6
4	6	CHICK COREA/GARY BURTON (Stretch/Concord)	71	0	52	15	4
15	7	PAQUITO D'RIVERA & UNITED NATION ORCH. (Jazz MCG)	71	1	43	25	2
6	8	HANK CRAWFORD & JIMMY McGRIFF (Milestone)	69	1	47	18	3
5	9	GENE HARRIS/JACK McDUFF (Concord Jazz)	65	0	50	11	4
17	10	HERBIE MANN (Lightyear)	70	2	35	21	13
14	11	MELISSA WALKER (Enja)	64	0	39	18	7
3	12	HORACE SILVER (Impulse!)	64	0	41	17	6
12	13	JOEY BARON (Intuition)	64	2	34	23	5
9	14	KENNY BARRON (Verve)	64	1	36	19	8
20	15	JAVON JACKSON (Blue Note)	61	0	36	17	8
8	16	BILL COSBY AND FRIENDS (Verve)	65	0	29	27	9
18	17	BUDDY MONTGOMERY (Sharp Nine)	63	1	30	25	7
24	18	STEVE KHAN (Evidence)	62	1	27	24	10
25	19	KANSAS CITY BAND (Verve)	63	1	22	29	11
16	20	DEE DEE BRIDGEWATER (Verve)	51	0	32	15	4
19	21	CECILIA SMITH (Brownstone)	50	0	35	11	4
26	22	JEROME RICHARDSON (TCB)	52	0	28	18	6
11	23	RON CARTER (Blue Note)	50	0	33	14	3
30	24	CAROL SLOANE & CLARK TERRY (Concord Jazz)	54	0	19	28	7
39	25	TERELL STAFFORD (Candid)	58	4	20	21	14
36	26	FRED SANDERS (Leaning House Jazz)	59	4	17	21	17
32	27	NIELS-HENNING ORSTED PEDERSEN (Verve)	53	2	18	23	10
29	28	HOWARD PRINCE (Cat's Paw)	51	1	20	21	9
21	29	BENNY CARTER (Music Masters)	50	0	19	25	6
41	30	CALDERAZZO/WATTS/GAGNON (Lost Chart)	59	5	9	29	17
—	31	STEPHANE GRAPPELLI/MARTIN TAYLOR (Honest Entertainment)	68	6	6	23	33
22	32	PONCHO SANCHEZ (Concord Jazz)	48	0	22	20	6
23	33	BRIAN LYNCH QUARTET (Sharp Nine)	47	1	24	18	4
31	34	BRUCE BARTH (Double Agent)	53	1	13	27	12
33	35	BILL HEID (Savant)	51	0	13	22	16
40	36	MOSCOW SAX QUINTET (Arkadia Jazz)	46	0	17	15	14
34	37	BOB DOROUGH (Blue Note)	44	0	17	18	9
38	38	RALPH SHARON TRIO (DRG)	44	0	9	24	11
28	39	JOE HENDERSON (Verve)	36	0	19	11	6
—	40	MINGUS BIG BAND (Dreyfus Jazz)	60	10	4	11	35
48	41	GEORGE RABBAI & CO. (DBK Jazz)	47	5	4	21	17
27	42	EASTWOOD AFTER HOURS (Malpas/Warner Bros.)	37	0	13	16	8
47	43	DAN PAPAILA (Challenge)	40	2	9	16	13
—	44	ERIC ALLISON (Contemporary)	50	12	2	18	20
37	45	BOB BERG (Stretch/Concord)	39	1	9	15	14
—	46	HOWARD JOHNSON & GRAVITY feat. TAJ MAHAL (Verve)	58	13	0	14	31
—	47	JOHN PISANO (Pablo)	54	19	3	12	22
—	48	FRED HERSCH (Nonesuch)	55	17	2	11	28
49	49	HARRY CONNICK, JR. (Columbia/CRG)	37	4	6	14	13
35	50	DAVE GRUSIN (N2K Encoded Music)	32	0	11	12	9

himself as a viable solo artist for the format. *The Moon, the Stars and the Setting Sun* at times draws from a Pat Metheny vibe, particularly with the programmed drum grooves of *We Live Here*. Yet Loeb's rhythms aren't overly computerized, especially on stress cut number one, "Just Us," with its rolling combination of John Patitucci on acoustic bass and Dave Samuels' marimba. Loeb's leads will kill your listeners softly. Catchy tunes like "Above Us" (with guest Bob James) and the James Taylor tune "Don't Let Me Be Lonely Tonight" demonstrate Loeb's stylish production side as opposed to his technical abilities to improvise.

**FRED HERSCH**  
**Thelonious: Fred Hersch Plays Monk (Nonesuch)**

**MITCHEL FORMAN**  
**Harvest Song (Lipstick)**

Because of intimacy and fidelity, it's often tricky to devote valuable airplay time to solo piano pieces. On his latest Nonesuch release,



Fred Hersch

pianist Fred Hersch emits a conservatory recital feel to his interpretations of Thelonious Monk. The quirky, brawling side of Monk has been gilded in favor of a more meticulous and fastidious reading. "I Mean You" is our choice track here because it's the most spirited per-

formance of the set.

One dark horse solo piano release to consider is *Harvest Song* by Mitchel Forman. It's so florid that programmers could mistake it for George Winston. Yet Forman has played with many diverse jazz composers, including Stan Getz, Gerry Mulligan, Carla Bley, and Mel Torme. Forman is no stranger to solo piano recordings; he recorded three such works that were released in Japan, then one in 1992 on Novus as a tribute to Bill Evans. While the Hersch project has gathered more interest among jazz stations, give *Harvest Song* a spin.

**TIM HAGANS & MARCUS PRINTUP**  
**Hubsongs (Blue Note)**

Blue Note president Bruce Lundvall decided two young trumpet talents are better than one, and paired them up in the studio. Tim Hagans and Marcus Printup, in the tradition of some mid-1980s projects Blue Note cut with Freddie Hubbard and Woody Shaw, entered the studio last August 1. The duets on *Hubsongs* not only pay tribute to

**\$J&V Spin Trends**

1. RANDY CRAWFORD +192
2. JOHN TESH +185
3. CHUCK LOEB +107
4. CHIELI MINUCCI +82
5. RIPPINGTONS (BEST OF) +71
6. PHIL PERRY +70

**SJ&V Chartbound**

- \*BRIAN HUGHES (Higher Octave)
- GERALD ALBRIGHT (Atlantic)
- VIBRAPHONIC (Hollywood)
- RIPPINGTONS feat. RUSS FREEMAN (GRP)
- JAY ROWE (Positive Music)
- LOREENA McKENNITT (Warner Bros.)
- \*TWIST OF JOBIM (i.e. music)
- \*JEANNE NEWHALL (Marzipan Music)
- Dropped: #44 Joe Sample, #47 Hall & Oates, #48 Luther Vandross, #49 Stanley Clarke, After Touch, Vanessa-Rubin.

**Jazz Chartbound**

- \*CLAIRE MARTIN (Honest/Linn)
- \*ALLEN FARNHAM (Concord Jazz)
- \*BILL FRISELL (Nonesuch)
- \*CHARLIE BYRD TRIO (Concord Jazz)
- \*PAUL ARSLANIAN (DBK Jazz)
- \*NEW YORK NONET (Short Notice Music)
- Dropped: #42 Marcus Roberts, #43 Mission Project, #44 Renee Rosnes, #45 Hank Jones, #46 Oscar Peterson, #50 Irene Heid.

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



Freddie Hubbard, but Hubbard himself arranged the tunes and produced them. Most of the tunes have a post-bop emphasis. Hubbard, who has been battling lip problems over the past four years, must have felt touched to see his music live on through these younger players. In comparison, Hagans has the more brassy sound, while Printup has a more gliding, bluesy tone. "Happy Times" has some driving trade-offs between the two horns, plus some nifty cameos from Javon Jackson and Benny Green.



Marcus Printup, Freddie Hubbard, and Tim Hagans

**CHIELI MINUCCI**  
It's Gonna Be Good  
(JMI/JVC Music)

Guitarist Chieli Minucci's third solo album is turning out to be one of our favorite new releases of the year, but it's not as if Minucci



Chieli Minucci

made any radical departures. Many of Minucci's regular band-members appear (saxo-

phonist Dave Mann, drummer Lionel Cordew, and bassist Jerry Brooks) and Special EFX producer Paul Wickliffe also returns to guide the sessions. But there's a funkiness and energy that you hear on songs like "Undercovers" and "On the Border" that rivals a modern day Weather Report. Realistically, you probably won't hear those cuts on the air. But money tunes like "Dreams" and the hypnotically melodic "Endless Summers" will keep *IGBG* in radio's good graces for many months to come.

**CHARLIE BYRD TRIO**  
Au Courant (Concord Jazz)

One of the hot topics at this year's jazz radio format meeting will entail serving P1 listeners while expanding cume. One way is to temper the post-bop emphasis and let things sparkle a little with bright, melodic

and clean recordings like the new Chick Corea/ Gary Burton duet disc, or perhaps the latest by the Charlie Byrd Trio. Although it's top-



Charlie Byrd

heavy with familiar standards, the energy and tintinnabulation of uptempo songs like "This

Can't Be Love" and "Avalon" could make a difference in satisfying both old and new listeners. Back it up with some genuinely effervescent on-air patter, and jazz radio could be all the wiser.

**DENNY JIOSA**  
Jazzberry Pie  
(Blue Orchid)

Nashville guitarist Denny Jiosa scored a Gavin Top Ten Smooth Jazz record with his debut, *Moving Pictures*. His second release, *Inner*

*Voices*, went Top Five. Does that mean Jiosa's third CD, *Jazzberry Pie*, will hit the top spot? He's always been into that Steely Dan/Larry



Denny Jiosa

Carlton vibe, and of the three tunes dubbed "radio cuts,"—"Old Money," "The Promise," and "Nine Weeks"—we prefer "The Promise." With all its freshness and pop production, the changes and melody lines take interesting twists and turns. Keyboardist Tom Reynolds adds some nice counter-solos to Jiosa's funky octave leads.

**THE JIM CIFELLI NEW YORK NONET**  
Bullet Trane  
(Short Notice Music)

Looking for some cosmopolitan big band jazz on short notice? How about Jim Cifelli's New York Nonet on the Short Notice label? When a band grows past, say, seven pieces, then it's time to break out the charts and keep things intricate, precise, and swinging. Jim Cifelli plays trumpet and pens all the arrangements, while his wife, Barbara, provides assorted coloration and textures with bass clarinet, flute, and baritone sax. If you're like us, always feeling guilty about not devoting enough attention to indie releases, take out the New York Nonet and spin the title track or the splashy, trombone/tenor sax vehicle, "Focal Point." We don't know much about

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**very**  
**spicy**  
**dish**

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Jim Cifelli, but he sounds like a ardent disciple of the 1950s pioneer big band arranger, Tadd Dameron.

**THE BRAXTON BROTHERS**  
**"Happy Again"**  
**(Windham Hill Jazz)**

Windham Hill has been very keen lately on releasing concept records, like solo piano collections, acoustic guitar compilations,

and, now, a Smooth Jazz soundtrack from the *Melrose Place* television show. The inclusion of this track on the *MP* soundtrack gives Windham Hill an excuse to tout their latest signing, the Braxton Brothers, the twin duo who topped our Smooth Jazz charts last year with their debut independent release. Wayne Braxton's liquid tenor sax lines and Nelson's high-

end six-string bass solos fit snugly into the Smooth Jazz pocket.

**EVAN MARKS**  
**Three Day Weekend**  
**(Verve Forecast)**

Guitarist Evan Marks' second release for Verve Forecast is much more original than your standard Smooth Jazz-refried-Wes Montgomery licks. On "Shakedown," Marks experiments



Evan Marks

with bare hip-hop rhythm beds and a little rock guitar chord scratchings. Marks, who is best known as the guitarist for San Diego's progressive Smooth Jazz band, Fattburger, adapts effortlessly between more conventional R&B-flavored tunes like "Three Day Weekend" and "Keeps Me Hangin' On" and a more experimental track like "Shakedown."

**SOUNDSCAPE**  
**Surreal Thing**  
**(Instinct)**

Keyboardist Mick Talbot, who formed Style Council with Paul Weller, teams up with producer/percussionist Billy Bangs for another Soundscape release. That blue-eyed British Soul scene of the 1970s is the ancestral source of Soundscape's current affinity with R&B funk grooves. While jazz radio was gagging over disco-type funk records by artists like Freddie Hubbard and Hubert Laws, a

bunch of young Brits were eating up those sounds. "Brand New Day" is the first stress cut from *Surreal Thing*; its crisp, hip delivery is well worth grabbing out-of-the-box. "Discovery," a mellow track taken off the sampler, is a home studio-sounding soul piece that will fondly remind you of Paul Hardcastle.

**HIROKO KOKUBU**  
**Bridge**  
**(JVC Music)**


Jazz and Smooth Jazz musicians often wear several hats. Many are producers and composers behind



Hiroko Kokubu



the scenes, others record jingles and commercials. Pianist Hiroko Kokubu, in addition to being a successful

instrumental recording artist in Japan, also served as a news anchor on Japanese television. Although *Bridge*, Kokubu's latest, falls predominantly into the Smooth Jazz bag, her improv style is extremely jazz-based. Kokubu recorded her latest record in Los Angeles and was joined by drummer Tommy Coster, Jr., son of Vital Information and former Santana keyboardist Tom Coster. As a result, Tom, Sr. sat in on a couple of tunes, playing electric piano on "Rudy's Dream" and organ on one of the most interesting remakes of "Bridge Over Troubled Water" that you'll ever hear.



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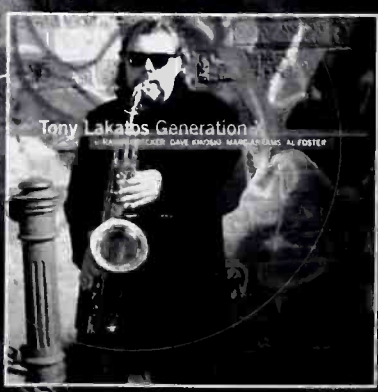

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## WEST COAST

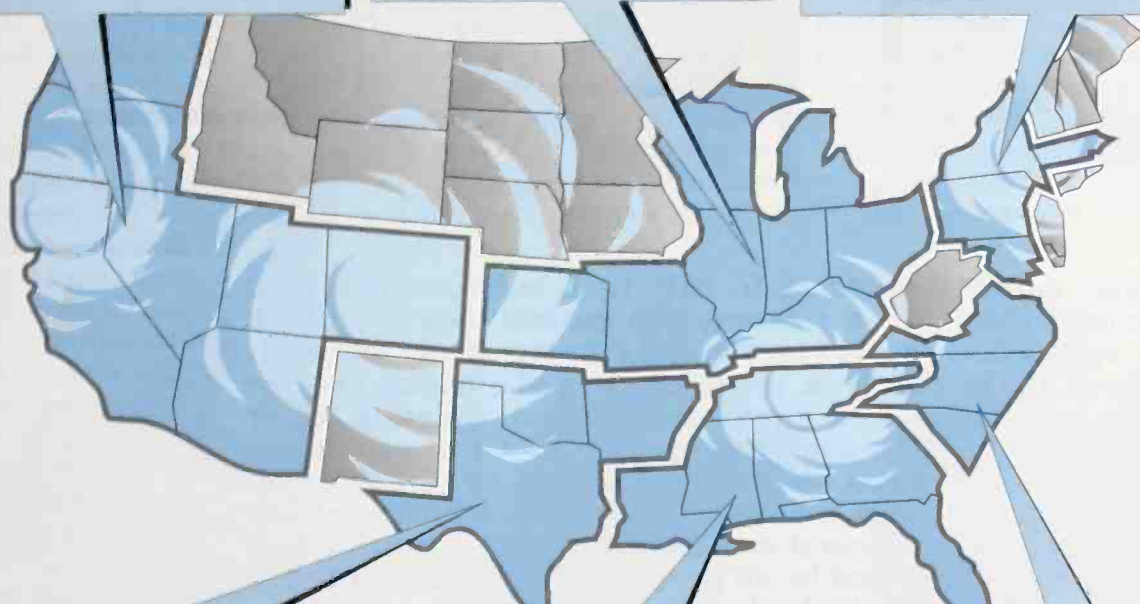
LSG +68 "Curious" (Eastwest/EEG)  
 PUBLIC ANNOUNCEMENT +57  
 "Body Bumpin" (A&M)  
 ICE CUBE +42 "We Be Clubbin" (A&M)  
 RANDY CRAWFORD +40 "Bye Bye" (Atlantic)  
 PATTI LABELLE +38 "Someone Like You" (MCA)

## MIDWEST

MARIAH CAREY +50 "Breakdown" (Columbia/CRG)  
 UNCLE SAM +48 "I Don't Ever Want To See You Again" (Stonecreek/Epic)  
 SWV +46 "Rain" (RCA)  
 BUSJA RHYMES +38 "Dangerous" (Flipmode/Violator/Elektra)  
 LSG +32 "Curious" (Eastwest/EEG)

## EAST COAST

MISSY "MISDEMEANOR" ELLIOTT +164  
 "Beep Me 911" (The Gold Mind/Eastwest)  
 MARY J. BLIGE +157 "7 Days" (MCA)  
 K-CI AND JOJO +142 "All My Life" (MCA)  
 BRIAN MCKNIGHT +123 "Anytime" (Mercury)  
 UNCLE SAM +118 "I Don't Ever Want To See You Again" (Stonecreek/Epic)



## SOUTHWEST

MARY J. BLIGE +99 "7 Days" (MCA)  
 OL' SKOOL +76 "Am I Dreamin'" (Universal)  
 JODY WATLEY +67 "Off The Hook" (Atlantic)  
 DRU HILL +64 "5 Steps" (Island)  
 SMOOTH +62 "Strawberries" (Perspective/A&M)

## SOUTHEAST

MISSY "MISDEMEANOR" ELLIOTT +132  
 "Beep Me 911" (The Gold Mind/Eastwest)  
 LSG +110 "Curious" (Eastwest/EEG)  
 OL' SKOOL +106 "Am I Dreamin'" (Universal)  
 BRIAN MCKNIGHT +103 "Anytime" (Mercury)  
 K-CI AND JOJO +92 "All My Life" (MCA)

## CAROLINAS/VIRGINIA

MARY J. BLIGE +176 "7 Days" (MCA)  
 SWV +126 "Rain" (RCA)  
 PUBLIC ANNOUNCEMENT +108  
 "Body Bumpin" (A&M)  
 JODY WATLEY +102 "Off The Hook" (Atlantic)  
 DAVE HOLLISTER +84 "The Weekend" (Tommy Boy)



## MOST ADDED

PATTI LABELLE (47)

*Someone Like You* (MCA)  
 WFXA, WYLD, WJMZ, WGCI, WILD, WXQL, KYEA, KZWA, KBCE, WHUR, WIBB, WDZZ, WKGN, WDLT, WFLM, WDAS, KHRN, WJIN, WJMG, WRNB, WJZD, WBLX, KXZZ, KMJJ, WNFQ, KSJL, WVAZ, WOWI, WPAL, WJXK, WZHT, KJMM, KJMS, KVSP, WHRK, WJTT, WGZB, WWWZ, WQOK, KPRS, WIZF, WQHH, WKKV, WBLB, WCKX, WJFX, KXOK

LUNIZ (44)

*Hypnotize* (C-NOTE/Noo Trybe)  
 WFXA, WPLZ, WXQL, KZWA, KBCE, WIBB, WDZZ, WKGN, WRKE, KHRN, WJIN, WJMG, WJMM, KYEA, WJZD, WBLX, KMJJ, WNFQ, KSJL, WOWI, KMJM, WPAL, WJXK, WZHT, KJMM, KVSP, WHRK, WJTT, WJMI, WCDX, WZAK, WGZB, WWWZ, KQXL, KPRS, WJLB, WIZF, WZFX, WQHH, WPEG, WAMO, WKKV, WCKX, WJFX

YOUNG BLEED (37)

*Times So Hard* (No Limit/SMG)  
 WXQL, KZWA, KBCE, WIBB, WDZZ, WKGN, WRKE, KHRN, WJIN, WJMG, KYEA, KTBT, WJZD, WBLX, KMJJ, KSJL, WPAL, WJXK, KJMM, KVSP, WHRK, WJTT, WJMI, WZAK, WGZB, WWWZ, KQXL, KPRS, WIZF, WZFX, WQHH, KKDA, WTMP, WPEG, WKKV, WCKX, WJFX

THE FIRM (31)

*Phone Tap* (Aftermath/Interscope)  
 WXQL, KYEA, KZWA, WPLZ, KBCE, WIBB, WKGN, WRKE, KHRN, WJIN, WJMG, WJZD, WBLX, KMJJ, KSJL, WPAL, WJXK, WUSL, KJMM, KVSP, WHRK, WJTT, WJMI, WZAK, KQXL, WQOK, KPRS, WQHH, WAMO, WCKX, WJFX

CECE WINANS (27)

*Well, Alright!* (Atlantic)  
 KBMS, WFXA, WPLZ, WXQL, KZWA, WIBB, WDZZ, WKGN, KHRN, WJIN, WJMG, KTBT, WJZD, KMJJ, WOWI, WPAL, WJXK, WJTT, WGZB, KPRS, WIZF, WZFX, KDKO, WQHH, WTMP, WCKX, WJFX

## BLACK A/C

Most Played Current Hits

BRIAN MCKNIGHT

"Anytime" (Mercury)  
 BOYZ II MEN  
 "A Song For Mama" (Motown)  
 UNCLE SAM  
 "I Don't Ever Want To See You Again" (Stonecreek/Epic)  
 DRU HILL  
 "5 Steps" (Island)  
 SOUNDS OF BLACKNESS  
 "Hold On (Change Is Comin')" (Perspective/A&M)

## TOP TEN SPINZ

1	BRIAN MCKNIGHT "Anytime"	3331	3743
2	UNCLE SAM "I Don't Ever Want To See You Again"	3024	3337
3	DRU HILL "5 Steps"	3205	3288
4	USHER "Nice & Slow"	3224	3466
5	JANET JACKSON "Together Again"	2384	2505
6	BOYZ II MEN "A Song For Mama"	2320	2554
7	MARY J. BLIGE "Seven Days"	2110	2293
8	SWV "Rain"	1769	2255
9	K-CI AND JOJO "All My Life"	1886	2247
10	DESTINY'S CHILD "No, No, No"	2066	2221

SPINZ LAST WEEK

SPINZ THIS WEEK

## Q - FILE

We'll see you all at the convention in San Diego!!! Be there at these scheduled events:

THURSDAY, FEB. 5 AT 12:30 PM -

Urban Keynote: Cathy Hughes, CEO Radio One, Inc.

FRIDAY, FEB. 6 AT 10:45 AM -

Radio One, Inc. presents: Superserving the African American Market (Moderated by: VP of Programming, Steve Hegwood)

SATURDAY, FEB. 7 AT 11:30 AM -

Women of the Radio and Music Landzcape, No More Tears: Entitlement and Empowerment in 1998 (Moderated by Helen Little, OM of WUSL/FM-Philadelphia)

Editor: QUINCY MCCOY • Assistant: ANNA CALIX

Urban reports accepted through Tues. 3 p.m. • Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580





# On-line

BY QUINCY MCCOY

## Getting Your P's in Order: Part One

**Y**ou can't be the Number One station in your market without having all your P's in order. Before victory can be yours, you must accomplish the difficult task of incorporating personality, promotion, production, and public affairs into your station's identity. Just like in life, it's the people who balance the physical, spiritual, and emotional components who usually reach their goals.

This is the first in a series of columns on each individual "P." I will try to explain how each can help you win and how to develop these areas inside your station. I'll start with the most neglected P: Public Affairs.

For years, public affairs has been synonymous with boredom. And for years, public affairs programming has been buried—sometimes even forgotten. But the fact is, it's our fault that it's boring, because we haven't brought forth the imagination and energy to turn this overlooked opportunity into better ratings.

Deregulation has meant stations aren't held accountable and therefore don't have to allocate any sizable amount of time to public service. Community ascertainment hearings—a great way of finding out what's happening in the streets—are, unfortunately, a thing of the past. Many programmers today (especially in the Top 10 markets) believe it's impossible to effectively serve the community because it's too large and diverse; they would rather spend their money on television, billboards, direct mail, and contests (even though focus groups have told us for years that contests carry a lot of negative baggage and don't pay off in ratings). If for no other reason than this, putting money into your community rather than contests makes more sense.

The first thing you must do is identify the key issues facing your community. You can do this as part of your regular research or do special focus groups to determine the problems of interest in your backyard. Today the typical list includes: AIDS, poor schools, the homeless, parks and recreation, violence, and drug abuse.

I suggest you make one issue your own by seriously addressing the problem. Begin by creating an environment in which something can happen. Take a stand and challenge your community to join you in your quest to improve the situation. Invest time and creativity into producing promos and editorials that explain your plan of action and encourage other community leaders and activists to join in.

If you really want respect from the community, you must show long-term commitment and follow through. A vital part of winning is investing significant time in helping and healing your community. Don't fall into the trap of just doing lip service with fancy slogans. Dig into community issues and associate

suggestive hit records. Set up an information line to answer common questions about HIV and AIDS and to provide information about local treatment programs. Start an association with a health outreach program that has a team of workers who can travel into your community to provide HIV-related services. Go to school assemblies and sign up volunteer teens to be trained in HIV basics, so they can share that information with their peers. Create a nighttime talk show that specializes in open discussions with experts on the subject. Use the show to raise money and take political action in the fight for more outreach programs. Now is the time...and time is running out!

The old ways of promoting safe

computers, books, art supplies, or free lunches. The kids may need field trips, basketball uniforms, or a career day seminar. Whatever the need, you and your company probably already have the assets, resources, community connections, and fund raising expertise to get the job done.

I can't think of a better way to impact one's community than adopting a poor school. The support and social interaction you provide will encourage a sense of pride and instill confidence in the students. This could make the difference in their futures.

### STREET SOLDIERS

Normally I wouldn't recommend any syndicated programming, because I believe local programming

has a more direct impact when dealing with the issues facing your community. But sadly, the issue of violence has become so universal in our country—and this show is so good at addressing the issue—that I strongly urge you either pick up *Street Soldiers* or emulate it.

*Street Soldiers* is a call-in talk show that

encourages young people to speak out about crime, teenage pregnancy, and drugs. The show has just celebrated its 15th anniversary on KMEL in San Francisco, where it enjoys excellent ratings on Mondays from 10 p.m. to 2 a.m. Because of the program's early success, it was quickly added to KMEL's sister station KGBT in Los Angeles, where its ratings are equally strong. Now the radio show is syndicated nationally, and it continues to offer positive change across the country.

\* \* \*

Today our business is about more than just gaining great ratings or profits; it's about making a difference. If your radio station is interested in improving and addressing community issues, providing leadership and motivation, and getting involved on the ground level where community activities originate, then before you know it, your call letters will be synonymous with your city. Be committed to public affairs, allow civic leaders access to your power, and embrace your community. It will embrace you back. ●

**'pub-lic** \ˈpə-blik\ *adj* [ME *publique*, fr. MF, fr. L *publicus*; akin to L *populus* the people] (14c) **1 a** : exposed to general view : **OPEN b** : **WELL-KNOWN, PROMINENT c** : **PERCEPTIBLE, MATERIAL 2 a** : of, relating to, or affecting all the people or the whole area of a nation or state (<~ law) **b** : of or relating to a government **c** : of, relating to, or being in the service of the community or nation **3 a** : of or relating to people in general : **UNIVERSAL b** : **GENERAL, POPULAR 4** : of or relating to business or community interests as opposed to private affairs : **SOCIAL 5** : devoted to the general or national welfare : **HUMANITARIAN 6 a** : accessible to or shared by all members of the community **b** : capitalized in shares that can be freely traded on the open market — often used with *go* — **pub-lic-ness** *n*

your station with community leaders. Keep your issue on the front burner and weave it into the fabric of your station's image. This will lend your station greater credibility. Remember, listeners aren't stupid and if they think your involvement is superficial, the results could be devastating.

Public service programming does not have to be boring. It can be fun, topical, and thought-provoking. The trick is to target your community by programming specifically to the age group you desire to attract. Let's take a closer look at some of the issues I mentioned earlier and how to turn them into interesting programming and ratings builders.

### HIV AND AIDS CAMPAIGNS

As the number of AIDS cases rises in the black community, black radio's responsibility to inform its community about the disease increases proportionally. Make plans now to offer your station to local pro-active groups that are out to effect positive results. Now is the time to begin safe sex campaigns. Include promos and run safe sex warnings after some of your more

sex and AIDS prevention don't work with the hip-hop generation. It will take new ideas and energy to stimulate this group. Black radio must reinvent its promotional campaigns to be street smart and reality-based. Fill your airwaves with artists, actors, athletes, and local heroes, advocating safe sex and HIV testing. Have HIV/AIDS information available at all of your promotions, concerts, and remotes, at your station and in your station vehicles.

### ADOPT-A-SCHOOL

Just a few weeks ago, I suggested that radio get involved in an initiative that can provide both immediate and long-term positive results. It's called the Adopt-a-School Program. In many cities across the country, businesses are joining with community development groups to offer assistance and supplies to needy urban schools. How do you do it? Just pick up the phone and arrange a meeting with your local school officials. Ask the principal, teachers, and students what kind of assistance they need to improve their educational environment.

The answer may be providing



# THESE STATIONS GOT GOTTA BE

POWERFUL AIRPLAY		STRONG ADDS			
STATION	SPINS	STATION	SPINS	STATIONS	STATIONS
WBLS	12	WJTT	10	WDAS	WZHT
WCDX	31	WFXE	22	WZFX	WIZF
WPLZ	12	KRRQ	11	WEAS	WWWZ
WKYS	11	KMJJ	24	WQUE	WQOK
WWWZ	16	KDKS	13	WKYS	KIPR
WZFX	11	KJMM	13	WJMZ	WZAK
WIIZ	31				

# J.E.



# JAGGED EDGE

## "gotta be"

PRODUCED BY JERMAINE DUPRI FOR SO SO DEF PRODUCTIONS.

COLUMBIA

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**MOST ADDED**



**ICE CUBE**  
*We Be Clubbin'*  
 (A&M)  
**JOHN FORTE'**  
*All You Gotta Do/Hot*  
 (Refugee/Ruffhouse/  
 Columbia/CRG)

**TOP TIP**

**ONE TOUGH COP SNTK.**  
**SADAT X & DIAMOND**  
*Feel It*  
 (H.O.L.A.)

31 adds tell me that many a DJ is feelin' this throwback to the hip-hop style of the good 'ol early '90s.

**RECORD TO WATCH**



**MIC GERONIMO**  
*Nothin' Moves But The Money Remix*  
 (Blunt)  
 Mic's *Vendetta* must be for real. A whopping 39 adds!

# Gavin Rap

2W LW TW

<b>NEW</b>	1	<b>ICE CUBE</b> - We Be Clubbin' (A&M)
	1	2 <b>CANIBUS</b> - How We Roll/Various Freestyles (Universal/MCA)
	5	3 <b>KILLAH PRIEST</b> - Cross My Heart (DGC/Noo Trybe/Virgin)
	2	4 PUMPKINHEAD - Dynamic/It's Over (Makin' Records)
	18	9 <b>THA ALKAHOLIKS</b> - All Night (Loud)
	8	5 <b>WHORIDAS</b> - Keep It Going (Delicious Vinyl/Interscope)
	10	4 <b>McGRUFF</b> - Gruff Express/Before We Start (Uptown/Universal)
\$	11	8 <b>DIAMOND</b> - J.D's Revenge/This One (Mercury)
\$	13	9 <b>COMMON</b> - Retrospect For Life Feat. Lauryn Hill (Relativity)
	16	10 <b>L.L. COOL J</b> - 4,3,2,1 (Def Jam Recording Group)
\$	7	11 BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
	12	12 L-FUDGE - Liquid/What!? (Rawkus Entertainment)
\$	18	13 <b>QUEEN PEN</b> - Party Ain't A Party/All My Love (Lil' Man/Interscope)
\$	22	14 <b>JAY-Z</b> - City Is Mine (Roc-A-Fella/Def Jam)
\$	6	15 RAKIM - Guess Who's Back? (Universal/MCA)
	6	8 16 O.C. - Dangerous Feat. Big L and Remixes (Payday/FFRR)
	28	23 17 <b>FRANKENSTEIN</b> - The UV (Knowledge Of Self)
<b>NEW</b>	18	2 <b>PAC</b> - Do For Love (Amaru/Jive)
\$	15	19 THE FIRM - Phone Tap (Aftermath/Interscope)
	14	16 20 UNSPOKEN HEARD - Cosmology (7 Headz Recordings)
	33	27 21 <b>COCO BROVAZ</b> - Spanish Harlem/Drama (Duck Down/Priority)
\$	17	22 GANG STARR - You Know My Slez (Noo Trybe/Virgin)
—	25	23 <b>GHETTO MAFIA</b> - I Can Feel It (Fully Loaded)
—	34	24 <b>DAS EFX</b> - Rap Scholar (EastWest/EEG)
\$	20	25 EPMD - Richter Scale (Def Jam Recording Group)
<b>NEW</b>	26	<b>LUNIZ</b> - Hypnotize Feat. Redman (C-NOTE/Noo Trybe)
—	29	27 <b>FATAL HUSSEIN</b> - Ghetto Star (Relativity)
	13	19 28 SAUCE MONEY - Against The Grain (DGC)
	26	21 29 STYLES OF BEYOND - Killer Instinct Feat. Divine Styler (Bilawn Records)
<b>NEW</b>	30	<b>RIDE SOUNDTRACK</b> - Wu-Tang & Onyx: The Worst
\$	32	31 <b>WYCLEF</b> - Gone Til November (Ruffhouse/Columbia/CRG)
<b>NEW</b>	32	<b>MOBB DEEP</b> - Rare Species (Loud)
<b>NEW</b>	33	<b>MYSTIKAL</b> - The Man Right 'Chea/Unpredictable (Jive)
—	38	34 <b>DMX</b> - Get At Me Dog (Def Jam Recording Group)
\$	26	35 VARIOUS ARTISTS - In Tha Beginning...There Was Rap (Priority)
	35	35 36 GAB GOTCHA - Angels (Hydra Entertainment)
\$	24	37 BIG PUNISHER - I Ain't A Player (Loud)
	29	31 38 FAT JOE - Find Out (Atlantic)
	32	30 39 TIMBALAND & MAGOO - Luv 2 Luv U (Atlantic)
	39	39 40 LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)

\$ — Indicates GAVIN Rap Retail Action.

**Chartbound**

**CAPPADONNA**-Slang Editorial/The Pillage (Razor Sharp/Epic)  
**JOHN FORTE'**-All You Gotta Do/Hot (Refugee/Ruffhouse/Columbia/CRG)  
**GRAVEDIGGAZ/RZA**-Unexplained/12 Jewelz (Gee Street)

**Up & Add 'Em**

**NOTE:** REPORTS WILL BE TAKEN BY FAX ONLY TUESDAY 2/3 AND PHONE ONLY WEDNESDAY 2/4 UNTIL NOON

## Like That!

BY THEMBISA S. MSHAKA



### School's In Session

I guess **Ice Cube** is teaching everybody a lesson with "We Be Clubbin'", his lead single from his newest film production, entitled *Player's Club*. We haven't seen a Number One debut since **Cypress Hill** did it with "Throw Your Set In The Air" in 1996. **A&M** newcomer **Ian Fletcher** put in mad work on the phones, just as former **Columbia** promotion diva **Tyesh Harris** did then, and made it happen ('Dena represent!). All I can say is, that joint is blazin'. Could this be Cube's year, with a soundtrack for his movie and a double album in the wings?...The **Denver Broncos** are also in the teaching mood this week, and I couldn't be happier for **Elway** gettin' his ring, **Davis** being the MVP and **Green Bay** getting a taste of what they served my **Niners** with here in San Fran. Wesssssyde!...Happy birthday to **Wesley Elam** at **WQFS-Greensboro**. He turned 23 on January 29, so show him some love! After all, many a rep was going for adds on his day and he hooked y'all up...'98 is shaping up to be a great year for Noreaga. He's got a great cut with **Nas** and **Nature** on the *Ride* soundtrack, he has a solo album coming featuring the nation's hottest emcees on **Penalty Recordings**, and he's a daddy! **Norae Afeni Santiago** was born January 4...**Queen Latifah** is not playin', y'all. Don't think for a minute that television has dulled her skills. **Flavor Unit's Kevin Weekes** hit me with "Name Callin' Pt. 2", and it is La at her fiercest since *All Hail The Queen*...On to the

Seminar update I have for you. School will definitely be in session throughout the Seminar, as star programmers and executives give up the goods. On Thursday, **WYBC's Chic Smith**, **KMEL's Glenn Aure** and **HOT 97's DJ Mister Cee** are among the panelists on the **Rap Jukebox Jury**, which will rate records, but also teach you how to get them broken on the air. On Friday's **Back To Basics** panel, things heat up as **MCA's Marketing VP Cassandra Ware**, **Elektra's Rap Promotion Director Rene McLean**, **Odyssey Entertainment CEO Tyesh Harris**, and **3Deep's Tim Richardson** talk about how to cover the streets in the age of going straight to radio with rap. Please tell your Urban VPs to drop in after the Urban Awards, they need to hear someone other than you say what you've been trying to tell them all along: without the streets, rap doesn't sell. Period...Saturday, the heat's on full blast at the **Rap DJ and Coalition Roundtable**. All the Coalitions will be represented: **James Lewis** from the Northeast, **Mecca** from New York, **Brian Payz** and **DJ Madd** from the **Kakalak Coalition**, and **Talib Shabazz** from Atlanta. Speaking of this panel, I'm still



Glenn Aure



Cassandra Ware



Brian Payz & DJ Madd



Rene McLean

Editor: THEMBISA S. MSHAKA • Rap Assistant: AYOKA MEDLOCK  
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RAP CITY**



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**MOOD**

**"KARMA"**

**"MOOD SHOULD  
BE PLACED IN THE  
UNDERGROUND  
HALL OF FAME"**

**— RAP PAGES**

**B/W "CINCINNATI"  
REMIX BY DJ HI-TEK**

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# Gavin Rap Retail

2W	LW	TW	Singles
1	1	1	<b>PUFF DADDY &amp; THE FAMILY</b> - Been Around The World (Bad Boy/Arista)
3	2	2	EPMD - Richter Scale (Def Jam Recording Group)
5	6	3	<b>BUSTA RHYMES</b> - Dangerous (Flipmode/Violator/Elektra)
4	3	4	GANG STARR - You Know My Steez/So Wassup?! (Noo Trybe/Virgin)
2	5	5	RAKIM - Guess Who's Back? (Universal/MCA)
7	4	6	MASE - Feel So Good (Bad Boy/Arista)
9	7	7	2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Jive)
12	10	8	<b>QUEEN PEN</b> - All My Love (Lil' Man/Interscope)
13	13	9	<b>BIG PUNISHER</b> - I Ain't A Player (Loud)
8	9	10	THE NOTORIOUS B.I.G. - Sky's The Limit (Bad Boy/Arista)
6	8	11	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Priority)
11	11	12	THE BEATNUTS - Off The Books (Violator/Relativity)
23	14	13	<b>STING &amp; THE POLICE</b> - Roxanne '97 (Puff Daddy Remix) (A&M)
21	17	14	<b>COMMON</b> - Reminding Me (of Sel) (Relativity)
14	16	15	<b>TIMBALAND &amp; MAGOO</b> - Luv 2 Luv U (Atlantic)

2W	LW	TW	Albums
1	2	1	<b>MASE</b> - Harlem World (Bad Boy/Arista)
2	1	2	2 PAC - R U Still Down (Amaru/Jive)
3	3	3	VARIOUS ARTISTS - In The Beginning...There Was Rap (Priority)
6	4	4	BUSTA RHYMES - When Disaster Strikes (Flipmode/Violator/Elektra)
7	6	5	<b>PUFF DADDY &amp; THE FAMILY</b> - No Way Out (Bad Boy/Arista)
4	5	6	JAY-Z - In My Lifetime Vol. 1 (Roc-A-Fella/Priority)
8	8	7	<b>RAKIM</b> - The 18th Letter (Universal/MCA)
5	7	8	EPMD - Back In Business (Def Jam Recording Group)
9	9	9	MASTER P - Ghetto D (No Limit/Priority)
10	10	10	THE FIRM - The Firm (Aftermath/Interscope)
20	12	11	<b>VARIOUS ARTISTS</b> - Gang Related Soundtrack (Death Row)
12	13	12	<b>M.J.G.</b> - No More Glory (Suave/Universal)
13	14	13	<b>LUNIZ</b> - Lunitik Muzik (C-NOTE/Noo Trybe)
25	18	14	<b>WYCLEF JEAN</b> - The Carnival (Columbia/CRG)
17	15	15	DIAMOND - Hatred, Passions and Infidelity (Mercury)

Compiled by Matt Brown and Justin Torres

## Mixshow REAL SPINZ

TW	Spinz	Trend
1	<b>BUSTA RHYMES</b> - Dangerous (Flipmode/Violator/Elektra)	100 -31
2	<b>TIMBALAND &amp; MAGOO</b> - Luv 2 Luv U (Atlantic)	90 -2
3	<b>QUEEN PEN</b> - Party Ain't A Party/All My Love (Lil' Man/Interscope)	81 +29
4	VARIOUS ARTISTS - In Tha Beginning...There Was Rap (Priority)	68 -1
5	<b>MASE</b> - What You Want (Bad Boy/Arista)	55 N
6	L.L. COOL J - 4,3,2,1 (Def Jam Recording Group)	55 -36
7	<b>DIAMOND</b> - J.D's Revenge/This One (Mercury)	53 +11
8	MASTER P - Make em Say Uhh (No Limit/Priority)	51 -6
9	<b>MILITIA</b> - Burn (Red Ant)	46 +3
10	RAKIM - Guess Who's Back? (Universal/MCA)	45 -1
11	2 PAC - I Wonder If Heaven Got A Ghetto? (Amaru/Jive)	44 -16
12	<b>STING &amp; THE POLICE</b> - Roxanne '97 (Puff Daddy Remix) (A&M)	41 +3
13	MASE - Feel So Good (Bad Boy/Arista)	41 -3
14	<b>BRAND NUBIAN</b> - A Child Is Born (Loud)	36 N
15	<b>THE LOX</b> - If You Think I'm Jiggy (Bad Boy/Arista)	32 -6
16	<b>LORD TARIQ &amp; PETER GUNZ</b> - Deja Vu (Codeine)	29 N
17	<b>THE FIRM</b> - Phone Tap (Aftermath/Interscope)	28 N
18	BIG PUNISHER - I Ain't A Player (Loud)	26 -13
19	<b>KP &amp; ENVYI</b> - Swing My Way (EastWest/EEG)	22 N
20	<b>THE NOTORIOUS B.I.G.</b> - Nasty Boy (Bad Boy/Arista)	22 N

waiting for executives to put their two cents in. I know you have something to ask radio! Send any comments to me by fax, or just call me...like that. One Love.

### ROUGH HOUSE SURVIVERS "New York to L.A." (MCA)

"Spittin' razors 'bout to start cuttin' somethin'," the Rough House Survivors deliver a smooth bi-coastal jam taylor made for commercial radio. You may remember these kids from their days with Relativity. Well, they went in the lab, got great production from a new kid named highries and re-emerged with a head-nodder. Contact Ramon at (818) 777-4542.

### LAND OF DA LOST "Never Too Late" (Lic 'N' Snot)

This Bay Area duo has sold 10,000 units of their own EP to date. Armed with an album full of strong, consumer-ready tracks, they aim for the major league with this lead single. Rich with refernces to gospel and Stevie Wonder's "As", this plea for redemption ranks among the best urban tales spun by 2Pac and Scarface. Real instruments and soulful vocals make this song come alive. Contact Danny at (510) 458-6884.

### RONI SIZE REPRAZENT "Brown Paper Bag" (Talkin' Loud/Mercury)

We all know how much hip-hop influences drum 'n' bass. Unfortunately, some of that potent subgenre's sounds are a bit too abstract for American radio, making it a real stretch for our listeners. That is until now. Roni Size kicks us a jam your people can use, thanks to their exposure to Timbaland. Sparse lyrics and heavy instrumentation combine for an adventurous listen. Contact Marlo at (212) 603-7922.

### "ONLY IN CALIFORNIA" Cube, Snoop & Mack 10



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—DJ Mecca, WHCR-New York

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—Chic Smith, MD, WYBC-New Haven

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—Naim Ali, Director of Marketing, MCA

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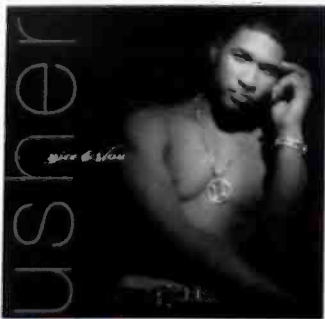
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# GAVIN PICKS

## Singles

BY DAVE SHOLIN



**USHER**  
"Nice & Slow"  
(Laface/Arista)

In only a few short years, teen talent Usher has developed into one of music's most promising artists. In fact, even programmers who initially resisted spinning "You Make Me Wanna," were reporting instant reaction and solid research only a few weeks later. The follow-up is so hot that several Top 40 outlets began logging requests ahead of their own airplay. Be sure to check it out on the Seminar edition of the GAVIN Video Magazine.

**ALEX BRAYDON**

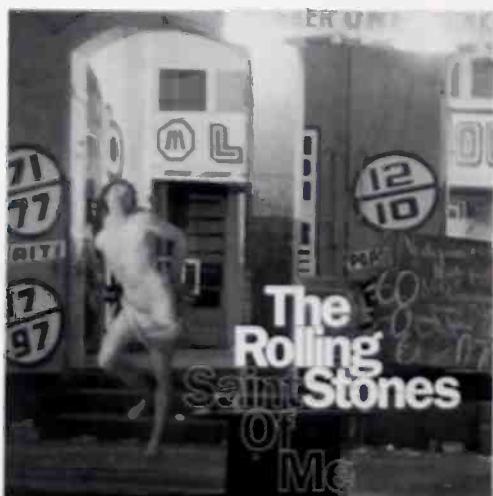
"True"  
(Mercury)

A junior high/high school flashback for that key 25-34 target. This updated version of Spandau Ballet's mega smash of the early '80s should capture audiences' attention within the first few bars. Those masters of production the Berman Brothers add their magic to this release, which sounds strong in both original and rhythmic form.

**THE ROLLING STONES**

"Saint of Me"  
(Virgin)

There wasn't a hotter tour last year than the amazing *Bridges to Babylon*. Pick any demo, and they were in the house to check out the truly timeless music and



artistry of the Stones. Mick Jagger outdoes himself on this soulful rocker, expressing the emotion behind each word. Another one to view on the latest GAVIN reel.



**PAULA COLE**  
"Me"  
(Imago/Warner Bros)

Considered one of the top contenders at next month's Grammy Awards, Paula Cole has emerged as a singer-songwriter who touches the hearts of listeners in a very unique way. At the top of her game, she delivers yet another track with multi-format appeal. Early adds help it debut in this week's Top 40 Up & Coming.

**FRUIT DE LA PASSION**

"Tic Tac Tac"  
(Aureus)

This rhythmic novelty jumped right on WKTU a few weeks back and is starting to spread fast. Looking for a secret weapon that generates phones? Don't overlook this entry. Only thing is, it might not be a secret for long.

## Albums



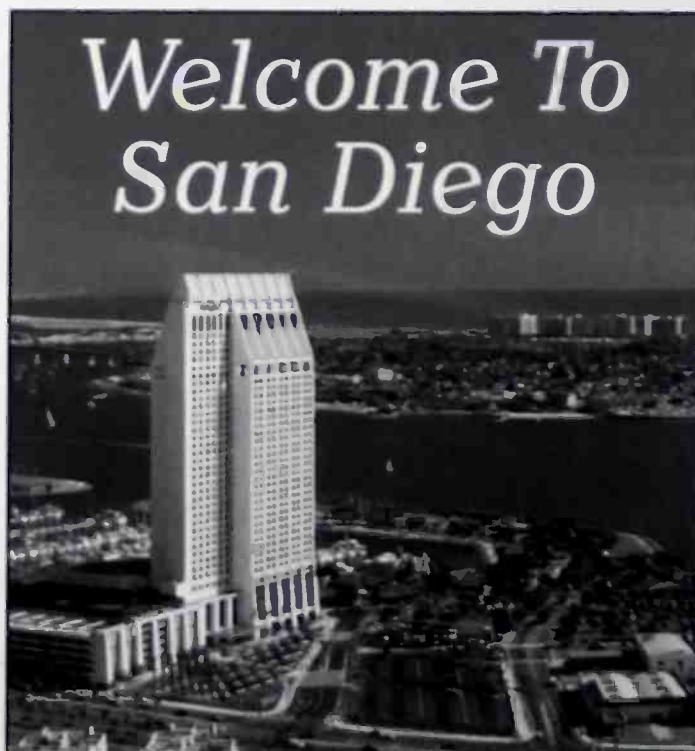
**PRO-PAIN**  
Pro-Pain (Mayhem)

New York City's Pro-Pain has returned to the metal fold with its long anticipated fourth full-length record. The self-titled album contains 11 biting tracks that mix heavy grinds with even heavier lyric content. The first track, "Get Real" launches into a stream of low-end hooks that march right alongside throaty vocals, while "Love/H8" moves out quickly with a thrash-like tempo, but ultimately retains a supreme heaviness. "Life's Hard" is another fast-paced track that collides melody with gritty grinds and crashing drums. Other tracks that merit airplay include "Blood Red," "Smoking Gun," "Don't Kill Yourself to Live," and "Time." Pro-Pain's 7-year history of splitting eardrums and crushing chords has helped propel them to the forefront of the hardcore scene. Some may argue otherwise, but it's difficult when the band's new release jumped from #44 to #5 on this week's Hard Rock chart. —ROB FIEND



**SAMMY KERSHAW**  
Labor of Love (Mercury)

Sammy Kershaw's latest project is his best work to date, beginning with the album's first single, "Love of My Life," which is currently Number One on the GAVIN chart. This song immediately grabbed radio ears, becoming one of the most passionate ballads in recent memory. Though packed with many strong follow-ups, the album's highlight track is "Shootin' the Bull (In an Old Cowtown)," a vintage Kershaw song with emotion-filled lyrics coupled with his unique vocal style. "Honky Tonk America" is another sure-fire smash, and Sammy's Louisiana roots are evident in the Cajun-flavored "Little Did I Know." In addition to the current single, "Arms Length Away" and "Matches" are both standout ballads. The latter, written by Skip Ewing and Roger Springer, offers a unique twist to the typical "leaving song," as Kershaw sings about a couple who exchange phone numbers on matchbooks. In the end, her matchbook is all that is left behind when they break up and she moves out. Sammy Kershaw fans will be delighted with his latest *Labor of Love*. —JEFF HOUSE



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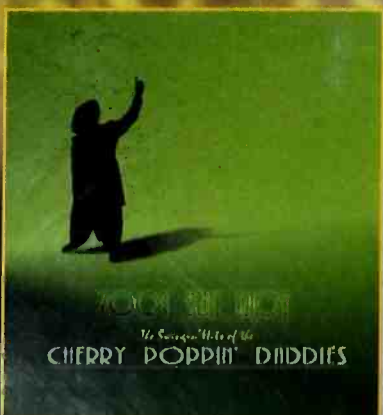
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