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ISSUE 2200

APRIL 3 1998

# GAVIN

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40<sup>th</sup>  
ANNIVERSARY

# WINNING

TOP 40 STYLE

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# Al Ries

## On Developing a Clear Focus...and Winning

Al Ries is one of the world's best-known marketing strategists. His previous books, written with Jack Trout, include *The 22 Immutable Laws of Marketing*, *Bottom-Up Marketing*, *Marketing Warfare*, and *Positioning*. His marketing firm, *Ries & Ries* (the other half is his daughter Laura), performs consulting work for many Fortune 500 companies.



Al Ries

Radio has not sold its potential market on the value of the "sound" medium. What accounts for today's success is the recognition of radio's power within the framework of a narrow focus. Years ago a typical radio station would play music and news during the day and entertainment programs at night—programming formats that would make dead meat of any station today.

Today, successful radio stations are specialists...and the more specialized, the better. A station can't just specialize in music; it focuses on a specific type of music: rock, rap, alternative adult, urban, and so forth.

You see this same phenomenon in all aspects of business. Not too long ago, every small town in America had a coffee shop. In larger cities and towns you could find a coffee shop on every other block. Many are there still. And what could you order in one of these coffee shops? Breakfast, lunch, and dinner. Hot dogs, hamburgers, sandwiches, pie, and ice cream. And, of course, coffee. Then along came Howard Schultz. He's the fellow who, in an incredible burst of business creativity, opened a coffee shop that specialized in (of all things) coffee. In other words, he narrowed the focus.

But he went one step further than

that. He took his concept and made it into a national chain. Today, Schultz' invention—Starbucks—does hundreds of millions of dollars' worth of business annually. The company itself is worth more than a billion dollars and Schultz' stock is worth a red-hot \$65 million.

At one time Emery Air Freight was the pioneer in the air cargo business and enjoyed its position as the country's largest air cargo carrier. Anything you wanted to ship could go via Emery: overnight, less-expensive two- and three-day delivery, large packages, small packages. So what did a man named Fred Smith do? He narrowed the focus to small packages, overnight. Today, his invention—Federal Express—is a much larger company than Emery. In fact, Mr. Emery was fired.

Toys R Us began as a children's furniture store to which founder Charles Lazarus added toys. The original name: Children's Supermart. But Lazarus, like many entrepreneurs, was faced with an interesting dilem-

ma: how do you grow a supermart? The obvious answer would be to add children's clothing, bicycles, diapers, and baby food. In other words, broaden the base of the merchandise.

What did Charles Lazarus actually do? He threw out the furniture and opened another, larger store featuring discount toys only. In other words, he narrowed the focus. How unusual—and how effective. No wonder *Forbes* magazine calls Mr. Lazarus "without question one of his generation's most brilliant retailers."

Most companies in America sell a broad range of products and services, but they don't dominate in any of them. What's a Chevrolet? A large, small, cheap, expensive car...or truck. Of course, Chevrolet did the opposite of what Charles Lazarus did. They added the clothing, the bicycles, the diapers, and the baby food instead of subtracting.

Compare Chevrolet with Saturn. The Saturn dealer sells one model with one engine (okay, so you can get it in two doors or four, or a station wagon). That's what it means to focus—and that's what radio must do in order to stake its claim in its listeners' minds. Focus is the art of carefully selecting your category and then working diligently in order to get yourself categorized. It's not a trap to avoid; it's a goal to achieve. Don't let mindless criticism distract you from this goal.

If you're a Hollywood star, a Wall Street luminary, a corporate executive, or a radio programmer, it's hard enough to burn your way into the mind with a single character. Why would you want to weigh yourself down with multiple personalities?

Nothing succeeds in life...or in business...like a carefully selected, carefully chiseled focus. **GAVIN**

### First Words

Pick the cliché: It's not whether you win or lose...winning isn't everything...win some, lose some...

Whether we like to admit it or not, we're all in radio to win. Just as no one intends to finish fourth in an Olympic event, no one in radio wants to place second in the competition. Particularly in today's high-stakes (and megabucks) world of Wall Street-driven consolidation.

Yet it seems as if some of our competitive spirit may be fading. Many radio groups have "bulked up" in markets, creating "front-line" format leaders around which secondary stations are positioned to "protect the flanks" and "reinforce" the group's demographic target. This battle plan (it seems that war-like references are still popular) is designed to deliver a synergistic package of listeners

that's attractive to advertisers, but this overall cluster strategy also runs the risk of constricting the winning spirit and innovative creativity that keeps radio alive.

It's imperative that programmers, managers, and executives require that everyone at their station(s) strive to win. Anything less than that breeds complacency, which lowers expectations, which leads to acceptance of second-best. And there's no place in radio for such a self-fulfilled prophecy.

Reed Bunzel  
Editor-in-Chief

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### NEXT WEEK

#### A/C Catches Spring Fever

Spring Book prep and promotions, the importance of TV spots, John Tesb, and baseball predictions. Is it April already?

## GAVIN

Founded by Bill Gavin—1958

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**“Winning PDs cut through the bullshit and make difficult decisions without wasting time.”**

— Bill Richards

see page 22

## Record Sales Dip, Retail Volume Grows in '97

Let's get the bad news out of the way right now: total record industry music sales dipped 2 percent in 1997, decreasing to \$12.236 billion from \$12.533 billion in 1996.

The good news is that retail record purchases were up, according to the Recording Industry Association of America's 1997 Consumer Profile. Retail sales grew from 81.4 percent of the domestic market in '96 to 83.7 percent last year, while record stores enjoyed their first market share increase in eight years, growing nearly 2 percent from 49.9 percent

('96) to 51.8 percent ('97). Non-retail purchases, primarily through mail order houses or record clubs, dropped from 17.5 percent of the total market in '96 to 14.9 percent last year.

The CD marketplace continued to expand last year as well, with that format inching up 2 percent to grab 70.2 percent of the market; CD singles also showed growth in popularity, rising from 4.2 percent in '96 to 5.4 percent in '97. Full-length cassette sales were down less than 1 percent, taking 18.2 percent of the market. Rock and

Country are the two musical genres that continue to dominate sales, capturing 32.5 percent and 14.4 percent of the market, respectively.

Diverse music product translated to extremes in purchasing power, with the youngest and oldest music buyers accounting for the greatest growth in sales. Adolescent (10-14) retail purchases were up 1 percent to 8.9 percent, driven largely by the Spice Girls and Hanson. Meanwhile, consumers 45+ commanded the greatest sales growth of any age bracket, increasing their market share 1.4 percent to 16.5 percent. Much of this growth can be attributed to Elton John's "Candle in the Wind '97" tribute, Michael Flatley's *Lord of the Dance*, and other older-targeted product.



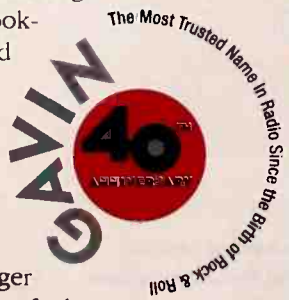
### Betty Hollars Remembers

Betty Hollars, who joined GAVIN in 1971, was one of the seven employees who purchased the magazine from Bill Gavin in 1983. She is GAVIN's CFO, and her daughter, Kiersten, joined our Convention Services staff last year (she has since moved on to a local PR firm).

"More than 25 years ago, Bill Gavin took a chance and hired a freshly-graduated, newly-married young woman and made her an associate editor of his publication. I arrived with lots to learn, and Bill offered challenges and opportunities simultaneously. My willingness to accept the dual role of book-keeper/circulation manager and R&B Editor prompted him to literally teach me everything he did, to the extent that, when he and Janet were out of town, Carole Tierney and I handled the operation with ease.

"My role as General Manager [and now, CFO] happened, I feel, because I was one of the fortunate ones who learned at the feet of the master.

"To owe one man so much is almost incomprehensible, and to say merely that I miss him is inadequate. His incredible genius in dealing with music in every aspect, without shutting out the human element, made him the kind of man everyone admired. Most men are remembered for their particular vogue or fortune; Bill will live always in my heart as a man who redefined the words 'integrity' and 'professionalism.'"



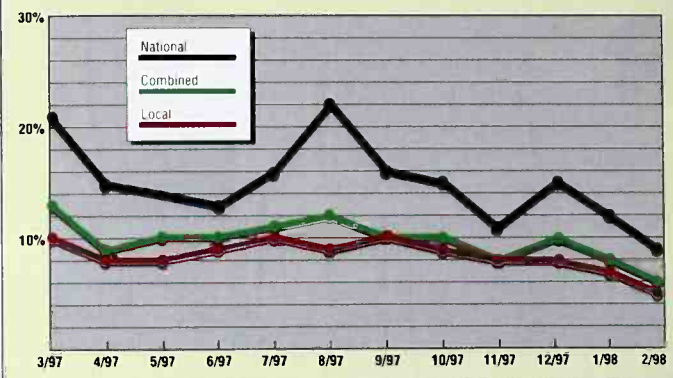
### Stern to Go Head-to-Head Against SNL

In what some people at NBC/TV hoped was an April Fool's joke, CBS/TV announced Wednesday (4/1) that shock jock Howard Stern will launch a network television program designed to go head-to-head with *Saturday Night Live*. Stern's show is expected to premiere in August and be broadcast by CBS-owned stations and by other affiliates through the network's CBS' Eyemark Entertainment.

Four years ago, Stern was close to signing a similar deal with the Fox network, but talks fell through after Fox owner Rupert Murdoch reportedly was offended by a Stern pay-per-view TV special.

### Revenues Up 6% in February

The radio industry posted a 6 percent increase in revenues in February compared with the same month last year, marking the industry's 66th consecutive month of gains. Local ad sales were 5 percent higher while national revenue improved 9 percent vs. February '97. On a year-to-date basis, local ad dollars were up 6 percent and national sales were 10 percent better than the first two months of '97. Calculations are based on the Radio Advertising Bureau's revenue index of more than 100 markets.



### Signed Contracts to Show "Bell-Wether" Friends

BY TONY SANDERS

Most of the top-market affiliates for Art Bell that GAVIN spoke with this week were still taking their time before deciding whether to sign a contract amendment and give up two minutes of daytime inventory for each day they run Bell's overnight shows, *Coast to Coast AM* and *Dreamland*.

It's not just the two minutes, however, that has many stations upset. GAVIN has learned that part of the new deal eliminates an affiliate's first right of refusal to carry "additional programming opportunities," as stated in the second paragraph of Chancellor's affiliation agreement. This paragraph has been deleted from new contracts, a move that one major market GM said was "not much of a partnership."

Last Friday (3/27) was the deadline for GMs and PDs to sign and fax back a two-page contract amendment requiring all affiliates carrying Art Bell's overnight shows to run

two minutes per day of national ads sold by Premiere Radio Network. The ads must run between 6 a.m. and 8 p.m., per the contract.

When asked about a possible group-wide defection by Disney/ABC's four Bell affiliates, ABC Radio's VP/News-Talk Programming John McConnell said there was no group-level edict being pronounced: "We're going to let our stations decide" how to handle the issue, he said.

For smaller broadcasters, however, the possibility of giving up daytime inventory looks like a bad precedent. Greg Marshall, PD at Virginia Broadcasting Corp.'s KLPW AM/FM St. Louis, has carried Art Bell for the last couple of years. "It does make you a little nervous," Marshall told GAVIN earlier this week. "We haven't signed [the Bell contract] yet, and I guess that right now two minutes isn't going to kill me, but I don't want this to turn into two minutes here, four minutes there, and six minutes the next time."



04.14.98

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## The G-files

### ACQUISITIONS

- HEFTEL BROADCASTING inked a deal to purchase Capstar's KKPN/FM-Houston for \$54 million. Heftel, which plans to flip the station's Modern A/C format to Hispanic, owns six other stations in the market, including four FMs; leading market competitor El Dorado Broadcasting is expected to oppose the transfer.
- COX RADIO announced it was buying four SFX/Capstar Long Island stations for \$48 million, including WGBB/AM, WBLI/FM, WBAB/FM, and WHFM/FM. Broker: Star Media Group's Paul Leonard. Cox also inked a deal to acquire WCLR/FM, WPTW/AM, and WZLR/FM, all in Dayton, from Xenia Broadcasting for \$6.3 million.
- CLEAR CHANNEL announced it was acquiring five stations from Capstar for \$46.5 million. Stations include WGNE/FM in Daytona Beach, and WESC AM/FM, WTPT/FM, and WJMZ/FM, all in Greenville-Spartanburg, S.C.
- CUMULUS MEDIA agreed to buy four stations in Lake Charles, La., from LA Media Interests for \$14.8 million. Properties include KBIU/FM, KKGB/FM, and KXZZ/AM, KYKZ/FM; broker was Americom's Tom Gammon.
- MULTICULTURAL RADIO BROADCASTING revealed it is acquiring KAZN/AM in Los Angeles from Pan-Asia Broadcasting for \$12 million. Multicultural now owns four AMs in the market.
- ENTRAVISION COMMUNICATIONS agreed to buy two stations from Brawley Broadcasting for \$2.4 million. Stations include KMXX/FM-Imperial and KWST/FM-Brawley, both in California. Broker: Media Venture Partners.
- SUSQUEHANNA agreed to buy KDSX/AM (a CP) and KXII/FM (dark) from Metrosound of North Texas for \$6.1 million.

### CLOSINGS

- CONNOISSEUR COMMUNICATIONS completed its \$6 million purchase of WYNG/FM in Evansville, Ind. from Pinnacle Broadcasting. Broker: Star Media Group's Paul Leonard.

### MISCELLANY

- FCC CHAIRMAN BILL KENNARD told a House subcommittee hearing that he would not push for free air time for politicians without full consultation with Congress. His comments are a step back from previous statements that the FCC would push for such provisions if Congress failed to act.
- WESTWOOD ONE's attempt to seek a preliminary injunction against AMFM Radio Networks and Casey Kasem was tossed out of court; two weeks ago another judge denied a restraining order attempting to prevent Kasem from hosting his show on AMFM.

## Jacor Joins JAMtv

Jacor Broadcasting has chosen the JAMtv Music Network to support its World Wide Web efforts for all of Jacor's approximately 200 radio outlets. This brings JAMtv's Network count to over 320 stations nationwide, including multiple frequencies in all top ten markets.

Jacor stations will now be able to choose from JAMtv online offerings, including technology updates, programs designed to generate revenue from non-traditional sources, and format-specific content such as Webcasts, artist archives, and contests and promotions.

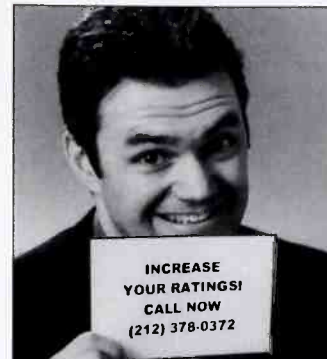
"We felt JAMtv brought the highest degree of technical expertise to the table," says Jacor VP Marketing Nick Miller. "More important, however, is that Jacor is [now] able to not only sell online avails locally, but also participate in the revenue opportunities created by the national JAMtv Network."

# Coddington to N2K Promotion

Don Coddington, recently named by GAVIN as Top 40 National Promotion Director of the Year, has been named Senior Vice President of Promotion for N2K Encoded Music by the company's Executive Vice President/General Manager Harry Anger. Coddington will be responsible for all promotion activities of the label in his new role.

Anger says, "We're excited to have such a respected and talented person to lead our pop and rock promotion

team. Don brings a wealth of experience in radio to



N2K Encoded Music, and really solidifies our assault on pop/rock radio."

Nicknamed "Addzilla" for his passion for his work, Coddington came to N2K Encoded Music from Elektra Records, where he held the post of Senior Director of Pop Promotion, and was instrumental in breaking records from Natalie Merchant, the Rembrants, Third Eye Blind, and Missy "Misdemeanor" Elliot. Coddington began his career as an Account Service Representative for PGD before moving into promotion at Mercury Records.

## Radio: Stand By Your Man

If your station leans heavily toward men, you can cross those household goods advertisers off your list, right?

Wrong. A new analysis prepared by Interep shows that men increasingly offer an untapped market for many products typically

associated with women. According to Interep Exec. VP/Director of Research Marla Pirner, "Record numbers of men are participating in child care and household responsibilities, as well as running their own households. This necessitates making brand decisions and shopping for the products that they use every day. Male

consumer interest now goes well beyond beer and car advertisers."

The study indicates that 83 percent of all men listen to radio in the average week, while 90 percent of those in the 18-44 age demo tune in. Formats typically with the highest concentration of men 18+ listeners include Sports, Rock, and News/Talk.

## EMI Finalizes Priority Buy

EMI Group PLC, through its Capitol Records subsidiary, last week finalized the purchase of Priority Records; the company had previously bought 50 percent of Priority in 1996, and will now pay an additional \$70 million for the shares it didn't already own. Priority will continue to operate as a separate label, based in Los Angeles.

According to terms of the deal, Turami Inc., which sold its shares to EMI in this round of buying, will continue to be responsible for potential liabilities for a designated period of time. And depending on Priority's performance over the next five years, Capitol may be required to pay an additional cash sum to Turami.

Priority profits before taxes for the year ending March 31 are estimated to be \$6.9 million, a considerable hike from the previous year's \$14.9 million loss.

## The Six Stages of Radio Takeovers

Researcher Elizabeth Kubler Ross has outlined six stages of change in her book *On Death and Dying*. The same stages actually can be applied to a radio takeover.

When a station is about to change hands, these are some of the emotional feelings employees often experience:

- **RUMOR:** Paranoia runs rampant. People begin asking questions like "What have you heard?" "What's going to happen?" and "Who's getting fired?"
- **DENIAL:** Employees refuse to believe things will change: "The FCC won't let this go through" and "The company already owns more than the permissible number of stations in this market."
- **ANGER:** Employees feel resentment about the pending change, saying things like "This sucks...I'll only do the minimum."
- **FEAR:** Staffers begin to grow afraid. "These people don't know us...they certainly don't know me." "I'm probably on the hit list." "That raise I got last quarter now will make it look like I earn too much."
- **HOPE:** A ray of light begins to dawn. "You know...this might work out all right. Look at all the resources this company has. Maybe someone in this company will recognize how good I am and move me up."
- **ACCEPTANCE:** Everything's going to be all right. "Things are going to change." "I need to begin looking for a new gig." "I'll find a way to make it work in this new corporate culture."

Check out "The Truth and Consequences of Station Consolidation," by Valerie Geller, in the April issue of GAVIN GM...on your desk now.

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**PUBLIC ANNOUNCEMENT**  
**BODY BUMPIN'** YIPPIE-YI-YO

THE SINGLE YOUR BODY'S BEEN WAITING FOR!

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Over 1700 spins, 10 million audience  
MTV Stress Rotation/VH1 Custom Rotation  
Platinum LP  
37\*-34\* (Mainstream Monitor)

## Mshaka Moves to Sony

Themبisa S. Mshaka is leaving her post as GAVIN's Rap Editor to assume a position as Copy Writer in Sony Music's Creative Services division, effective June 1.

The position takes Mshaka to Sony's New York headquarters, where she will be responsible for conceptualizing and writing print, television, radio, and institutional advertising for Sony's music label affiliates.

Of her appointment, Mshaka commented, "I have had a fantastic five years at GAVIN, and will miss the radio programmers and emerging artists a great deal, but I am very excited about what I feel is an incredible opportunity to work with the amazing executives and artists in Sony's

musical family."

Mshaka joined GAVIN in 1993 as the first African-American—and woman—to hold the Rap Editor position. She is also the youngest editor in the magazine's 40 year history. In addition to providing thought-provoking journalism in her weekly *Like That!* columns and institutionalizing the Women in Rap special, Mshaka was instrumental in breaking numerous prominent artists and producers through features and showcases, including D'Angelo, 8 Ball & MJG, Timbaland, Outkast, Ras Kass, The Fugees, Bone Thugs 'N' Harmony, and Busta Rhymes.

Despite her move to New York, Mshaka will continue to contribute regularly to GAVIN.

## ElectricVillage, Premiere Form Internet Venture

ElectricVillage has announced that Premiere Radio Networks, a producer and distributor of syndicated radio programs, will participate in Radio-VillageNet, ElectricVillage's network-building initiative designed to bring Internet revenues to the radio industry.

The agreement involves Web sites associated with Premiere's syndicated programming: the Dr. Laura Program, the Michael Reagan Show, the Jim Rome Show, and Premiere's two radio

industry sites, the total of which generate more than



five million page views every month.

"Without any doubt, Premiere is one of the foremost suppliers of successful on-air programming," Carl Koppel, President and COO of ElectricVillage said. "We are delighted to bring our

Radio-VillageNet program to Premiere's 4,000 affiliates. Every one of these affiliates will have the automatic right to use the on-line programming we build with Premiere to complement their own on-air programs."

ElectricVillage is a full-service Web partner, providing Internet services such as Web design and distribution of format-specific Web site content to a national network of radio station Web sites.

## "Metal Mama" Sheila René Dies

The music industry lost an exceptional fan and good friend when rock & roll advocate Sheila René died in her sleep in her home in Trinity, Texas on the morning of March 25. She was 59.

An avowed heavy metal fan, Ms. René, as she dubbed herself, was a pioneering female rock journalist as KSJO-San Jose's backstage reporter in the '70s; from there she launched *Sheila René's Backstage*, a



Sheila René pictured with Dave Rothstein.

syndicated radio show. A columnist for *Tower Pulse* and specialty 'zines, she also was co-founder of Bay Area Women in Music/Bay Area Music Alliance, through which she organized the 1994 Women's Symposium at the annual GAVIN Convention. She worked at GAVIN from 1987-'95, and recently returned to her native Lone Star state to pur-

sue several industry ventures, including her hard music website, Highway 666.com.

"Sheila was affectionately known as a Metal mama, but was also Earth mama in the sense of encouraging and fostering women's relationships and bringing people together through music," recalled Allradio.com's co-owner, Honey Brooks. "If you were touched by Sheila, then you felt the power of her magic."

A memorial service for Sheila was held March 27 in Texas, and another memorial event is planned for early May in San Francisco. For details, contact Denise "Demise" Dunné at (415) 821-7814 or Honey Brooks at (415) 474-4420. —DENISE SULLIVAN (additional reporting by Sandra Derian)

## Sheila René: A Friend Remembers

The persona of Sheila René should be noted in her passing. No one who met Sheila ever forgot her. She was one of a kind. Heavy Metal mama, Earth mama, BIG mama; big-hearted, witty, salty, feisty, bull-headed, passionate. She was a unique lady and a loving friend. A woman who loved her music and her "family." That is her legacy. She will be missed and loved by musicians, artists, journalists, record industry folks, and fellow tokens. Rock on, Sheila!

—DAVID ROTHSTEIN

## Real Cool Stuff

So the prospect of 80,000 broadcasters from around the world packed into a hot Convention Center eating gooey M&Ms isn't enough to lure you to Las Vegas. Can't blame you, really, which is why we've provided you with a sneak preview of some of the latest product releases being displayed at the NAB Convention next week. A service brought to you from your friends at GAVIN.



### AUDIO ACCESS

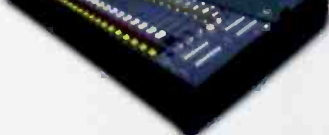
The Dalet digital audio system provides your programmers and air staff full access to all audio, immediately and simultaneously. This fully-networked package incorporates a central server that stores all audio, program logs, base information, and scripts, and permits broadcast of all material as soon as it is produced. Offers complete music scheduling, live assist, drag-and-drop audio for carts and other commercial production, remote communications, automated satellite recording, and full newsroom services. Call 212-226-2424

### TIME DELAY

Avocet's new Delay Cancellor permits remote talent to use the air feed as their return audio from the station, unlike conventional "mix-minus" systems that require a dedicated return path to the remote site. The Delay Cancellor uses a special DSP program to compare audio being transmitted to the studio with audio being received at the remote site via the on-air signal, satellite link, or microwave path. This means the remote talent can listen to his or her own audio in "real time," or operate without a local



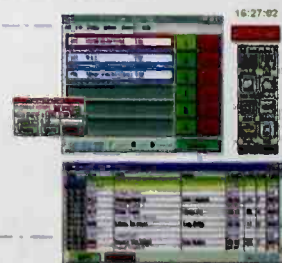
### POINT TO POINT



Pacific Research & Engineering's Air Wave On-Air Console incorporates such features as all-electronic audio switching, an inclusive automatic telephone mix system, and a rack-mounted, convection-cooled power supply...all in a new package that sets a new standard for lower-cost on-air consoles. Call 760-438-3911

### HARD TIME

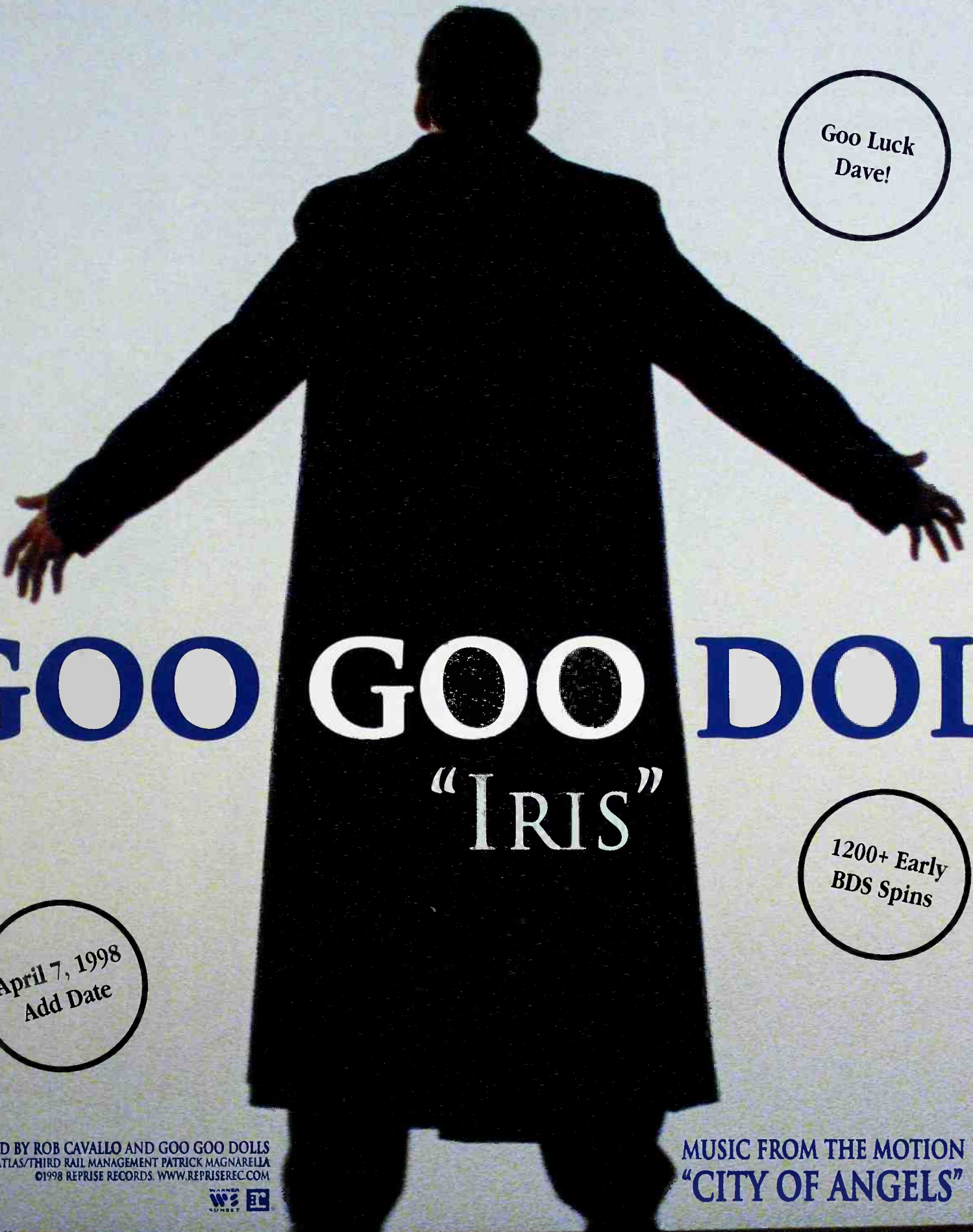
The new CartWorks MHD music-on-hard-drive system offers the ability to pre-record tracks, switch between live assist and automated operation, and import logs from almost all music scheduling software programs — all developed to be easy to learn and use. Call 601-856-9080.



### POINT TO POINT

Broadcast Electronics' AudioPOINT is similar in function to a traditional routing switcher, except it does not have a crosspoint matrix. Instead, it uses a DSP processing core. Its modular design allows configuration and expansion flexibility. Inputs may be analog, digital, synchronous, asynchronous, or MADI, and can be mixed and switched in the same system to any output. AudioPOINT will work in analog, digital, or hybrid facilities and can be configured to embrace new technology as it evolves. Call 217-224-9600





Goo Luck  
Dave!

# GOO GOO DOLLS

## "IRIS"

1200+ Early  
BDS Spins

April 7, 1998  
Add Date

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MANAGEMENT: ATLAS/THIRD RAIL MANAGEMENT PATRICK MAGNARELLA  
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"CITY OF ANGELS"

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Cincinnati

KZZO 23x  
Sacramento

WSHE 19x  
Miami

WKSE 26x  
Buffalo

WPLT 24x  
Detroit

KTNP 23x  
Omaha

99-X 27x  
Atlanta

KDGE 24x  
Dallas

G-105 19x  
Raleigh

Q-106 21x  
San Diego

WHFS 23x  
Washington, DC

WXDX 22x  
Pittsburgh

Also on: KROQ L.A., WXRK N.Y., WMTX Tampa, WBCN Boston, WPTE Norfolk, WBMX Boston, WDDJ Paducah, Q-101 Chicago, WBAM Montgomery, WPNT Milwaukee, KPNT St. Louis, WKDF Nashville, KEDJ Phoenix, WZNY Augusta, WRFY Reading...and more!

# THAT'S SHO-BIZ

GAVIN sends its condolences to the family and friends of **Irene Vargas**, **Reprise Records'** National Manager of A/C Promotion, who died this week after a battle with cancer. More in News next week.

Original **Woodstock** Producer **Artie Kornfeld** is at it again. This time, it's the Desert Miracle Concert and Festival, slated for May 23 at Desert Hot Springs' Mission Springs Park. **Smash Mouth** has already signed up as headliner, but Kornfeld is looking for more acts. The show benefits the **Musician's Assistance Program** and local programs that provide services for disabled children, as well as helping teens and adults live substance-free. Contact: Janet Newcomb, Newcomb Enterprises (760) 836-1844.

We all know about the major changes at **Motown**, but what's all this talk about the Bunny? Will a couple of big names soon be working in the lot?

Sad story out of Chi-town, where veteran air talent **Shannon Dell** (a.k.a. **Karen Jones**), most recently at **WMMP**-Chicago, passed away in her apartment last weekend. Her death was discovered when she didn't show up for her Friday shift. She will be buried in her hometown of Cincinnati.

Rapper **Warren G.** has settled the lawsuit he brought against country superstar **Garth Brooks**, which claimed Brooks' promotional use of the letter "G" violated Warren's artistic trademark. "I learned that the letter has a special significance to some members of [Warren's] community, in that it symbolizes kids and young people who have risen above drugs and violence and who are worthy of respect because of their positive contributions to the world," said Brooks. It was agreed that, since both artists share these goals, there was no reason to fight about it.

**SF Chronicle** Editor **Jerry Carroll** came down heavy on the **Wild 94.9 (KYLD)** Morning Dog House for offering free tix to the first person to get **Hammerin' Hank** sexually aroused. After a female listener's striptease in a local nightclub did the trick (as it were), another Dog House member yanked Hank's trunks to the floor. Dissing the Dog House, Carroll quoted no less than **Howard Stern**: "Radio is a scuzzy bullshit industry that's filled with deviants, circus clown rejects, the lowest of the low. No matter how good you are in radio, you will always be a scumbag for being a radio personality."



Seen at NARM: GAVIN's **Annette M. Lai** with **KZQZ(295)**-San Francisco MD **Danny Ocean**, PD Mike Edwards, and convention keynoter **N2K's Phil Ramone**.

**Gregg Allman** has filed suit against **Capricorn Records**, claiming the label released greatest hits and reissue packages of the **Allman Brothers Band** without obtaining proper licensing agreements. Allman is writer and publisher of the works in question.

Radio producer **Bruce Goldberg** has joined with **Howard Schwartz Recording** to form **Home Run Radio**, a "one-stop-shop" that will conceive, write, produce, cast, staff, record, and distribute tailor-made radio programming. In the past, Goldberg has been responsible for *Personal Notes With Dave Koz*, *Premiere Comedy Network*, *American Top 40*, and other top shows. (212) 687-4180.

Call Mr. Ripley: **Rhino Records** has signed performance artist **Soy Bomb** (yeah, that guy) to a two-year, six-album deal.

## MDs named at KKBT, KKRZ

92.3 "The Beat" (**KKBT**)-Los Angeles Program Director **Michelle Santosuosso** has announced two new hires at the station. Taking on the duties of Music Director is **Dorsey Fuller**, former National Director of Promotions for the hip-hop newspaper *Rap Sheet* and publicist with independent publicity firm **Def Press**. The new Assistant Music Director is **Tawala Sharp**, who began at The Beat as an intern in the programming department during the summer of 1996. Sharp has also assisted air personality **Julio G.**, and served as part-time producer for the station. Meanwhile, at **KKRZ**-Portland, PD **Tommy Austin** announces that nighttime personality **Lara** adds those highly-coveted MD stripes. More next week.

## Lipman to Run Republic



Avery Lipman

**Avery Lipman** has ascended to the position of General Manager of **Republic Records**, which Lipman co-founded in 1994. He will oversee all aspects of the label's day-to-day business in addition to his involvement in A&R and artist development. Lipman his career as an intern at **Arista Records**, and was subsequently hired by Arista's business affairs department before his appointment as Director of Contract administration at **Sony Music International** in 1990. He resigned his position at Sony earlier this year to devote his full attention to Republic, which began as a part-time endeavor. Republic's first two releases are the **Bloodhound Gang**, distributed through **Geffen**, and **Chumbawamba**. Republic will soon announce additional staff appointments.

## Harris to Urban VP at ABC

**Steve Harris** has been promoted to Vice President, Urban Programming for **ABC Radio Networks**. Harris will oversee all ABC Radio urban programming, including nationally syndicated programs and 24-hour formats. Harris joined ABC Radio Networks in 1993 as Program Director of ABC's classic R&B format, and was promoted to Format Manager of Urban Radio in 1994. Boasting a radio career that spans two decades, Harris is an award winning Program Director and on-air personality, working for such stations as **WGCI/FM**-Chicago and **KRLY/FM**-Houston.



Steve Harris

## Radio Roundup

Morning show host/PD/MD **Nic Harcourt** of **WDST**-Woodstock, N.Y., heads to **KCRW**-Santa Monica, Calif. to assume Creative Music Director duties and on-air host of *Morning Becomes Eclectic* effective April 17. **WDST** Operations Manager and afternoon DJ **Jimmy Bluff** will take over as PD, while APD **Dave Doud** becomes MD...At **KMAS**-Shelton, Wash., **Anna Musselman** is named MD. She'll continue to handle middays at the A/C outlet. Her call times will be 3-4 p.m. PST, Monday-Friday...

**Susquehanna Radio Corporation** has promoted **Monte Maupin Gerard** to Vice President and Market Manager of Indianapolis stations **WFMS**, **WGRL**, and **WGLD**...

**Michael Floe** has joined **Jones Radio Network** as overnight air personality; he'll be heard on more than 115 stations nationwide...**Eric Moon** moves up the ranks at **WNKI "The Wink"**-Elmira, N.Y., handling afternoon drive while continuing his duties as MD at **WINK** and PD of sister station **WNGZ**...**KVLY** welcomes **Dave Collins** as morning co-host and **Alex Duran** as afternoon DJ...**Oné-On-One Sports** has a new Vice President, Director of Marketing and her name is **Carolyn Kae Phillips**.

F.O.R. #228

## Friends of Radio

Donna Wright



President & Owner of **Wright Stuff Management/Co-Manager & Co-Owner of Trans-Continental Entertainment**

### Artists you represent:

*Backstreet Boys, Solid Harmonie, 'NSync, Lyte Funkie Ones (LFO), 95 South*

### What station did you grow up listening to?

*WHYN-Springfield, Mass.*

### What station do you listen to now?

*WXXL/FM-Orlando*

### Your proudest Backstreet Boys' success story?

*The first one was when I held up my cell phone at a high school concert they were doing. I filled up a label rep's voicemail with music and screams. They flew out the following day and the Boys were on their way to a record deal.*

### What makes Solid Harmonie so special?

*Their music is special because it's "pop music" and to me it's music that brings families together. Their music is also very special to me because not only are they all good singers, but they're four girls with beautiful hearts.*

### Future ambitions:

*To manage my groups to the very best of my ability. It does my heart good to watch each group realize their dreams and have their aspirations turn into reality. The fact that I can have such an impact on their lives is gratifying and an opportunity that I'm most thankful for.*

# Jana

One  
of the  
most  
exciting new  
vocalists  
that  
Pop music  
has  
seen  
in  
years...



**CURB**  
RECORDS

Jana is a Native American, a member of the Lumbee Tribe of North Carolina, the second largest tribe east of the Mississippi River.

"Even though I'm a member of the Lumbee Tribe, I represent all Native Americans regardless of tribal affiliation."

"Near Me" was written by Sheryl Crow and Jay Oliver is getting played on more than 60 mainstream stations across America.

Visit the Curb Records Web Site at [WWW.Curb.Com](http://WWW.Curb.Com).

Call (800) 818-2872, Ex. 383 to be added to Jana's future fan club.

**MOST ADDED**  
**MARIAH CAREY (42)**  
**LISA LOEB (33)**  
**BLAIR (25)**  
**FASTBALL (22)**  
**\*\*EVERCLEAR (21)**  
**\*\*S.O.A.P. (21)**



**TOP TIP**  
**REBEKAH**  
*"Sin So Well" (Elektra/EEG)*  
 Singer-songwriter increases her debut effort's spins by over 300 and draws in eight new believers including KKRZ-Portland, WSTW-Wilmington, WMQT/FM-Marquette, Mich., and XL93-Grand Forks.

**RECORD TO WATCH**  
**CHERRY POPPIN' DADDIES**  
*"Zoot Suit Riot" (Mojo)*  
 "Zoot Suit Riot...throw back a bottle of beer!" This Top 20 alternative track is major market poppin' in Los Angeles, Atlanta, and Philadelphia. Just the track to give Top 40 some extra swing.

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	18	169	0	7773	-640
2	<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	7	180	0	7279	+396
3	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	24	150	0	7171	-246
4	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	10	167	0	7092	+869
5	<b>K-CI &amp; JOJO</b> - All My Life (MCA)	18	154	3	6805	+562
6	<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	22	147	0	6475	-181
7	<b>BILLIE MYERS</b> - Kiss The Rain (Universal)	30	139	1	5359	-292
8	<b>'N SYNC</b> - I Want You Back (RCA)	12	141	0	5329	+154
9	<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	23	114	0	4640	-235
10	<b>BEN FOLDS FIVE</b> - Brick (550 Music)	14	141	1	4570	+148
11	<b>MARCY PLAYGROUND</b> - Sex and Candy (Capitol) †	21	142	1	4484	+609
12	<b>JANET JACKSON</b> - Together Again (Virgin)	23	109	2	4396	-164
13	<b>ROBYN</b> - Do You Really Want Me (RCA)	9	146	2	4383	+460
14	<b>WILL SMITH</b> - Gettin' Jiggy Wit It (Columbia/CRG)	19	111	0	4296	+42
15	<b>THIRD EYE BLIND</b> - How's It Going To Be (Elektra/EEG)	22	121	0	4240	-87
16	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	8	138	1	3963	+211
17	<b>THE VERVE</b> - Bitter Sweet Symphony (Virgin)	19	119	0	3621	-186
18	<b>AQUA</b> - Turn Back Time (MCA)	10	129	1	3617	+174
19	<b>LOREENA MCKENITT</b> - The Mummer's Dance (Warner Bros.)	17	105	1	3552	-569
20	<b>CHUMBAWAMBA</b> - Amnesia (Republic/Universal)	10	131	3	3504	+422
21	<b>THE TUESDAYS</b> - It's Up To You (Arista)	8	124	2	3375	+160
22	<b>USHER</b> - Nice & Slow (LaFace/Arista)	15	100	1	3299	-27
23	<b>PAULA COLE</b> - Me (Imago/Warner Bros.)	10	126	7	2913	+232
24	<b>BRIAN MCKNIGHT</b> - Anytime (Motown)	12	89	12	2836	+227
25	<b>BACKSTREET BOYS</b> - Everybody (Jive)	8	116	11	2677	+774
26	<b>SMASH MOUTH</b> - Walkin' On The Sun (Interscope)	31	75	0	2607	-64
27	<b>EDWIN MCCAIN</b> - I'll Be (Lava/Atlantic)	21	98	4	2418	+199
28	<b>USHER</b> - You Make Me Wanna... (LaFace/Arista)	31	66	0	2312	-381
29	<b>JIMMY RAY</b> - Are You Jimmy Ray? (Epic)	13	72	0	2244	-820
30	<b>DESTINY'S CHILD</b> - No, No, No (Columbia/CRG)	17	65	7	1844	+299
31	<b>UNCLE SAM</b> - I Don't Ever Want To See You Again (Stonecreek/Epic)	20	54	0	1816	-316
32	<b>SARAH McLACHLAN</b> - Adia (Netwerk/Arista)	5	91	16	1756	+408
33	<b>KP &amp; ENVYI</b> - Swing My Way (EastWest/EEG)	12	54	3	1672	+207
34	<b>NEXT</b> - Too Close (Arista)	11	52	8	1660	+168
35	<b>TONIC</b> - Open Up Your Eyes (Polydor/A&M)	11	83	4	1642	-27
36	<b>JANET JACKSON</b> - I Get Lonely (Virgin)	6	67	7	1581	N
37	<b>GREEN DAY</b> - Time Of Your Life (Reprise)	18	59	0	1579	-501
38	<b>DAKOTA MOON</b> - A Promise I Make (Elektra/EEG) †	10	68	2	1460	+60
39	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	12	70	8	1450	+119
40	<b>FIONA APPLE</b> - Shadowboxer (Clean Slate/WORK)	6	75	5	1426	N

† = Daypart

Total Reports This Week 202 Last Week 200

## Chartbound

	Reports	Adds	SPINS	TREND
<b>S.O.A.P.</b> - "This Is How We Party" (Crave)	74	21	10591	+539
<b>MARIAH CAREY</b> - "My All" (Columbia/CRG)	70	42	681	+531
<b>HANSON</b> - "Weird" (Mercury)	68	2	1319	+220
<b>FASTBALL</b> - "The Way" (Hollywood)	53	22	863	+320

## ARTIST PROFILE

### THE TUESDAYS PART 1



THE TUESDAYS ARE (L-R):

**Hege "The Hedge" Solli** (guitar);  
**Laila Samuels** (lead vocals);  
**Linda Gustafsson** (percussion);  
**Kristin Werner** (keyboards);  
**Veslemoy "May" Hole** (bass).

**LABEL:** Arista

**SENIOR VP, PROMOTION:**

**Richard Palmese**

**DEBUT SINGLE:** "It's Up to You"

**DEBUT ALBUM:** *The Tuesdays*

**HOMETOWNS & BIRTHDATES:**

**Hege**—"Larvik, Norway; January 9, 1974;" **Laila**—"Oslo, Norway; June 3, 1976;" **Linda**—"Karlskoga, Sweden; February 10, 1974;" **Kristin**—"Larvik, Norway; June 26, 1974;" **May**—"Larvik, Norway; September 4, 1974."

**MAJOR MUSICAL INFLUENCES:**

**Hege**—"a-ha;" **Laila**—"Prince, Lenny Kravitz, Sheryl Crow, Bryan Adams;" **Linda**—"Tommy Lee;" **Kristin**—"The Beatles, This Perfect Day, Matchbox 20;" **May**—"The Beatles, Crowded House, Spice Girls...not!"

**ORIGIN OF THE GROUP'S**

**NAME:** The group says, "We needed a name on a Tuesday, and

both the Sundays and the Mondays were taken. Plus, it guarantees we get our name in

the newspapers at least once a week."

**HOW WERE YOU DISCOVERED?** "We were discovered by two A&R guys from BMG International when we played a gig in Oslo, Norway."

**THINGS THAT MAKE YOU**

**HAPPY:** **Hege**—"The company of good friends;" **Laila**—"A night with all my friends in a bar in my hometown;" **Linda**—"To make other people happy;" **Kristin**—no response; **May**—"Sunshine, good friends, and music."

**THINGS THAT MAKE YOU SAD:**

**Hege**—"Weepy movies;" **Laila**—"The thought of death;" **Linda**—"Weepy movies;" **Kristin**—"When people lie to me;" **May**—"People who aren't straight with me."

**IF YOU COULD LIVE**

**ANYWHERE, IT WOULD BE:**

**Hege**—"Santa Monica, Calif.;" **Laila**—"New York or another big city;" **Linda**—"Los Angeles;" **Kristin**—"I have to travel more before I can decide;" **May**—"I like it here in Oslo."

**WHEN YOU WERE YOUNGER,**

**YOU WANTED TO GROW UP AND**

**BE:** **Hege**—"...a famous dancer;"

**Laila**—"...tall, but I never did;"

**Linda**—"...a pop star;" **Kristin**—

"...an actress, author, or

musician;" **May**—"...an air

stewardess."

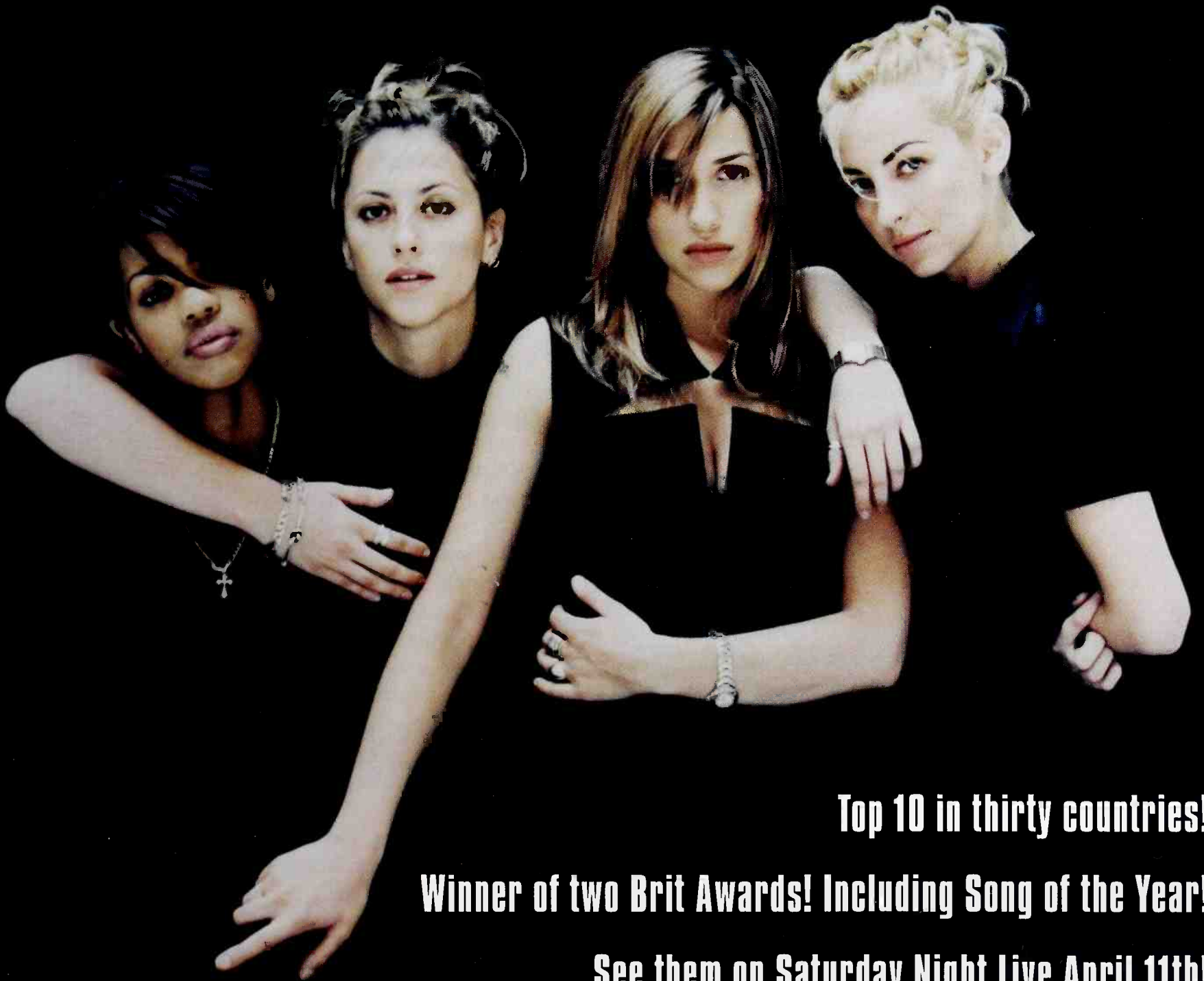
Editor: ANNETTE M. LAI

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

# ALL SAINTS

The new single "NEVER EVER"  
from the chart topping self-titled debut album



Top 10 in thirty countries!

Winner of two Brit Awards! Including Song of the Year!

See them on Saturday Night Live April 11th!

Added this week at: WKTU, KIIS, and Power 96

1,000,000 SINGLES SOLD IN THE UK ALONE  
2,000,000 ALBUMS SOLD WORLD WIDE



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Management: JOHN BENSON MUSIC MANAGEMENT Produced by CAMERON MCVEY & MAGNUS FIENNES Additional production by RICKIDY RAW & MYSTRO

Up & Coming

Reports	Adds	SPINS	TRENDS	
54	33	477	+294	LISA LOEB - Let's Forget About It (Geffen)
49	8	828	+338	REBEKAH - Sin So Well (Elektra/EEG)
45	2	989	+79	SHE MOVES - It's Your Love (Geffen)
45	7	774	+112	KENNY WAYNE SHEPHERD - Blue On Black (Revolution)
43	3	789	+168	ELTON JOHN - Recover Your Soul (Rocket/Island)
42	5	869	+183	INNER CIRCLE - No! About Romance (Sound Bwoy)
41	11	742	+374	SISTER 7 - Know What You Mean (Arista Austin)
39	25	343	+261	BLAIR - Have Fun, Go Mad (Jersey Records/MCA)
35	10	560	+327	JAI - Heaven (M&G/RCA)
34	4	628	+128	BARENAKED LADIES - Brian Wilson (Reprise)
34	8	560	+108	SHAWN COLVIN - Nothin On Me (Columbia/CRG)
34	17	451	+256	ALANIS MORISSETTE - Uninvited (Maverick/Reprise)
33	4	638	+93	REACT - Can't Keep My Hands Off Of You (Berman Brothers/Columbia/CRG)
31	—	1208	+10	MASE - What You Want (Bad Boy/Arista)
31	—	625	+81	GARRISON STARR - Superhero (Geffen)
31	21	353	+77	EVERCLEAR - I Will Buy You A New Life (Capitol)
27	1	575	-232	JAMES HORNER - Southampton (Sony Classical/WORK)
27	7	377	+148	OUR LADY PEACE - Clumsy (Columbia/CRG)
26	1	608	-32	WYCLEF JEAN - Gone 'Til November (Columbia/CRG)
26	2	601	-92	FLEETWOOD MAC - Landslide (Reprise)
24	3	787	+166	SYLK-E. FYNE - Romeo And Juliet (RCA)
24	5	530	+227	PUBLIC ANNOUNCEMENT - Body Bumpin' Yippie-Yi-Yo (A&M)
21	1	443	-25	SAMANTHA COLE - Without You (Universal)
21	4	250	+83	NAKED - Raining On The Sky (Red Ant)
20	11	122	+102	LeANN RIMES - Looking Through Your Eyes (Curb/Atlantic)
19	2	315	+38	FATBOY SLIM - Going Out Of My Head (Astralwerks)
18	1	536	+38	LSG - Curious (EastWest/EEG)
18	4	474	+165	XSCAPE - The Arms Of The One Who Loves You (So So Def/Columbia/CRG)
18	1	337	0	DANA CALITRI - She Wants It All (Universal)
18	—	333	-23	IVY MARKAITY - My Hip Life (National)
18	5	304	+55	MONO - Life In Mono (Echo/Mercury)
17	4	433	+66	MONTELL JORDAN - Let's Ride (Def Jam Recording Group)
16	3	289	+96	NEILSON HUBBARD - Paper Star (E Pluribus)
15	—	413	+117	VOICES OF THEORY - Say It (H.O.L.A./Island)
15	—	371	+1	ARETHA FRANKLIN - A Rose Is Still A Rose (Arista)
14	2	355	+81	PRINCE BE - Gotta Be...Movin' On Up (V2)
14	5	269	+83	* CHERRY POPPIN' DADDIES - Zoot Suit Riot (Mojo)
13	1	473	+116	LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)
12	1	394	-5	OL' SKOOL - Am I Dreamin' (Universal)
12	1	260	-6	CHRIS BRAIDE - If I Hadn't Got You (Atlantic)
11	1	270	+64	TAMIA - Imagination (Qwest/Warner Bros.)
11	1	241	+64	* BROOKLYN BOUNCE - Get Ready To Bounce (Edel America)
11	3	222	+66	* MATCHBOX 20 - Real World (Lava/Atlantic)
11	2	207	+18	* TIMBALAND & MAGOO - Clock Strikes (Atlantic)
11	—	159	-3	ZOBA - Fax Me (Starbound)
11	8	84	+64	* FEEL - Looking For An Angel (Muse)
11	10	81	+81	* BOYZ II MEN - Can't Let Her Go (Motown)
10	—	297	-14	2 PAC - Do For Love (Amaru/Jive)
10	—	269	+13	SEMISONIC - Closing Time (MCA)
10	1	235	+46	* DUKE - So In Love With You (RU/Universal)
10	4	170	+106	* GOO GOO DOLLS - Iris (Warner Bros.)
10	1	146	-36	FREE CLINIC - Searching For Something (Free Clinic)
10	6	80	+80	* ANGEL GRANT - Lil' Red Boat (Flyte Tyme/Universal)

Drops: #33-Robyn ("Show"), #34-Spice Girls, James Iha, Behan Johnson, Allure, Dru Hill, Mary J. Blige

\* Indicates Debut

GO Chart

GO MOST ADDED  
 MARIAH CAREY (26)  
 LISA LOEB (22)  
 BLAIR (17)

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	MADONNA - Frozen (Maverick/Warner Bros.)	4170	+301
2	NATALIE IMBRUGLIA - Torn (RCA)	4002	+463
3	CELINE DION - My Heart Will Go On (550 Music)	3499	-140
4	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	3173	+8
5	BILLIE MYERS - Kiss The Rain (Universal)	3087	-106
6	<u>'N SYNC</u> - I Want You Back (RCA)	3086	+219
7	MATCHBOX 20 - 3 AM (Lava/Atlantic)	3030	+12
8	<u>BEN FOLDS FIVE</u> - Brick (550 Music)	2839	+202
9	<u>ERIC CLAPTON</u> - My Father's Eyes (Duck/Reprise)	2810	+173
10	<u>K-CI &amp; JOJO</u> - All My Life (MCA)	2801	+278
11	LOREENA MCKENITT - The Mummers' Dance (Warner Bros.)	2660	-3
12	THE VERVE - Bitter Sweet Symphony (Virgin)	2471	+10
13	<u>ROBYN</u> - Do You Really Want Me (RCA)	2464	+423
14	<u>MARCY PLAYGROUND</u> - Sex and Candy (Capitol)	2416	+321
15	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	2294	+66
16	<u>AQUA</u> - Tum Back Time (MCA)	2265	+205
17	<u>CHUMBAWAMBA</u> - Amnesia (Republic/Universal)	2257	+298
18	THE TUESDAYS - It's Up To You (Arista)	2250	+209
19	BACKSTREET BOYS - As Long As You Love Me (Jive)	2125	+80
20	<u>PAULA COLE</u> - Me (Imago/Warner Bros.)	2060	+171
21	JANET JACKSON - Together Again (Virgin)	1949	+32
22	<u>EDWIN MCCAIN</u> - I'll Be (Lava/Atlantic)	1788	+175
23	<u>WILL SMITH</u> - Gettin' Jiggy Wit It (Columbia/CRG)	1731	+133
24	JIMMY RAY - Are You Jimmy Ray? (Epic)	1629	-137
25	BACKSTREET BOYS - Everybody (Jive)	1439	+533
26	<u>SARAH McLACHLAN</u> - Adia (Nettwerk/Arista)	1399	+370
27	USHER - Nice & Slow (LaFace/Arista)	1307	+32
28	SMASH MOUTH - Walkin' On The Sun (Interscope)	1231	+9
29	TONIC - Open Up Your Eyes (Polydor/A&M)	1143	+19
30	<u>FIONA APPLE</u> - Shadowboxer (Clean Slate/WORK)	1075	+114
31	<u>DAKOTA MOON</u> - A Promise I Make (Elektra/EEG)	969	+94
32	<u>BRIAN MCKNIGHT</u> - Anytime (Motown)	890	+127
33	GREEN DAY - Time Of Your Life (Reprise)	859	-108
34	<u>HANSON</u> - Weird (Mercury)	839	+171
35	<u>INNER CIRCLE</u> - No! About Romance (Sound Bwoy)	831	N
36	<u>DESTINY'S CHILD</u> - No, No, No (Columbia/CRG)	798	N
37	SHANIA TWAIN - You're Still The One (Mercury)	758	+44
38	<u>JANET JACKSON</u> - I Get Lonely (Virgin)	742	N
39	<u>KENNY WAYNE SHEPHERD</u> - Blue On Black (Revolution)	726	N
40	<u>NEXT</u> - Too Close (Arista)	718	N

Crossover

URBAN/DANCE

- REACT - "Can't Keep My Hands Off of You" (Berman Brothers/CRG)
- PUBLIC ANNOUNCEMENT - "Body Bumpin' Yippie-Yi-Yo" (A&M)
- XSCAPE - "The Arms of the One Who Loves You" (So So Def/Columbia/CRG)
- MONTELL JORDAN - "Let's Ride" (Def Jam)

ALTERNATIVE

- ALANIS MORISSETTE - "Uninvited" (Maverick/Reprise)
- EVERCLEAR - "I Will Buy You a New Life" (Capitol)
- OUR LADY PEACE - "Clumsy" (Columbia/CRG)
- MATCHBOX 20 - "Real World" (Lava/Atlantic)
- MONO - "Life in Mono" (Echo/Mercury)
- SEMISONIC - "Closing Time" (MCA)

**b**

**black lab**

**"the breakthrough band of 1998"**

-San Francisco Examiner



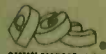
**TIME AGO**

The New Track  
From The Debut Album Your Body Above Me

**"This is not a dog of a record.  
It barks like a HIT to me!"  
— Kelly Nash, KC101**

**"Great buzz on *Time Ago*.  
One listen and we loved it.  
IT WILL BE HUGE!"  
— Dave McKay, WPST**

**Impacting Top 40  
and Modern AC  
this week!**



THE WINNERS,

# Circle

## 1997 Gavin Top 40 Honorees On Competition and Success

Compiled by Annette M. Lai and Dave Sholin

*Legendary label exec Al Coury, who turned in more than a few winning seasons at Capitol, RSO, and Geffen before retiring a few years ago, often declared, "The three numbers I hate most are two, six, and 11." Naturally, because that meant he couldn't claim being Number One, Top Five, or Top Ten. Obviously, Al didn't care much for failing to be the best. Then again, who among us is satisfied with mediocrity?*

*Most of us enjoy the sense of accomplishment and feeling of personal pride that comes with victory. This special issue highlights those who have achieved the rare honor of being recognized as the best by the toughest judges of all—those in the industry whom they work alongside and compete with each day. In the following pages, some of this year's award recipients shed light on the success of their stations or companies, as well as share their thoughts on personal achievement and future goals.*

*As we note each year during the awards banquet, whether or not someone receives an award, a nomination itself should be viewed as acknowledgement that a good number of peers on both sides of the industry already consider them winners. With the spring book just started, here's to Top 40 winning bigger than ever.*

### Radio Questions

1. Please provide a 75-100 word profile of your station.
2. If you had to describe your station in one sentence, what would it be?
3. What does winning, in terms of radio, mean to you? What does winning mean to you on a personal level?

#### MAJOR MARKET STATION OF THE YEAR WHTZ (Z100)-New York

#### MAJOR MARKET OM/PD OF THE YEAR Tom Poleman

**1.** In just a year and a half, the Z100 staff has taken this legendary station from its near-death market rank of #18 in the fall of 1996 to its current number five position. Z100 is once again America's most listened-to radio station, a feat that I credit to the station's synergy.

From Elvis, Elliot, and the Z Morning Zoo and a stellar full-time on-air lineup that includes

Lisa Taylor, MD Paul "Cubby" Bryant, APD Kid Kelly, Billy Hammond, and Reno to a top-notch behind-the-scenes staff that includes Marketing Director

Theresa Beyer and Creative Services Director Dave Foxx, Z100's sound is created by the best in the business.

New General Manager John Fullam has recently



**Z100 PD Tom Poleman (center) is shown here with Arista recording star Sarah McLachlan (left) and station APD/MD Paul "Cubby" Bryant**

completed the station's winning profile with the addition of a stellar sales staff led by Andy Rosen.

**2.** New York's source for Today's Best Music.

**3.** The thrill of winning in the world's media capitol, at a station that no one thought could be saved, is indescribable. We were a building full of believ-







**everclear** I will buy you a new life

the new single from SO MUCH FOR THE AFTERGLOW approaching platinum

**Most Added This Week  
Including:**

<b>WKRQ</b>	<b>WNKS</b>
<b>KFMB</b>	<b>WDCG</b>
<b>WPST</b>	<b>WZYP</b>
<b>WABB</b>	<b>WSSR</b>

**Major Airplay At:**

**KFMB – San Diego**

**33x**

**WKRQ – Cincinnati**

**27x**

**ON TOUR EVERYWHERE WITH MARCY PLAYGROUND**



Produced by: A.P. Alexakis • Mixed by: Andy Wallace • Management: Darren Lewis at Revolver

[hollywoodandvine.com/everclear](http://hollywoodandvine.com/everclear)



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ers in an industry full of doubters. We created as a team, grew as a team, and succeeded as a team. Slowly but surely, we humbly realized how good we really were—making it all the more worthwhile.

**MAJOR MARKET APD/MD**

**Erik Bradley, WBBM/FM (B96)-Chicago**

**1.** B-96 is Chicago's most listened-to radio station, providing the Windy City with a market exclusive Top 40 format that specializes in hits from many music genres, including pop, hip-hop, dance, and slow jamz. B-96's unique music mix is complimented by our high profile and energetic air staff, highlighted by Chicago morning legends Eddie & Jobo. Promotionally, B-96 is constantly out and about with a grassroots marketing approach. We execute "money can't buy" promotions; most important, our two *huge* annual station concerts are always sold out: the B-96 Summer Bash and the B-96 Halloween Bash.

**2.** Fun, unpredictable, exciting radio for Chicagoland, playing all the hits!

**3.** Everyone wants to be on a winning team. This radio station has been in Chicago's top five for the last eight-plus years. That is not an easy task, and it's a credit to every single employee who has walked through the front door of our station.

I love to win—who doesn't? But just as important to me is doing a job I can be proud of and one that is personally gratifying. Finding a career that provides all of these rewards is the ultimate quest for anyone in the work force. I'm lucky and blessed to have one of those jobs.

**LARGE MARKET STATION OF THE YEAR  
KKRZ (Z100)-Portland**

**LARGE MARKET APD/MD OF THE YEAR  
Tommy Austin (newly-appointed PD)**



**1.** Since signing on in 1984, Z100 (KKRZ) has been a haven for incredible talent. The Z100 Morning Zoo, consisting of John

Murphy, Dano Clark, Valerie Ring, and Nelson, is one of the most creative and entertaining morning shows in the country. Middays features the incredibly polished sound of Stacy Lynn. New Guy, who has elevated show prep to an art form, hosts afternoon drive. Next up on nights is Lara. She relates perfectly to the audience by living the lifestyle of our target demo. We play hits. It's what's between the records that separates us from anyone else, and I'm blessed with inheriting a great staff.

**2.** A reflection of pop culture...period.

**3.** I've played on teams that have won, lost, and settled for mediocrity. I can tell you, it's a lot more fun to win. Everyone on our staff strives for victory, and they know exactly what we're trying to achieve. Just keeping everyone on the same page is a huge challenge, but that shows how much winning means to me.

**MEDIUM MARKET STATION OF THE YEAR  
KRQ-Tucson**

**MEDIUM MARKET OM/PD OF THE YEAR  
Tim Richards, KRQ-Tucson**



**1.** KRQ has been Tucson's Top 40 music station for the past 21 years. We lean rhythm and have strong numbers from women 20-40 and Hispanics. Our station

voice is Sean Caldwell and our jingle package was done by Reel World Productions. Mojo and Betsy, who handle mornings, have become the most recognized show in Tucson. Middays is Shannon Black, afternoons is Adam Smasher, nights is Medina, late nights is Dino, and overnights is Cricket. Music and programming are assisted by Dino and Mark Medina. Our promotions director is Andre Kotcho and her assistant is Randy Williams.

**2.** KRQ is Tucson.

**3.** Winning in radio means having a strong team that gets results. Winning on a personal level means managing the tightrope of success at home and at work.

**MEDIUM MARKET APD/MD**

**Darrin Stone, WABB/AM-Mobile, Ala.**



**1.** WABB/AM 1480 hit the Gulf coast airwaves in the summer of 1948; WABB/FM turned on in February of 1973. These call letters grace the resumes of such legends as Scott Shannon ("Super-Shan!"), Jay Thomas, Leslie Fram, Lee Chesnut, Kevin Peterson, Dusty Hayes, Wil

Pendarvis, and Gerónimo (currently with WKTU), just to name a few. The only way to *really* understand why WABB has been so successful for so long is to gather these people together and listen to the stories they tell of their time here. Within those stories, you'll find the answer.

**2.** It's like watching an episode of *Fantasy Island*...on acid!

**3.** Like most of us, I am a very competitive person, so winning at anything I do is important. Winning professionally is personally satisfying. There are only a few things that are better for me personally than winning. And if I can get paid for it, even better!

**SMALL MARKET PD**

**Wookie, WOCQ (OC 104)-Ocean City, Md.**

**1.** OC104 is an aggressive, entertaining, and balanced radio station. We target 18-34 females by giving them lifestyle promotions and music that generates passion. We focus on many different promotions instead of a few big ones per year. My jocks are encouraged to give their opinions on lifestyle topics without going over the line. Those



topics do not necessarily pertain only to national events, but to local events as well. We are not just an Ocean City station, but a station for the entire market. OC104 is about having fun and giving our audience the music it wants, when it wants.

**2.** OC104 plays the best of dance and romance!  
**3.** Winning in radio means that I have done the job that I was hired to do. It's a great feeling to see the looks on my staff's faces when we have had a great book. It means that we are all clicking and working together as one machine, hitting on all cylinders.

On a personal note, I simply live to win! Having grown up with a supposed disability, I know what it's like to face challenges. Many people never would have thought that I would be where I am, much less where I'm going to be—programming in a major market!

**SMALL MARKET APD/MD**

**Andy West, WPST-Trenton, N.J.  
(now at WBLX/FM-New York)**

**1.** Having worked at WPST twice—once to start my career in radio, and most recently as Music Director—I can definitely say the station deserves all the awards and accolades it receives. People tend to try harder when they're wedged in between two major markets like New York and Philly, and that constant drive to be as good as the "major market stations" is what keeps everyone at WPST as good as they can be. Don't let the Trenton zip code fool ya—WPST is a leader in Top 40 radio.

**2.** Takes a lickin' and keeps on tickin'—and of course, "legendary."

**3.** One sentence describes both professional and personal success: "Having a goal, reaching it, and setting another, that's winning!"



**LABEL OF THE YEAR  
Atlantic Records**



**Danny Buch, Senior VP**

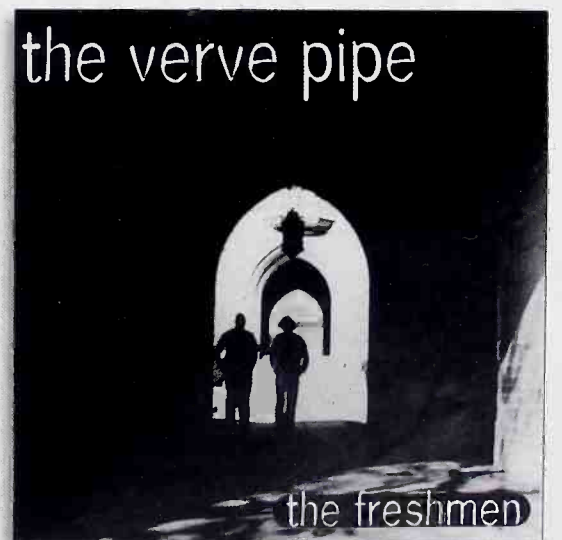
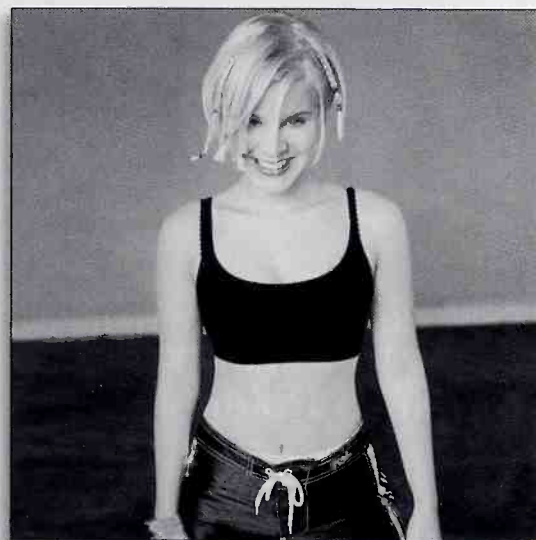
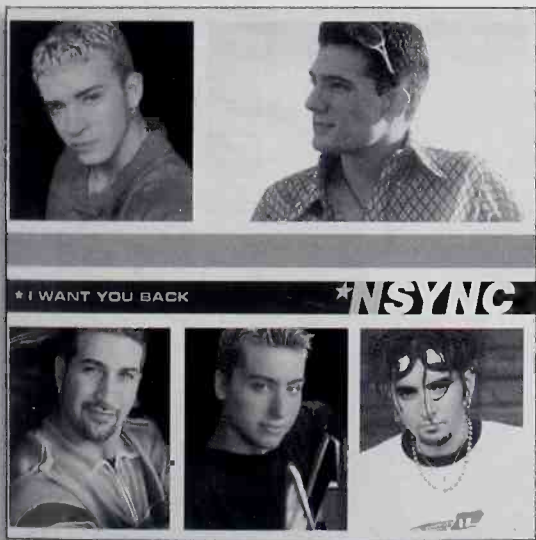
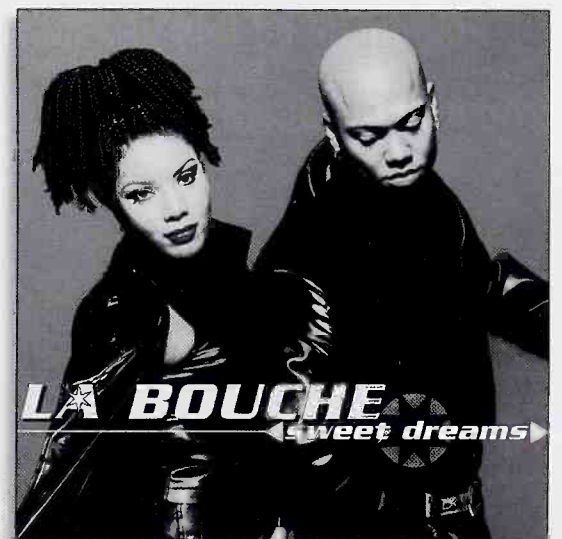
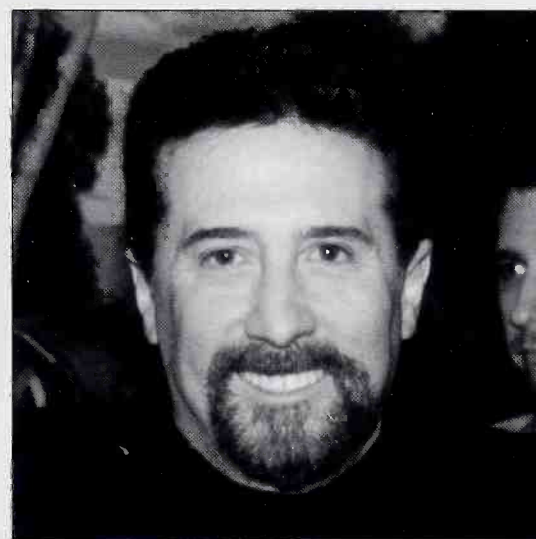
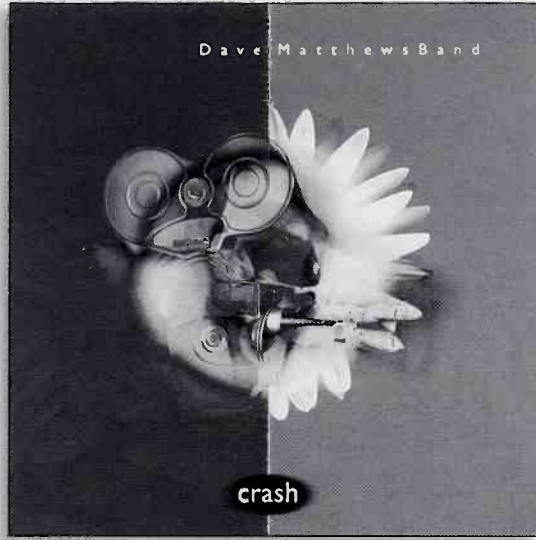


In 100 words or less, tell us why Atlantic was so deserving of this award.

We had an extraordinary year, getting more records played at radio than any of our competitors. But more important than any airplay was the fact that we found and delivered the right records—the records that the listener and consumer wanted. The hits. And above our Top 40 airplay was Atlantic's Number One banner sales year, which also resulted from delivering the right records. We broke the artists of the future in achieving that goal.

While there are many, what records are you most proud of breaking in 1997? Jewel, Matchbox 20, Duncan Sheik, Donna Lewis,

# Duke, thanks for having been a part of the RCA family



...but don't count on coming home for the holidays.  
Good Luck!



New Sinners: **KKRZ** Portland, **KOZN** Kansas City, **KRVZ** Santa Barbara

Already Spinning:  
**WBZZ** Pittsburgh  
**KSLZ** St. Louis  
**WFLZ** Tampa  
**KKLQ** San Diego  
**WLKT** Lexington  
**KZPT** Tucson  
**KLLC** San Francisco

**KWOD** Sacramento  
**WXKS** Boston  
**WBMX** Boston  
**KKPN** Houston  
**WQAL** Cleveland  
**KBKS** Seattle  
**WDRV** Pittsburgh  
**KFMB** San Diego  
*and more...*

LEAD US NOT INTO TEMPTATION...oh, but what a way to go.

## **REBEKAH** *sins* **well**

"We are playing it and I think it's just a smash! A truly great record!" John Ivey, **WXKS**-Boston

"I am convinced this is a hit record!" David Edgar, **WBZZ**-Pittsburgh

"An artist with staying power!" Darla Thomas, **KZPT**-Tucson



# DAKOTA MOON

## A PROMISE I MAKE

PHONES: **WYCR**, **WXKS**, **WLVY**, **WAOA**, **WKHQ**, **WERZ**, **KDUK**,  
**KLDR**, **KRUF**, **WKCI**, **WKFR**, **KHKS**, **KQIZ**, **KSMB**, **WABB**,  
**WYCR**, **WLKT**, **WYOY**, **KZHT**, and more...

TV: Rosie O'Donnell 4/14

ADULT: Top-15 AC Monitor  
Top-10 R&R

MAJORS INCLUDE: **KVIL**-Dallas, **KOSI**-Denver, **WALK**-Long Island,  
**WLIF**-Baltimore, **WPCH**-Atlanta, **WMGF**-Orlando, and more...

CAN I GET A WITNESS?: "We are getting Top 10 phones again this week. I played it today and got three calls asking if the single was in stores. I believe this song is a hit!" — Kelly Nash/**KC101**



"Yes, start my new subscription now  
so I can enjoy my \$100.00\* bonus!"



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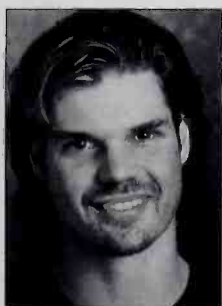
\* available for \$75.00 and \$25.00, respectively.

3. What's the toughest thing about your job?

4. What are your short-term and long-term goals?

5. Any special thanks you want to mention?

**PROMOTION VICE PRESIDENT OF THE YEAR**  
**Chris Lopes, Mercury Records**



1. I've done local promotion in Charlotte, Seattle, and New York, and national promotion for Hollywood, Capitol, EMI, and Mercury. My first "real" label job was college promotion for Mercury. My sister—a lawyer at Sony Music—and I were always around music and

hoped to work in some area of the music business. My father was a recording engineer and producer, and my mother was a pianist and Vladimir Horowitz's personal assistant.

2. I treasure the music and the people—from the artists who create it to the people who promote and play it. I love hearing great music for the first time and being part of the process that lets other people share the same feeling.

3. The best thing, absolutely, is seeing proof that a great record is truly a hit, even when I'm still encountering resistance from PDs and MDs who don't get it yet. Certainly, one of the best things is when the record pulls through, because everyone wins in the end.

unfair share of airplay for N2K Encoded Music.

5. A sincere "thank you" to all my partners in radio programming—without you I wouldn't be here—and to Mercury, Elektra, and N2K Encoded Music for letting me play on their teams!

**NATIONAL PROMOTION DIRECTOR OF THE YEAR (TIE)**

**Lee Leipsner, Columbia Records**



1. I was 15 and working in a movie theater, but found myself on every break in the Maxi Waxi record store. My love of music and passion for buying albums led me to beg the Maxi Waxi store manager for a job. On my sixteenth birthday, my mother drove me to Maxi Waxi so

I could start my new career. At 19 while attending the University of Maryland, I was named the first college representative for Capitol Records. In 1988, Mercury Records hired me as Local Promotion Manager for the mid-Atlantic region. In 1993, I joined Columbia Records in the D.C. region. In 1994, I was promoted to the National Top 40 staff in NYC. In January 1998, I was named Vice President of Pop Promotion.

2. The best thing about my job is working with some of the most talented artists from all genres of music. To play a role in the development of their dreams and craft is the most fulfilling and rewarding part of my job. Music has always been the center of my livelihood, and to be able to come to work every day and to be an integral part of the success of Columbia Records is, by far, the most exhilarating and gratifying feeling.

3. The toughest thing about my job is trying to work with radio and understand how every market is different. Not all records are going to have the same impact in each individual city. Expectations and goals have to be realistic for each individual song, and though the ultimate goal is to achieve equal success, that sometimes takes more spins, more marketing, more video

Szulinski, Frank Falise, Tommy Schoberg, and Tony Novia. Special thanks to all of my "too many to mention" friends in radio, who support and educate me every day.

**ASSOCIATE NATIONAL PROMOTION DIRECTOR OF THE YEAR**

**Tom Cunningham, Reprise Records**



1. I was fortunate to attend the University of Dayton and work at the legendary WVUD. From there, it was back to my hometown and ten amazing years at WPST-Trenton. I left there to join the staff at *FMQB*, where we helped Kal Rudman change the tipsheet into a magazine.

I went to work for Reprise in the fall of '92 as the local rep in Philadelphia.

2. The best thing about my job is getting airplay for our artists. It is especially gratifying when a new band breaks. On the other hand, it's also very cool to work with the likes of Eric Clapton, Fleetwood Mac, and Neil Young. I also like visiting different cities. It's great to hear stations in their own markets. There are some amazing radio stations—and radio people—out there.

3. The toughest thing about my job is when a song that I really believe in doesn't come all the way home. I hate that.

4. My short-term goal is to make it to this weekend. My long-term goal is to make it to the weekend after that.

5. Who would I thank? I'd have to start with my wife and kids and parents. Everyone at Reprise, from the locals in the field to Howie Klein, Rich Fitzgerald, Steve Tipp, and my national colleagues Bob Weil, Ann Heslen, and Sergio. It's exciting when a consummate professional like Vicki Leben comes on board, because she brings so much to the table. Gotta thank everyone at radio! I'd also like to thank Tom Taylor, David Leach, Bob Catania, Marc Ratner, and Bruce Springsteen. ■

EDITORIAL ASSISTANCE BY LAURA SWEZEY

# Network, Hard Work, Homework, and Vision

## Consultant Bill Richards On What It Takes to Win

*Radio is changing. The record industry is changing. Hell, the whole world is changing. But being the best still takes the same effort. We're all climbing our own personal ladders of success, and Consultant Bill Richards offers some no-nonsense advice to those with their eyes on the top rung. —DAVE SHOLIN*

### What qualities do you look for in winning stations and winning PDs?

A passion for their jobs, the rare ability to get what's in their head translated over the airwaves, and [a support staff] who can carry out that vision; the ability to motivate and challenge talent, and to give talent the passion for winning.

Winning PDs cut through the bullshit and make difficult decisions without wasting time. So many people I've dealt with over the years fall short in getting to the finish line. They waste time worrying about making the tough calls. This type of management constipation is exactly what I prey on as a competitor. With competition being what it is today, you have to trust yourself.

Instincts are also a very important part of the job. Trust yourself. You'll probably be wrong [on occasion], but as long as you're moving forward and hitting the bullseye on a fairly regular basis, you'll be fine. It's a whole lot better than worrying about making mistakes.

Successful PDs are aware of the competition, but they don't let the competition alter their game plan. Strong managers realize that there will be trials and tribulations, but they confidently move through the hallways, staying masterfully in charge. I remember once when I was a PD and we got back a bad month in a trend; the APD was freaking out as he walked down the hall in front of the sales department. I took him into my office and said, "In here we can stew and fret, but out there, we're always in control. Don't *ever* let the staff see you not being totally confident and in control!"

Also, winners have the ability to seize the moment. You need to take that extra step when the opportunity presents itself. Client station Q102 in Cincinnati is a good example: When there was a police officer shot in the line of duty, they rallied around it and made it into a great cause. I



remember when a sinkhole swallowed up a Mercedes Benz in the town I was programming. I was on the phone with people all over the country until four in the morning just to make sure our morning show and my station won *at that moment*. I talk

with clients a lot about "seizing the moment."

Successful PDs are good listeners. They know their staff has brains. If you want to motivate your staff, get them involved. Don't dictate or mandate—instead, motivate. This is probably one of the most important points I'd make.

Great PDs also take time to listen to their own station away from work. They take time to do an in-depth monitor of their station. If more PDs did this, there wouldn't be nearly the need for consultants that there is.

### What should people who aspire to become winners be doing now?

**1.** Network. Networking shouldn't be frenzied, nor should it be about "begging" for a job. In fact, networking isn't really about getting a job at all. It's about using shared interests to develop and maintain mutually beneficial relationships. Then, if you do lose your job, these contacts will be there to help.

Done right, networking is a lifelong, evolutionary process that you should attempt to do frequently, if not daily. It's also as natural as eating and sleeping. Whenever you talk with others or seek their opinion before making a decision—even if it's just to find a good restaurant, movie, or electrician—you're networking.

**2.** Learn about yourself.

**3.** Become a good listener. The ability to remember what others say and valuing their opinions is critical to fostering good relationships.

**4.** Connect to your passion. What's your passion?

What part of radio excites you? What do you enjoy about researching and studying? What current events capture your attention? What new products or developments fascinate you? When you hook into these interests, you'll talk with conviction and insight, which can reduce your networking jitters.

**5.** Volunteer to help others. Whenever possible, accept volunteer jobs that allow you to show off your skills.

### How can introverts become more effective networkers?

**1.** Recognize and deal with the aspects of networking that bother you most. For example, if you're scared of meeting people, begin by practicing with trusted friends. Tell them about your interests, training, and abilities. Or, if you're worried about becoming tongue-tied, role-play your meetings until you feel confident about what to say.

**2.** Create a structured plan, then stick to it. Set goals and be disciplined about achieving them.

**3.** Make calls when your energy is highest. If you know that you're more upbeat after lunch, save phone calls until then and use the morning for administrative tasks.

**4.** Know what you want to say before you call. Develop a script that includes your key points and use it to make sure you mention all important items. By learning about your contacts and their companies, you can direct your conversations and make them more meaningful.

**5.** Take time out to replenish yourself. Plan your schedule so that you have periods of solitude that allow you to recharge. For instance, don't schedule a full day's activities if you're attending a dinner at night.

### In a nutshell, what does it take to win?

Work your ass off to become the best you can be. Listen to others. Learn from others. Showcase your successes. Let others know when you've hit a homerun. Use the trades to your advantage.

There are those who have been successful by playing it low-key—and that's great—but if you want to increase your odds, trumpet your successes. You don't need to be cocky or conceited about it. No one likes that, believe me. Rather, consistently showcase your wins. After all, it's not who you know, *it's who knows you!* ■

*If you wish to contact Bill Richards, you can reach him at: (407) 292-4424.*

EDITORIAL ASSISTANCE BY LAURA SWEZEY

ER ONLY HAPPENS WHEN IT'S RAINING THUNDER ONLY HAPPENS WHEN IT'S RAINING THUNDER ONLY HAPPENS WHEN IT'S  
E PLAYING PLAYERS ONLY LOVE YOU WHEN THEY'RE PLAYING PLAYERS ONLY LOVE YOU WHEN THEY'RE PLAYING PLAYERS

Already on at:

KFMB	WTWR	WXIS	WHZZ
KHTO	WKHQ	WZOK	WJYY
KMGZ	WCIR	WQLH	WPRR

and many more!!!

# THE CORRS THE CORRS THE CORRS

FROM LEGACY: A TRIBUTE TO FLEETWOOD MAC'S RUMOURS AND THE CORRS' TALK ON CORNERS TALK ON CORNERS TALK



WRITTEN BY STEVIE NICKS  
PRODUCED BY OLIVER LEISER FOR THE NOISE INC.  
MANAGED BY PETER RAFFELSON  
MANAGEMENT JOHN HUGHES

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# Friendly Advice for

## "Our Duke"

Dave: I don't know if this will actually come as a surprise to you, because I know some people just can't keep a secret, but our marketing ace **Steve Resnik** and I got some of your good buddies on both sides of the CD player to advise you as you embark on the next exciting phase of your career. Thanks for a great ten years at GAVIN; it's been an absolute blast and then some. Now, go break some records!

Love from your trusted right (and sometimes left)-hand, **Annette M. Lai**

"Duke: **Johnny [Barbis]** and **Joe [Riccitelli]** are going to put a lot of heat on you from week-to-week. Find a way to balance that heat when conversing with radio. Radio loves you for who you are, so don't let the heat rub you the wrong way." —**Terry Anzaldo**, VP, Promotion, **Maverick**



"Words of wisdom for The Duke: 1) Learn to golf; 2) They're all hits until proven otherwise; 3) It's all about marketing... 'til Tuesday!" —**Burt Baumgartner**, Senior VP, Promotion, **The WORK Group**

"Duke: Don't change! You get it; but, start thinking silver and black!" —**Mike Becce**, Head of Promotion, **Tommy Boy**

"Some people will do *anything* to improve their golf handicap... even records! Congratulations, Dave" —**Brian Burns**, OM, **G105 (WDCG)**-Raleigh, N.C.

"Dave: 1) Prozac; 2) Electroshock; 3) Support groups; 4) Get Dr. Kevorkian's home phone number."

—**Danny Buch**, Senior VP, **Atlantic**

"Dave, be wary of the skeletons I may have left behind and be proud to be part of the tremendous legacy that is **Island**. Your personal integrity and the respect you command in the industry make success in your new job a foregone conclusion." —**Bob Catania**, Head of Promotion, **Geffen/DGC**

"Dave, remember you're only as good as your last Tuesday. Good luck. Love, Val." —**Val DeLong**, **Universal**



"First of all, welcome to the **PGD** family, we expect you to buy us lunch when you come to NYC. One word of advice: Don't give your football picks to PDs, you'll never get your records added! Best of luck." —**Steve Ellis**, VP, Promotion, **Mercury**

"Dear Dave, Never don a kilt to promote a record. My love and godspeed." —**Scot D.J. Finck**, Senior Director, Promotion, **A&M**



"Duke Ol' Buddy: Since you insist on doing this, here are some things I've learned in the past 20 years: 1) Underwear turned inside out are as good as new; 2) That goes for socks, too; 3) Never paint the PD in to a corner; 4) Murphy's Law—Never tell the PD/MD you can only have lunch (because you're flying out that night). He will always be dining at the same restaurant as you and his competition that night; 5) Never brag about records you broke—no one cares (after a year); 6) Save time for your loved ones!" —**Ron Geslin**, Senior VP, Promotion, **RCA**

"Dave: I wish you *lots* of luck in your new job. On second thought, I wish you *some* luck. After further consideration, I wish you a *little* luck every once in awhile. P.S. The secret in getting by all the receptionists is saying, 'Tell him/her, it's 'The Duke from

GAVIN.'" —**Mark Gorlick**, Head of Promotion, **DreamWorks**

"Now that you're in records, don't take it personally when radio is 'too 'busy' to return your calls. They're just talking to trade guys." —**Ed Green**, National Director, CHR Promotion, **Island**



"Hey, Dave: Let me practice our next phone conversation. 'No, Dave. Not this week, Dave. Naw...that one's a piece of shit, Dave. Hey Dave, can I call you back, **Blair's** on the other line.' God, I feel better already. Good luck, Dave...and oh, lose my home number." —**John Ivey**, PD, **WXKS/FM (Kiss 108)**-Boston

"Again, we in radio lose out—Dave Sholin chooses to use his rather large...err...pipes (one of the strongest sets on the planet, I might add) to the phones. Just put them to good use Dave (read: make lotsa money), and we'll save a swing shift for you here on Mix 104.1 during GAVIN in New Orleans next year. I know you'll finally get a minute or two to breathe this time. Good luck, my friend." —**Kandy Klutch**, PD, **Mix 104.1 (KUMX)**-New Orleans

"The ones that are the biggest hits are the ones that take the longest to develop. Keep your conviction as well as those ears, and you'll have nothing but hits. See ya on the playing field!" —**Craig Lambert**, Senior VP/GM, **Trauma**





"David: Don't do anything differently. Bring the same class to the record side that you've always shown at GAVIN. Good luck." —**David Leach**, Executive VP/GM, Mercury

"There was a time when no one in the biz would talk to me, visit me, or include me. 'The Duke' helped me out from the start. There is a time now when everyone is my best buddy and my head spins with the choices. 'The Duke' is a true friend with sage advice. There will come a time when nobody will care who I am and what I've done, but I know 'The Duke' will still be there, Dave, best of luck. This opportunity is a great example of good things happening to good people. P.S. This doesn't mean I'm adding any of your records."

—**Bruce St. James**, PD, **KKFR**-Phoenix

"You've made a wise choice Sholin. When I left radio for promotion, I stumbled onto the one thing I love the most—a huge expense account. Relish it. Here's my advice. First, stop using 'The Duke.' That name is too closely tied to **Duke Kahanamoku**, the world champion surfer. The only wave I've ever seen you ride was at Dodger Stadium. Second, when you get to **Island**, fire everyone except your three best guys. We crossed **LeAnn [Rimes]** from country to pop with a staff of three. Third and most important, don't believe everything you read in the trades." —**Ric Lippincott**, VP, Promotion, **Curb**

"Dear Dave, I have two pieces of advice as you embark on your new career: 1) It's easier to ask for forgiveness than permission; 2) No good deed goes unpunished. Go get 'em Duke!" —**Sean Lynch**, VP, Promotion, **Priority**

"Dear David: You've done a great job at radio, trades, and been a good friend through all the good and bad times. All the

best of luck in your new endeavor—promotion—'cause boy, you're gonna need it! Love, Al." —**Al Moinet**, VP, Promotion, **Virgin**

"Dave, you've been great; please don't get skimp on the dinner now that you're a VP at **Island**. Let's go out and have some good food. Love that **All Saints** track." —**Danny Ocean**, APD/MD, **Z95.7-San Francisco**

"Duke: Remember, once a name...always a threat! Congratulations, you'll do great." —**Richard Palmese**, Senior VP, Promotion, **Arista**

"From **Ambrosia** to **Alana**, you chose with such ease; but now you'll implore, 'Play my record...please?' Go get 'em, Duke!" —**Bill Pfordresher**, VP, Promotion, **Elektra**



"If you come visit us, we'll take you on a tour of 'Cow Pattie Field' (bring your gas mask)." —**Mark Reid**, APD/MD, **KQKY-Kearney, Neb.**

"There's *still* time to change your mind! Do you know what you're getting into? You're going into promotion—the job from hell! Get ready to be cut down, torn up, ripped apart. Dave, I love you, but I gotta tell you, 'Get used to *rejection!*' I already told **Debbie** to hide your ties and belts. It's been wonderful working with you for four years. And sorry to be the one to tell you, but *desertion of GAVIN* always results in immediate dismissal from the football pool." —**Steve Resnik**, GAVIN

"I've been thinking back to when you played me the **Hanson** record over the phone. Keep the ears of 'The Duke'—and not just for the priority records." —**Beau Richards**, PD, **WNST-Charleston, S.C.**

"Duke: You've been a boss jock, a boss music director, a boss national music director, a boss PD, a boss editor at GAVIN—and now—you get to be the Boss. Congratulations, Dave. You've been a true friend for a long, long time. I wish you the very best." —**Steve Rivers**, Chief Programming Officer, Chancellor Media

"Send me **Disney** stuff for my daughter, **Miranda**...oops, wrong label." —**Dave Shakes**, **Alan Burns & Assoc.**

"Dave, when Barbis is breathing heavy down your neck, trying to get adds on some stiff, look back fondly on your days at GAVIN and at **KFRC**, and realize you'll never have it that easy again. Good luck Dave, at least maybe now you'll come to New York every once in awhile." —**Andy Shane**, APD/MD, **WKU-New York**



"Never trust anybody from the trades, most radio is full of \*!?! Oh yeah, one more thing—be on the phones by 7 a.m.

Monday morning." —**Joe Riccitelli**, Senior VP, Promotion, **Island**

"Duke, we're going to miss you at GAVIN, but welcome the sight of you at radio pushing the **Island** hits. Remember, keep that cell phone bill down and try to do more lunches than dinners! You owe me a dinner. All the best." —**Tony Smith**, VP, Promotion, **Mercury**



"The best advice I could give to you, Dave, is to always remember to keep reinventing yourself, keep focused, and have great follow-through. Also, don't forget to drink lots of water on those cross-country plane rides." —**Felicia Swerling**, National Promotion Director, **Epic**



"Keep your head low and always let **Johnny** and **Joe** reach for the check—and now, they're all hits, Duke!" —**Greg Thompson**, Senior VP, Promotion, **Elektra**

"What were you thinking? You've made a *big* mistake—go back to GAVIN! (re: **All Saints**)" —**Dave Universal**, APD/MD, **WKSE-Buffalo**

"Dave: Conclave. Lincoln Deli. It's your turn to bring the credit card!" —**Tony Waitekus**, OD/PD, **WHTS-Quad Cities, Iowa** ■

- MOST ADDED**  
**ALANIS MORISSETTE (14)**  
**\*\* FASTBALL (11)**  
**\*\* SHAWN COLVIN (11)**  
**DAVE MATTHEWS BAND (8)**

**TOP TIP**  
**K-CI & JO JO**  
*"All My Life" (MCA)*  
 A song that's already been a smash at Urban and Top 40, now sets its sights on Hot A/C. Added at WCVQ, KIXR, WMEE, KKYS, and KRAJ.

**RECORD TO WATCH**  
**REBEKAH**  
*"Sin So Well" (Elektra/EEG)*  
 Early major market success in Boston, Tampa, Cleveland, Houston, San Diego, and San Francisco for this singer-songwriter's debut effort.



# Gavin Hot A/C

TW	Reports	Adds	SPINS	TREND
1	104	1	3930	+272
2	96	2	3703	+47
3	94	0	3601	-44
4	97	1	3098	+95
5	90	1	3062	-353
6	94	2	2789	+224
7	79	0	2771	-229
8	80	2	2738	-118
9	79	1	2556	+85
10	83	2	2508	-2
11	69	0	2294	-247
12	79	3	2265	-42
13	91	4	2244	+20
14	69	7	2064	+226
15	66	4	1946	+147
16	66	2	1712	+116
17	74	6	1507	+179
18	52	0	1419	-246
19	46	1	1311	+48
20	49	1	1230	-41
21	50	5	1086	+154
22	37	0	1058	-94
23	44	0	1045	-393
24	53	11	1029	+206
25	43	0	1029	-162
26	47	5	988	+17
27	43	2	966	+64
28	53	11	929	+328
29	40	1	883	-119
30	36	3	812	+103
31	33	1	792	-14
32	43	7	755	+131
33	37	4	730	+55
34	32	1	690	+51
35	32	14	660	N
36	28	0	613	-374
37	24	1	530	-181
38	25	0	527	-82
39	24	4	524	N
40	21	4	446	N

## ARTIST PROFILE

### REBBIE JACKSON



**HOMETOWN & BIRTHDATE:** Gary, Indiana; May 29, 1950

**LABEL:** MJJ/WORK

**PROMOTION CONTACT:** Patricia Bock (310) 449-2940

**CURRENT SINGLE:** "Yours Faithfully" (album's title track)

**MAJOR MUSICAL INFLUENCES:** "Nat Cole, Stephanie Mills, Barbra Streisand, Doris Day, the Motown sound, and Aretha Franklin."

**FAVORITE RECORD(S) BY ANOTHER ARTIST:** "Nat Cole's 'Autumn Leaves' and Mary Wells' 'My Guy.'"

**THINGS THAT MAKE YOU HAPPY:** "Eating in front of a nice fire, with soft music and wine. Eating potato chips, it's like floating on a cloud."

**THINGS THAT MAKE YOU SAD:** "War, starving children, unrest in today's society, the inhumanity of man."

**PET PEEVE:** "People who sneeze without covering their mouths and someone blowing their nose in public."

**FAVORITE WAYS TO RELAX:** "When my son massages my stressful shoulders, walking around barefoot, and dancing, dancing, dancing."

**IF YOU COULD TRADE PLACES WITH ANYONE FOR A DAY, WHO WOULD IT BE AND WHY?** "My mom! She has endured a lot in life and been strong while doing it. I'd love to see if I could measure up just halfway."

**MOST MEMORABLE CAREER MOMENT SO FAR:** "Performing with my family for the first time in an MGM family show and receiving their adulation."

## S/P/W

### SPINS PER WEEK PER STATION

ERIC CLAPTON - My Father's Eyes (Duck/Reprise)	25.98
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	25.68
JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	24.75
MATCHBOX 20 - 3 AM (Lava/Atlantic)	24.53
CELINE DION - My Heart Will Go On (550 Music)	24.43
LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	23.42
FLEETWOOD MAC - Landslide (Reprise)	22.36
BACKSTREET BOYS - As Long As You Love Me (Jive)	22.09
SHANIA TWAIN - You're Still The One (Mercury)	21.69
ELTON JOHN - Recover Your Soul (Rocket/Island)	21.64
VENICE - Running Home (Vanguard)	21.19
STONE RAIN - The World Today (Uvula)	21.11

## Chartbound

Reports	Adds	SPINS	TREND	Reports	Adds	SPINS	TREND
22	1	424	-7	18	3	345	-55
20	1	361	-2	17	2	322	+14
20	5	385	+184	17	5	259	+86
19	3	287	+85	16	7	213	+52

**MOST ADDED**



**MARIAH CAREY (37)**  
**PETER CETERA (22)**  
**SARAH McLACHLAN (21)**  
**LeANN RIMES (19)**  
**MICHAEL W. SMITH (16)**

**TOP TIP**



**LeANN RIMES**  
*"Looking Through Your Eyes"*  
*(Curb/Atlantic)*  
 LeAnn is turning this film song into a hit. Doubling her spins this week, count among her new believers: WALK, WBEB, WLTW, WDEF, WMVA, WMT/FM, WTPI, KQXT, KISC, and KSND.

**RECORD TO WATCH**

**REACT**

*"Can't Keep My Hands Off of You"*  
*(Berman Brothers/Columbia/CRG)*  
 Debuting in Up & Coming this week, React is getting early radio reaction with nine more programmers saying "yes" at WPXZ, WSWF, WRCO, KRTI, KCHA, KUIC, KSND, KGY, and KKRK.

# Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	8	169	1	4391	-21	83	47	28	11
2	<b>JOHN TESH &amp; JAMES INGRAM</b> - Give Me Forever (GTSP/Mercury)	12	158	2	3910	+94	73	39	29	14
3	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	25	141	0	3621	-412	61	40	32	8
4	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	18	135	0	3298	-283	54	34	34	11
5	<b>FLEETWOOD MAC</b> - Landslide (Reprise)	11	143	1	3197	-114	52	34	30	21
6	<b>ELTON JOHN</b> - Recover Your Soul (Rocket/Island)	9	146	2	3160	+78	48	32	43	16
7	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	12	143	11	3102	+251	50	26	39	20
8	<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	7	132	6	2774	+218	41	28	38	16
9	<b>DARYL HALL and JOHN OATES</b> - The Sky Is Falling (Push/BMG)	10	123	5	2531	-88	38	25	38	14
10	<b>AMY GRANT</b> - Like I Love You (A&M)	10	122	5	2326	+106	27	30	36	18
11	<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	23	102	1	2253	-137	31	28	27	10
12	<b>MICHAEL BOLTON</b> - Safe Place From The Storm (Columbia/CRG)	6	123	7	2197	+273	21	26	42	23
13	<b>LOREENA MCKENITT</b> - The Mummers' Dance (Warner Bros.)	13	83	3	1944	-159	35	17	20	7
14	<b>DAKOTA MOON</b> - A Promise I Make (Elektra/EEG)	10	102	2	1894	+124	19	21	38	18
15	<b>VENICE</b> - Running Home (Vanguard)	11	78	0	1653	-53	23	21	22	10
16	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	9	74	11	1515	+177	21	19	15	13
17	<b>STONE RAIN</b> - The World Today (Uvula)	10	70	4	1478	+80	22	17	20	10
18	<b>SARAH McLACHLAN</b> - Adia (Netwerk/Arista)	5	100	21	1459	+364	4	17	42	21
19	<b>CHUCK JACKSON &amp; DIONNE WARWICK</b> - If I Let Myself Go (Wave Entertainment)	15	66	2	1386	+59	19	20	13	14
20	<b>VANESSA WILLIAMS</b> - Oh How The Years Go By (Mercury)	18	75	0	1329	-312	9	16	28	18
21	<b>JOHN WAITE</b> - Imaginary Girl (Mercury)	7	71	0	1321	-119	8	23	26	14
22	<b>PAULA COLE</b> - Me (Imago/Warner Bros.)	10	66	4	1283	+57	11	22	21	9
23	<b>SIMON APPLE</b> - It's Over (Trunk)	12	65	3	1263	+42	15	16	21	13
24	<b>PAULA COLE</b> - I Don't Want To Wait (Imago/Warner Bros.)	38	64	0	1235	-46	9	16	23	14
25	<b>RICK MONROE</b> - Life Goes On In L.A. (Divorce)	10	56	1	1133	+87	14	17	15	10
26	<b>KENNY G</b> - My Heart Will Go On (Arista)	7	71	1	1107	+152	8	11	26	16
27	<b>DIANA KRALL</b> - Peel Me A Grape (Impulse!)	10	69	5	1058	+27	6	18	18	15
28	<b>MICHAEL DAMIAN</b> - Why Not Me? (Weir Brothers)	10	56	3	998	+59	5	19	18	13
29	<b>EDDIE MONEY</b> - Can You Fall In Love Again (CMC International)	12	53	0	991	-727	10	14	15	11
30	<b>MARIAH CAREY</b> - My All (Columbia/CRG)	3	72	37	850	N	1	6	24	28
31	<b>RICHARD MARX/DONNA LEWIS</b> - At The Beginning (Atlantic)	25	53	0	842	-214	4	10	18	16
32	<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	25	34	1	834	-112	15	10	6	2
33	<b>PETER CETERA</b> - She Doesn't Need Me Anymore (River North)	3	66	22	812	N	1	5	22	31
34	<b>RICHIE SAMBORA</b> - Hard Times Come Easy (Mercury)	3	52	10	789	N	5	6	22	17
35	<b>ELTON JOHN</b> - Something About The Way You Look Tonight (Rocket/Island)	31	45	0	789	-84	6	7	18	10
36	<b>JANIS IAN</b> - Getting Over You (Windham Hill)	7	51	3	777	+51	2	14	16	13
37	<b>FICTION</b> - I Could Cry (High Time)	12	43	5	775	145	8	10	12	12
38	<b>KATHY MATTEA</b> - Patiently Waiting (Mercury)	3	56	5	760	N	0	7	29	18
39	<b>TAMMY TRENT</b> - Welcome Home (River North)	7	46	2	727	+54	2	12	16	14
40	<b>PETER TRIPP</b> - Back Alley (Dolphin)	10	46	2	698	+34	2	13	13	16

**Chartbound**

	Reports	Adds	SPINS	TREND
<b>JAMES HORNER</b> - "Southampton" (Sony Classical/WORK)	45	7	558	+103
<b>MICHAEL W. SMITH</b> - "Love Me Good" (Reunion)	43	16	444	+177
<b>38 SPECIAL</b> - "Saving Grace" (Razor & Tie)	42	7	553	+112
<b>CHRIS BRAIDE</b> - "If I Hadn't Got You" (Atlantic)	40	4	550	+54
<b>LeANN RIMES</b> - "Looking Through Your Eyes" (Curb/Atlantic)	40	19	367	+185

Total Reports This Week: 173 Last Week: 176

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

### Elaine Locatelli's Winning Ways

*(Ed. note: Ron Fell wrote this before his departure from GAVIN.)*

Columbia Records' VP of Adult Contemporary Promotion **Elaine Locatelli** was this year's winner of GAVIN's A/C Promotion Executive of the Year award, which was presented at the GAVIN Seminar in San Diego in



**Elaine Locatelli**

February. Locatelli is no stranger to GAVIN A/C awards, having won our Promotion Person of the Year award in

six of the previous seven years. Locatelli has been with Columbia Records for more than nine years and was named VP of A/C Promotion in January of 1997.

GAVIN recently asked Elaine for her perspectives on the format.

**How has promoting music to A/C radio changed in the years you've been in the format?**

Everything is now multi-format in one way or another. Each record and hit has a strategy. There are not as many accidental hits as there used to be. There is more involvement with marketing than there was previously.

**How has the Adult Contemporary format changed in recent years?**

In the old days, you only needed to work with the MD and PD. Today you are not doing your job if that's all you're doing.

**A/C is splintering into distinct camps—Modern, Hot, Lite, Mainstream, etc.—does that make your job harder?**

I would not say easier or harder, but definitely more challenging. Columbia has such a wide variety of music that we can always find a home for our artists and music at the adult formats.

**Columbia Records has won so many GAVIN A/C Awards over the years. What, in your opinion, have been the main reasons?**

In the years I've been at Columbia Records, **Don Jenner** and **Jerry Blair** have always been supportive of the A/C format and determined to have our records get airplay at A/C Radio. Our artists have a great deal of respect for the Adult

Contemporary format. Columbia's artist roster—past, present, and future—has an abundance of music for the adult contemporary format. Columbia is a label committed to its artists and to radio.

**Some major labels have no one on staff promoting to A/C radio. How do you feel about that?**

It is unfortunate that some artists do not get the attention that they deserve because of that, but it does create more opportunities for me and Columbia's artists.

**Other than winning so many GAVIN Awards, what do you consider to be your most satisfying**

**career moments?**

1) When Jerry Blair appointed me the first female Vice President of Promotion at Columbia Records; 2) The determination at the label to make **Shawn Colvin** a household name over the past year; and 3) Shawn winning two Grammys in February. That was the ultimate vindication of all of our hard work, including Shawn Colvin's.

**If you and your peers in A/C promotion could do anything better, what would that be?**

Listen to radio more.

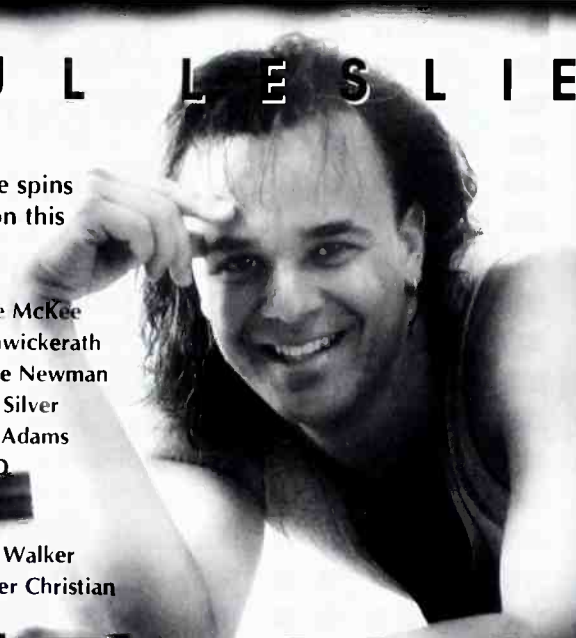
**If A/C radio could do anything better than it does, what would**

**that be?**

Listen to more music, more often. **Why are there so many women heading A/C promotion departments? There is no format with a higher participation of women in promotion.**

First of all, my question to you would be, why are most of the other formats male dominant? I am proud to say that the industry has made tremendous progress in the recognition of women. A/C targets women, so why not have women present the music to radio? ●

**This week A/C Picks can be found on the back page**



**PAUL LESLIE**

Thank you for the spins and new ADDS on this song, especially:

WAWV, AL - Dale McKee  
 KCHA, IA - Al Schwickerath  
 KOJM, MN - Lance Newman  
 KCWD, AR - Todd Silver  
 KKRBB, OR - Randy Adams  
 WOYS, FL - Billy D.

Plus  
 WRZI, KY - Brian Walker  
 WMJQ, NY - Roger Christian

**"All That I Am"**

"Great vocals, great hooks, and a whole lot of positive energy... what more can you ask for?"  
 - DAVE KOZ -

"A lot of heart & soul, with great production and superb vocals."  
 - Steve Resnik, GAVIN -

"Rich, powerful music. An exceptional debut."  
 - Cheryl Dickerson, BMI -

**NEARLY 90% Call-In Approval**

Debuted as the featured "Plus One" track on 103.3 KRUZ-FM's "Top Nine at Nine". With over 100 listener calls logged, results showed an approval rate of 88%.


**Balance Records** 213-296-4000  
 Stephanie B. Promotions 610-789-7833

**A/C Up & Coming**

Reports	Adds	SPINS	TRENDS	
39	5	472	+100	<b>FULL MOON BAY</b> - Paradise (Hudson Valley)
37	15	388	+172	<b>BRENDA DOUMANI</b> - A Man Who Talks To Me (DMG)
35	10	374	+109	<b>THE CORRS</b> - Dreams (Lava/Atlantic)
32	1	511	+19	<b>BACON BROTHERS</b> - Boys in Bars (Bluxo)
31	4	457	+134	<b>SHAWN COLVIN</b> - Nothin On Me (Columbia/CRG)
29	13	353	+182	<b>RITA COOLIDGE</b> - Shorrah (404 Music Group)
28	5	365	+82	<b>DAVE ROBYN</b> - This Ain't Good (High Time)
26	3	321	+44	<b>NATHAN WHITT</b> - Shadow Jumpin' (Lick)
24	1	305	+22	<b>DANA MASE</b> - A Little Light (Water)
24	3	258	+23	<b>JOE'S BAND</b> - Better Man (Rag)
23	2	447	+45	<b>THE TUESDAYS</b> - It's Up To You (Arista)
22	1	229	+6	<b>AALIYAH</b> - Journey To The Past (Atlantic)
22	1	284	-5	<b>PATTY O'HARA</b> - I Love You (J-Bird)
22	2	304	+68	<b>SISTER 7</b> - Know What You Mean (Arista Austin)
20	5	213	+56	<b>ZAK DANIELS &amp; ONE EYED SNAKES</b> - Sky Boy (Big Water)
20	2	245	+8	<b>GINAMARK BAND</b> - Fools Gold (Melody Fair)
19	4	277	+13	<b>AQUA</b> - Turn Back Time (MCA)
19	3	281	+51	<b>NA LEO</b> - The Rest Of Your Life (NLP)
18	3	171	+14	<b>JANN ARDEN</b> - Wishing That (A&M)
18	9	209	+108 *	<b>REACT</b> - Can't Keep My Hands Off Of You (Berman Brothers/Columbia/CRG)
15	4	176	+48 *	<b>ANGELES</b> - Can't Find The Words (Ace)

**Drops:** #32-Gary Barlow, #34-Spice Girls, #38-Loverboy, #39-Bryan Adams, Deniece Williams, and Joe Cocker.


\* Indicates Debut



*"when i get over you"* from the album **the trouble with angels**

**Juice**  
 N E W T O N

produced by Richard Landis



# BONNIE RAITT

one belief away

A/C  
Impact Date  
April 6

the first single from the new album

## fundamental

Produced by Mitchell Froom, Bonnie Raitt and Tchad Blake.  
Management: Ron Stone and Jeffrey Hersh for Gold Mountain Entertainment  
Tour starts April 18.

[hollywoodandvine.com/bonnie-raitt](http://hollywoodandvine.com/bonnie-raitt)



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**MOST ADDED**

- DAVE MATTHEWS BAND (37/37 reports)
- FRANCIS DUNNERY (18/18 reports)
- GERALD COLLIER (13/20 reports)
- CITY OF ANGELS SOUNDTRACK (11/21 reports)
- ROCK AND ROLL DOCTOR (9/28 reports)

**TOP TIP**

DAVE MATTHEWS BAND  
 "Don't Drink the Water"  
 (RCA)

Moving quickly from automatic artist status to no-brainer. In other words, you gotta be nuts not to play it. #1 Most Added and A3 Spin Trend of +208.

**RECORD TO WATCH EVERYTHING**

"Hooch" (Blackbird/Sire)

Interesting breakout pattern, like no other record we've seen. With both a Commercial and Non Comm base, early proponents include stations as diverse as adds like KBCO, KTHX, WCLZ and The Peak with spins at WYEP, KPCC, WEBX, WRNR, WRRX, WNCS, KTAO, WDET, WFPK, and more!

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:  
KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	ERIC CLAPTON (Reprise)
2	2	BONNIE RAITT (Capitol)
5	3	MARC COHN (Atlantic)
4	4	ROBBIE ROBERTSON (Capitol)
3	5	AGENTS OF GOOD ROOTS (RCA)
7	6	ANI DIFRANCO (Righteous Babe)
6	7	SARAH McLACHLAN (Nettwerk/Arista)
14	8	NATALIE IMBRUGLIA (RCA)
11	9	FASTBALL (Hollywood)
10	10	CHRIS STILLS (Atlantic)
8	11	KENNY WAYNE SHEPHERD (Revolution)
9	12	ALANA DAVIS (Elektra/EEG)
13	13	PETER CASE (Vanguard)
17	14	STEVE POLTZ (Mercury)
19	15	MATCHBOX 20 (Lava/Atlantic)
21	16	SEMISONIC (MCA)
15	17	LOREENA MCKENITT (Warner Bros.)
12	18	THE VERVE (Virgin)
18	19	PAULA COLE (Warner Bros.)
16	20	PEARL JAM (Epic)
22	21	MARCY PLAYGROUND (Mammoth)
24	22	MARY LOU LORD (WORK)
35	23	EBBA FORSBERG (Maverick)
34	24	TODD THIBAUD (Doolittle)
25	25	THIRD EYE BLIND (Elektra/EEG)
28	26	JOLENE (Sire)
44	27	THE SPECIALS (Way Cool/MCA)
23	28	NAKED (Red Ant)
29	29	REBEKAH (Elektra/EEG)
20	30	B.B.KING (MCA)
27	31	SING IT (Rounder)
33	32	LISA LOEB (Geffen)
43	33	KATHLEEN WILHOITE (V2)
32	34	FREDDY JONES BAND (Capricorn)
45	35	JONATHA BROOKE (Refugee/MCA)
36	36	VICTORIA WILLIAMS (Atlantic)
42	37	CHERI KNIGHT (E-Squared)
46	38	SHAWN COLVIN (Columbia/CRG)
38	39	DAVID POE (550 Music)
37	40	STEVE EARLE (E-Squared/Warner Bros.)
47	41	LOUDON WAINWRIGHT III (Charisma)
26	42	ROLLING STONES (Virgin)
41	43	A. J. CROCE (Ruf)
30	44	GREEN DAY (Reprise)
40	45	WHISKEYTOWN (Outpost)
39	46	MAX CARL & BIG DANCE (Mission)
<b>NEW</b>	47	EDWIN McCAIN (Atlantic)
<b>NEW</b>	48	DAVE MATTHEWS BAND (RCA)
<b>NEW</b>	49	BOX SET (Capricorn)
<b>NEW</b>	50	JULES SHEAR (High Street/Windham Hill)

LW	TW	COMMERCIAL
1	1	ERIC CLAPTON (Reprise)
2	2	BONNIE RAITT (Capitol)
3	3	MARC COHN (Atlantic)
7	4	ROBBIE ROBERTSON (Capitol)
4	5	AGENTS OF GOOD ROOTS (RCA)
9	6	FASTBALL (Hollywood)
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16	23	ROLLING STONES (Virgin)
33	24	THE SPECIALS (Way Cool/MCA)
37	25	EBBA FORSBERG (Maverick)
40	26	EDWIN McCAIN (Atlantic)
32	27	TODD THIBAUD (Doolittle)
27	28	NAKED (Red Ant)
31	29	JOLENE (Sire)
25	30	LISA LOEB (Geffen)
29	31	MARY LOU LORD (WORK)
30	32	STEVE EARLE (E-Squared/Warner Bros.)
35	33	SHAWN COLVIN (Columbia/CRG)
26	34	GREEN DAY (Reprise)
28	35	FREDDY JONES BAND (Capricorn)
24	36	B.B.KING (MCA)
34	37	MAX CARL & BIG DANCE (Mission)
<b>NEW</b>	38	DAVE MATTHEWS BAND (RCA)
39	39	REBEKAH (Elektra/EEG)
48	40	JONATHA BROOKE (Refugee/MCA)
41	41	BEN FOLDS FIVE (Caroline)
44	42	A. J. CROCE (Ruf)
-	43	BOX SET (Capricorn)
<b>NEW</b>	44	FINLEY QUAYE (550 Music)
<b>NEW</b>	45	BILLIE MYERS (Universal)
<b>NEW</b>	46	EVERYTHING (Sire)
36	47	RADIOHEAD (Capitol)
<b>NEW</b>	48	CITY OF ANGELS SOUNDTRACK (Reprise)
42	49	SISTER HAZEL (Universal)
<b>NEW</b>	50	TODD SNIDER (MCA)

LW	TW	NON-COMMERCIAL
1	1	ANI DIFRANCO (Righteous Babe)
2	2	ROBBIE ROBERTSON (Capitol)
5	3	ERIC CLAPTON (Reprise)
3	4	PETER CASE (Vanguard)
4	5	SING IT (Rounder)
9	6	REBEKAH (Elektra/EEG)
6	7	BONNIE RAITT (Capitol)
8	8	AGENTS OF GOOD ROOTS (RCA)
7	9	STEVE POLTZ (Mercury)
10	10	MARY LOU LORD (WORK)
15	11	CHERI KNIGHT (E-Squared)
21	12	MARC COHN (Atlantic)
19	13	KATHLEEN WILHOITE (V2)
12	14	CHRIS STILLS (Atlantic)
16	15	LOUDON WAINWRIGHT III (Charisma)
13	16	VICTORIA WILLIAMS (Atlantic)
11	17	JULES SHEAR (High Street/Windham Hill)
18	18	ALANA DAVIS (Elektra/EEG)
25	19	SARAH McLACHLAN (Nettwerk/Arista)
14	20	JOLENE (Sire)
22	21	CARRIE NEWCOMER (Philo/Rounder)
17	22	TERRY CALLIER (Verve)
20	23	DAVID POE (550 Music)
28	24	WHERE HAVE ALL THE FLOWERS GONE? (Appleseed)
23	25	MARIA MULDAUR (Telarc/Blues)
30	26	A. J. CROCE (Ruf)
34	27	EBBA FORSBERG (Maverick)
31	28	JONATHA BROOKE (Refugee/MCA)
27	29	CHRIS KNIGHT (Decca)
<b>NEW</b>	30	TRIBUTE TO LOWELL GEORGE (CMC International)
26	31	COTTON MATHER (Copper)
48	32	SEMISONIC (MCA)
32	33	WHISKEYTOWN (Outpost)
43	34	THE MAVERICKS (MCA/NASHVILLE)
36	35	SUSAN TEDESCHI (Rounder)
24	36	B.B.KING (MCA)
42	37	LOREENA MCKENITT (Warner Bros.)
29	38	JAMES IHA (Virgin)
41	39	PHOEBE SNOW (House of Blues)
37	40	HOLLY COLE (Metro Blue/Capitol)
39	41	KRISTIN HERSH (Rykodisc)
45	42	NATALIE IMBRUGLIA (RCA)
38	43	TODD THIBAUD (Doolittle)
40	44	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)
49	45	FASTBALL (Hollywood)
<b>NEW</b>	46	THE SPECIALS (Way Cool/MCA)
<b>NEW</b>	47	PEARL JAM (Epic)
35	48	NAKED (Red Ant)
50	49	AIR (Source/Caroline)
<b>NEW</b>	50	MORCHEEBA (China/Sire)

## Extension 606 BY KENT ZIMMERMAN

### More Vital Tunes Emerge As 1998 Finally Gets Into Gear

**DAVE MATTHEWS BAND**  
 "Don't Drink the Water" (RCA)

Dave Matthews and his band seem to be clearing all the right hurdles, from the indie days, to touring, to the major label debut, to the prickly sophomore release, and now this, the distance. Lesser bands would have shifted into auto-pilot, but not

Dave. He's keeping things fresh by enlisting the likes of Bela Fleck and by recording a scorching mid tempo, non-obvious first single.

**BONNIE RAITT**  
 Fundamental (Capitol)

As Bonnie's partnership with Don Was comes to its inevitable conclusion, she enlists Mitchell Froom and

Tchad Blake, no strangers to mixing roots rock with modern sounds (Lobos/Crowded House). As is usually the case with Bonnie Raitt's records, it's a matter of who wins the lottery in terms of contributing tunes. This time around, you'll recognize old faces and welcome new ones like Paul Brady, John Hiatt, Beth Neilsen-Chapman, and Dillon O'Brian. Lobo David Hildalgo supplied not only a song, but the instruments on "Cure for Love." The musicians are also new. Only Hutch Hutchinson, who joins in on two songs, comes from Bonnie's band. By mixing drummer Pete Thomas (Elvis Costello) and NRBQ bassist Joey Spampinato, Raitt

captures a solid foundation of UK rock and American roll. Recorded in all of 29 days, *Fundamental* will be reinforced fiercely on the road with both large and intimate venues. Give this one multiple listens, as it's a departure into rougher, funkier, and bluesier terrain. Tracks include "Blue for No Reason," "The Fundamental Things," and "Spit of Love."

**DAN BERN**  
 Fifty Eggs (WORK)

As Dan Bern moves farther and farther from the solo folk genre, he seems to be saying good-bye to those of us who expected him to shoulder the impossible role of skateboard troubadour. Quickly produced







**MOST ADDED**

- V/A "THE HORSE WHISPERER" (44)
- KIERAN KANE (14)
- REDD VOLKAERT (12)
- NICK LOWE (10)
- JONO MANSON (8)
- JEFF EASTWOOD (7)

**TOP TIP**

**THE HORSE WHISPERER**  
*Soundtrack (MCA Nashville)*

If someone were to ask, "What is Americana?" this incredible soundtrack would double for a response. Artists include Dwight Yoakam, the Flatlanders, Emmylou Harris, Steve Earle, and Allison Moorer, whose "A Soft Place to Fall" deserves heavy airplay from Day One.

**RECORD TO WATCH**

**TELEWACKER**

*Redd Volkaert (Hightone)*

Telewacker is twang-tastic! This CD is loaded with fabulous instrumentals and vocal tracks. Favorites include "Strangers" and the instrumental "Breakneck." WCBN, KFJC, WRFL, KFDL, and WDBM are already wackin' it.

# Gavin Americana

*The Other Country*

W	TW		Rpts.	Adds	H	M	L
1	1	<b>CHRIS KNIGHT</b> - Chris Knight (Decca)	71	0	42	20	9
2	2	<b>JIM LAUDERDALE</b> - Whisper (BNA Records)	67	0	30	26	11
7	3	<b>THE MAVERICKS</b> - Trampoline (MCA/NASHVILLE)	65	2	24	23	18
4	4	<b>CHERI KNIGHT</b> - Northeast Kingdom (E-Squared)	67	0	25	22	20
3	5	<b>THE WOODYS</b> - The Woodys (Rounder)	63	0	30	12	21
9	6	<b>MIKE IRELAND &amp; HOLLER</b> - Learning How To Live (Sub Pop)	59	2	22	24	13
6	7	<b>AUSTIN LOUNGE LIZARDS</b> - Employee Of The Month (Sugar Hill)	63	0	16	26	21
8	8	<b>PETER CASE</b> - Full Service No Waiting (Vanguard)	59	0	22	18	19
12	9	<b>BLUE HIGHWAY</b> - Midnight Storm (Rebel)	57	3	19	17	21
11	10	<b>PAUL BURCH</b> - Pan-American Flash (Checkered Past)	54	0	19	20	15
15	11	<b>KEVIN GORDON</b> - Cadillac Jack's #1 Son (Shanachie)	56	3	10	27	19
5	12	<b>JAMIE HARTFORD</b> - What About Yes (Paladin)	57	0	16	17	24
18	13	<b>CARRIE NEWCOMER</b> - My True Name (Philo/Rounder)	50	2	12	23	15
10	14	<b>ROBIN &amp; LINDA WILLIAMS</b> - Devil Of A Dream (Sugar Hill)	54	0	17	12	25
14	15	<b>APOSTLE</b> - SOUNDTRACK - Various Artists (Rising Tide)	49	0	15	12	22
13	16	<b>THE DERAILERS</b> - Reverb Deluxe (Watermelon/Sire)	41	0	17	18	6
19	17	<b>MICHAEL RENO HARRELL</b> - Ways To Travel (Rank Records)	48	4	9	18	21
20	18	<b>CONTINENTAL DIVIDE</b> - Feel Good Day (Pinecastle)	47	2	8	19	20
16	19	<b>THE HOLLISTERS</b> - Land Of Rhythm And Pleasure (Freedom)	48	0	8	19	21
21	20	<b>JERRY JEFF WALKER</b> - Cowboy Boots And Bathin' Suits (Tried & True)	42	2	9	23	10
17	21	<b>HANGDOGS</b> - East Of Yesterday (Crazyhead)	46	0	7	18	21
28	22	<b>SARA EVANS</b> - Three Chords and the Truth (RCA)	36	3	11	16	9
26	23	<b>RAMBLIN' JACK ELLIOTT</b> - Friends Of Mine (Hightone)	41	2	6	17	18
N	24	<b>THE HORSE WHISPERER SDTRK.</b> - Various Artists (MCA/NASHVILLE)	44	44	9	8	27
N	25	<b>KIERAN KANE</b> - Six Months, No Sun (Dead Reckoning)	42	14	4	16	22
27	26	<b>RENO BROTHERS</b> - Three Part Harmony (Pinecastle)	41	2	6	16	19
24	27	<b>THOMPSON BROTHERS BAND</b> - Blame It On The Dog (RCA)	36	0	12	11	13
36	28	<b>GREAT DIVIDE</b> - Break In The Storm (Atlantic)	32	3	8	13	11
33	29	<b>KATE WALLACE/MICHAEL CAMP</b> - Two Lane America (New Pair O' Dimes)	41	4	2	12	27
22	30	<b>RICKY SKAGGS</b> - Bluegrass Rules (Rounder)	32	0	10	11	11
34	31	<b>MICHAEL FRACASSO</b> - World (In A Drop Of Water) (Rounder/Bohemia Beat)	35	1	5	10	20
37	32	<b>CHRIS WHITLEY</b> - Dirt Floor (Messenger)	31	4	7	10	14
29	33	<b>CRAIG CHAMBERS</b> - The Cowboy's Conscience (WR Records)	34	0	6	9	19
23	34	<b>STEVE EARLE</b> - El Corazon (E-Squared/Warner Bros.)	27	0	11	9	7
30	35	<b>BOBBY HICKS</b> - Fiddle Patch (Rounder)	34	0	5	7	22
31	36	<b>FRED EAGLESMITH</b> - Lipstick Lies & Gasoline (Razor & Tie)	26	0	9	12	5
39	37	<b>LOUDIN WAINWRIGHT III</b> - Little Ship (Charisma)	26	1	8	11	7
25	38	<b>TOM T. HALL</b> - Home Grown (Mercury)	32	0	4	11	17
N	39	<b>ALEJANDRO ESCOVEDO</b> - More Miles Than Money (Bloodshot)	25	2	6	11	8
40	40	<b>JOLENE</b> - In The Gloaming (Sire)	27	1	5	7	15

## Americana Inroads

BY CHRIS MARINO

### SXSW Wrap-Up

With all the dismal weather in Nashville this winter, it was nice to arrive in Austin on a sunny, 80° day. It was Wednesday and SXSW was about to begin, meaning over 800 acts would perform during the next five days at venues throughout the city. Obviously with that many to choose from, selecting who

to see was extremely difficult—and it made having an all-access badge seem somewhat absurd. But ultimately, choices were made and I did get to see some great music, like **Ray Price**, **Bruce Henderson**, and **Jesse Dayton** at Stubb's, **Allison Moorer**, **Chris Knight**, and **Joe Ely** at La Zona Rosa, and **Peter Case** and **Cheri Knight** at the Texas Union Ballroom to name a very few.

The highlight of the week, though, had to be the private listening party that took place Friday afternoon at **Joe Ely's** spread just southwest of Austin. About 25 press and music industry people gathered to eat homemade TexMex food (prepared by Mrs. Ely) and listen to Joe's new record



**Butch Hancock, Joe Ely, and Jimmy Dale Gilmore reunited as the Flatlanders.**

#### *Twistin' in the Wind.*

The farm setting couldn't have been more appropriate for the jam session that was about to take place. First **Butch Hancock** showed up, then **Jimmy Dale Gilmore**, and before long, the **Flatlanders** were performing in the little stone building that houses Ely's recording studio. Everybody instantly became eager



**Mattson Rainer of KNBT and Carla Hutchings enjoy the SXSW vibe.**



**Butch Hancock enjoys the day at Ely's house.**



**Jimmy Dale and Rob Bleetstein (who will go to any lengths to get Jerry Garcia in the column again) reminisce.**

### Chartbound

- V/A "WHERE HAVE...FLOWERS GONE" (Applesseed)
- LOST CONTINENTALS (Landslide)
- DUANE JARVIS (Watermelon)
- BALL, THOMAS, NELSON (Rounder)
- V/A "JUKEBOX CANTINA" (Hayden's Ferry)
- TODD THIBAUD (Doolittle)
- KUDZU KINGS (Independent)
- BEN WINSHIP (Snake River)

Editor: CHRIS MARINO • Assistant: TOBY FRENCH  
Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.  
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fans, and every time the trio finished one song we would all insist on another. The incredible session included "South Wind of Summer" from *The Horse Whisperer* soundtrack as well as old favorites like "Dallas" and Butch Hancock's "My Mind's Got a Mind of Its Own." Catch the Flatlanders on *The Late Show with David Letterman* on May 20. ●



Guy Clark makes the scene during SXSW at Las Manitas gig with buds Nancy Griffith, Rodney Crowell, and David Ball.



(l-r): Al Moss, Don Yates of KCMU in Seattle, Erica Wissolk, Sheryl Waters of KCMU, Doug Neal of WDBM in East Lansing, and Angela Taylor wait for someone to buy them a drink at SXSW.



The legendary Johnny Bush lets it rip at Cornell Hurd's party at the Texacalli Grill in Austin.

# Johnny Hoy & the Bluefish

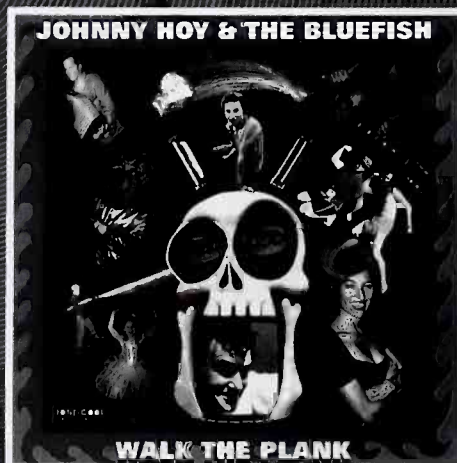
## Walk the Plank

"I want to be your mutt - pat my butt. I want to love you like my dog loves me."

—JOHNNY HOY

Johnny Hoy is a blues poet - a soul-shaking singer and harp player fronting the roots-rocking Bluefish. *Walk the Plank* is Johnny's third release on Tone-Cool and features his deeply moving, sometimes outrageous songwriting in his own unique brand of Americana music.

Add date April 7!



.....  
 Snapshots  
 from  
 KHYI's  
 Texas  
 Music  
 Revolution  
 .....



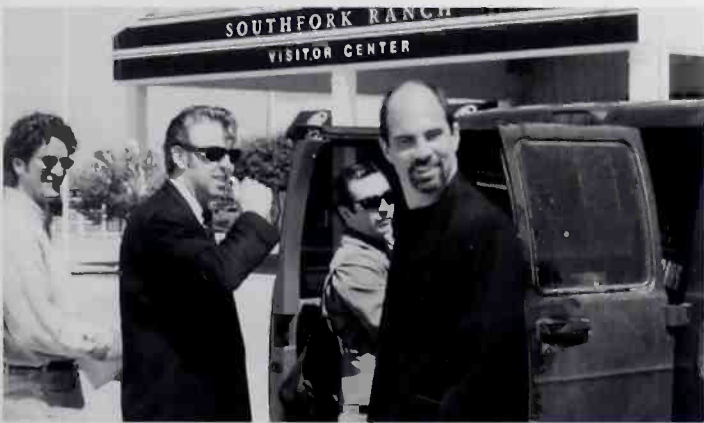
Joshua Jones of KHYI (center) sings the chorus of "Up Against the Wall, Redneck Mother" with Texas legend Ray Wylie Hubbard and band.



At the KHYI show, BR5-49's Chuck Mead asks a fan for her autograph and phone number. What a nice guy.



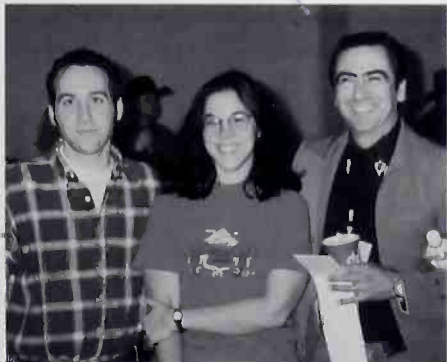
Texas Yodeler Don Walser waits for his turn on stage at South Fork.



Manager Bill Thies (left) makes sure everything goes smoothly for the Derailleurs.



Dale Watson arrives at South Fork Ranch for his performance at KHYI'S Texas Music Revolution.



Tony Villanueva hands Eric Zappa and Lorl Blumenthal a bar tab at Texas Music Revolution.



Jack Ingram gets caught trying to hotwire an antique auto at the KHYI show. Dashboard Jesus and Mary contact the authorities.

**JUKEBOX CANTINA  
 COMBO PLATTER**

Dip Into Your  
 Copy This Week!

- H.J. Robertson
- Dan Israel and the Cultivators
- David Beaudry
- Ignitors
- Stickman Jones
- The Revenants
- Out Of The Blue
- Grievous Angels
- The Burnlackers
- Andy Tanas
- Ronnie Glover
- CAVU
- Kenny Love and the Rockerfellas
- Norman Collins



**THANKS TO THESE EARLY SUPPORTERS!**

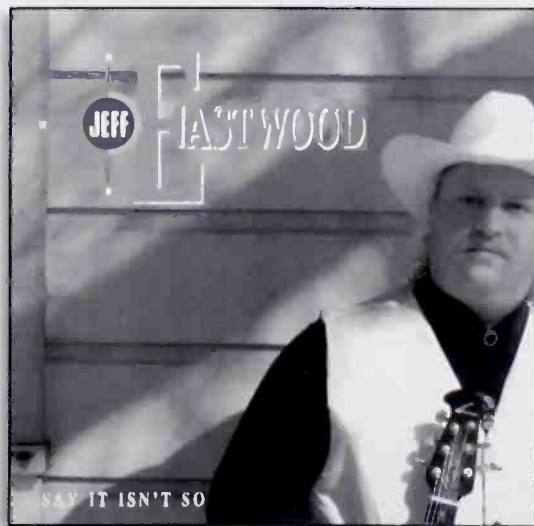
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- WDHC KBCS KOPN WUMB WUSD WDBM DISH-CD WMMT KSYM FAT WJMQ
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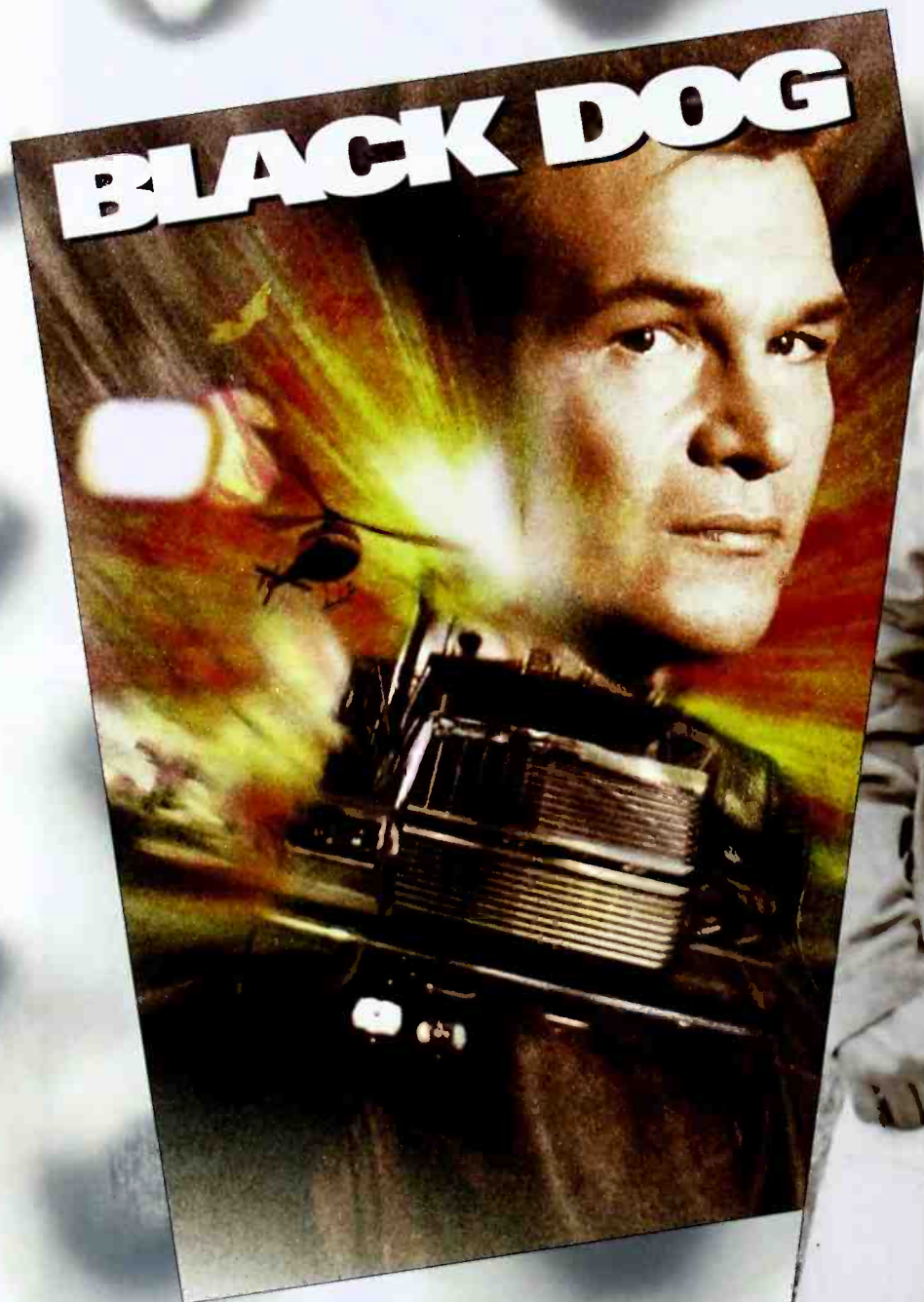
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# RHETT AKINS

## “Drivin’ My Life Away”

The hit single by Rhett Akins from the Universal Pictures movie



IMPACTING RADIO APRIL 13

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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**

18	18	MINDY McCREADY	- You'll Never Know (BNA Records)	13	192	2	4579	+156	18	76	79	19
20	19	ALABAMA	- She's Got That Look In Her Eyes (RCA)	9	198	3	4530	+187	16	74	84	24
22	20	LONESTAR	- Say When (BNA Records)	11	185	1	4049	+187	7	64	85	29
23	21	GARY ALLAN	- It Would Be You (Decca)	8	191	6	3946	+251	5	65	82	39
25	22	SHERRIE AUSTIN	- Put Your Heart Into It (Arista)	10	183	1	3750	+142	7	59	73	44
34	23	TIM McGRAW	- One Of These Days (Curb)	2	191	43	3748	+1352	4	49	95	43
24	24	SONS OF THE DESERT	- Leaving October (Epic)	12	175	1	3680	+68	12	52	77	34
26	25	MARK WILLS	- I Do (Cherish You) (Mercury)	6	188	4	3667	+357	5	45	93	45
31	26	LeANN RIMES	- Commitment (MCG/Curb)	3	183	23	3586	+985	1	45	98	39
29	27	MARK CHESNUTT	- I Might Even Quit Lovin' You (Decca)	5	187	11	3297	+401	1	35	83	68
28	28	KENNY CHESNEY	- That's Why I'm Here (BNA Records)	5	186	6	3242	+328	2	37	78	69
30	29	SAMMY KERSHAW	- Matches (Mercury)	4	184	7	3204	+387	1	32	82	69
33	30	KEITH HARLING	- Papa Bear (MCA)	6	169	14	2769	+346	1	26	71	71
32	31	THE LYNNS	- Woman To Woman (Reprise)	8	154	4	2575	+71	2	29	60	63
35	32	LILA McCANN	- Almost Over You (Asylum)	6	149	8	2434	+210	0	25	56	68
44	33	BRYAN WHITE	- Bad Day To Let You Go (Asylum)	2	142	41	2093	+756	1	9	61	71
42	34	TY HERNDON	- A Man Holdin' On (Epic)	3	150	26	2013	+514	0	9	51	90
38	35	HAL KETCHUM	- I Saw The Light (MCG/Curb)	5	132	10	1988	+342	1	15	49	67
17	36	DIXIE CHICKS	- I Can Love You Better (Monument)	20	92	0	1925	-2975	13	19	28	32
39	37	KEVIN SHARP	- Love Is All That Really Matters (Asylum)	4	118	6	1869	+249	1	15	45	57
37	38	MATT KING	- A Woman's Tears (Atlantic)	7	130	12	1858	+168	0	14	46	70
36	39	THE MAVERICKS	- To Be With You (MCA)	10	88	0	1684	-346	2	24	36	26
45	40	CHELY WRIGHT	- I Already Do (MCA)	3	114	14	1549	+281	0	6	37	71
46	41	NEAL McCOY	- Party On (Atlantic)	3	111	17	1525	+337	0	8	39	64
-	42	LEE ANN WOMACK	- Buckaroo (Decca)	2	109	56	1431	NEW	1	4	35	69
47	43	LORRIE MORGAN	- I'm Not That Easy To Forget (BNA Records)	2	98	14	1384	+274	0	5	39	54
-	44	CLINT BLACK	- The Shoes You're Wearing (RCA)	1	97	83	1380	NEW	3	7	31	56
-	45	TERRI CLARK	- Now That I Found You (Mercury)	2	99	51	1354	NEW	1	3	38	57
48	46	SHANE STOCKTON	- What If I'm Right (Decca)	4	102	15	1280	+193	0	4	31	67
-	47	SUZY BOGGUSS	- Somebody To Love (Capitol Nashville)	2	78	34	1003	NEW	1	2	24	51
50	48	BELLAMY BROTHERS	- Catahoula (Intersound)	8	54	0	937	-25	1	9	20	24
-	49	JOE DIFFIE	- Texas Size Heartache (Epic)	1	72	51	934	NEW	0	2	25	45
-	50	GREAT DIVIDE	- Never Could (Atlantic)	3	51	4	790	NEW	1	3	22	25

**Top Requests**  
 "Dream Walkin'" (Mercury)  
**STEVE WARINER +493**  
 "Holes in the Floor of Heaven" (Capitol)  
**TRACY BYRD +458**  
 "I'm From the Country" (MCA)

**Top Requests**  
**CLAY WALKER**  
 "Then What" (Giant)  
**STEVE WARINER**  
 "Holes in the Floor of Heaven" (Capitol)  
**SHANIA TWAIN**  
 "You're Still the One" (Mercury)  
**FAITH HILL**  
 "This Kiss" (WB)  
**GARTH BROOKS**  
 "Two Pina Coladas" (Capitol)

**Record to Watch**  
**LEE ANN WOMACK**  
 "Buckaroo" (Decca)



**WE SAY:**  
 "Lee Ann Womack continues to impress, with a perfect tempo record for spring."

**RADIO SAYS:** "One of our biggest album cuts ever. We expect it to be huge in regular rotation." Paul Hurt, KNOT-Prescott, Ariz. MD  
**STATS:** Highest debut #42/2nd Most Added with 56

**Up & Coming**

Rpts.	Adds	Spins	Wks		Rpts.	Adds	Spins	Weeks	
53	17	607	2	DARYLE SINGLETARY - That's Where You're Wrong (Giant)	43	36	525	1	* WADE HAYES - When The Wrong One... (Columbia/DKC)
48	6	616	3	CHRIS CUMMINGS - I Waited (Warner Bros.)	42	36	546	1	* SAWYER BROWN - Small Talk (Curb)
46	3	622	4	THE THOMPSON BROTHERS - Back On The Farm (RCA)					
46	41	555	1	* DIXIE CHICKS - There's Your Trouble (Monument)					

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**IMPACTING RADIO APRIL 13**

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# Gavin Country

REPORTS THIS WEEK: 200 LAST WEEK: 200

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	<b>DAVID KERSH</b> - If I Never Stop Loving You (Curb)	16	200	0	7402	+70	142	56	2	0
3	2	<b>CLAY WALKER</b> - Then What (Giant)	14	200	0	7383	+282	143	52	4	1
4	3	<b>JODEE MESSINA</b> - Bye Bye (Curb)	13	200	0	7203	+311	133	59	8	0
8	4	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	9	200	1	6916	+601	121	62	16	1
1	5	TRISHA YEARWOOD - Perfect Love (MCA)	13	191	0	6628	-842	123	47	12	9
7	6	<b>TRACE ADKINS</b> - Lonely Won't Leave Me Alone (Capitol Nashville)	12	200	0	6613	+263	99	74	27	0
5	7	<b>MARTINA McBRIDE with JIM BRICKMAN</b> - Valentine (RCA)	11	193	1	6543	+25	111	56	20	6
9	8	<b>TOBY KEITH</b> - Dream Walkin' (Mercury)	11	200	0	6455	+519	92	77	30	1
6	9	THE KINLEYS - Just Between You And Me (Epic)	15	193	0	6290	-152	93	68	29	3
10	10	<b>FAITH HILL</b> - This Kiss (Warner Bros.)	7	200	1	6160	+592	72	86	41	1
11	11	<b>RANDY TRAVIS</b> - Out Of My Bones (DreamWorks)	6	200	0	5813	+337	54	90	55	1
14	12	<b>GARTH BROOKS</b> - Two Pina Coladas (Capitol)	4	200	0	5743	+428	53	86	59	2
12	13	<b>MICHAEL PETERSON</b> - Too Good To Be True (Reprise)	11	200	0	5676	+298	51	87	58	4
13	14	<b>PATTY LOVELESS</b> - To Have You Back Again (Epic)	10	200	0	5544	+213	39	93	68	0
15	15	<b>TRACY BYRD</b> - I'm From The Country (MCA)	10	197	1	5525	+458	50	81	59	7
19	16	<b>STEVE WARINER</b> - Holes In The Floor Of Heaven (Capitol Nashville)	6	197	0	4896	+493	20	85	81	11
21	17	<b>JOHN MICHAEL MONTGOMERY</b> - Love Working On You (Atlantic)	5	199	3	4640	+399	12	77	99	11
18	18	<b>MINDY McCREADY</b> - You'll Never Know (BNA Records)	13	192	2	4579	+156	18	76	79	19
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Rpts.	Adds	Spins	Weeks	
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42	36	546	1	* <b>SAWYER BROWN</b> - Small Talk (Curb)

## Most Added



**CLINT BLACK (83)**  
"The Shoes You're Wearing" (RCA)  
**LEE ANN WOMACK (56)**

"Buckaroo" (Decca)  
**TERRI CLARK (51)**  
"Now That I Found You" (Mercury)

**JOE DIFFIE (51)**  
"Texas Size Heartache" (Epic)  
**TIM MCGRAW (43)**  
"One of These Days" (Curb)

## Spincrases

**SHANIA TWAIN +801**  
"You're Still the One" (Mercury)

**FAITH HILL +592**  
"This Kiss" (WB)

**TOBY KEITH +519**  
"Dream Walkin'" (Mercury)

**STEVE WARINER +493**  
"Holes in the Floor of Heaven" (Capitol)

**TRACY BYRD +458**  
"I'm From the Country" (MCA)

## Top Requests

**CLAY WALKER**  
"Then What" (Giant)

**STEVE WARINER**  
"Holes in the Floor of Heaven" (Capitol)

**SHANIA TWAIN**  
"You're Still the One" (Mercury)

**FAITH HILL**  
"This Kiss" (WB)

**GARTH BROOKS**  
"Two Pina Coladas" (Capitol)

## Record to Watch

**LEE ANN WOMACK**  
"Buckaroo" (Decca)



**WE SAY:**  
"Lee Ann Womack continues to impress, with a perfect tempo record for spring."

**RADIO SAYS:** "One of our biggest album cuts ever. We expect it to be huge in regular rotation." Paul Hurt, KNOT-Prescott, Ariz. MD

**STATS:** Highest debut #42/2nd Most Added with 56

## Country Notes

BY JAMIE MATTESON



# The Good Book: Are You Ready?

Spring Arbitrons began last Thursday (4/2), so hopefully you have everything in place including promotions, contests, and on-air and off-air marketing. As for your air talent, they should already know exactly what is expected of them and how critical these 12 weeks are. As a reminder and refresher, Jacor's Director of Country Programming Jaye Albright shares this clip & save formatic guide for air-talent.

1. Most jock talk should occur over music, whether it's intros, outros, jingle beds, or other music beds.
2. Work your brand name into the first few seconds of every jock break. If you develop a crutch, let this be it.
3. Try to end breaks with the brand name. But do it creatively, so that it doesn't sound formula-like. Spontaneity wins. The most effective "spontaneous events" are carefully planned and totally edited. It doesn't have to be live to sound live.
4. Be brief. When you have something to say, make sure you are ready before you open your mouth. Think, prepare, conquer!
5. Avoid clutter. Listeners cannot assimilate more than one non-service element per break.
6. Clichés become irritants if they are overused. Talk to one person. Avoid the editorial "we." Use the word "you" as often as possible if you must use a pronoun. "We" is a place where you could have mentioned your brand name one more time. The more often you say your call letters, the higher your ratings will be.
7. Always talk to your listeners one-on-one. Talking off mic or jock cross-talk often becomes an inside joke. Don't do it.
8. Always plan at least one break ahead. Double-check everything! Pull CDs, line up hard disc sequences and spots one hour ahead. Don't *ever* be caught with dead air. Don't let the computer sequence your breaks for you. Keep the station tight and flowing forward consistently.
9. Show prep, show prep, show prep!!
10. On the air, never refer to your job as work. To most people, work is a negative and they don't listen to the radio to hear negatives. To most listeners you are not working, you are hosting a party and playing great music.
11. Use common sense when marrying jingles and sweepers to songs. If the sweeper promises 'variety' or 'new country,' be sure the song following it fulfills the promise. Every jingle and sweeper should be coded up, medium, or slow. Please practice "in cue," if necessary, to refine your mix.
12. "Fight the music" in your voice-to-music and sweeper-to-music mix. The voice should be there, but not drowning out the music beneath it. This also perpetuates the energy of the station.
13. When cross-promoting jocks and events, think forward. Talk about future, not past—unless something of major interest occurred on the preceding shift that might get a laugh or create talk. **Exception:** listeners want to know the artists and titles of the songs they like. Back announce two, and front sell one, every time. Be sure to sell the artist and title of every song you play.
14. Punch-and-roll, Try to do all content over intros, *not* fades. Never talk on top of the vocals. *Ever!*

Editor: JAMIE MATTESON • Chart Editor: JEFF HOUSE

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

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#### The Importance of Air-Check Sessions

Aircheck sessions are probably the most important function of a program director's responsibilities. They may be time consuming, but believe me, it's time well spent. The three keys to successful aircheck sessions are frequency, frequency, and frequency. In these dramatically busy times, many have abandoned air-checks or dismissed their importance—are you surprised to know that in one top 100 market, a morning team has not had an aircheck in over two years? In order for on-air talent to become better communicators, you must inspect what you direct. If you spend little time with them discussing the specifics of their show, they will lose respect for you and themselves. Here are some key points for better aircheck sessions:

1. Let your airstaff know the spirit of each session is motivational. The goal is to build them up, not tear them down.
2. Never have an aircheck session just before the individual's show.
3. Do not allow other station problems to enter into the conversation. That is for another meeting.
4. Be understanding of your staff's sleep schedule. Don't require the overnight person to be at an aircheck session at noon. This builds defensive walls. Later in the evening may be a better time.
5. Air-checks should be at specific times each week. Save most, if not all critiquing of talent for these sessions. Avoid impromptu criticisms. This does not mean you can't give a simple word of encouragement or a pat on the back for a good job.
6. Never do an aircheck session in front of other employees, and never discuss another talent's shortcomings during these sessions.
7. Never leave a written critique of an air talent in their mail box or anywhere else that prying eyes can read it.
8. Insure you are not interrupted. Each interruption lessens the importance of the air-check session in the talent's mind.
9. Make sure there is a complete understanding on the personality's part as to what you are directing them to do. Never assume that lack of participation from a personality means he/she understands your concepts.
10. Remember, criticism cuts very deep. Refrain from visible anger. Take time to control your emotions so you can be firm and direct, but not angry.
11. Always praise good work first and then coach areas that need improvement. Be specific in your coaching. When someone improves, let them know. When someone hasn't moved forward in an area, give them specific examples.
12. Ask a lot of questions. It's important to find out why the talent is doing what he/she is doing.
13. Define specific, achievable goals in each meeting and make them time bound. Always recognize the accomplishment of these goals.
14. Try to guide talent into coming up with their own solutions to areas that need improvement. This will help them reach the goals faster.
15. Always be truthful in your direction. On-air talent is usually pretty quick to spot when you are being up front and honest.

Most air personalities are hungry for honest air-check coaching. It is because of bad experiences that many have a dislike for these sessions. By providing consistency in these meetings as well as providing focused coaching and positive recommendations, air talent may even come to look forward to these sessions!



**MOST ADDED**

**GREGORY TARDY (50)**

**MARK TURNER (38)**

**GERRY BEAUDOIN TRIO (29)**

**JAZZ MESSENGERS (24)**

**NANCY KELLY (17)**



**TOP TIP**

**BRAD MEHLDAU**

*Live at the Village Vanguard*  
(Warner Bros.)

After two studio albums under his solo belt, pianist Brad Mehldau feels confident to release a definitive live package.

**RECORD TO WATCH**

**GREGORY TARDY**

*Serendipity*  
(Impulse!)

You hear a lot of spirituality and Impulse! tradition on saxophonist Gregory Tardy's debut CD. We like "Whenever, Wherever, Whatever."

# Gavin Jazz

LW	TW		Reports	Adds	H	M	L
1	1	<b>ERIC REED</b> (Impulse!)	79	0	66	10	3
2	2	<b>TIM HAGANS &amp; MARCUS PRINTUP</b> (Blue Note)	71	0	64	7	0
10	3	<b>JOEY &amp; "PAPA" JOHN DeFRANCESCO</b> (HighNote)	75	0	52	18	5
9	4	<b>KENNY DREW, JR.</b> (Arkadia Jazz)	74	4	59	10	2
6	5	<b>LIVE AT SMALLS</b> (Impulse!)	72	1	60	8	3
8	6	<b>ALLEN FARNHAM</b> (Concord Jazz)	73	0	57	11	5
5	7	<b>RAY BARRETTO</b> (Blue Note)	69	0	57	11	1
4	8	<b>FRED HERSCH</b> (Nonesuch)	69	0	56	11	2
3	9	<b>BARBARA MORRISON</b> (Chartmaker)	69	0	53	12	4
14	10	<b>ARKADIA ALL-STARS</b> (Arkadia Jazz)	64	0	46	16	2
12	11	<b>MOSE ALLISON</b> (Blue Note)	67	0	42	17	8
7	12	<b>HOWARD JOHNSON &amp; GRAVITY</b> feat. TAJ MAHAL (Verve)	66	0	46	14	6
11	13	<b>RAY BRYANT</b> (JMJ/JVC)	64	1	44	18	2
15	14	<b>TOM HARRELL</b> (RCA Victor)	71	0	26	36	9
17	15	<b>MARK ISHAM</b> (Columbia/CRG)	63	0	34	26	3
19	16	<b>MICHAEL WOLFF TRIO</b> (Varese Sarabande)	67	1	27	28	11
18	17	<b>MARK SHIM</b> (Blue Note)	61	1	35	19	6
20	18	<b>LYNNE ARRIALE TRIO</b> (TCB)	64	1	23	33	7
22	19	<b>CHARLIE HUNTER QUARTET</b> (Blue Note)	69	0	7	50	12
16	20	<b>CHARLIE BYRD TRIO</b> (Concord Jazz)	56	0	34	17	5
37	21	<b>MARK ELF</b> (Jen Bay)	67	3	7	33	24
27	22	<b>MARC JOHNSON</b> (Verve)	61	1	16	26	18
13	23	<b>CLAIRE MARTIN</b> (Honest/Linn)	52	0	27	20	5
24	24	<b>PATRICK WILLIAMS</b> (EMI)	60	1	15	29	15
25	25	<b>DEWEY REDMAN</b> (Palmetto)	54	2	20	25	8
34	26	<b>GLORIA LYNNE</b> (HighNote)	57	2	9	32	14
30	27	<b>PAUL BOLLENBACK</b> (Challenge)	51	0	14	26	11
29	28	<b>CHARLIE HADEN</b> (Verve)	51	0	17	21	13
32	29	<b>WESLIE WHITFIELD</b> (HighNote)	52	0	10	29	13
23	30	<b>JIM CIFELLI NEW YORK NONET</b> (Short Notice Music)	43	0	23	14	6
43	31	<b>JACKIE McLEAN SEPTET</b> (Blue Note)	60	5	3	23	29
45	32	<b>LOSTON HARRIS</b> (N2K Encoded Music)	59	4	4	21	30
49	33	<b>CHARLIE HADEN &amp; KENNY BARRON</b> (Verve)	56	4	5	22	25
21	34	<b>JOHN PISANO</b> (Pablo)	43	0	15	23	5
—	35	<b>BRAD MEHLDAU</b> (Warner Bros.)	62	6	3	19	34
36	36	<b>MARK VINCI</b> (Iris)	50	2	5	29	14
38	37	<b>ROMANE</b> (Music Masters)	48	0	7	23	18
28	38	<b>PAUL ARSLANIAN</b> (DBK Jazz)	38	0	18	14	6
40	39	<b>MIKI COLTRANE</b> (Chartmaker)	49	2	4	21	23
26	40	<b>BUSTER COOPER &amp; THURMAN GREEN</b> (Chartmaker/Blue Lady)	43	0	10	19	14
—	41	<b>THE GERALD WILSON ORCHESTRA</b> (MAMA Foundation)	63	12	2	13	37
42	42	<b>TOM TALBERT JAZZ ORCHESTRA</b> (Chartmaker)	41	0	5	21	15
31	43	<b>MINGUS BIG BAND</b> (Dreyfus Jazz)	32	0	12	13	7
—	44	<b>NNENNA FREELON</b> (Concord Jazz)	53	14	2	12	25
39	45	<b>DAVELL CRAWFORD</b> (Bullseye/Rounder)	35	1	10	11	13
—	46	<b>EDGARDO CINTRON</b> (DBK Jazz)	48	8	1	13	26
—	47	<b>RUBEN WILSON</b> (Jazzateria)	48	3	0	11	34
33	48	<b>ERIC ALLISON</b> (Contemporary)	30	0	10	14	6
46	49	<b>ERNEST RANGLIN</b> (Island)	31	0	8	13	10
35	50	<b>STEPHANE GRAPPELLI/MARTIN TAYLOR</b> (Honest/Linn)	24	0	8	12	4

## On Z Corner

BY KEITH ZIMMERMAN

# Believe What You Read—Here!



You've read the music industry news reports and heard the speculation. Now that the dust has settled and precious grains of sand have passed through the proverbial hourglass, are you ready for the Zimmermen's side of what's really happening at GAVIN?

Minus the spin control?

In this era of 24-hour news cycles and juicy tidbits, one thing we all seem to be learning is that the quickest scoop doesn't always reveal the full canvas of events. No matter how information hungry we've all become, there's no still no substitute for the passage of time in terms of getting the full story.

All of you are no strangers to restructuring on the job, whether you work for a record label, a commercial radio station, a non-commercial station, or any industry-affiliated organization.

In GAVIN's case, blueprints to reorganize our editorial infrastructure began late last year when Reed Bunzel took over as Editor-in-Chief. The new magazine structure that he proposed soon became our new organizational structure.

Kent and I have long been bored with the traditional, horizontal editorial fiefdoms you read through each week in the trades. Each section has its own predictable space allotment for charts, columns, pictures, and reviews. Readers generally veer towards a specific format, absorb the info, then move on.

Over the past two years, we've watched as radio and record label groups adopted more pluralistic methods for achieving *their* goals. Right now, we're not so sure that "format signposts" apply anymore, as more and more formats bleed together according to specific marketplaces. You now see group PDs and GMs, group radio owner-

ship across the dial, multi-format promotion departments, and multi-format artist success stories.

To be honest, Kent and I also grew impatient with the democratic eleven editor conga line week after week. We were pleased when Bunzel and CEO David Dalton pulled the switch. Their motives are direct: they want you to read GAVIN for that extra 30 or 40 minutes. So instead of the usual chart-column-chart-column layout repetition, we're opting for something we think is more suitable for the changing times.

What we plan to unveil is an energized magazine, redesigned to feature a clustering of editorial coverage. Instead of 11 different uniform format sections, GAVIN will be roughly segmented into four asymmetrical parts.

Our new Rock section will feature articles, columns, and stories involving Triple A, Alternative, College, and Active Rock. Individual charts will be sprinkled around editorial content that will please a wide range of rock programmers. Kent and myself, Spence Abbott, Vinnie Esparza, Matt Brown, and Jon Fojtik will create and write articles, columns, and special issue concepts as an enthusiastic, young and veteran collaborative team.

Secondly, Kent and I—along with Vinnie, Jon, and Jason Olaine—will continue to oversee Smooth Jazz and Jazz coverage. In accordance with these expanded duties, GAVIN promoted Kent and I to the positions of Senior Editors.

GAVIN's third senior editor, Quincy McCoy, is putting together his team, which will cover Top 40, Urban, Hip-Hop, A/C, and Hot A/C. With Q's major market radio perspective, and his desire to add a couple of fresh faces to his team, we're proud to see his jour-

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**MOST ADDED**

**SPYRO GYRA**  
(14/31 reports)  
**BRYAN SAVAGE**  
(12/12 reports)  
**RICHARD ELLIOT**  
(10/47 reports)  
**ERIC CLAPTON**  
(6/37 reports)

**TOP TIP**

**B-Tribe**  
*Sensual Sensual (Atlantic)*  
B-Tribe, formerly Barcelona Tribe of Soulsters, draws from influences like Enigma, Gipsy Kings, and Deep Forest, with a little Depeche Mode thrown in. Highest debut this week at #55. #2 Spin Trend of +77. Track is "Sometimes."

**RECORD TO WATCH**



**GEORGE HOWARD**  
*Midnight Mood (GRP)*  
George will be missed, but the last music he made is forever.

**Gavin Smooth Jazz Vocals**

LW	TW	Reports	Adds	Spins	Differences
2	1	59	1	880	+61
3	2	49	1	878	+82
4	3	59	0	765	-7
5	4	50	0	757	-14
1	5	48	0	696	-155
7	6	39	0	693	+29
6	7	46	0	659	-106
10	8	49	0	637	+24
8	9	47	0	598	-54
11	10	40	0	570	-38
13	11	45	1	560	+1
12	12	46	0	559	-19
16	13	53	2	546	+45
19	14	56	3	492	+16
15	15	44	0	489	-21
17	16	49	0	485	-9
14	17	47	3	485	-27
22	18	49	0	472	+28
9	19	47	10	469	-146
24	20	48	4	458	+57
28	21	37	6	430	+74
20	22	45	1	429	-43
26	23	40	0	412	+35
21	24	35	0	408	-58
18	25	38	0	391	-94
30	26	40	1	378	+40
23	27	31	0	378	-37
25	28	41	5	369	-26
29	29	40	3	362	+13
27	30	36	0	329	-37
31	31	37	2	322	+23
38	32	32	0	284	+35
44	33	38	3	274	+46
45	34	38	4	270	+46
35	35	23	0	266	-9
32	36	24	0	261	-34
34	37	27	4	259	-25
33	38	27	0	255	-35
39	39	24	0	244	-3
36	40	26	1	243	-19
37	41	21	0	238	-15
42	42	22	1	236	-4
—	43	31	3	232	N
41	44	19	0	219	-22
46	45	25	2	218	0
49	46	30	2	212	+5
48	47	21	0	203	-11
47	48	22	0	200	-15
40	49	22	0	189	-55
50	50	15	0	180	-27

nalistic, PD, and musical expertise no longer limited to the Urban radio experience.

Our Nashville office proudly houses the fourth quadrant of the GAVIN magazine with Jamie Matteson (overseeing Country), Chris Marino (ruling Americana), Jeff House, Toby French, and Paula Erickson (overseeing Marketing). I don't know if you've noticed, but our GAVIN Nashville comrades have been making our accountants in London very happy lately. Hey, when you're hot, you're hot.

Restructuring GAVIN facilitates a more creatively charged environment for us. We now feel like Rob Petrie, the legendary *Dick Van Dyke Show* character, as he commutes from New Rochelle and writes comedy sketches with his buddies, Sally Rogers and Buddy Seville, for the *Allen Brady Show*.

Five longtime editors, Dave Sholin, Ron Fell, Max Tolkoff, Thembsa Mshaka, and Rob Fiend are no longer with us. Of course, we wish them well, but you have to realize two things. One, labels are forever trying to steal our talent, and that's bound to happen (i.e. Dave, Max, and Thembsa). Secondly, the exhaustive pressure of putting on an annual convention can cause anybody here to want to recharge, and eventually resurface elsewhere.

We truly believe that our impending redesign is a move likely to be copied, just like so many other things first tried by GAVIN. We're looking forward to introducing Q's new team members. Our phones have been ringing and interviews

have been promptly scheduled. You'd be surprised who has asked for employment.

Meanwhile, Kent and I will continue to shake and move our way through Jazz, Smooth Jazz, Triple A, and, now, various "Rock" domains. New alliances are being forged. We're working on our *sixth* Triple A Summit, scheduled for August 19-22 with some great artists and events already in the pipeline. Maybe other events will sprout up, who knows? We're fielding some pretty interesting calls. Plus, we're still kicking around some concepts many of you suggested for Smooth Jazz and jazz coverage next February in New Orleans. Stay tuned.

And as if that's not enough, Kent and I have just signed a third book deal with St. Martin's Press and our wacky, adopted big-brother book editor, Jim "Fitz" Fitzgerald. The final draft is due November 1 with a May 1999 release date. It'll be our most ambitious (and notorious) book yet.

But trust us, all is cracking at the GAVIN mag. And beware of those 24-hour news cycle reports, 'cause they don't always give you the full monty. We promise you'll be pleased with the changes.

Until then...be there, aloha. ●

**SJ&V Spin Trends**

- 1. BONEY JAMES +82
- 2. B-TRIBE +77
- 3. ERIC CLAPTON +74
- 4. CHIELI MINUCCI +61
- 5. CHRIS CAMOZZI +57
- 6. GREGG KARUKAS +46
- KIM WATERS +46

**SJ&V Chartbound**

- SPYRO GYRA (GRP)
- JOE SAMPLE (Warner Bros.)
- JONATHAN CAIN (Higher Octave)
- RICK RHODES (Award)
- ALISON BROWN QUARTET (Compass)
- ART PORTER (Verve)
- \*GEORGE HOWARD (GRP)
- BRYAN SAVAGE (Higher Octave)
- MARCUS MILLER (PRA/GRP)
- PATSY MEYER (Hearts of Gold)
- Dropped: #43 Kirk Whalum, Kerry Moy, Steve Nieves, Phajja.

**Jazz Chartbound**

- \*GREGORY TARDY (Impulse!)
- \*MARK TURNER (Warner Bros.)
- \*JOHNNY NOCTURNE BAND (Bullseye/Rounder)
- \*LES McCANN/JOJA WENDT (MusicMasters)
- \*BRUCE KLAUBER (DBK Jazz)
- TIERNEY SUTTON (A Records)
- \*OLU DARA (Atlantic)
- \*GERRY BEAUDOIN TRIO (Honest/Linn)
- Dropped: #41 Jimmy Ponder, #44 Terell Stafford, #47 Joe Lovano & Gonzalo Rubalcaba, #48 Teddy Edwards, #50 New York Voices.

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**“ Life has humbled me, but I know I am not a man-child anymore;  
I am a man and it’s time for me to start imparting information rather than  
extracting. It’s time for me to put it back.”**

*(As told to Patricia Myers of Jazztimes)*

**George, you left us too soon.**

**George Howard**

*September 15, 1956-March 22, 1998*



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## No Static at All BY SPENCE D.



# INTERNATIONAL INTRIGUE Taking Alternative Across the Border

### PT I: REBEL STATION WBTZ

**W**EDG-Buffalo. CIMX-Detroit. 91X-San Diego. KRZQ-Reno. What do all of these stations have in common? They're all border stations, broadcasting their programming across state and in some cases international lines. But perhaps the granddaddy of all border stations is WBTZ, "The Buzz," in Burlington, Vermont.

On the surface, WBTZ appears to be just another random megahertz number on the dial (99.9, to be exact), but in reality the station is the closet thing commercial Alternative has to renegade rebel radio. While WBTZ calls Burlington home, its signal extends into Canadian airspace, creating quite a buzz in urbanized Montreal and exposing the Canadian youth to the pure essence of America's sonic pop culture.

What does this all mean? For starters, the jobs of PD Stephanie Hindley and MD Steve Picard are just a tad more complicated than those of counterparts at other stations. Hindley and Picard essentially program music for two disparate cultures, they deal with both U.S. and Canadian label reps, and must go through the tedious immigration process every time they cross the border to present a show. Oh yeah, they also wage a day-to-day war on Montreal's heritage AOR station CHOM. It all makes for, as Hindley calls it, "challenging, frustrating, and extremely rewarding radio."

To get a better grasp of WBTZ's situation, we need to go back a few years to 1996 when the station was launched. Hindley, then 22, signed the station on in July of that year and has been making waves ever since. "When I was hired to sign the Buzz on, I didn't know our signal reached across the border!" she recalls.

What makes the Buzz' situation so unique is the make-up of Canadian radio. CanCom (the Canadian equivalent of the FCC) requires all Canadian stations to program 30 percent Canadian artists. As you can imagine, that limits playlists considerably. Enter "The Buzz," whose playlist routinely consists of such non-Canucks as Cornershop, blink 182, Air, and Semisonic. "We are so atypical of what radio in Canada is," com-

explains Hindley of the stations split Canadian/U.S. ratings. "The book costs \$25,000 in Montreal," adds MD Steve Picard, "and you're not listed in the book unless you buy it."

So how does the Buzz calibrate its foreign ratings? "The second largest beer company in Canada tried to figure out where all the [uncalculated] radio listeners were going. They did research and follow-up and came up with a Canadian 3 share in the afternoon and a 5 share at night for WBTZ."

What's it like programming a station for two completely different cultures? "Initially it was exciting," says Picard.

"We were bringing something to Montreal that they didn't have and couldn't get anywhere else. They view us very much as a rebel station, because we're doing something that no station had the balls to do up there, which is to play new music. When you're talking about Canadian radio, they're far more stuck in the past than even U.S. radio is. It's very difficult to change your format up there. They have your hands tied so that you have to play Canadian music. You have to abide by that rule. We don't have to do that, so we're considered rebels."

To give you a solid idea of WBTZ's "rebel" broadcasting techniques, one need only look as far as the ubiquitous "Flashback Lunch"-styled show that the Buzz and its mainstream Canadian competitor both run. "Their [CHOM's] flashback show the other day featured Foghat," recalls Picard. "Whereas ours started out with 'Floyd the Barber' by Nirvana. That gives you an indication of where we're coming from and where they're coming from."

**NEXT WEEK:** A look at Sharing the Market, "Presents," Giveaways, Sales, label support, and listener response. ●



ments Hindley. "This area of southern Quebec is used to dinosaur rockers, hair bands, and Canadian rock. These were the only options for Montreal's youth until we came along."

Needless to say, within a very short time of WBTZ's July '96 sign-on, Hindley was deluged by the Canadian press. "All these Canadian media folks thought I had this master plot to take down Canadian radio," she remembers. "All I had planned on doing was programming a great radio station that a lot of people would listen to, and if that caused people to switch stations in Montreal, great! But my primary focus has always been on Burlington. That's where our ratings come from."

Ah, ratings. Yet another unique situation for WBTZ. "Because we don't buy [Canada's] ratings book, we don't show up in the surveys,"

## Data

### MOST ADDED

#### GARBAGE (69)

*Push It (Almo Sounds)*  
WOSC, WWCD, KKDM, CFNY, WQBK, WWDX, WMAD, WBTZ, KMYZ, KLZR, WEND, KPOI, WQXA, WNNX, WXDG, KTZ, KFTE, WHFS, KXTE, KNDD, KHLR, WPGU, WXEG, WHMP, KKND, KQXR, WHTG, WKQX, WGRD, KACV, WLJR, WXEX, CIMX, WBER, KPNT, WXDX, WBRU, KXRX, XTRA, WBCN, KRZQ, WLUM, KOME, KNRK, KNRX, KGDE, KROX, WRXQ, WROX, WBZU, WBPZ, WOXY, KJEE, KNSX, WKRO, WAQZ, KTOZ, KTEG, KTCL, KEDG, WEJE, KITS, KDGE, KEDJ, WXRK, WIXO, WKRL, WAVF, WDST

#### DAVE MATTHEWS BAND (66)

*Don't Drink The Water (RCA)*  
WOSC, WWCD, KKDM, CFNY, WQBK, WWDX, WMAD, WBTZ, KENZ, KMYZ, KLZR, WEND, KPOI, WNNX, WXDG, KTZ, KFTE, WHFS, KNDD, KHLR, WPGU, WXEG, WHMP, KKND, KQXR, WHTG, WKQX, WGRD, KACV, WLJR, WXEX, CIMX, KPNT, WXDX, WBRU, KXRX, KCXX, WPLA, WBCN, KRZQ, WLUM, KOME, KNRK, KNRX, KGDE, KROX, WRXQ, WROX, WBZU, WBPZ, WOXY, KJEE, WKRO, WAQZ, KTOZ, KTEG, KTCL, KEDG, WEJE, KITS, KDGE, WXRK, WIXO, WKRL, WAVF, WDST

#### GREEN DAY (23)

*Redundant (Reprise)*  
WQBK, KLZR, KTZ, KFTE, KNDD, KHLR, WPGU, KKND, KQXR, WHTG, WGRD, KACV, WXEX, KPNT, WBCN, KRZQ, WLUM, KOME, KJEE, KTEG, KITS, KEDJ, WXRK

#### BLACK LAB (15)

*Time Ago (DGC)*  
KNSX, KFGX, WWDX, WQXA, KFTE, KHLR, WPGU, KKND, KQXR, WHTG, KRZQ, KGDE, WRXQ, WKRO, KTOZ

#### GOO GOO DOLLS (13)

*Iris (Warner Bros.)*  
WQBK, KPOI, KFTE, WXEG, WKQX, WBER, KPNT, WPLA, WBCN, KOME, WROX, KJEE, WIXO

### MOST REQUESTED

#### FASTBALL

*"The Way" (Hollywood)*

#### SEMISONIC

*"Closing Time" (MCA)*

#### THE URGE

*"Jump Right In" (Immortal)*

#### BLINK 182

*"Dammit" (Cargo/MCA)*

#### HARVEY DANGER

*"Flagpole Sitta" (Slash)*

### MOST BUZZ

#### FASTBALL

*"The Way" (Hollywood)*

#### CHERRY POPPIN' DADDIES

*"Zoot Suit Riot" (Mojo)*

#### MONO

*"Life In Mono" (Mercury)*

#### 2 SKINNEE J'S

*"Riot Nrrrd" (Capricorn)*

#### GOD LIVES UNDERWATER

*"From Your Mouth" (A&M)*

### MOST LIKELY TO

### SUCCEED

#### GOO GOO DOLLS

*"Iris" (Warner Bros.)*

#### THE URGE

*"Jump Right In" (Immortal)*

#### THE SPECIALS

*"It's You" (Way Cool)*

#### WANK

*"Forgiven" (Maverick)*

#### JIMMIES CHICKEN SHACK

*"Dropping Anchor" (Rocket/Island)*

# BE ON THE LOOKOUT

F.Y.I. — Lookout is strictly Alternative.

Field any questions, comments or laments to Spence D.

fon: (415) 495-1990 x 648 fax: (415) 495-2580

e-mail: Spence@mail.gavin.com

## APRIL 7

Bassholes  
Beth Orton  
Ben Harper  
Blur  
Dogon  
Eve6  
Getaway People  
Jerry Cantrell  
Long Fin Killie  
Madfly  
New Bomb Turks  
9 Volt  
Perfume Tree  
Pete Droge  
Rorschach Test  
Slowpoke  
Stabbing Westward  
Steve Roach  
Suicide Machines  
Tones On Tail  
Tori Amos  
The Verve  
Zeke

Long Way Blues 1996-1998 (Matador)  
Best Bit EP (Dedicated)  
"Mama's Trippin' (Remix)" (Virgin)  
Bustlin' + Dronin' import (retail only) (Virgin)  
The Sirius Expeditions (New Dog)  
Eve6 (RCA)  
The Getaway People (Columbia)  
Boggy Depot (Columbia)  
Amelia (Beggars Banquet)  
White Hot In The Black (Blackheart)  
At Ropes End (Epitaph)  
9 Volt (Crash/Private I/Mercury)  
Feeler (World Domination)  
Spacey and Shakin' (Fifty Seven/Epic)  
Unclean (Slipdisc/Mercury)  
Virgin Stripes (Geffen)  
Darkest Days (Columbia)  
Dust To Dust (Projekt)  
Battle Hymns (Hollywood)  
Everything (Beggars Banquet)  
"Spark" (Atlantic)  
"Lucky Man" (Virgin)  
Kicked In The Teeth (Epitaph)

## APRIL 13

Alana Davis  
Angellque  
Bernard Butler  
Clutch  
Fang  
Lisa Gerrard & Pieter Bourke  
Pure  
Sonic Youth  
Soul Asylum  
Tusadero  
2 Skinnee J's

"Crazy" (Elektra)  
"Number" (Red Ant)  
People Move On (Creation/Columbia)  
The Elephant Riders (Columbia)  
American Nightmare (Wingnut)  
Duality (4AD)  
Feverish (Mammoth)  
"Sunday" (Geffen)  
"I Will Still Be Laughing" (Columbia)  
My Way or the Highway (Elektra)  
!Supermercado! (Capricorn)

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WRKO KNSX WTGZ

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WLUM XHRN  
KNDD KROX  
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212 274 7548

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Opportunities of a lifetime! GAVIN provides free (25 words) listings to radio stations and record companies on a "space available" basis in Opportunities. To guarantee that your ad runs promptly, or to place a larger copy size call Parker Gibbs at (415) 495-1990, ext. 647, for a rate card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days

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### MUSIC/RESEARCH DIRECTOR

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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 AIR TALENT...COLT COUNTRY 102.3 KOLK, Sioux City, IA has a position open for an evening air-personality with our 2 year old-100,000 watt station that services IA, NB, and SD. Please send T&R to: Dangerous Dan Lehman c/o Colt Country 102.3, 333 Jackson St., STE 700, Sioux City IA, 51101. NO PHONE CALLS PLEASE! EOE>

### INCREDIBLE SUMMER OPPORTUNITY.

We're signing on a brand new radio station, WXXP, in May. We need part-time staffers for Long Island's hot new dance station. Summer and permanent positions are available for on-air, production, promotion and board operators. If you have a take no prisoners attitude, flexible hours and want to help turn on this exciting new radio station for Long Island's fastest growing radio group (we also own WLIR), rush your T&R to: Jeff Levine, Director of Programming and Marketing, Jarad Broadcasting 1103 Stewart Ave., Garden City, NY 11530.

PD: New Central PA, FM (50,000) Adult format-currently country simulcast. Strong airshift, production, promotion, leadership skills. Help us build a winner! T&R: Manager P.O. Box 20339 York, Pa 17402 EOE.

### LIVE AND WORK IN THE CITY WHERE EVERYONE WANTS TO BE!

Raleigh, NC's "Oldies 100.7" Seeking full & part timers to join our seasoned, professional on-air staff! Knowledge of the oldies format a must. T&R asap to: Joe Dawson, Program Director, Oldies 100.7, 3100 Smoketree Ct., STE 700, Raleigh, NC 27607. EOE.

FM ROCK STATION. MUST HAVE EXTENSIVE KNOWLEDGE OF CONTEMPORARY MUSIC AND PROFESSIONAL EXPERIENCE. Must have computer skills using Office 97 and Selector. Position includes a part-time air shift. Send T&R with references to: Oedipus c/o WBCN, 1265 Boylston St, Boston MA, 02215. No phone calls. EOE.

WBEZ-FM, Chicago seeks experienced, creative, self-starting producer for full-time, one-year grant based position for major local and national broadcast productions. Strong jazz and general music background, excellent writing skills, digital editing and series or national production experience. WBEZ is an Equal Opportunity Employer, Affirmative Action Employer, actively seeks diversity in the workforce. Send tape, resume and writing samples to: Human Resources Dept., c/o WBEZ, 848 E. Grand, Chicago IL 60611. EOE.

RADIO BROADCAST MAINTENANCE TECHNICIAN KFI/KOST/KACE Radio in Los Angeles needs individual to maintain broadcasting equip. in studios and transmitters component level repair. Remote broadcasts, maintain antennas, STL, satellite, phone, computer, and TI digital systems. Min 5 yrs. broadcasting exp. min. 2 yrs exp w/50 w tube and solid state transmitters and assoc. equip. Digital audio system exp. Must read schematics and have writing documentation skills. Valid FCC general class radio telephone license. Motivated self-starter. 24 hrs, 7 days a week availability. Call Ernie Kristof at 213-251-3169 or fax resume to 213-487-1650. EOE.

PROMOTIONALLY ACTIVE RADIO STATION SEARCHING FOR CLASSIC ROCK PD. A team player with people skills and street smarts a must, looking to locate to the great state of Iowa. Blind Box.. Please send all inquiries to; Gavin Classifieds, 140 2nd, SF CA, 94105.

### 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. EOE.

### TOP RATED COUNTRY STATION

Looking for a morning person or team. Must have proven track record and programming experience. Remote and Promotion a must, plus getting involved in the community. We are an equal opportunity employer. Call 940-691-2311, FAX 940-761-2891, or send tapes and resume to: G.S.W.B., Human Resources, P.O. Box 5344, Wichita Falls, Texas 76307.

**Radioactive** BY LAURA SWEZEY

# Active Rock Website Reviews

**KILO-Colorado Springs, Colo.**

**kilo943.com**  
KILO's site features a detailed weather map and ski report; it's just like watching the local forecast, minus the weather person. There's also a restaurant and bar guide broken into various Colorado Springs areas, and a local band directory. The Special Attractions section features a complete up-to-date listing of events, appearances, and remotes. A variety of different fonts are used throughout to grab your attention.

**WMMS-Cleveland, Oh.**

**wmms.com**  
In addition to basic station info, this site's got some cool links. Click on any of the artists on the Concert Update page and you're instantly connected with a great site for that artist. There's also a Music Boulevard link that puts you in touch with tons of articles from various other sites with topics such as Ozzfest, Metallica, and U2. A lengthy Personalities page shows lots of photos and detailed bios, and the site includes a morning show chatroom.

**KIBZ "The Blaze"-Lincoln, Neb.**

**kibz.com**  
This site's got the standard upcoming concerts, jock bios, plus an audio greeting, and revolving skulls. They take submissions for Joke of the Day, and are apparently working on a section for various band-related links. They have quite a detailed list of community events for the Lincoln area, and their Blaze Guestbook seems to be popular. The playlist currently displays eye-catching Van Halen logos in 3-D.

**KISW-Seattle, Wash.**

**kisw.com**  
One glance at the home page shows you the folks at KISW are major cookie freaks. Two clicks and you can be on your way to ordering Girl Scout cookies online or viewing Ken the Vegan's killer chocolate chip cookie recipe. A slick person-

nel section flips you through the DJ's headshots then drops you off at a list of bios. There are separate club and concert calendars for Seattle, and among the many extras included on this site are traffic updates and horoscopes. There's a link to Reuters' hourly news reports, plus access to jillions of newspapers. A Seattle info page supplies seemingly endless links to colleges, basic city info, and weather reports for all regions of the area. A lot of thought went into this site.

**KSJO-San Jose, Calif.**

**ksjo.com**  
Perhaps the most distinguishing feature of KSJO's site is Stupid People Stories. The name suggests it could be howlingly funny, but unfortunately, it's just the same old dumb-blonde jokes. Otherwise, the site is well equipped with upcoming concert dates, rumored concerts, and

giveaways. It also has job listings, a Sierra ski report, and a submission area for *Lamont and Tonelli's Dirty Fridays*, wherein you can set up a friend for a practical joke.

**WCCC-Hartford, Conn.**

**wccc.com**  
Even though some of the station info on this site is currently under construction, it's worth checking out just for the Name That Drum Solo feature on the Classic Rock Fans page. It's truly addicting and challenging. Correct responses to the Real Audio skins snippets can be sent to the station for prizes. There's also a link to

earwig.com for new and modern rock fans featuring interviews with Chumbawumba, X, and Foo Fighters.

**KRXQ-Sacramento, Calif.**

**krxq98rock.com**  
It's got the photos, the jock info, and the chatroom, but KRXQ's site goes beyond the basics, providing a lengthy section of artist profiles and performance reviews, along with a

review of computer games "to warp your inner child." It also includes links to Earwig and a trivia section to test your general knowledge. An amazingly detailed upcoming events section is divided by month, and a complete listing of station events shows such happenings as the El Niño Snowboard Festival at Sugar Bowl.

**WAAF-Boston, Mass.**

**waaf.com**  
The multicolor banner seemingly jumps out from the bottom of the page, and there's a massive, offbeat Meet the Jocks section, along with the current station playlist, and upcoming events. For news, WAAF has a link to rockdaily.com with daily music news stories and interviews to keep you up to date. You can also enter Opie and Anthony's Demented World, featuring song parodies and Twisted Links. Ever wondered what to do with all those dry roasted leafhoppers? Check out the Tasty Insect Recipes.

**WMFS-Memphis, Tenn.**

**wmfs.com**  
3-D graphics, constantly changing band billboards, and nearly-complete station information make up this site. They offer lots of photos from recent shows, tout an upcoming "mother of all birthday parties" with Megadeth, and remind you several times 'MFS has got Howard Stern in the mornings. Stern fans can also connect with the "world's authority on Howard Stern since 1989." ●



**MOST ADDED**

- RICHARD DAVIES (38)
- LONG FIN KILLIE (29)
- PULP (27)
- SUICIDE MACHINES (23)
- FOIL (19)
- JANA McCOLL (19)
- SULLY (19)

**TOP TIP**

**BIG BAD VOODOO DADDY**

*Big Bad Voodoo Daddy*  
(Coolsville)

Taking a mega-jump this week into the Top 10, the new Kings of Swing prove they've become all the rage with the "hip" and "swinging" youth of today.

**RECORD TO WATCH**

**VARIOUS ARTISTS**

*No Categories: A Ubiquity Compilation*  
(Ubiquity)

Is it drum & bass? Is it jazz? Is it funk? Is it Latin? It's all of that and much more. This outstanding comp. features many exclusive tracks that will have your phones lightin' up like a Christmas tree.

# Gavin College

2W LW TW

1	1	<b>NEUTRAL MILK HOTEL</b> - In the Aeroplane Over the Sea (Merge)
5	6	<b>BUFFALO DAUGHTER</b> - New Rock (Grand Royal)
24	2	<b>TORTOISE</b> - TNT (Thrill Jockey)
14	4	<b>THE REVEREND HORTON HEAT</b> - Space Heater (Interscope)
3	3	<b>GASTR DEL SOL</b> - Camouffleur (Drag City)
7	5	<b>SWERVEDRIVER</b> - 99th Dream (Zero Hour)
45	0	<b>TRANS AM</b> - The Surveillance (Thrill Jockey)
4	8	<b>AIR</b> - Moon Safari (Source/Caroline)
16	20	<b>BIG BAD VOODOO DADDY</b> - Big Bad Voodoo Daddy (Coolsville)
20	19	<b>ANI DI FRANCO</b> - Little Plastic Castle (Righteous Babe)
12	11	<b>DIMITRI FROM PARIS</b> - Sacrebleu (Atlantic)
11	13	<b>HIGH LLAMAS</b> - Cold and Bouncy (Alpaca Park/V2)
6	11	<b>KRISTIN HERSH</b> - Strange Angels (Rykodisc)
2	9	<b>HALO BENDERS</b> - The Rebels Not In (K)
—	41	<b>THE SPECIALS</b> - Guilty 'Til Proved Innocent (Way Cool/MCA)
9	12	<b>BEDHEAD</b> - Transaction de Novo (Trance Syndicate)
—	24	<b>SERVOTRON</b> - Entertainment Program for Humans (Lookout!)
8	14	<b>JESUS LIZARD</b> - Jesus Lizard (Jetset)
37	26	<b>BRAN VAN 3000</b> - Glee (Capitol)
18	25	<b>CURVE</b> - Come Clean (Universal)
13	16	<b>MARY LOU LORD</b> - Got No Shadow (WORK)
23	15	<b>HEPCAT</b> - Right On Time (Hellcat)
26	17	<b>TOWA TEI</b> - Sound Museum (Elektra/EEG)
33	29	<b>SAMIAM</b> - You Are Freaking Me Out (Ignition)
10	18	<b>DJ SPOOKY</b> - Synthetic Fury EP (Asphodel)
—	37	<b>PROPELLERHEADS</b> - Decksanddrumsandrockandroll (Dreamworks)
48	27	<b>SUPERDRAG</b> - Head Trip in Every Key (Elektra/EEG)
30	31	<b>CAP 'N JAZZ</b> - Alphabetopolothology (Jade Tree)
15	22	<b>THE DONNAS</b> - American Teenage Rock-N-Roll Machine (Lookout!)
<b>NEW</b>	30	<b>FRANK &amp; WALTERS</b> - Grand Parade (Setanta)
28	33	<b>TULLYCRAFT</b> - City of Subarus (Cher Doll)
<b>NEW</b>	32	<b>MORCHEEBA</b> - Big Calm (China/Sire)
41	28	<b>SPACEHOG</b> - The Chinese Album (Sire/Warner Bros.)
27	36	<b>GOOD RIDDANCE</b> - Ballad From The Revolution (Fat Wreck Chords)
44	45	<b>DROPKICK MURPHYS</b> - Do or Die (Hellcat)
<b>NEW</b>	36	<b>POLARA</b> - Formless/Functional (Interscope)
<b>NEW</b>	37	<b>TUSCADERO</b> - My Way or the Highway (Elektra/EEG)
22	21	<b>UNWOUND</b> - Challenge For a Civilized Society (Kill Rock Stars)
25	35	<b>COME</b> - Gently Down the Stream (Matador)
21	23	<b>DUSTER</b> - Stratosphere (Up)
31	39	<b>HUM</b> - Downward is Heavenward (RCA)
17	32	<b>GOLDIE</b> - Saturnzreturn (ffrr/London)
—	47	<b>WINDY &amp; CARL</b> - Depths (Kranky)
29	34	<b>GAZE</b> - Mitsumeru (K)
<b>NEW</b>	45	<b>PAN AMERICAN</b> - Pan American (Kranky)
—	46	<b>MARS ACCELERATOR</b> - Frankfurt: Telephonics (Rx Remedy)
34	38	<b>BUNNYGRUNT</b> - Jen-fi (No Life)
<b>NEW</b>	48	<b>WICKED FARLEYS</b> - Sentinel and Enterprise (Big Top)
<b>NEW</b>	49	<b>LORD RUNNINGGLAM</b> - Fun For The Whole Family (Moonshine)
<b>NEW</b>	50	<b>ADAM F</b> - Colours (Astralwerks)

**Inside College** BY MATT BROWN & VINNIE ESPARZA



## Dirty Words

Here now we present a record that has been in heavy rotation in our office. Feel the love, baby.

**THE DIRTY THREE Ocean Songs (Touch & Go)**

*Ocean Songs*, the third Touch & Go release from Australia's Dirty Three is much more moody than their earlier projects. Full of dense, powerful, and slow paced near-dirges, this music is both moving and inspiring. Warren Ellis blends his omnipresent violin with viola and piano, while Mick Turner (fresh off some mighty fine solo work) is showing more instrumentation by employing loops and a melodic in his sparse but very complimentary playing. Drummer Jim White is also on the minimalist tip, effecting more of a jazz feel in this effort.

These ten ocean lullabies and crashing swells sound right out of a

movie soundtrack about a ship that tries to go to the bottom but can't, tries to find a safe port and gets lost. It's an unending collection of timeless reflective and self absorbing renditions of a story that was never told, a truth that was never believed, a sentence that will never end. Go Dirty Three. —WALT REED

**College Adds for April 6/7:**

Quasi (Up), Tilt (Fat Wreck Chords), Pitchshifter (DGC), Damon & Naomi (Sub Pop), The Gourds (Watermelon), Dylan Hicks (No Alternative), David Garza (Lava/Atlantic), GangStarr (Noo Trybe/Virgin), Beth Orton (Dedicated), Avail (Lookout!), Heartworms (Popfactory), Randy Herman & the Sceptre of Benevolence (Bunnycake) Film star (Super Cottomouth, Push Kings (Sealed Fate), Catch 22 (Victory). ●

**ARTIST PROFILE**

## SUICIDE MACHINES



**FROM:** Detroit Rock City

**LATEST RELEASE:** Battle Hymns

**LABEL:** Hollywood

**CONTACT:** Jeff Marks (800) 909-5980 and Will Knapp (800) 603-3043

**WEB SITES:** www.thesuicidemachines.com and www.hollywoodrec.com/suicidemachines

**WHO THE HELL ARE THE SUICIDE MACHINES:** Jason Navarro, vocals; Dan Luckacinsky, guitar, vocals; Royce Nunley, bass, vocals; Erin Pitman, drums.

**ON COLLEGE RADIO:** "College radio was the first to pick up on and immensely support Destruction By Definition. College radio is cool because they play whatever they want. It's where everything starts and there wouldn't be anything without college radio." —Dan

**MOST MEMORABLE PERFORMANCES:** "Playing Red Rocks in the rain in front of a capacity crowd of 10,000 people. The Detroit Red Wings had just knocked the Colorado Avalanche out of the playoffs, so everyone in Colorado was really sore about the outcome. While we were playing Jason started waving a Red Wings flag while he was dancing around the stage. By the end of the show we had the entire crowd chanting, 'Red Wings suck!' Just to agitate 10,000 people into doing that was so monumental." —Dan

**IN THE BOOM BOX:** EPMD, X, and KRS1 with Goldie

**ON THE ROAD AGAIN:** A six week big city tour kicks off April 17 in Detroit, with Telegraph and Limp supporting.

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

**MOST ADDED**



**TOO SHORT**  
Independence Day Feat.  
**KEITH MURRAY** (\$hort)  
**ICE CUBE**  
We Be Clubbin' (Remix)  
Feat. DMX  
(Heavyweight/A&M)



**WC**  
Cheddar  
(Payday)  
Dub-C has another hit  
on his hands...  
22 adds!

**RECORD TO WATCH**

**SHABAAM SAHDEEQ**  
Soundclash/5 Star Generals  
(Rawkus)

Caution: extremely hot! Third Most Added  
with 37 nods.

# Gavin Rap

2W LW TW

\$	1	1	<b>GANG STARR</b> - Royalty (Noo Trybe/Virgin)
\$	2	2	<b>MOS DEF</b> - Body Rock Feat. Q-Tip & Tash (Rawkus Entertainment)
9	9	3	<b>LA' THE DARKMAN</b> - Heist Of The Centry (Big Beat/Atlantic)
7	4	4	<b>RUFUS BLAQ</b> - Artifacts of Life/Out Of Sight (A&M)
5	3	5	SUNZ OF MAN - Can't Be Touched (Wu-Tang Records/Red Ant)
6	5	6	CAUGHT UP SNDTRK. - Snoop Doggy Dogg & Kurupt: Ride On/Gang Starr:Work (Noo Trybe/Virgin)
\$	8	7	<b>BUSTA RHYMES</b> - Turn It Up (Flipmode/Violator/Elektra/EEG)
12	10	8	<b>BLACK EYED PEAS</b> - Fallin' Up/Que Dices? (Interscope)
8	7	9	ONYX - Shut Em Down (JMJ/Def Jam Recording Group)
—	30	10	<b>CANIBUS</b> - Second Round K.O. (Group Home/Universal)
18	11	11	<b>CAPPADONNA</b> - Run (Razor Sharp/Epic Street)
—	21	12	<b>BULWORTH</b> - Zoom Feat. Dr. Dre & LL Cool J (Interscope)
17	13	13	<b>SCARFACE</b> - My Homies Feat. 2Pac & Master P (Rap-A-Lot)
30	19	14	<b>COCO BROVAZ</b> - Black Trump Feat. Raekwon (Duck Down/Priority)
\$	6	15	RAKIM - Saga Begins (Universal/MCA)
20	18	16	<b>POLY-RHYTHM ADDICTS</b> - Not Your Ordinary (Nervous)
21	15	17	\$PORTY THEIVZ - Mac Daddy/Street Cinema (Roc-A-Blok)
15	12	18	KILLAH PRIEST - One Step/Fake MC's (DGC)
\$	27	19	<b>ICE CUBE</b> - We Be Clubbin' (rnx) feat. DMX (Heavyweight/A&M)
23	20	20	<b>DIVINE STYLER</b> - Before Mecca (DTX Records)
16	14	21	MOOD - Karma (Blunt Recordings)
26	22	22	<b>WHORIDAS</b> - Never Heard (Delicious Vinyl/V2/BMG)
\$	17	23	JAY-Z - City Is Mine (Roc-A-Fella/Def Jam)
27	24	24	M.O.P. - Handle Ur Bizness (Relativity)
<b>NEW</b>	25	25	<b>TRAGEDY KHADAFI</b> - Iron Sheiks Feat. Imam THUG:Alluminiti/Various Freestyles (25 To Life Records)
32	28	26	<b>CARDAN</b> - Jam On It Feat. JD (Penalty Recordings)
36	33	27	<b>BEDROOM WIZARD</b> - Skiltz in '98 (Unsigned Recordings)
<b>NEW</b>	28	28	<b>GP WU</b> - First Things First/If You Only Knew (MCA)
3	16	29	BULWORTH - They Talk About It...Feat. KRS-ONE, Method Man, Prodigy, KAM (Interscope)
35	29	30	24/7 - 24/7 (Loud)
\$	34	31	<b>MJG</b> - In The Middle Of The Night (Suave/Universal)
<b>NEW</b>	32	32	<b>DJ HONDA</b> - On The Mic (Relativity)
—	38	33	X-ECUTIONERS - X-pressions/Raida's Theme Remixes/Musica Negra (Asphodel)
<b>NEW</b>	34	34	<b>DAZ DILLINGER</b> - In California/Daily Bread (Death Row)
25	25	35	TIMBALAND & MAGOO - Clock Strikes (Atlantic)
<b>NEW</b>	36	36	<b>GOODIE MoB</b> - They Don't Dance No Mo' (LaFace/Arista)
—	32	37	YO-YO - Is It All Still Good (Elektra/EEG)
\$	26	38	2 PAC - Do For Love (Amaru/Jive)
37	35	39	RIDE SOUNDTRACK - Wu-Tang & Onyx: The Worst/Noreaga & Nas: Blood Money Pt. II (Tommy Boy)
\$	23	40	LUNIZ - Hypnotize Feat. Redman (C-NOTE/Noo Trybe)

\$ — Indicates GAVIN Rap Retail Action.

**Chartbound**

**ALL NATURAL**-Phantoms/Thinking Cap (All Natural)  
**CAM'RON**-357/Pull It (Untertainment/Epic)  
**TOO SHORT**-Independence Day (\$hort)

**Up & Add 'Em**

**MOKA ONLY**-Ow (Hand Solo) 4/9  
**DAS EFX**-Set It Off (eastwest/EEG) 4/9

New E-mail Address!  
**Thembisa@mail.gavin.com**

## Like That!

BY THEMBISA S. MSHAKA



### Can't Get Much Better Than This

As far as great music, that is! Then again, as far as this recent turnover epidemic is concerned, it probably can only get better. **Tom Bracamontes**, a fountain of promotional knowledge, leaves



Gang Starr brings the Moment of Truth to the Bay.

**550.. Ian Burke** leaves Elektra to represent ASCAP in Atlanta...**Wendy Osborne**, licensing diva extraordinaire, leaves **Virgin**. Watch her star, y'all—it's on the rise...

On to all these incredible records! Remember the first quarter of last year? Mad quiet. Not in '98! More than a few songs and artists have me open right now.



Tomica and I celebrating a Decade of Game.

Among them are the **Def Squad**, whose tracks so far are just plain bangin' (see picks for the scoop on their single); **KP & Envyi's** phat remix for "Swing My Way," where **KP** really lets her hair down at the mic; **Do or Die's** "Still Po' Pimpin'" a stunning sequel to their playalistic opus "Po Pimp"; **Cam'ron's** "Horse and Carriage" duet with fellow Harlemit **Mase**; **Jive All-Stars'** "No Stoppin'," where **Jane Blaze** lets 'em have it; **Paris** and **Mystic** playing Bonnie and Clyde for the new millennium with "44

Wayz" on **P-Dog's** latest offering, entitled *Unleashed*; **Sunz of Man's** fabulous interpretation of



Up-and-coming rap diva Nic Nack also made an appearance...

**Earth, Wind & Fire's** "Shining Star" featuring **Ol' Dirty Bastard**, **Wyclef**, and the elements themselves; **McGruff's** don't-sleep-on-me-my-GAVIN-showcase-was-just-the-beginning cut, "Many Know" off that **Universal** mixtape; the entire **Goodie MoB** sampler, especially "Black Ice" and "Beautiful Skin"; **Noreaga's** "N.O.R.E." from the solo album of the same name; **Ras Kass'** "Understandable Smooth Shit" (need I elaborate?); and two joints produced by **Ric Roc**, the only producer who can truly claim West and South Coast: "Sinful," performed by **Doonie Baby** for the **Cosmic Slop Shop**, and "E-40 and C-Bo," a wild lyri-



Photographer Arnold "Everywhere" Turner makes the entire industry look good!

cal ride explained best by the title. My ears haven't been this high on hip-hop in years, and it feels hella good!

It was just as good to be with music industry family at the **Ruthless Records Decade of**

Editor: THEMBISA S. MSHAKA • Rap Assistant: AYOKA MEDLOCK  
Rap reports accepted Thursdays 9 a.m.-4 p.m.  
Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580





**THE HIT SINGLE "CHEDDAR"**

TOP TIP @ GAVIN  
MOST ADDED @ HITS  
OVER 5 MILLION AUDIENCE REACH  
ADDED @ KKBT & KPWR THE SECOND WEEK OUT

**THANK YOU COLLEGE AND  
MIXSHOW RADIO FOR  
SMELLING THE "CHEDDAR!"**

**URBAN IMPACT DATE APRIL 6 & 7**

**ALBUM IN STORES APRIL 28**

**REACH OUT TO SHADOW OR OLIVER FOR MORE INFO**



LONDON

red  
ant  
entertainment



WWW.WCWESTSIDE.COM FOR INFORMATION & BOOKINGS CALL 213.243.6480

# Gavin Rap Retail

2W	LW	TW	Singles
1	1	1	<b>PUFF DADDY &amp; THE FAMILY</b> - Been Around The World (Bad Boy/Arista)
2	2	2	LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)
—	3	3	BUSTA RHYMES - Turn It Up/Fire It Up (Flipmode/Violator/Elektra/EEG)
24	12	4	<b>GANG STARR</b> - Royalty (Noo Trybe/Virgin)
7	5	5	ICE CUBE - We Be Clubbin' (A&M)
4	4	6	L.L. COOL J - 4,3,2,1 (Def Jam Recording Group)
3	7	7	MASE - What You Want (Bad Boy/Arista)
5	6	8	MILITIA - Burn (Red Ant)
9	8	9	DMX - Get At Me Dog (Def Jam Recording Group)
12	9	10	WYCLEF JEAN - Gone 'Til November (Columbia/CRG)
17	10	11	MASTER P - Make 'Em Say Ughh (No Limit/Priority)
—	11	12	RAKIM - Guess Who's Back? (Universal/MCA)
10	14	13	<b>BIG PUNISHER</b> - I Ain't A Player (Loud)
13	13	14	MASE - Feel So Good (Bad Boy/Arista)
15	16	15	<b>MOS DEF</b> - Body Rock Feat. Q-Tip & Tash (Rawkus Entertainment)

2W	LW	TW	Albums
1	1	1	<b>MASE</b> - Harlem World (Bad Boy/Arista)
2	2	2	RAKIM - The 18th Letter (Universal/MCA)
3	8	3	<b>2 PAC</b> - R U Still Down (Amaru/Jive)
6	4	4	PUFF DADDY & THE FAMILY - No Way Out (Bad Boy/Arista)
4	9	5	<b>VARIOUS ARTISTS</b> - In The Beginning...There Was Rap (Priority)
7	5	6	JAY-Z - In My Lifetime Vol. 1 (Roc-A-Fella/Priority)
5	3	7	BUSTA RHYMES - When Disaster Strikes (Flipmode/Violator/Elektra/EEG)
9	6	8	THE FIRM - The Firm (Aftermath/Interscope)
19	7	9	VARIOUS ARTISTS - Ride Soundtrack (Tommy Boy)
11	11	10	<b>M.J.G.</b> - No More Glory (Suave/Universal)
14	12	11	<b>CAUGHT UP SNDTRK.</b> - Caught Up Soundtrack (Noo Trybe/Virgin)
16	13	12	<b>THE LOX</b> - Money, Power, Respect (Bad Boy/Arista)
13	14	13	<b>LUNIZ</b> - Lunitik Muzik (C-NOTE/Noo Trybe)
10	10	14	QUEEN PEN - My Melody (Lil' Man/Interscope)
15	15	15	EPMD - Back In Business (Def Jam Recording Group)

Compiled by Matt Brown and Justin Torres

## Mixshow REAL SPINZ

TW	Spinz	Trend
1	90	0
2	85	+3
3	60	+12
4	51	-10
5	50	N
6	50	N
7	49	+4
8	48	+10
9	44	+4
10	44	+2
11	44	-1
12	42	-13
13	41	+2
14	41	-4
15	40	-26
16	39	+25
17	39	+2
18	39	-6
19	36	N
20	36	+1

Game bash and tribute to founder **Eric "Eazy-E" Wright**. The Hollywood Athletic Club bustled with L.A.'s finest, while Ruthless artists past and present were reunited, from **JJ Fad** and the members of **N.W.A.** to **Above the Law** and **Bone Thugs 'N' Harmony**. On hand to celebrate were **Daz Dillinger**, **Soopafly**, **Militia**, **M.A.D. Kutz**, female mic wrecka **Nic Nack**, **Suave CEO Tony Draper**, **Ras Kass**, and **King Tee**. Many thanks go to **Sean Jordan**, **Jason Winborne**, **Sean Williams**, and CEO **Tomica Wright** for a party well thrown. I'll end with a quote from Tomica: "I'm a woman president holdin' it down in this business. And I'm gonna keep doin' it"...like that. —ONE LOVE. ●

### Rap Picks

#### DEF SQUAD "Full Cooperation"

**(Def Jam Recording Group)**  
Add this to the list of joints that make you hold your head, nod furiously, and grimace with delight. The beat knocks, and the combination of Keith, Redman, and Erick Sermon is explosive, as evidenced by their stunning rendition of "Rapper's Delight." I dare you to get enough of this one! Contact Eddie Angel Rivera at (212) 229-5225. —THEMBISA S. MSHAKA

#### NICE & SMOOTH "Let It Go"

**(Street Life)**  
The Hip-Hop Junkies join forces with producer Rich Nice of Trackmasters for their latest single. You can't miss the sample from Brenda Russell's "Piano in the Dark." Though unlike the dance tracks that we are used to from them, the duo's tale of fallin' for the wrong person definitely catches the ear. Contact Stanley at Street Life (310) 656-1100. —AYOKA MEDLOCK

#### CANIBUS "Second Round K.O."

**(Group Home/Universal)**  
Can-I-Bus? Yes, you can. In an effort to pay back L.L. Cool J for doggin' him on his cut "4,3,2,1," Canibus challenges him in a battle rhyme. In "Second Round K.O.," he is busting hard-hitting lyrics that take you back to the time when MCs used skills and wax for their battlegrounds. Contact Ralph at Universal (212) 373-0755. —AYOKA MEDLOCK

**My Bad:** Riskie at Death Row drew almost every cover but *Doggystyle* (that was Joe Cool's creation). Riskie designed *Makaveli*, *Death Row's Greatest Hits* and *Christmas* covers. Also, BMCP conference coordinators Najee, Big Ant, and Cisco were mistakenly omitted from last week's coverage of the event. Kudos on the hard work, guys!

### ARTIST PROFILE

## M.A.D. KUTZ



**WHO (L-R):** Mike and Dijon  
**FROM:** Queens, New York, but recently based out of Los Angeles, California

**LABEL:** Warner Bros.

**MANAGEMENT:** Ardenia Brown, Wisdom Entertainment (818) 708-2836

**HEARD BEFORE:** On *The Next Chapter* compilation released by Immortal Records in 1993.

**CURRENT SINGLE:** "Snake Dat"

**DEBUT ALBUM:** Reelizm, due this summer

**MUSICAL INFLUENCES:** LL Cool J for his songwriting ability, Eric B. & Rakim for their chemistry, KAM, Paris and Tha Alkaholiks for lyrics and flow.

**LIVE ON ARRIVAL:** "Cali opened our minds to a new world of emceeing," says Mike. "West Coast was never given their props by New York, so when we got to L.A. we were determined to unify the coasts through music."

**DAY JOBS:** Though now less often due to their promotion schedules, both have skills with the clippers and have cut hair for almost a decade.

**FIRST CELEBRITY CLIENTS:** Supa Lover Cee and Casanova Rudd

**DIJON ON THE SHOP:** "The barbershop is a communication center for the ghetto, so we always knew what was going on. Haircuts, like music, are constantly changing."

# DAS EFX SET IT OFF

THE NEW SINGLE FROM

*generation efx*

EXECUTIVE PRODUCER: PARRISH "PMD" SMITH

PRODUCED BY RASHAD SMITH FOR TUMBLIN' DICE ENTERTAINMENT  
CO-PRODUCED BY ABAMONDO COLOM FOR TUMBLIN' DICE ENTERTAINMENT



# Gavin Urban Landzcape

A GAVIN ORIGINAL PRIME PROPERTY



**MOST ADDED**  
**BOYZ II MEN (51)**

*Can't Let Her Go (Motown)*  
WGVM, WKND, KBCE, WCDX, WJKX, WJGN, WRKE, KZWA, WILD, WPHI, WRNB, WRSV, KHRN, WJMG, KYEA, WJN, WTLZ, WPLZ, KBMS, WYNN, WNFQ, WQKI, KZZZ, WFLM, KMJJ, WJFX, WQHH, WJDM, WNHG, WBHJ, WFXE, WENN, WJZD, WAMO, WTMP, WJTT, WHRK, WMNX, WKKV, WROU, WEDR, KVSP, KPRS, WDAO, WZAK, KDKO, WZGB, WIBB, KKDA, WPAL, KJMM

**XSCAPE (50)**

*The Arms Of The One Who Loves You (So So Def/Columbia/CRG)*  
WILD, WCDX, KBCE, WJKX, WJGN, KMJK, KZWA, KHRN, WJMG, KYEA, WJN, WTLZ, KBMS, WYNN, WNFQ, KZZZ, WFLM, WZHT, WJFX, WQHH, KCEP, WJDM, KXHT, WJMJ, WNHG, WFXE, WENN, WJZD, WAMO, WTMP, WHRK, KJMS, WMNX, WROU, WKYS, KKB, KVSP, KPRS, WDAO, WZAK, KDKO, WZGB, WAAA, WIBB, WJMH, KKDA, WPAL, KJMM, WQOK

**CHARLI BALTIMORE (30)**

*For The Love Of Money (Epitaph)*  
WCDX, WJKX, WJGN, KZWA, WILD, WJN, WTLZ, WPLZ, WYNN, WBL, KMJJ, WJFX, WQHH, KXHT, WFXE, WENN, WJZD, WTMP, WJTT, WHRK, WKKV, WEDR, KVSP, KPRS, WZGB, WIBB, WJMH, KKDA, WPAL, KJMM

**BULWORTH (30)**

*Zoom feat. Dr. Dre & LL Cool J (Interscope)*  
WCDX, WJKX, WJGN, WRKE, KZWA, WILD, WJN, WTLZ, WPLZ, WZFX, KMJJ, WZHT, WJFX, WQHH, WBHJ, WJZD, WJTT, WHRK, WMNX, WROU, KVSP, KPRS, WZAK, WZGB, WIBB, WJMH, WPAL, KJMM, WQOK, WTMP

**BIG PUNISHER (22)**

*Still Not A Player (Loud)*  
WJGN, KZWA, WPHI, KHRN, KYEA, WJN, WJKX, WYNN, KMJJ, WQHH, KXHT, WTMP, WJTT, WHRK, WMNX, WKYS, KVSP, KPRS, WZGB, WIBB, WPAL, KJMM

**BLACK A/C**

Most Played Current Hits

- ARETHA FRANKLIN**  
*"A Rose Is Still A Rose" (Arista)*
- JANET JACKSON**  
*"I Get Lonely" (Virgin)*
- JODY WATLEY**  
*"Off The Hook" (Atlantic)*
- OL' SKOOL**  
*"Am I Dreamin'" (Universal)*
- BRIAN MCKNIGHT**  
*"Anytime" (Motown)*

**WEST COAST**

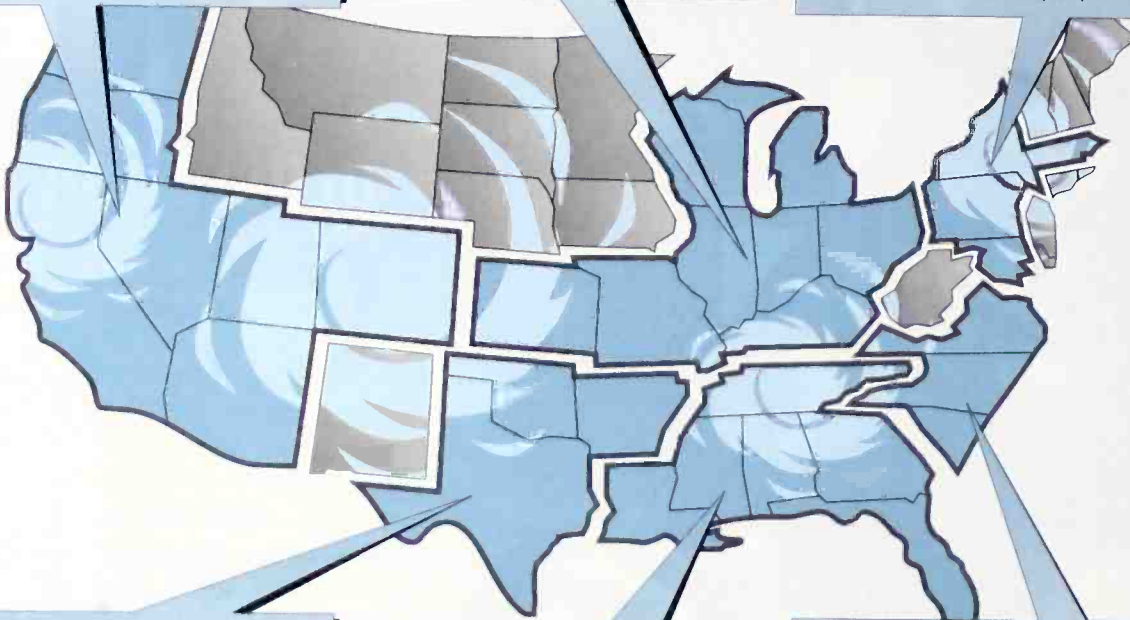
**LSG +30** "Curious" (Eastwest/EEG)  
**PATRICE RUSHEN +30** "Sweetest Taboo" (Discovery/Sire)  
**2 PAC +29** "Do For Love" (Amaru/Jive)  
**NEXT +25** "Too Close" (Arista)  
**WILL DOWNING +23** "If She Knew" (Mercury)

**MIDWEST**

**XSCAPE +42** "The Arms Of The One Who Loves You" (SoSoDef/Columbia)  
**7 MILE +38** "Do You Thing" (Crave)  
**NEXT +35** "Too Close" (Arista)  
**SYLK-E. FYNE +35** "Romeo And Juliet" (RCA)  
**BOYZ II MEN +32** "Can't Let Her Go" (Motown)

**EAST COAST**

**BULWORTH SDTRK feat. DR. DRE and LL COOL J +65** "Zoom" (Interscope)  
**JOE +63** "All That I Am" (Jive)  
**CHARLI BALTIMORE +45** "For The Love Of Money" (Epitaph)  
**VOICES OF THEORY +44** "Say It" (H.O.L.A./Island)  
**SMOOTH +41** "Strawberries" (Perspective/A&M)



**SOUTHWEST**

**JOE +42** "All That I Am" (Jive)  
**4 KAST +41** "Miss My Lovin" (RCA)  
**GOODIE MOBB +39** "They Don't Dance No Mo" (LaFace/Arista)  
**EBONI FOSTER +35** "Crazy For You" (MCA)  
**JANET JACKSON +35** "I Get Lonely" (Virgin)

**SOUTHEAST**

**MONTELL JORDAN +118** "Let's Ride" (Def Jam)  
**BUSTA RHYMES +111** "Turn It Up/Fire It Up" (Flipmode/Violator/Elektra)  
**ICE CUBE +104** "We Be Clubbin'" (Heavyweight/A&M)  
**BOYZ II MEN +89** "Can't Let Her Go" (Motown)  
**PUBLIC ANNOUNCEMENT +88** "Body Bumpin'" (A&M)

**CAROLINAS/VIRGINIA**

**NEXT +134** "Too Close" (Arista)  
**JANET JACKSON +108** "I Get Lonely" (Virgin)  
**JOE +87** "All That I Am" (Jive)  
**MYA +86** "It's All About Me" (Interscope)  
**LUKE +66** "Raise The Roof" (Island)

## TOP TEN SPINZ

1	NEXT "Too Close"	2952	3223
2	OL' SKOOL "Am I Dreamin'"		3186 3401
3	JANET JACKSON "I Get Lonely"	2770	3082
4	ARETHA FRANKLIN "A Rose Is Still A Rose"	2759	2931
5	PUBLIC ANNOUNCEMENT "Body Bumpin'"	2825	2922
6	MONTELL JORDAN "Let's Ride"	2604	2890
7	K-CI AND JOJO "All My Life"	2597	2819
8	SWV "Rain"	2522	3133
9	KEITH WASHINGTON "Bring It On"	2076	2152
10	KP & ENVYI "Swing My Way"	2130	2456

SPINZ LAST WEEK

SPINZ THIS WEEK

## Q - FILE

Need to get a hold of Quincy??? E-Mail him at: [quincy@mail.gavin.com](mailto:quincy@mail.gavin.com)  
We are also taking playlists by E-Mail!!! E-Mail Anna at: [anna@mail.gavin.com](mailto:anna@mail.gavin.com).

Playlists should be in no later than 3:00 Pacific time on Tuesdays. We accept playlists on Mondays as well.

You may still fax in your playlist to (415-495-2580) or phone it in to Anna at (415-495-1990 ext. 627).

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

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# Boyz II Men

## ONE OF THIS WEEKS MOST ADDED

- |                      |                 |
|----------------------|-----------------|
| WWDM - Columbia      | WDZZ - Flint    |
| KIPR - Little Rock   | WBLX - Mobile   |
| KVSP - Oklahoma City | KDKB - Denver   |
| WPM - Philadelphia   | KJMM - Tulsa    |
| WCMB - Detroit       | WPLZ - Richmond |
| WROU - Dayton        |                 |

Look For Boys II Men Tour Dates Beginning April '98

## "CAN'T LET HER GO"

FOLLOWING UP TWO #1 SINGLES FROM THE MULTI-PLATINUM ALBUM

## EVOLUTION

ON YOUR DESK NOW.



Southpaw



**On-line**

BY QUINCY MCCOY

# Your Core Is Dying!

**A**s you begin preparing for the spring book, getting ready to deliver compelling product to your core listeners, and planning how to increase your station's TSL (Time Spent Listening), I have very bad news for you: Your P1 listeners are dying.

Literally. Urban radio, your cume is quickly disappearing. But if you take action this spring, you could not only help maintain your cume, but more important, you could help save lives.

According to the Center for Disease Control and Prevention, AIDS replaced homicide as the leading cause of death for black men between the ages of 25 and 44 in 1990. In 1993, AIDS edged out cancer as the leading cause of death for black women in the same age group. Women now account for a record 20 percent of AIDS cases nationally, and black women represent more than 10 percent of that number. The agency also reports that the number of women who have acquired AIDS through heterosexual sex is increasing. Three out of four women with AIDS in the U.S. are women of color. Although black folks only account for 12 percent of the American population, we now represent 40 percent of all AIDS cases.

Today, AIDS is responsible for the deaths of more young black Americans than any other single cause. The death toll is currently over 100,000 and still climbing across every urban center in the country. Yet the disease is still met with apathy and denial by most major black organizations.

If 100,000 black folks were hung by the Klu Klux Klan or killed accidentally by a Fortune 500 company, Jesse Jackson, Louis Farrakhan, and congresswoman Maxine Waters would be leading marches demanding retribution. But with AIDS, there are no protest marches demanding more education and research funds from Congress. With AIDS, America's black community remains uncharacteristically silent and ignores the disease. From *Ebony* and *Black Enterprise* to NABOB, there is a prejudice that's operating—maybe because the victims are usually poor, drug-addicted, criminals, or gay.

The black community needs to put a realistic face on AIDS—its own. This is no longer just a gay, white man's disease. The fact is, cases of AIDS in the gay community have decreased from 64 to 45 percent since 1981. This is encouraging news, because it proves that through education and persistence, we can turn the deadly tide in our own commu-

nities. But nothing is going to happen until we accept the fact that AIDS is the number one killer among us.

reach the very demo that is being rapidly eliminated—failed to beat the tribal drum of warning? You are all in serious denial.

Harvard scholar Henry Louis Gates recently said in an interview, "In part because of a tradition of homophobic tendencies in our culture, in part because of ignorant stereotypes about HIV and AIDS, our people—our lead-

ers—have long been in denial about AIDS."

It's obvious that Urban radio can—in fact, *has to*—do a better job of attacking the number one issue facing our community. The Spring Book is a great time for you to drop all other public affairs campaigns—even Stop the Violence—and concentrate on stopping this killer in our neighborhoods. AIDS education in schools, poster campaigns on buses, and television public affairs announcements are not getting the job done, because they lack the intimacy radio can provide.

Radio is a private experience. It excites, stimulates, and is an extension of our nervous system that can produce a sense of

urgency in listeners. Again, the brunt of the responsibility, and rightfully so, falls on the power of black radio. You are the communication drum. Let the communication begin this spring. Use your frequency and reach to educate and motivate people in the fight for their lives.

You have a higher responsibility to the community. Make plans now to offer your station to local pro-active groups that are out to produce positive results. Spring is the perfect time to begin safe sex campaigns. Include promos and run safe sex warnings after some of your more suggestive hit music. Now is the time to set up an AIDS information line to answer common questions about HIV and AIDS and to provide information about local programs. Now is the time to start an association with a health outreach program, one that has a team of workers that can travel into your community to provide HIV-related services. Now is the time to go to the school assemblies and sign up volunteer teens to be trained in HIV basics so they can share that information with their peers. Now is the time to 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 coming of spring has always represented a renewal, an awakening of the spirit. Hopefully, black radio will spring into action and lead the fight for promoting safe sex and AIDS prevention to their communities. It will take new ideas and energy to stimulate listeners who are dangerously living in denial. Hopefully this spring, black radio will reinvent its promotional campaigns to be fresh, street smart, and reality-based.

This spring, fill your airwaves with artists, actors, athletes, and local heroes advocating safe sex and HIV testing. Have HIV/AIDS information available at all your promotions, concerts, remotes, and in your station and station vehicles.

Direct your positive energy to help heal and serve your marketplace.

THE BRUNT OF THE RESPONSIBILITY, AND RIGHTFULLY SO, FALLS ON THE POWER OF BLACK RADIO. YOU ARE THE COMMUNITY DRUM. LET THE COMMUNICATION BEGIN THIS SPRING. USE YOUR FREQUENCY AND REACH TO EDUCATE AND MOTIVATE PEOPLE IN THE FIGHT FOR THEIR LIVES.

What's behind DOOR #1?

3 stars. 2 smash singles. 1.8 million albums.

*You just can't lose.*

*Impacting  
Now!*

# LEVERT DOOR #1

The new  
single and video  
from the  
double platinum album  
LEVERT • SWEAT • GILL

and the follow up  
to the platinum  
#1 smash

"My Body"  
and the Top Ten hit  
"Curious"

"DOOR #1" produced  
by Gerald Levert

and Edwin "Tony" Nicholas

EXECUTIVE PRODUCERS:

Gerald Levert &

Keith Sweat

CO-EXECUTIVE PRODUCER:

Merlin Bobb

MANAGEMENT:

Brooke Payne

(617) Management



# GAVIN PICKS

## Singles

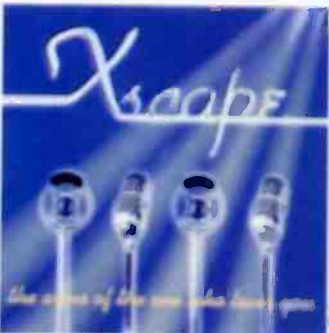
Except where noted, picks were written by Pop/Mainstream Editor Annette M. Lai

**DAVE MATTHEWS BAND**  
"Don't Drink the Water" (RCA)



It's obvious that radio's been waiting for the Dave Matthews Band's latest effort, since it's Most Added at A3, Alternative, and Hot A/C this week. Matthews keeps it fresh this turn with players the likes of Bela Fleck on banjo and Alanis Morissette on backing vocals. From the forthcoming album, *Before These Crowded Streets*, due out at the end of the month.

**XSCAPE**  
"The Arms of the One Who Loves You" (So So Def/Columbia CRG)



Already blowin' up at Urban and crossover radio is this soul-stirring ballad from Xscape and the golden pen of Diane Warren. Expect this one to develop into one of spring's most-played love songs.

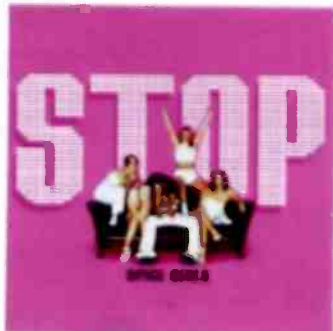
**GOO GOO DOLLS**  
"Iris" (Warner Sunset Reprise)

The Goo Goo Dolls' contribution to the star-studded *City of Angels* soundtrack is

already receiving favorable response from Alternative, modern and Hot A/C, and a handful of Top 40s. The film, starring Meg Ryan and Nicholas Cage, opens nationwide on April 10. Watch for the Goo Goo Dolls on *Rosie O'Donnell* April 6.

**SPICE GIRLS**  
"Stop" (Virgin)

It's spring, just the right time for the Spice Girls to bring their fun-loving, danceable sound to the airwaves with this latest effort from *Spiceworld*. Pop through



and through, an early believer is Isle 95 (WJJC) in the Virgin Islands.

**BARBRA STREISAND**  
"Higher Ground" (Columbia CRG)

Rosie O'Donnell—Ms. Streisand's most faithful fan—and three million others can't be wrong. The title track from Babs' multi-platinum album, co-produced by her and the award-winning Arif Mardin, proves it's all in the ear of the beholder; the songwriters intended this to be a religious song, but the artist interprets it as a love song.

**VONDA SHEPARD**  
"Searchin' My Soul" (550 Music/Sony)

Vonda Shepard, perhaps best-known for "Can't We Try," a 1987 duet with Dan Hill, is enjoying a rebirth with this song from the hit Fox TV series, *Ally McBeal*. KHMJ-Houston was the first to put this on the air, and MD Rich Anhorn says, "It's been a great image song for us; it's from the hottest television show for our demo."

**GEORGE CLINTON**  
"Swim Like Me" (Douglas Music)

With all the hoopla associated with the award-winning *Titanic*, this is the perfect song for any morning show looking for an edge. Clinton's version of the sinking of the Titanic focuses on a brother named Shine, who shovels coal in the boiler room of the doomed ship. When the



*Titanic* begins to sink, Shine jumps overboard and turns down all offers of sex and wealth from helpless passengers in order to save his own life. His advice to all is simply: "Get your ass in the water and swim like me." More good news: The ingenious talents of George Clinton and Bill Laswell, together again, have created a deep hypnotic groove worthy of serious airplay. —QUINCY MCCOY

## Albums

**\*NSYNC**  
"Nsync" (RCA)

Lance, Joey, Chris, Justin, and JC make up 'Nsync. And similar to the Backstreet Boys' success story (P.S. they're managed by the same people), 'Nsync's already proven their hitmaking skills by becoming an overnight sensation in Germany. Now, they're back on domestic turf and ready to turn out the hits at home. Last month, the guys performed a

showcase at the NARM Convention in San Francisco. Their self-titled debut CD already has a hit to its credit with "I Want You Back," but be sure to also check out the killer first track, "Tearin' Up My Heart," the party feel of "Here We Go," the Sturken & Rogers-penned ballad "God Must Have Spent a Little More Time on You," as well as their remakes of David Gates and Bread's "Everything I Own" and Christopher Cross' "Sailing." It's pure pop, which translates into hit songs and pure fun. —ANNETTE M. LAI

**FUEL**  
"Sunburn (550)"

Fuel shot out of left field a few months ago with the glimmering guitar bliss of "Shimmer," which continues to dominate both Active and alternative charts. Now their debut full-length offers up 10 more sizzling strips of guitar-dominated sonic bravado. It all kicks off with the impassioned drive of "Untitled," with a skirling guitar assault and solid rhythmic backdrop providing excellent musical juice for vocalist Brett Scallions' impassioned growl. From there, the album moves into the chug-n-echo grind of "Bittersweet," which gives way to the hard-driving six-strings and pounding drum pulse of "Jesus or a Gun." The title track begins with glistening liquidic guitar and a laid-back, snare-enhanced rhythmic shuffle before building into an emotionally charged chorus. The rest of the album is filled with super-charged steel string blister surges. Just check "New Thing," "It's Come to This," and "Song for You." With *Sunburn*, Fuel further proves that there's always a place on the radio for well-crafted, guitar-driven soniferance. —SPENCE D.

## Sho-Dates

**April 6**  
Claire Part: Curt Records  
Eric Burdon: Stanley Turpentine

**April 6**  
Merle Haggard: Dillie O'Brien

**April 7**  
Keith Gale: RCA Records  
Michael Johnson: WCVQ-Clarksville, Tenn.  
Jay Towers: WQQ-Philadelphia, Pa.  
Bobby Bare: John Dates (Hag & Oates), Janis Ian, C.C. McCartney

**April 8**  
Dorsey Davis: Record Time  
Cristina Julian: Lennor, Steve Howe (Yes)  
Bronie Russell, John Schneider

**April 8**  
Jerry Blair: Columbia Records

Dave Davis (Prestress Music), Jeff Flipo (Blessed Union of Souls)

**April 10**  
Tony Black: WJLN-Durham, N.C.  
Anthony Dacosta (Nu Flavor), Babyface, Brian Setzer

**April 11**  
Jim Swinford: Arista Records  
Ric Lippincott: Curt Records  
Larry Blair: National Record Promotion  
Kevin Gore: Polygram Jazz & Classics  
Jeri Detweiler: Columbia Records  
Phisho Phisho: WJJC (ISLEB), Virgin Islands  
Uno Starnfield, Stewart Adamson (Big Country), Jim Lauderdale, Sheri Swenson (The Telling)

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GAVIN APRIL 3, 1998



**TOP 10  
RESEARCH at:**

**KRBE 35x  
WNKS 58x  
WSTR 30x  
WAPE 62x  
WXKS 40x  
KUMX 53x  
WKTJ 32x  
WLNK 47x  
KHMV 37x**

**Callout America  
#3 women 25-34**

**10 NEW Including:  
WXXL WRVW  
WPST WZNY**

**14\* SoundScan Album  
10\* SoundScan Single  
Approaching 4x PLATINUM**

**ON TOUR SOON!**

**#39\*-32\* TOP 40 MONITOR  
#7\* AC MONITOR**

# SHANIA TWAIN

## "You're Still The One"



a PolyGram company Jon Landau Management • Produced by Robert John "Mutt" Lange

It's the lawyers.

It's the awards.

It's the producers.

It's the tour.

It's the fame.

It's the money.

It's the video.

It's the web site.

It's the egos.

It's the managers.

It's the media.

It's the reviews.

It's the airplay.

It's the fans.

**It's the music.**

