GAVIN
A Glimpse at Hard Rock

Plus:
Record Biz 101—
Starting Your Own Label

www.americanradiohistory.com
“Sung from a parent to her child. If I Could means a lot to me as a mother. It’s about how we have to let go of our children eventually, something we moms and dads have a hard time doing.”

BARRBA STREISAND
IF I COULD

The next step from the triple platinum, Grammy®-nominated album “Higher Ground.”

Impacting Radio January 26
Jim Guerinot's early days producing concerts at Cal State Fullerton are a far cry from where he now sits as head of Time Bomb Recordings and Rebel Waltz Management. Despite the intervening years, however, success has not changed Guerinot. His passion for the music, and excitement for the business, have never been stronger. "Back then I had no idea what I was doing, and I had no idea what I was getting into," he remembers.

Fast forward to 1988 and Guerinot is clearly in control of his business. His roster of ten bands continues to sell more and more records. Rebel Waltz is positioning itself in the forefront of the current music scene. And Guerinot is having the time of his life.

Everything we try to do at Time Bomb has to be worthwhile in and of itself, not simply a means to an end. We want to treat people honestly and fairly. We're committed to a deal structure that is more favorable to the artist than any other label, and what we want to do is have a blast doing it.

With Time Bomb I've tried to create a place where you're stoked just to be here, where you know that you work for the artist, not the other way around. I want this to be a place where we're saying, "Hey, we're not working so many records that we can't take calls from artists." I want to spend a lot of time working with our artists. I want to have a great time, and I want my artists to think they're treated fairly and the right job is being done right.

The people who are employed at Time Bomb and the artists we have signed all share that vision. Everybody says, "We want to have a great time, we want to make music, we want to do it honestly and with integrity, and we want to have a really good time doing it." Work is supposed to be a blast, and we have a lot of fun.

I don't mind working hard, but I've never signed up to have just a job. In the beginning I was stoked to be able to get into a show for free, to be able to go to other cities to see bands play. That's what it's all about—to be able to do all that stuff. I like to be with a band, put a record out, and get the songs heard. It's so much fun. I love working with creative, interesting people, and the music business provides me a steady diet of that.

I have very eclectic tastes in music. Everything excites me. I love old R&B and soul, and I get blown away by Suzanne Vega and Death in Vegas. There's an honesty, a vulnerability to almost any artist, I'm a sucker for all of that, where you can see into their soul. You get a vibe for it, and it's exciting.

The only real criteria we have for signing a band at Time Bomb is whether they perform live. They have to perform live. I don't care if it's an acoustic guitar or a synthesizer, but they have to be able to get out there and work. It's one thing for someone to listen to a CD at home and eat a tuna sandwich, but it's entirely different to go out to a club and see a band at one in the morning when it's smoky and you don't know if you're going to get stabbed. There's a tension and electricity to seeing live music that is not present in your living room when you're listening to prerecorded music. And that's essential for me, the overall experience is the live thing.

Ultimately, I'd like our artists to be as successful as they want to be. I want to sell more records, but I don't want to do it by increasing the roster size to a point where it's impossible to spend the time you need to nurture and develop acts. I want to take a small roster and maximize it to the greatest degree, release fewer records, and sell more of them than if we released a lot and didn't do well with them. That's not fair to the artists, and this is their life, too.

GAVIN
CBS Denies “Pay for Play”; Plans to Accept Promo $$$

The other trades have it wrong.

That’s what CBS’ VP Programming at KYNG-FM in Dallas Rick Torcasso told GAVIN when asked about his plans to accept “pay for play” from record labels in return for featuring their country artists on CBS group-owned stations.

“The only thing we’re doing at CBS is developing a campaign to build excitement and enthusiasm for country music,” he insisted in a phone interview earlier this week. “It has nothing to do with ‘pay for play.’ I guess that’s the angle that’s being played up because it’s more interesting. Frankly, we’re not doing anything with ‘pay for play’; we’re just trying to build a campaign to grow excitement for country music.”

Torcasso said he is in discussion with several major labels, including Capitol Nashville, to increase the record industry’s commitment to radio in generating enthusiasm for their artists. While reluctant to discuss specifics, he explained that “the only reason we’re talking with the labels is because our goals are the same: we both want to increase artist exposure and generate sales. We believe there’s a synergy between our industries, a way for us to work together and grow much better than we could do on our own.”

Many radio broadcasters have long felt that record labels should pay for exposure of their product on radio, while label executives counter that without free records, radio would have nothing to air. One solution apparently embraced by Capitol Nashville is to allocate a significant percentage of all record promotion dollars to radio.

Obviously, this is an issue that’s not going to go away. More to come over the next few weeks.

Will the Federal Communications Commission deny an upcoming radio station merger because of its concern over the fast pace of consolidation?

That’s the likely scenario predicted by several industry analysts, who told GAVIN that the FCC is looking into whether it’s time to revisit station ownership limits—and possibly tighten the reins on acquisitions and mergers.

Since the Telecommunications Act was passed in 1996, more than 4,000 of the 10,000-plus commercial radio stations in the U.S. have changed hands, far exceeding expectations of regulators and legislators. While most broadcasters and group operators hail the changes for helping to rescue financially unstable stations and elevating radio to a position of strengthened media competition, some consumer groups claim that consolidation threatens to narrow the variety of opinions heard in a community. Even FCC Chairman William Kennard has expressed concern that Telecom has narrowed “the diversity of voices.”

The Justice Department already has blocked several mergers that it believes would grant any one company “too much” influence in a market, loosely defined as more than 35 percent of ad revenue.

While the Telecommunications Act was approved by Congress, a broadly worded provision gives the FCC the power “to repeal or modify any regulation” that it decides no longer is “in the public interest.” This regulatory loophole was included to allow the FCC to expand the scope of the Telecom Act, and the agency reported is looking at whether it can also use that provision to tighten the rules.

FCC Looking at Tighter Radio Ownership Rules

Silence Is Golden At Gavin Seminar

Look for bidding to be fast and furious at the Silent Auction scheduled for Thursday and Friday at the Gavin Seminar in San Diego. All seminar registrants will be able to bid on a wide range of industry memorabilia during the two-day event, which culminates with a wine and cheese reception Friday evening just prior to the legendary cocktail party.

Proceeds from the auction will benefit the Musicians Assistance Program, established in 1992 to help members of the recording community recover from drug and alcohol abuse.

Chancellor Hits “BIG” Time In New York Format Flip

The waiting is over.

Chancellor Media flipped the switch on BIG (as in “Apple”) 105 in New York as the former WINS/FM changed calls to WBIX-FM and switched on a “bigger than life” A/C format Wednesday evening.

The change follows extensive market research that Chancellor Sr. VP/Regional Operations John Madison said identified the need for a vibrant mix of adult contemporary music for the car, office, or home. “We’ve created a positive, music-intensive sound with the best mix of the ‘80s and ‘90s,” he explained.

Chancellor VP/Adult Contemporary Programming Steve Streit noted that “test after test showed that New Yorkers crave a format that keeps them going without a deluge of talk, a station they can listen to all day.”

Chancellor Media currently owns 99 stations in 21 markets.

“San Diego is a town where it may cost you $500,000 for a house, but you can still get a good cheeseburger for $12.95.”

— Jeff & Jen, see page 22
Remember how convention parties used to be? I mean really used to be? Club MCA will be kickin' free drinks, hot music and no morals from Thursday to Saturday in the Worthington Room 10:00 P.M. 'til drop.

Do not Bring your mother!
The G-files

ACQUISITIONS
- SALT BROADCASTING paid $2.7 million to buy two stations—KTHX/FM and KLCA/AM—in the Reno market from Americom Broadcasting. These are Salt Broadcasting's first two radio properties.
- SAGA COMMUNICATIONS signed a letter of intent to purchase the stock of Full Circle Broadcasting, which operates the Michigan Radio Network.
- OZARK MOUNTAIN BROADCASTING principal Gary Lynch sold his interest in the company—and KCTG/AM Ozark, Mo. for $1.7 million.
- OMNIAMERICA bought 25 towers in Florida, including 24 that were purchased from H.S.W. Associates for $18.6 million, and one picked up from Ardman Broadcasting for $1.4 million. Broker: Joseph Kapchak, Blackburn & Co.

CLOSINGS
- NEW CENTURY ARIZONA finalized its acquisition of KBUQ/FM-Phoenix from Scottsdale Talking Machine & Wireless Co. New Century now has four stations in the market.
- ENTERCOM completed its purchase of two Kansas City stations from American Radio Systems. Included in the deal: WDAF/AM and KUDL/AM; Entercom now has six radio properties in the market.

MISCELLANY
- CHANNELOCK MEDIA filed a $1 billion shelf registration, proceeds of which will be used for general purposes.
- SUSEOAMNA BROADCASTING's KPOG/AM-San Jose lost its attempt to obtain a restraining order against KUFK/AM for using the name "K-Fox," which KPOG contended sounded too much like its own "K-Fog."
- HEFTEL sold just over 5 million shares of stock at $41 per share, raising over $210 million. Stock settlement was scheduled for January 22.

Cumulus Sweeps Through Six States; Acquires 24 Stations for $60 Million

Cumulus Broadcasting picked up another 24 stations in six separate deals for approximately $60 million, making it one of the fastest-growing groups in the radio industry.

The soon-to-be supergroup last week spent $88.8 million to buy out Colonial Broadcasting's five stations (see G-Files, 1/16), including WUSY-FM Montgomery, Ala., and WMSP/AM, WNZZ/AM, WLIW/AM, and WMXK/AM in Chattanooga, Tenn. In Dubuque, Iowa, the group announced it will purchase WDBQ/AM, KXGE/AM, KLTV/AM, and WJOD/AM from Communications Properties for $4.9 million. Cumulus then moved on to Marion-Caryville, Ill., where it revealed plans to buy WQLU/AM from 3-D Communications; then the group picked up WPFX/AM, WDDO/AM, WTAO/AM, and WVZK/AM from Clearly Superior radio, all for an undisclosed amount.

But wait. As the commercial goes, there's more: Cumulus is paying $13.5 to buy KMDN/AM, KBAT/AM, KGEE/AM, KNFM/AM, and KODN/AM, all in the Odessa, Tex. market, from New Frontier Communications. Also picked up: KBKL/AM, KEKB/AM, and KMXJ/AM in Grand Junction, Colo. from Jan-Di Broadcasting (price undisclosed); and KQIZ/AM-Amarillo, Tex., acquired from Wiskes-Abakis Communications for $3.1 million.

FCC Reinstates Orion In Ashville Legal War

Following last month's decision by the U.S. Court of Appeals to return WZLS/AM to the air in Ashville, N.C., the FCC has granted owner Orion Communications the right to broadcast at the 96.5 frequency in that market.

In December the appellate court overturned the Commission's 1996 decision to give the frequency to minority-led Bilmore Forest Radio Inc. (BFRI). Last week (Jan. 16th) the FCC denied a motion filed by BFRI to stay the appellate court order, and reinstated Orion—owned by Zeb Lee—as licensee.

The case is not over yet, however, as the FCC is considering whether to auction frequencies that have been frozen in the comparative hearing process.

The 96.5 frequency battle summary:

AUGUST 1987: FCC begins accepting applications for new 96.5 frequency.
APRIL 1990: FCC judge rules that Zeb Lee is best qualified applicant.
MARCH 1994: Appellate court asks FCC to reconsider, given recent ruling striking down FCC application process.
JULY 1994: Lee's WZLS begins broadcasting.
OCTOBER 1996: FCC rules that BFRI should have temporary right to 96.5.
JUNE 1997: WZQL/AM goes on the air.
DECEMBER 1997: U.S. Court of Appeals reverses FCC decision, orders reinstatement of WZLS.
JANUARY 1998: FCC rules states Zeb Lee's Orion as License at 96.5.

Please join us for the first annual Gavin Silent Auction benefiting the Musicians' Assistance Program

Displays will be ongoing during Gavin Exhibit Hall hours. Please stop by.

When: Thursday, February 5th 11-4pm
Friday, February 6th 11-4pm: Open Bidding
Friday, February 6th 5-5:30pm: Open Bidding
Open Bidding
Wine & Cheese reception with official announcement of winning bids.

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

If you're interested in donating any items for the auction, or if you'd like more information, please contact Catherine Ryan at Gavin 415.495.1990 x653

MAP: Breaking the Connection Between Drugs & Rock & Roll
LIKE A ROLLING STONE

L.A. Confidential: DJ Stories Galore

It's a useless sheet of paper now, but for some reason, I've kept my L.A. itinerary, my list of interviews for the book I've just begun writing on the history of Top 40.

It's probably because that rainy December weekend was my first spot of major interviews, and because of the names on the list. Gary Owens, Robert W. Morgan, Paul Drew, Buzz Bennett, Russ Regan, Shaunie (Mrs. The Real Don) Steele. I began with Drew, the first radio subscriber GAVIN ever had. At the fabled Greenblatt's deli on Sunset, he regaled me with stories of 40 years ago, of jockeying in Atlanta, of programming the Drake format at KFRC-San Francisco, and of taking over as National PD for the RKO chain. If it happened in pop radio, Drew's been there. And he's included the DJ convention in Miami Beach in 1959, the one a local paper headlined: BOOZE, BROADS, AND BRIDES. (That's how they talked back then. Called liquor "booze.") In fact, said Paul, he was offered a date with the future right-wing, poster-girl Anita Bryant, who'd had a big hit with "Paper Roses." But the evening before their scheduled night out, she had another engagement, fell in love with that fella, and married him. No matter. Drew himself was newly wed and partook of none of the three's...

I had three great visits with three great DJs: Owens, Kasem, and Morgan. By coincidence, I'd heard all of them as a teenager in Oakland, on KEWB (also home to Steele). Gary's been a buddy since KEWB days; I've only spoken with Casey a couple of times, and had never met Morgan. But it may have been Robert W. who nudged me: "Ah, yes, the Rolling Stone anti-Top 40-chorus," he said in greeting. (And it's true. Much as I loved Top 40 as a kid and beyond, we at Rolling Stone had a clear, hippity 'ude about the format.)

Weakened by lung cancer and a recent hip operation, Morgan appeared frail but only physically. He told his stories and expressed his opinions with his trademark humor, spunk, and cynicism, lashing out at PIDS that'd dared to fire him. Whoever wrote As Good As It Gets must've been Morganized at some point. As you probably know, Morgan has retired, and he did it in morning-drive style, with an on-air celebration of his career January 9, staged by KRTI at the Museum of Television and Radio, with Owens, his former partner at KMPC, hosting. It was one final great Morgan.

Shaune Steele accompanied me to the home of Steve Resnik, the GAVIN Top 40 marketing wizard who's famous for his collection of every single ever charted on Billboard's Hot 100, book to back when they invented vinyl. Turns out he has much, much more than records, and when Shaunie saw a corridor wallpapered with KJZ Ross 30 surveys, and a corner dedicated to those with The Real Don Steele on these covers, she nearly wept. Tina Delagio, I thought to myself, is alive.

Shaune would like you to know that a memorial fund has been established in Don's name at his alma mater, Hollywood High, to help music students with college expenses. Contributions should be made payable to Hollywood High School and addressed to: The Real Don Steele Memorial Trust Fund, c/o Hollywood High School, 1521 N. Highland Ave, Hollywood CA 90028, Att: Judy Campbell.

Next time. More on Gary Owens and other Top 40 legends.

BY BEN FONG-TORRES

GAVIN JANUARY 23, 1998

NEWS

Rockabably Master

Carl Perkins Dies

More Fall '97 ARBS

PHILADELPHIA

KYW/A News 5/97 6/97
WYSP/F Rock 5/3 6/3
WWB/F A/C 5/7 5.9
WDAS/F Urb A/C 5/5 5.5
WDGL/F Old 5/4 5.0
WING/F CHR 4/5 4.7
WXDU/F Urb 4/6 4.7
WWBD/F Talk 4/7 4.8
WXJZ/F J&V 4/2 4.2
WIP/A 3/7 WTU/F Cnty 4/2 3.7
WPEN/A H/F 4/7 3.6
WPH/F Urb 4/2 3.5
WDVR/F 4/1 3.4
WMWR/F Rock 3/9 3.2
WXRT/F H/F Cnty 3/6 3.0
WPLF/F Alt 3/3 2.6
WXII/F Mod A/C 2/4 1.6
WDAS/Gast 1/0 1.2
WPST/F T40 1/5 1.1

DALLAS/FORT WORTH

KXKS/F 140 7.3 7.5
KKDA/F Urb 6.8 7.2
KLIF/A C 5.2 5.7
KISS/Cnty 5.7 5.5
WBAP/A N/T 4.1 4.9
KDNX/F Hot A/C 4.4 3.9
KZPS/F CI Rk 3.1 3.9
KRLD/A N/T 4.0 3.8
KXLF/Old 3.9 3.7
KYND/Cnty 3.8 3.6
KLY/T/Y C 3.0 2.7
WRR/F Class 2.7 3.1
KSB/F Urb A/C 2.7 2.9
KPLX/Cnty 3.4 2.8
KGED/A C 2.7 2.7
KEGL/F Rock 3.3 2.7
KOAI/F SJ/V 2.9 2.7
KTXA/Spts 2.1 2.7
KBB/F Urb A/C 2.6
KTXQ/F Rock 2.3 2.4

DETROIT

WWJB/F Urb 7/9 7.9
WNIC/F A/C 6.6 7.4
WKQ/B/F Urb 6.6 7.4

WASHINGTON, D.C.

WJFK/A Talk 6.7 6.4
WGMD/F Old 5.9 5.5
WWJ/A News 4.9 5.2
WIRR/F Urb A/C 4.5 4.2
WXMD/X Urb A/C 3.9 3.9
WRIF/F Rock 4.5 3.8
WXLY/T Talk 2.6 3.6
WMVF/F Urb 3.5 3.5
WYCD/F Cnty 3.3 3.4
WWFM/W Urb 3.5 3.4
WOD/B/F Urb 4.0 3.2
WXIT/F T40 3.4 3.2
WCGX/F Urb C 3.1 3.0
WPX/M/T Talk 2.9 3.0
WCVL/F Talk 3.6 3.6
WRQX/F Urb A/C 3.2 3.2
WMCX/F Urb C 3.3 3.0
WBNA/F Cnty 3.0 2.9
WROR/F Urb A/C 3.8 3.9
WSDK/B Rock 3.2 3.2
WGAY/F MOR 3.2 3.7
WQKX/F Talk 3.9 3.7
WCHR/F Urb A/C 3.9 3.7
WTFM/F Urb 3.8 3.7
WTRG/F Urb A/C 3.7 3.7
WWMZ/F Cnty 5.0 5.1
WJFK/F Talk 3.6 4.6
WRQX/F Hot A/C 3.9 4.3
WSIR/A C 3.9 3.2
WGBI/F Old 4.4 4.1
WMAL/A N/T 4.2 4.1
WQMS/F Class 3.0 4.0
WMU/ML Urb A/C 3.9 4.0
WWOD/C Rock 3.2 4.0
WQWZ/F Rock 3.2 4.0
WQWZ/F Urb 3.8 3.8
WQXW/F T40 3.8 3.8
WQXW/F SJ/V 3.6 3.4
WTOP/A F/News 3.0 3.3
WARW/F Cnty 5.0 5.1
WARW/F Urb A/C 5.0 5.1
WJZ/UR/F News 3.9 3.9
WJZ/UR/F Urb A/C 3.9 3.8
WEN/F Urban 3.9 3.8
WTKW/UR/F News 3.9 3.8
WQWZ/F Urb A/C 3.9 3.8
WQXW/F Urb 3.8 3.9
WQXW/F Urb A/C 3.8 3.8
WQXW/F Urb 3.7 3.8
WQXW/F Urb A/C 3.6 3.8
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WQXW/F Urb A/C 3.4 3.8
WQXW/F Urb 3.3 3.8
WQXW/F Urb A/C 3.2 3.8
WQXW/F Urb 3.1 3.8

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Apologies to KISQ-San Francisco, which was mistakenly identified as an A3 outlet in our ARB tally last week. KISS 98.1 is Urban A/C and proud of it!
V2 Names Promo Staff

V2 Promotion Head Matt Pollack has announced the appointment of the company’s regional radio promotion staff. “After a comprehensive search, this group of individuals are among the most talented and passionate I’ve had the honor of meeting. Working with them is not only rewarding personally but professionally. They offer new perspective in an old field and I’m thrilled to have them be a part of V2’s future,” Pollack said.

Karen Durkot now heads up Northeast Regional Promotion, after a three-year stint as Vice President of Promotion, Field Operations at American Recordings. Peggy Miles is in charge of Southeast Regional Promotion. She was formerly Priority Records’ Southeast Regional Promotion Rep and also put in four years at EMI Records.

Handling Midwest Regional Promotion is Kevin Kay, who holds various positions within recent years in the Polygram/Island Records family.

Western Regional Promotion is now fronted by Heather Luke, who comes to V2 from Volcano Recordings, where she held the post of Promotions & Marketing Manager.

MCA Restructures R&B, Ware Takes VP

Cassandra Ware has been named Vice President/Marketing Director of MCA Records, in the first step of expansion and reorganization of the company’s R&B music department. Ware is a former Vice President/General Manager of Ruthless Records and has served as Motown Records’ National Director of Rap Promotion.

MCA Records President Jay Bobberg said, “Cassandra’s tremendous experience at Ruthless and Motown makes her a valuable addition to our expanding R&B music department. In the near future, we will be bringing aboard additional marketing and A&R executives, as well as some phenomenal new artists, and together we will continue to keep MCA Records at the pinnacle of R&B music worldwide.”

Sony Dist. Boosts Yarbrough

Danny Yarbrough has been named Chairman of Sony Music Distribution, taking the place of Paul Smith who retired, effective January 1. Yarbrough has been President of Sony Music Distribution since 1994, and previously served as Senior Vice President, Sales & Branch Distribution for the label.

Sony Music Entertainment President and Chief Operating Officer Thomas D. Mottola said, “Danny has learned from the best, Paul Smith, and is Paul’s obvious successor. In his role as President of Distribution, Danny has already tackled a host of retail challenges effectively, and I’m confident that as Chairman, Danny will lead distribution to even greater levels of success.”

Gee, Is It Really Crystal?

Crystal Isaacs is Gee Street Records’ new Director of Marketing, announced by Jon Baker, President and founder of the label. Isaacs is responsible for creating and executing marketing plans for Gee Street’s hip-hop roster, including artists RZA, Tragedy Khadafi, Gravediggaz, and Yankie B.

To view the complete version of this article, please visit www.americanradiohistory.com.
PAULA COLE

Paula Cole has been nominated for seven Grammys this year, but she says she's most proud of the nomination for Producer of the Year. Cole says, "It's because it's such a male-dominated field. I hope it encourages other females to find the leader within."

CHUMBAWAMBAA

If you happen to watch Italian television you may see a 30-second spot for Italian Martinaa starring actress Sharon Stone and featuring Chumbawamba's "Tubthumping." The band was paid $40,000 for the use of the song.

MADONNA

Mr. Blackwell's Worst
Dressed list is a lot more funny than it is accurate. In this year's rundown, he says of Madonna, "Yesterday's Eva is today's Velevet.

AEROSMITH

Emlere Leonard is writing 'Be Cool,' his sequel to 'Get Shorty,' and says the band Aerosmith will be prominently featured in the plot.

SHERYL CROW

Sheryl Crow recently told Q Magazine that her contribution to the writing of Tomorrow Never Dies "took about ten minutes. I basically knew what I was writing for them."

DENIS BUCKENGA

The group Ben Folds Five is actually a trio formed by 31-year-old Chapel Hill, North Carolina, native Ben Folds.

BILLY JOEL

Billy Joel wants everyone to know that his new concert tour, set to begin next week in Portland, Maine, will not be his farewell to touring. He has said, however, that this will likely be his last extended tour. He still expects to appear live on stage in the future.

SHAWN COLVIN

Shawn Colvin makes a guest appearance on a forthcoming episode of Bobbie Sheldons sitcom, Suddenly Susan.

ALL SAINTS

The four members of the all-girl group All Saints take exception to the notion that they're just like the Spice Girls. The groups Shaznay T. Lewis says, "We have absolutely nothing in common with the Spice Girls, except our sex.

VAN HALEN

Van Halens new album, III, scheduled for mid-February, has been delayed until mid-March so Warner Bros. can add a just-completed track called "Josephine." The song so impressed the big wigs at WB that theyve decided to re-do the album before it gets to the stores.

NATALIE IMBRUGLIA

Natalie Imbruglias new single "Torn," the new song, written in part by Johnny Hates Jazz founder Phil Thornally, was a hit in Europe more than three years ago by singer Trine Rein.

EAGLES

Don Henley and Glenn Frey were assayed by the Los Angeles Times if they anticipated another Eagles studio album. Henley said, "I would be willing to do it again in the future if it could be done with joy, enthusiasm, and integrity." Frey said, "There would have to be an album to revalidate ourselves. There needs to be new material and I don't think we can do that. The last time we did a studio album (The Long Road), it took three and a half years."

MICHAEL BOLTON

Michael Bolton got the inspiration to make an album of classical arias after duetting in Modena, Italy, with opera tenor Luciano Pavarotti back in 1995.

ERIC CLAPTON

The March 10 release of Eric Claptons new album, Pilgrim, will mark the first studio set from Clapton in more than nine years. The first single, "My Fathers Eyes," about the death of his son Connor, will be out next week.

PET SHOP BOYS

Neil Tennant of the Pet Shop Boys is putting together an all-star tribute CD of Noel Coward songs called Twentieth Century Blues - The Songs of Noel Coward. Elton John, the Pet Shop Boys, and Marianne Faithfull are among the stars expected to participate.
## Gavin Top 40

### Most Added

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<tr>
<th>Song</th>
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<tr>
<td>&quot;N Sync&quot;</td>
<td><em>N Sync</em></td>
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<td>&quot;I Want You Back&quot;</td>
<td><em>Backstreet Boys</em></td>
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<td>&quot;Shine On&quot;</td>
<td><em>Counting Crows</em></td>
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<td>&quot;If I Ever Lose You&quot;</td>
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<td>&quot;Just The Way You Are&quot;</td>
<td>* Bruno Mars*</td>
<td>8</td>
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<td>&quot;Born This Way&quot;</td>
<td>* Lady Gaga*</td>
<td>7</td>
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<td>&quot;We Found Love&quot;</td>
<td>* Calvin Harris*</td>
<td>6</td>
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<td>&quot;Glad You Came&quot;</td>
<td>* The Script*</td>
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<td>&quot;Rolling In The Deep&quot;</td>
<td>* The Script*</td>
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<td>&quot;Just Give Me A Reason&quot;</td>
<td>* Maroon 5*</td>
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<td>&quot;Chasing Pavements&quot;</td>
<td>* Breaking Benjamin*</td>
<td>2</td>
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<tr>
<td>&quot;Rolling In The Deep&quot;</td>
<td>* The Script*</td>
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### Top Tip

**JANA**

"Near Me"

(Capitol) 

A long list on the add board reflects Top 40 radio’s belief in this song.

### Record to Watch

**BABYBIRD**

"You’re Gorgeous"

(Columbia)

Programmers are starting to take notice of this former UK smash. New on: WABB-Mobile, WLWY-Elmira, N.Y., KLYW-Dubuque, KIOC-FM-Rochester, Minn., and KFTZ-Idaho Falls.

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## Listening With Both Ears

### Inside Top 40 by Dave Sholin

Paul "Cubby" Bryant from Z100-New York, Calvin Hicks WSSX (95X) Charleston, Tracy Austin from KIIS-Los Angeles, J.J. Rice 98PXY-Rochester, Cat Collins of Jammin’ 94-5-Boston, Dave Universal of WJSK-Buffalo, Andy Shane of WKTJ-New York, Chad Bowar from KLDR-Grants Pass, Ore., Jay Michaels from 101 KRBE-Houston, and more will take part in this year’s Top 40 Jukebox Jury, slated for opening day at the Gavin Seminar, Thursday, February 5 at 2 p.m.

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### Chartboard

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Add Reports</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Are You Jimmy Ray?&quot;</td>
<td>Jimmy Ray</td>
<td>100</td>
</tr>
<tr>
<td>&quot;I Want You Back&quot;</td>
<td><em>Backstreet Boys</em></td>
<td>79</td>
</tr>
<tr>
<td>&quot;Tell Me&quot;</td>
<td><em>Spice Girls</em></td>
<td>70</td>
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<tr>
<td>&quot;Brick&quot;</td>
<td><em>Ben Folds Five</em></td>
<td>70</td>
</tr>
</tbody>
</table>

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**Inside Top 40** by Dave Sholin

Like last year, everyone in the room will get to compare their opinion on tracks which no one at radio has ever heard. Titles and artists will be revealed at the end of the session, because rating a song should be based on its chances for success, not simply personal opinion. And isn’t that the limit? Spin programmers should use when deciding what makes it onto their playlist? Personal opinion is sometimes very different from the appeal a song holds for listeners.

Who better to offer advice on what to listen for in a potential hit than Atlantic founder and co-founder Al Schnittker After five decades of signing many of the world’s most successful artists and changing the face of popular music, he just might know a thing or two about A&R. In a fascinating article in this month’s Vanity Fair, Frequent says, "You have to develop a second ear. The first ear is your personal taste, which is what moves you personally. The second ear is that, when you listen to a piece of music and you personally think it’s terrible, but it’s a hit commercially, the second ear has to say, “This is great!” The second ear, if it’s good, is in tune with the taste of the public." Bring your second ear to San Diego.

There’s a myriad of subjects that we hope to address at the “Top 40 Roundtable,” which kicks off Friday at 1 p.m., including how to evolve a heritage Top 40, continuing the format’s recent success by avoiding mistakes of the past, learning from the KIIS and Z100 story as told by Dan Kielty and Tom Poleman, improving what comes between the records, recycling successful promotions and concepts, meeting the audience’s expectations, and more.

For those who wouldn’t rather not ask a question personally—or for those who can’t attend the Seminar—feel free to fax or e-mail dsholin@gavin.com a question you’d like to see covered by this year’s panelists. Tim Richards, PD KQK- Tucson, Don Benson, VP-Programming Jefferson-Pilot Tom Poleman, PD Z100-New York, and Dan Kielty, PD KIIS-Los Angeles. (Fax: 415-495-2580, e-mail: dsholin@gavin.com)

### Signals & Detectors

The next Robyn single, “Do You Really Want Me?,” is top three phones at KRBE-Houston. MD Jay Michaels also reports album sales have increased. The Spice Girls’ “Too Much” and Chumbawabamaboom “Amnesia” are now officially added after being spiked the past three weeks and getting very strong response. Five adds at KMEL-San Francisco: SnooDogg Dogg’s “We Just Want to Party,” Uncle Sam’s "What You Want,” Jay Z featuring Blackstreet’s “The Game’s Mine,” and SWV’s “Sista…”. Good response to Alana Davis at WSSX-Charlotte. Sweet 98-Atlanta APD MD J.J. Morgan is a big believer in Jonny Lang’s “Missing Your Love,” which they added this week.

---

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

Top 40 reports accepted: Mondays and Tuesdays 9:30 a.m. to 4 p.m.

Station Reporting Phone: (415) 495-1990  •  Gavin Fax: (415) 495-2580
**Up & Coming**

Reports Adds SPINS TRENDS
57 3 1461 +77 AURORA & ALAYNA - Tell Me (Remington)
48 — 1046 +71 BIG HEAD TODY & THE MONSTERS - Please Don't Tell Her (Revolution)
47 22 438 +370 SHAUNA TWAIN - You're Still The One (Mercury)
46 32 386 +346 JANA - Near Me (Curt)
41 1 1067 +77 LOS UMBRELOS - No Tengo Dinero (Virgin)
37 3 837 -234 OLIVE - You're Not Alone (RCA)
36 6 701 +445 PUDDY DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
36 6 645 +152 EDWIN MCCAIN - I'll Be (Lava/Atlantic)
36 2 506 +50 LAUREN CHRISTY - Magazine (Mercury)
32 1 675 -21 RICKY JONES - Still In Love (Universal)
32 4 584 -80 CHANTAL KREVIAZUK - Surrounded (Columbia/CRG)
31 1 1159 +219 USHER - Nice & Slow (LaFace/Arista)
31 10 670 +360 MARIAH CAREY - Breakdown (Columbia/CRG)
30 1 766 +57 LUTRICIA MCNEAL - Ain't That Just The Way (Cape)
30 4 634 +156 COLLECTIVE SOUL - She Said (Capitol)
29 11 558 +159 MARCY PLAYGROUND - Sex and Candy (Capitol)
29 1 556 +133 THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)
25 1 775 +138 ERICK SERMON, KEITH MURRAY & REDMAN - Rapper's Delight ( Priority)
24 4 407 +17 PEARL JAM - Given To Fly (Epic)
22 17 158 +144 JOHN LING - Losing Your Love (A&M)
21 2 638 +137 QUEEN PEN - All My Love (L' Dazz/Interescope)
21 3 273 +33 STAR - Do U Want My Love (Def Beat)
20 — 708 +62 DESTINY'S CHILD - No No No (Columbia/CRG)
19 1 745 +107 MUSI'S MISTERMEANDER ELLOTT - Sock It To Me (Cleopatra/Virgin)
19 13 140 +90 FLEETWOOD MAC - Landslide (Reprise)
18 — 427 -3 MICHAEL - Breathe On Me (Channel)
16 1 394 +77 WYCLEF JEAN - Gone Til November (Columbia/CRG)
15 — 380 +26 LIL SUZY - Memories (Meropotam)
15 1 384 +61 EVERYTHING CLEAR - Everything To Everyone (Capitol)
15 1 359 +120 TIMBALAND & MADDEN - Luc 2 Liv U (Atlantic)
15 1 503 -243 + SWV - Run (RCA)
15 7 248 +90 BRIAN McKNIGHT - Anytime (Mercury)
15 7 177 +41 + TONIC - Open Up Your Eyes (Polydor/A&M)
14 1 488 +104 KAI - Say You'll Stay (HDD/Geffen)
14 4 327 +157 MASE - What You Want (Bad Boy/Arista)
14 2 272 +82 BUSTA RHYMES - Dangerous (Flopmode/Viscount/Atlantic)
13 1 337 +84 KP & ENVY - Swing My Way (EastWest/EG)
12 2 332 +97 DRU HILL - 5 Steps (Island)
12 11 76 +76 + GARY BARLOW - Superhero (Arista)
11 1 292 +40 DUNCAN SNIZS - Weirdest Thinking (Atlantic)
11 — 250 +2 DANA - It's Love (Channel)
11 2 232 +50 + CORNERSHOP - Blifl Of Asha (Luaka Bop/Warner Bros.)
11 4 183 +99 + NEXT - Too Close (RCA)
10 1 230 +32 + BEHAN JOHNSON - World Keeps Spinning (RCA)
10 7 120 +120 + JAY-Z - The City Is Mine (Roc-A-Fella/Priority)
10 5 92 +40 + BABYBIRD - You're Gorgeous (Atlantic)

Drops: #35-Fiona Apple, #36-Eliot John, Longpais, Ja. Dana King, L.L. Cool J

*Indicates debut

---

**GO Chart**

**GO Most Added**

JIMMY RAY (36)
JANA (24)
'N SYNC (15)

**GO Station Panel**:
The GO Chart is based on reports by 110 GAVIN correspondents who are not part of MICKA & MELLARD's or BILLOWS panels.

**TW**

1 MATCHBOX 20 - 3 AM (Lava/Atlantic)
2 SAVAGE GARDEN - Truly Madly Deeply (Columbia/CRG)
3 BACKSTREET BOYS - As Long As You Love Me (Lava/Atlantic)
4 SMASH MOUTH - Walkin' On The Sun (Interscope)
5 USA LOEB - Do It (Geffen)
6 CHUMBALUMBA - Tidemapping (Republic/Universal)
7 JANET JACKSON - Together Again (Virgin)
8 CLEO DION - My Heart Will Go On (Epic Music)
9 ROBYN - Show Me Love (RCA)
10 BRYAN ADAMS - Back To You (A&M)
11 GREEN DAY - Time Of Your Life (Reprise)
12 SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)
13 MEREZTH BROOKS - What Would Happen (Capitol)
14 BILLIE MYERS - Kiss The Rain (Universal)
15 THIRD EYE BLIND - How's It Going To Be (Elektra/EG)
16 BLESSID UNION - Light In Your Eyes (Capitol)
17 USHER - You Make Me Wanna (LaFace/Arista)
18 LORENA McKENNIT - The Mummer's Dance (Warner Bros.)
19 SISTER HAZEL - Happy (Universal)
20 ALANA DAVIS - 32 Flavors (Elektra/EG)
21 SUGAR RAY - Fly (Lava/Atlantic)
22 PAULA COLE - I Don't Want To Wait (A&M/Warner Bros.)
23 AEROSMITH - Pink (Columbia/CRG)
24 ALLURE - Letting It All Go (Columbia/CRG)
25 THE VERVE - Bitter Sweet Symphony (Virgin)
26 AURORA & ALAYNA - Tell Me (Remington)
27 SPACE MONKEYS - Sugar Cane (ChingonFactory/Interscope)
28 SHE MOVES - Breaking All The Rules (Geffen)
29 NIL FLAVOR - Heaven (Reprise)
30 ALL SAINTS - I Know Where It's At (London/Island)
31 WILL SMITH -Geni'jiggy Wit It (Columbia/CRG)
32 INDJ - Love You Down (So So Def/Columbia/CRG)
33 SOMETHING FOR THE PEOPLE - My Love Is The Shit! (Warner Bros.)
34 UNCLE SAM - I Don't Ever Want To See You Again (Sonstreek/Epic)
35 TONIC - If You Could Only See (Polydor/A&M)
36 BIG HEAD TODY & THE MONSTERS - Please Don't Tell Her (Revolution)
37 ELTON JOHN - Something About The Way You Look Tonight (RCA/A&M)
38 JOHN NELLENBERG - Without Expression (MCA)
39 MATCH BOX 20 - Push (Lava/Atlantic)
40 SPICE GIRLS - Too Much (Virgin)

**Crossover**

URBAN/DANCE

PUFF DADDY & THE FAMILY - "Been Around The World" (Bad Boy/Arista)
USHER - "Nice & Slow" (LaFace/Arista)
LOS UMBRELOS - "No Tengo Dienero" (Virgin)
MARIAN CAREY - "Breakdown" (Columbia/CRG)
TIMBALAND & MADDEN - "Luc 2 Liv U" (Atlantic)
SWV - "Rain" (RCA)

ALTERNATIVE

MARCY PLAYGROUND - "Sex & Candy" (Capitol)
PEARL JAM - "Superfly" (Epic)
BIG HEAD TODY & THE MONSTERS - "Please Don't Tell Her" (Revolution)
COLLECTIVE SOUL - "She Said" (Capitol)

www.americanradiohistory.com
### Gavin College

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
<th>Week 3</th>
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**MOST ADDED**

- **AIR (31)**
- **SONGS: OHIA (24)**
- **BUNNYGRUNT (23)**
- **RADIOLARIA (22)**
- **HARDCORPS (21)**

**TOP TIP UNWOUND**

Challenge For A Civilized Society (Kill Rock Stars)

No surprise here. Unwound receives this week's highest debut honors. While this was expected, we didn't expect they would land in the Top 5, fer-christakes.

**RECORD TO WATCH**

The Delirious Device (Watermelon/Sire)

Now, look here critic! You best be givin' these boys from Texas lots-a-lovin' ya' station, otherwise that Reddy feller will brand ya' hide. Good stuff, varmit.

---

**Inside College**

By Matt Brown & Vinnie Esparza

**Mexican Jails Suck**

Hey, kids! Here is a quick breakdown of everything that is happening relating to college, both official Gavin and non-Gavin sanctioned. Understandable, Gavin as a company wants nothing to do with events that may involve your silly drunk ass getting thrown in a Mexican jail. So, watch your backs and the back of others, cause mumo is not going to be around to bail you out. Non-Gavins sanctioned events will be indicated by a .

Look for a super detailed breakdown next week, when we'll give you the exact times and locations.

**THURSDAY**

- **Gavin College Career Day** featuring one-on-one sessions with folks from MTV, commercial radio, Converse, producers, artists, and others.

- **Blackbird Records Present the College Cocktail Party featuring performances by Brownie Mary and Everything.** Also featuring remote control car racing.

- **On The One Magazine presents an evening of jazz.** Featuring artists on Cup of Tea, Astralwoks, and Om Records. This is the event to attend this evening. Trust us. Cocktail meet-n-greet at 10 p.m.

**FRIDAY**

- **The "Professionalization" of Non-Com Radio.** An essential panel for those of you who are serious about taking your station into the 21st Century. Hosted by the Zims.

- **Tripack Records presents our Reissues Panel moderated by Rhino's Bill Smith and featuring a performance by Tom, Dick & Harry.**

- **Tijuana Takeover** bringing their paperpaw to school you can get back into the country, and please don't end up in jail.

**SATURDAY**

- **Jukebox Jury**. New songs will be put to the test against a branch of juiced, crazy music directors and promo reps. Sound like fun? It is!

- **'Indie Promoter Beach BBQ Bash**. You're invited! It's all gonna come together to provide good earin' and good vibes on Mission Beach, next to the firespit. Bring your own towel! Also, no bottles allowed on the beach.

- **CyberOctave, Jive/Silvertone, Century Media, and Slipsdis present the College/Rocks Award Ceremony** on a big, classy boat. Be sure and eat at the BBQ beforehand or you'll be a fat dinner. Cause there will be no food on the boat. There will, however, be plenty-o-drinks.

**News:** Much to the delight of Dave Steiner, WUJC has charged up call letters to WJCU. Taking over for Jonathan Mock at WUMS is Brad Pfanger. The "I" is silent by the way. Your contact at Ignition Records is Liz Koch. Blow her a call at (212) 774-5666. Cheryl Valentine is doing some consulting work for the label as well. She can be reached at the same number. After poisoning his red ten, Moose, formerly of WBPIX, has taken over Larry Monroe's radio gig at Cargo. Call him at (619) 458-9282 x 211. Larry, in the meantime, has been promoted to marketing. Yes, we will be taking reports on February 2 and 3. R.I.P. to Carl Perkins. We had the good fortune of seeing Mr. Perkins at last years SNSW. It is a moment we will never forget. The free BBQ and open bar were nice too. Thanks, Carl! This Bird's the one you.

COURSE OF EMPIRE

"The Information"

From The New Album Telepathic Last Words

Produced and mixed by John Fryer for SJP with Course of Empire. Management: Management by Jaffe. Tut Records 23 East 4th Street, New York, New York 10003. Tel. 212.519.6410 Fax. 212.519.6485 www.tutrecords.com
The book was titled *Everything You'd Better Know About the Record Industry* by a cat named Kashif, and touted itself as "The New Record Industry Bible." Having the inquiring mind that I do, I went ahead and spent a whopping $40 and picked it up. Now, any book that claims to be any sort of "Bible" needs to live up to that title, so I broke out my microscope and started digging into the nitty gritty of this 400+ pager. I'd like to pass on some of the good words to you.

The book was written, according to the cover copy, for "artists, songwriters, producers, and music entrepreneurs." While I admit I have not read any of the other music industry-related how-to books (thus making it unable for me to compare and contrast—always a college favorite), the book was writ-
Bran Van 3000

"Glee"
add date 2/2, 2/3

Coming Soon ...
1,000 Clowns – 3/98 • Butthole Surfers – 4/98 • Jesus Lizard – 4/98
STARTING YOUR OWN LABEL

Kashif opens this chapter with a harsh dose of reality. When signed to a major label, "an artist will receive between 12 percent and 14 percent of the suggested retail price of cassettes and albums, and about 10 percent of cassette royalty rate on CDs." Do the math. This means 88 percent of the money earned from the sale of a CD will go to the record company. Ouch!

If you break it down even further, it means an artist that strikes gold by selling 500,000 units of their debut release on a major may not even see a royalty check! That's right, after the recording budget has been paid off and all the money used to promote the artist has been recouped, more often than not, an artist will be in the hole $1,000 after going gold!

An artist will begin to see royalty checks after selling 750,000 copies. This means most artists on majors—and even some of the larger labels—will never see a royalty check. What is wrong with this picture?

The solution, writes Kashif, may be to start your own label. But running your own label—no joke—you will have to put in more hours than you can even imagine. And according to my friend Sunshine, who released a Kendra Smith ten-inch a few years back, "you have to prepare yourself for heartbreak." The picture is not all bleak, however. As you well know, plenty of labels that started out in someone's garage have since blossomed into multi-platinum entities, such as Drag City, K, Kill Rock Stars, and Thrill Jockey.

"Record companies," Kashif says, "blame low royalty rates on the non-success of nine out of every ten records released." This means each artist only has a one in ten chance for success. Those of you interested in starting your own label need to realize that this harsh ratio applies to the success of your record project, too, while these artists are not exactly staples at college radio, Kashif has been in the game long enough to give even the indie-est of rockers a lesson or two on how not to get burned in the music industry.

The chapter that really caught my eye was "Your Own Label." Many of you have expressed to me interest in starting your own labels, but have also admitted not being sure of how to go about it. Here's a breakdown of the process, according to Kashif.

Most artists on majors—and even some of the larger labels—will never see a royalty check. What is wrong with this picture?

Who is Kashif, you wonder? He is a multi-platinum songwriter/producer who has worked with Whitney Houston, George Benson, and Kenny G, among others. Now, while these artists are not exactly staples at college radio, Kashif has been in the game long enough to give even the indie-est of rockers a lesson or two on how not to get burned in the music industry.

The chapter that really caught my eye was "Your Own Label." Many of you have expressed to me interest in starting your own labels, but have admitted not being sure of how to go about it. Here's a breakdown of the process, according to Kashif.

In order to get your label started, you need to get a business license. The fee for this varies from state to state. In Arizona the fee for a business license is only $50, whereas in California it can be as high as $1,500.

The name of your company then needs to be filed with the Secretary of State to ensure it is not already used by someone in the same line of business. It is wise to select three names when doing your application search. Kashif suggests checking with an attorney (or someone else in the know) to find out the best way for you to complete this.

If you are looking for financial investors, it is highly recommended you draw up a business plan. "Business plans should include historical information about the company, biographical information about the executives of the company, a description of the kind of acts that you plan to sign and release, a description of the market where you intend to sell your product, and financial spread sheets including profit and loss projections, five year financial plan, and startup requirements," Kashif explains. He suggests using a computer program—like one called Bizplan—helpful in doing the work out your plan. Next, you need to look at your projected expenses. These include (but are not limited to) recording, manufacturing, union fees, marketing and promotion, distribution, and office expenses.

When you have an act you are interested in recording, you then need to look at the recording budget. While a $200,000 recording budget is about average for a major label, there is absolutely no need for you to spend that much money. One suggestion Kashif has is to make a deal with a recording studio. He gives this great example: "... the artist or production company gets to use the recording studio for no money upfront, except for hard costs like tape and rentals. The artist or production company guarantees the recording studio two or three points on the project. These points could go toward paying back the studio owner for the investment of their facility and would continue until the studio has recouped two times what the agreed studio rate charge should be for your studio. The advent of high-quality, low-cost recording equipment has meant less of a demand for major recording studios. Therefore, a great number of studios only have about 50 percent of their time booked. What this means to you is that many studios have a ton of studio time just going to waste—use this to your advantage!

After recording the project, you'll
need mastering. This costs anywhere from $150 to $300 per hour, including the engineer's fee.

Manufacturing costs vary depending on where you go. "The going rate for cassette manufacturing ranges from 55 cents to 97 cents per 60-minute cassette for an order of 1000 or more," writes Kashif. Pricing structures usually run in increments of 500. In the case of CD manufacturing, a glass master needs to be produced. This will run you about $300 but will be waived for first-time orders of 1000 or more. The set-up fee runs about $100, and packaging costs per CD are about 40 cents. This includes jewel cases, inserts, trays, and shrink wrap. The turn-around time for your discs is usually five to six weeks on regular schedules. The cost of your first CDs can run as much as $3.63, but re-orders can run as low as $1.90.

While all of this is important and pertinent information, Kashif does not touch on the processes and costs of manufacturing vinyl records, which are so important to our indie well-being. If you want information on pressing wax, I suggest checking in with our own Matt Brown, who has pressed a few 12-inches himself.

Another area that's lacking in this chapter is a real breakdown of a radio station's music staff. For example, Kashif does not decipher between a music director and a program director. In our case, this isn't crucial because we know the difference, but to someone outside of the industry, this is valuable information. You would be surprised how many people still believe that commercial DJs play what they want, when they want. Kashif also insists that hiring an indie promoter is necessary to get your music to a commercial station. But while it can be very difficult to do without one, I personally do not feel that it is a necessary to hire one.

Finally, as mentioned earlier, although the book goes into great detail about almost every other aspect of the industry, his section on college radio consists of only two sentences:

"College radio stations are increasing in popularity and are becoming more important in the scheme of promoting new music. They are easier to deal with and generally love to receive new music."

I will leave you, the college-radio experts, to form your own opinions of this statement. I will only say that it is obvious that Kashif has cut his teeth solely on commercial radio which, considering the type of music he works with, is totally understandable.

I also have to admit that I was a little bummed that he wrote nothing on trade magazines (sniff sniff). OK I'll admit, I'm a little biased on this one.

What you have read here is merely a grain of sand on a huge beach. Overall, Kashif's book gives up a ton of information. It provides the artist and producer with knowledge needed to avoid getting eaten alive by this monster known as the music industry, in my opinion, this is priceless information. And while the book does lack in some key areas, this is, in my opinion, more than compensated by the depth with which he tackles other important topics.

If you want more information on Kashif's book or on his company Brooklyn Boy Books, check out http://www.paciﬁnet.net/~kashif.

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**YOU WOULD BE SURPRISED HOW MANY PEOPLE STILL BELIEVE THAT COMMERCIAL DJS PLAY WHAT THEY WANT, WHEN THEY WANT.**

---

**HUM**

"downward is heavenward"

**BOMBTREAT: BEFORE SHE BLOWS**

**FEATURING TIDAL WAVE, DASTARDLY BASTARD, MARTIAN LOUNGE (ALIEN) AND THE BIG MISTAKE**

Executive Producer: Jean Boos Tierney Management: Brave New World

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GAVIN January 23, 1998
The Gavin Seminar makes the Super Bowl look like a birthday party at Swensen's ice cream parlor for a 9-year-old.

The Super Bowl of Seminars

S

s an Diogens think the Super Bowl is a big event for their city, but just wait 'til the Gavin Seminar hits town two weeks later. They have no idea, do they? The Gavin Seminar makes the Super Bowl look like a birthday party at Swensen's ice cream parlor for a 9-year-old. Sure, it's 72,000 people going crazy over two football teams in the ultimate game of the year. But that's nothing compared to the damage that can be done by 2,000 music industry "professionals" (professional campaign masters are more like it).

This is also my last Seminar as an organizer for those who haven't heard the news, I'm taking a promotion gig at AMI. I start the Monday after the Seminar. Next year. I get to come as a civilian—I think.

So, do I go out with a bang or a whimper? If history is any indicator, probably both. No doubt I'll be whimpering good and loud by Sunday morning.

Just to recap where we need you to be for all the alternative action.

THURSDAY, 2:15 P.M.
Active/Alternative Crossfire: Can't We All Just Get Along? or Can We?
FRIDAY, 4:15 P.M.
Alternative Jukebox Jury 2000
SATURDAY, 9 P.M.
Gavin Alternative Awards BR5-49 and the Fourth Annual Year in Review Hosted by Mike Halloran

This will be a casual event with much mirth—at least by me. (In addition to these events, there's much more frivolity, and panels you may be interested in. Check the latest agenda update in this week's issue. You'll also find a listing of who's playing where each night.)

Turning our attention to the Thursday session at 2:15 p.m. for a moment, I'd like to offer a preview of the expected festivities. It was really Rob Fiend's idea—I say that now just in case the panel turns out to be a disaster; if we all have fun and learn something, it was my idea from the get-go! He thought it would be a enlightening session if we pitched four active/mainstream programmers against four alternative programmers. Two tables facing each other. Two formats squaring off.

So what do we have to achieve, exactly? I'm not sure Rob.

"I want to see my guys beat the crap out of your guys."

"Um, that's not what you told me in the beginning."

"You modern rock wussies wouldn't last one round in the ring with my guys."

"Hey Rob, it's not a wrestling match..."

"Oh yes it is, husser. I bet your guys don't even own any wrestling masks. Do ya?"

You see what I'm dealing with here? Anyway, the panelist lineup looks like this so far. On the alternative side, it's Richard Sands from Live 105, Mark Hamilton from KNRK, Bryan Scheck from 91X, and Mike Stern from KXTE in Las Vegas. Fiend has lined up Dave Richards from WXRX in Chicago, Dave Douglas from WAAE, Curtis Johnson from KXKK, and one other contestant to be named. I promised Warren Kurzman from Coleman Research he could sit in the front row and referer. So how will this panel shake out? I asked some of the alternative volunteers for their thoughts. First was Mike Stern from KXTE in Las Vegas, one of the hardest rocking alternatives in the country (with the high ratings to match).

Max: "What are some of the things you'd like to ask your rock counterparts at the panel?"

Mike Stern: "Alternate listeners say OK to Alice in Chains and Pearl Jam, though everyone will argue grunge is dead. But let's just assume for a minute that grunge is still vital, OK? When you research alternative listeners they say I like Alice In Chains and Pearl Jam, but I don't wanna hear Ozzie."

"Do the active rock people you research say, 'Ozzie and Pearl Jam belong together? Or are they just trying to pull together separate groups of people? Do these really go together, or is this another radio that says, 'OK in a quarter hour we'll take care of our alternative, our rock heads, and our classical guys?' Cause the alternative guys in our research say 'You've just stepped out of bounds when you throw Ozzie at me.' I do a music test and out of the top 20, ten of them are Metallica. But I do a focus group and they say, 'Yeah, Extreme (KXTE)—it's like an alternative station but they play Metallica,' which may not be right. Obviously in their heads there's a line and Metallica doesn't fit."

Max: "You want to know if the rock guys are seeing the opposite for them? Ozzie, Metallica, and Zeppelin test OK, but they think the Nirvana doesn't fit?"

Mike Stern: "Yeah."

Max: "Do you think there's a convergence happening between the two formats?"

Mike Stern: "My gut tells me that this is only a function of product at the moment. Days of the New and Creed and maybe Black Lab are right on the border line of active/alternative. There's good product right now. But when the product goes sour, the active guys hate it up and play Led Zeppelin. And the alternative guys keep looking for new music. I'm sharing more with KOMP than I am with 'The Edge' (KEDG) for the first time ever. Because KOMP has awakened to Creed and Days of the New and Black Lab and Big Wreck and stuff like that. Plus Tonic Wallflowers, stuff that's been accepted at alternative but is really guitar stuff."

Max: "Who jumps on new records faster these days?"

Mike Stern: "I gotta say if it's records with guitars, the active guys do."

Mike had more to say, and we'll finish with him next week. We'll also hear from Mark Hamilton from KNRK, and some of the other programmers as we create discussion points for the upcoming crossfire.

All you Modern A/C people can stand on the sidelines and throw rotten fruit at us.

Data

MOST ADDED

EVERCLEAR (18)
I Will Buy You A New Life (Capitol)
KXDN, KROQ, KPOI, WPGU, WOR
WKKR, KCTC, WEND, KCKX, KTOZ, WKRL, WCBC, KFTE, KXRN, WOSC, WKRO, WQEX, WQX
SMASH MOUTH (17)
Why Can't We Be Friends (Interscope)
KJQJ, KZMR, WZEN, CIMX, KIRQ, KKNX, KXRN, WOSC, WQKJ, WEJE
BLACK GRAPE (16)
Marbles (Radioactive)
KXDN, KEDJ, KPOI, WPGU, KXKO, KJEE, KCTC, WKRL, KXRN, KFTE, WOSC, KDGE, WQKJ, WQEX, WQX
CHRIS CORNELL (12)
Suns Shiner (Atlantic)
KPKX, KNRK, WIXO, KJEE, WAVE, WBZU, KLZM, KFTE, KXRN, WQKJ, WQEX, WQX, WEJE
OASIS (12)
All Around The World (Epic)
KMYZ, KKNX, WJLM, KTOZ, KXRN, WQEX, KFTE, WQKJ, KXRN, WQEX, WQX

MOST REQUESTED

MARCY PLAYGROUND
"Sex & Candy" (Manmoh)
BEN FOLDS FIVE
"Brick" (5:00)
BLINK 182
CORNSHOP
"Brimful of Asha" (Warner Bros.)
BUSH
"Out Of Time" (Warner Bros.)
BEN FOLDS FIVE
"Brick" (5:50)
FATBOY SLIM
"Going Out Of My Mind" (Astralwerks)
OUR LADY PEACE
"Glimsy" (Columbia)
BLINK 182
"Danni (Growing Up)" (Gargo MCA)

MOST LIKELY TO SUCCEED

They're just seedlings, but watch 'em grow.
CHRISS CORNELL
"Sun Shiner" (Atlantic)
BLACK GRAPE
"Marbles" (Radioactive)
BARACK OBAMA
"Brian Wilson" (Warner Bros.)
JIMMIE'S CHICKEN SHACK
"High" (A&M)
NAKED
"Raining on the Sky" (Red Ant)

www.americanradiohistory.com
(TOP 5) NEW AND ACTIVE • MOST ADDED 2 WEEKS IN A ROW • MONITOR CHARTBOUND OUT OF THE BOX

RAINING ON THE SKY

KDGE - over 150 spins already & 1200 pcs Soundscan, Dallas
WEND - top 10
KROX - top 15
WRXQ - top 5 requests

Other stations include... KPOI, KKND, WGRD, WPGU, WWDX, WXEG, WWSK, WXSR, WARQ, WMAD, WJSE, WSFM, KACV, WKRL, WBZF, KNRQ, WIXO, KFMZ, WHTG, WRRV, KFGX... and many many more!

http://www.red-ant.com
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: dook@dooken.com

JANUARY 28
Big Mouth
Bloodhound Gang
Bogmen
Din Pedals
Dropkick Murphys
Gadgets
Ivy
King Britt Presents Syk 130
Luna
Mary Lou Lord
Sister 7
v/a

"These Are The Days"* (Wild Pitch)
"Along Comes Mary"* (MCA)
"Falling Systems"* (Arista)
"Ashtray" (Epic)
Do or Die (Hellcat)
At Ease (Hellcat)
When The Funk Hits The Fan (Ovum)
"Bobby Peru" (Elektra)
Got No Shadow (Work)
"Know What You Mean" (Arista/Austin)
Music From The Motion Picture Zero Effect (Work)

FEBRUARY 2
Brownie Mary
Molar
Pearl Jam
Paula Cole
Ryuchi Sakamoto
The Tea Party
DJ Vadim

"Naked" (Blackbird)
The State Of Play (Deadcat)
Yield (Epic)
"Me" (Warners Bros.)
Anger and Griev & remixes
"Release" (Atlantic)
U.S.R.R. Reconstruction (pt. 2) (Atlantic)

FEBRUARY 9
Bedhead
Brownie Mary
Coldcut
Come
The Din Pedals
Dwarves
Feeder
Fret Blanket
Natacha Atlas
v/a
Pulp
Q Burm Abstract Message
Sue Garner
Third Eye Blind
To Rocco Rot
Ultrahorse
Williams Fairy Band

FEBRUARY 16
Ani DiFranco
Bogmen
Chocolate Weasel
Deep Forest III
Rebekah

FEBRUARY 23
China Drum
Craig Armstrong
Liquor Giants
Liz Phair
Moist
Pussy Galore
Pussy Galore
Red Clayola
Scott Weiland
Spacetime Continuum
Tommy Keene
Training For Utopia

MARCH 3
Cola
Rebekah

MARCH 10
Athemaus
Cat Power
Froods
v/a
Laika
Laughing Us
Long Fin Killie
Long Fin Killie
Mouse on Mars
Mouse on Mars
v/a
Rebekah
Robbie Robertson
Scecy
StereoLab
StereoLab

"Alone On My Birthday"

"Shelter is my favorite band on the planet"
—HILLARY SCHMIDT @ 91X

"New York's Shelter continue to rage with punk rock abandon...the bouncy "Alone On My Birthday" proves that Shelter covers much more than one territory." —HITS

JOIN THE PARTY! IMPACT DATE: January 13
Call Lulu Cohen at 212.274.7548 or e-mail her at: cohen@mail.roadrun.com

Mixed by Michael Barbiero

EARLY TEST SPINS AT:
91X, XHRM, Q 101, KPNT
AND MANY MORE

Shelter

I Prefer

Jonathan "Eater" Fire

(Incite)
brownie mary
Naked

Appearing in San Diego Thursday evening on-site.
WXDX couldn't wait!

on february 2nd
modern rock radio
prepare to get naked

Contact: Cathy Burke 212-226-5379
Jeff & Jer's San Diego

San Diego is...a town where, sure it may cos you $500,000 for a house, but you can still get a good cheeseburger for $12.95.

San Diego is not...always warm, despite what you've heard. Last week, I had to actually wrap a towel around me when I got out of the pool!

Things to bring to San Diego: Your swimsuit! (Actually, the water is cold most of the year, but we locals have park at the beach and watch you tourists run in like a slo-mo Baywatch scene.

Things to take when you leave: Anything but a part of our show. We're so nervous about hundreds of programmers being in town, we're considering even banning a best of, or hanging ourselves with Ted Kaczynski's

Describe a typical San Diego: This town is very friendly and laid-back: no pressure, very small town. It's the most mid-west of all West Coast cities. They're having a contest to guess the exact date that the entire state of Ohio will have moved here, it's the best place to live.

Describe a typical San Diego tourist: Easy. Check the Chees. All tourists have new, white—very white—tennis shoes. If you want to blend in, bring the ones you wear when you mow the lawn.

What is there about San Diego that creates such charismatic personalities, like that Heaven's Gate guy and Governor Pete Wilson?

Let's face it, we're just too close to L.A. for it not to have some effect.

Don't miss Jeff & Jer live and in person at the Gavin Seminar as part of the "Southern California Legends of the Airwaves," Saturday morning at 1100.

Jeff & Jer's San Diego

Star 100.7 (KFMB/AM) San Diego's morning funsters Jeff & Jer have been kind enough to give us some travel tips and insight into this year's Seminar host city.

Best and worst restaurants: For a romantic dinner try Bosabeach's on 5th in Hillcrest. If there's just too of you, ask for table eight. Mexican El Tecoqo in Mission Valley, Miguel's on Shelter Island, or La Especial in Tijuana on Avenida de Revolucion. Seafood? There's only one thing you must have, and it only costs a buck—a famous San Diego Fish Taco from Rubios Lookin' for an all-nighter? We got Mexican drive-through at night. The first was Roberto's, but there are hundreds of knock-offs, such as Roytboto's, Roberto's, Brotento's, Nagentonio's they're all gessy and great. Next question?

Best thing about the San Diego Zoo? The bus tour. Do it as soon as you enter the zoo. Gift shops before you exit are very good for stuff to take home. The earlier in the day you get to the zoo, the better. Second best thing? Some of the animals have funny videos of Bob Saget and his wife humming, just ask them.

Worst thing about the San Diego Zoo? It closes kind of early, except in summer. The gates close at four, but they don't boot you out until five.

If you're planning on crossing the border into Mexico... wrote down this handy phrase: "Donde esta el especia culo del hurto?" Tengo mucho dinero America." It translates to, "You have a lovely country, please take me to a museum."

Honest it does!
## Chartbound

<table>
<thead>
<tr>
<th>Artist/Song</th>
<th>Radio Network</th>
<th>Ch</th>
<th>Addps</th>
<th>Spins</th>
<th>Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td>* Fleetwood Mac - &quot;Landslide&quot; (Reprise)</td>
<td>8</td>
<td>166</td>
<td>6</td>
<td>3927</td>
<td>+332</td>
</tr>
<tr>
<td>* Celine Dion - &quot;My Heart Will Go On&quot; (SSO Music)</td>
<td>10</td>
<td>85</td>
<td>3</td>
<td>1944</td>
<td>+21</td>
</tr>
<tr>
<td>* Lisa Loeb - &quot;I Do&quot; (Gemini)</td>
<td>14</td>
<td>75</td>
<td>2</td>
<td>1741</td>
<td>-9</td>
</tr>
<tr>
<td>* Gamy Barlow - &quot;So Help Me Girl&quot; (Arista)</td>
<td>21</td>
<td>86</td>
<td>0</td>
<td>801</td>
<td>-359</td>
</tr>
<tr>
<td>* Sarah McLachlan - &quot;Sweet Surrender (Netwerk/Arista)</td>
<td>15</td>
<td>89</td>
<td>14</td>
<td>1591</td>
<td>+165</td>
</tr>
<tr>
<td>* Supertramp - &quot;Sister Of The Mind&quot; (Oxygen/Silver Cab)</td>
<td>10</td>
<td>77</td>
<td>4</td>
<td>1585</td>
<td>+133</td>
</tr>
<tr>
<td>* Backstreet Boys - &quot;As Long As You Love Me Live&quot;</td>
<td>13</td>
<td>97</td>
<td>22</td>
<td>1529</td>
<td>+459</td>
</tr>
<tr>
<td>* Daryl Hall &amp; John Oates - &quot;Ain't Got Enough&quot; (PUSH/Bang)</td>
<td>23</td>
<td>73</td>
<td>0</td>
<td>1396</td>
<td>-362</td>
</tr>
<tr>
<td>* Paul Carrack - &quot;Eyes Of Blue&quot; (Arktik)</td>
<td>14</td>
<td>75</td>
<td>0</td>
<td>1395</td>
<td>-657</td>
</tr>
<tr>
<td>* John Tesh &amp; James Ingram - &quot;Give Me Forever&quot; (GSP/Mercury)</td>
<td>3</td>
<td>107</td>
<td>38</td>
<td>1394</td>
<td>+683</td>
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<tr>
<td>* Donny Osmond - &quot;Do You Know What Love Is&quot; (Nightstar)</td>
<td>8</td>
<td>68</td>
<td>4</td>
<td>1316</td>
<td>+112</td>
</tr>
<tr>
<td>* Matchbox 20 - &quot;3 AM&quot; (Lava/Harman)</td>
<td>15</td>
<td>69</td>
<td>3</td>
<td>1301</td>
<td>-31</td>
</tr>
<tr>
<td>* LeAnn Rimes - &quot;How Do I Live&quot; (MMC/Curb)</td>
<td>34</td>
<td>68</td>
<td>0</td>
<td>1292</td>
<td>-72</td>
</tr>
<tr>
<td>* Janis Ian - &quot;Honky Tonk Man&quot; (Windham Hill)</td>
<td>11</td>
<td>65</td>
<td>1</td>
<td>1229</td>
<td>-36</td>
</tr>
<tr>
<td>* Ray Vela - &quot;It's About Time&quot; (BMA Records)</td>
<td>9</td>
<td>83</td>
<td>5</td>
<td>1217</td>
<td>+195</td>
</tr>
<tr>
<td>* Amy Grant - &quot;Take My Time (A/S)</td>
<td>27</td>
<td>65</td>
<td>0</td>
<td>1162</td>
<td>-396</td>
</tr>
<tr>
<td>* David Goyer - &quot;If I Go&quot; (Back Nine Records)</td>
<td>9</td>
<td>56</td>
<td>2</td>
<td>1100</td>
<td>-85</td>
</tr>
<tr>
<td>* LeAnn Rimes - &quot;You Light Up My Life&quot; (Curb)</td>
<td>20</td>
<td>66</td>
<td>3</td>
<td>1083</td>
<td>-17</td>
</tr>
<tr>
<td>* Barbara Streisand/Celine Dion - Tell Him (SSO Music/Columbia/Epic)</td>
<td>13</td>
<td>57</td>
<td>0</td>
<td>952</td>
<td>-247</td>
</tr>
<tr>
<td>* Shania Twain - &quot;You Still O&quot; (Mercury)</td>
<td>2</td>
<td>78</td>
<td>20</td>
<td>926</td>
<td>N</td>
</tr>
<tr>
<td>* Joe Lawrence - &quot;Never Gonna Change My Mind&quot; (Curb)</td>
<td>10</td>
<td>52</td>
<td>3</td>
<td>849</td>
<td>+115</td>
</tr>
<tr>
<td>* Backstreet Boys - &quot;Quit Playing Games With My Heart&quot; (Live)</td>
<td>29</td>
<td>51</td>
<td>0</td>
<td>825</td>
<td>-156</td>
</tr>
<tr>
<td>* B.E. Taylor - &quot;Love You All Over Again&quot; (Childslee)</td>
<td>14</td>
<td>55</td>
<td>1</td>
<td>813</td>
<td>-41</td>
</tr>
<tr>
<td>* Nariah Carey - &quot;Butterfly (Curb)</td>
<td>17</td>
<td>44</td>
<td>0</td>
<td>765</td>
<td>-281</td>
</tr>
<tr>
<td>* Eddie Money - &quot;Can You Fell In Love Again&quot; (CMB International)</td>
<td>2</td>
<td>60</td>
<td>20</td>
<td>696</td>
<td>N</td>
</tr>
<tr>
<td>* Linda Hornbuckle - &quot;There Was A Time&quot; (FT)</td>
<td>11</td>
<td>48</td>
<td>2</td>
<td>675</td>
<td>N</td>
</tr>
</tbody>
</table>

**Total Reports This Week:** 178

**Last Week:** 179

**Editor Ron Fell**

**Associate Editor Annette M. Lai**

**Assistant Lily Shim**

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) 495-2880

**Gavin January 25, 1998**

## Records To Watch

**Chanell Kreviazuk**

"Surrounded" (Columbia/CRG)

Not exactly "surrounded" yet, but CK's roster of believers is growing steadily. Among them are WHAM, WJDE, WSWF, Wเหล, WLTS, WOYS, WQPW, WZID, K2TH, KSCB, WAQIE, WFXO, WJER, WPXN, KELI, KBLQ, KIMX, KMVX, KUCX, and KWWX.

## Inside A/C

**Women on the Move**

**Bonny O'Brien**, for more than eight years the Music Director at WAHR-Huntsville, Alabama, and a Gavin award-winner, has moved to the station's news department. She has been replaced by Abby Kay at Modern A/C KLLC (Alice) in San Francisco, Julie Nakahara.

**Julie Nakahara**

Stoeckel has been upped to APD at KYSR-Los Angeles. Kim Farina has been named Music Coordinator by PD Angela Perelli. Gavin award-winning independent promotion and marketing exec. Donna Brake has moved her offices to 3016 Wilson Pike, Franklin, TN, 37067. New phone (615) 599-0777 and fax (615) 599-0760.

**Who's on What**

Celine Dion's "My Heart Will Go On" has a "Titanic" week as it sails to Number One on the A/C chart with almost 4,000 Spins from 162 players for an average per playing station of better than 24 spins a week. All
A/C Up & Coming

Reports ADD SPINS TRENDS
38 11 405 +120 JULIE EISENHOWER - Shabab (V.I.P.)
36 2 545 -8 DUNCAN SHEN - Wishful Thinking (Atlantic)
29 1 397 +13 AGARThA - Crossing (Fearless)
28 1 549 -9 JANET JACKSON - Together Again (Virgin)
26 22 219 +164 GARY BARLOW - Superhero (Arista)
24 1 414 +4 MEREDITH BROOKS - What Would Happen (Capitol)
24 3 257 +37 SAMANTHA COLE - Without You (Universal)
24 9 248 +75 THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)
24 20 20 +190 *

A/C Picks

NATALIE IMBRUGLIA

"Torn" (RCA)

Trust me on this one. This hot new import from the UK, where it's already sold a million copies, will be all over the pop spectrum for the next few months. Imbruglia has a strong and clear voice that projects the honest chill and finality of a one-sided breakup.

DARYL HALL & JOHN OATES

"The Sky is Falling" (Push/BMG)

Chicken Little said it best, but Daryl & John sing it better. It's the second

THE PISTOLEROS

"My Guardian Angel"

A song of hope amid hopelessness.

from the debut album

HANG ON TO NOTHING

Produced by JUAN ROMERO for A Violent Safety Productions in association with IAA Management

www.americanradiohistory.com
Chip Davis, Mannheim Steamroller and American Gramaphone wish to thank everyone involved in the release of “Christmas Live” and for the continued success of “Mannheim Steamroller Christmas,” “A Fresh Aire Christmas” and “Christmas in the Aire.”

Slo Dancin’ in the Living Room from Romance II

Add date: February 2

Dan Wieberg
American Gramaphone
402.457.4341

Tom Mazzetta
Mazzetta Promotion
303.545.9990
cool single from the lads' self-made Marigold Sky album on their own Push Records.

VENICE

"Running Home" (Vanguard)
The Venitians have another strong airplay track with this new single from Born and Raised, which spotlights their tight harmonies and acoustic instrumental treatments. The song's theme of lost innocence and the magnetic pull of home and heart are charming and heartfelt.

DIANA KRALL

"Peel Me a Grape" (Impulse!/GRP)
Krall, the new darling of the supper-club jazz set, is one of the coolest and most riveting live performers I've seen in years. This song is breaking out of her current album Love Scenes and should get some serious play at A/C. Catch her in the flesh at this year's Gavin Seminar on Thursday at 7 p.m.

DIANA KRALL

"Peel Me a Grape" (Impulse!/GRP)

Dakota Moon

"A Promise I Make" (Elektra/EGG)
This production is reminiscent of Eric Clapton and Babyface's "Change the World," cause the same guys wrote it only with added harmonies. It's a pretty potent package that's gonna make its mark quickly with A/C stations searching for a durable and endearing ballad.

DIANA KRALL

"Peel Me a Grape" (Impulse!/GRP)

Dakota Moon

"A Promise I Make" (Elektra/EGG)

From the critically acclaimed album "BORN & RAISED" now comes the follow-up single to "If I Were You"

Featured artist at the AC Awards Luncheon, Friday, February 6th.

Performing Saturday, February 7th at 4th & B Opening for Glenn Frey and Max Carl

ARTIST PROFILE

ALANA DAVIS

MAJOR MUSICAL INFLUENCES:
“My parents, Stevie Wonder, and the Exploited.”

FIND OUT MORE...

Running Home

For further information contact: Meg MacDonald, Director of Artist Relations/Promotions (310) 451-5727 Email: Myrtle@VanguardRecords.com
Toni Mazzetta, Mazzetta Promotion, Inc. (303) 545-9980 Email: mazzpromo@diac.com
Mike Martucci, Tucci & Associates (516) 981-9080 Email: Tucci@cris.com

"...'Born & Raised' is the best example of vocal harmonizing in a pop record this side of the Bee Gees.”
—Gavin

"It is not always equal parts music and business in our industry. Sometimes music takes precedence.”
—R&R

"Venice is the best vocal group in the country and one of the best groups of any kind I have heard.”
—David Crosby

ON YOUR DESK NOW!

Running Home

A/C
Catch the Vega Vision

R&R AC CHART #22 THIS WEEK

New This Week:
WBEB WYJB WSSH KZST WLHT WJXB WLAC WAJI KSNE

Already On:
WRVR WRCH WPCH WWLI WLIF WTVR WLTE WMGF KRNO KISC WAFY WARM
WKWK WVAF WTCB WEAT WGINA KNAV KEFM WTFL WLRQ WGIN KSVL KDAT
WOOF WDEF WGSY WIKY KJSN KEO WVEZ WGLM WIKY WHCB WMK WCRZ
WROE WSWT

Be sure to see Ray Vega perform "Even More"
at the AC luncheon, Friday, February 6th at
12:00 Noon during the Gavin convention.
Donny Osmond

"The Echo of Your Whisper"

From #26 to #25 (Gavin A/C)
1316 total spins
Thank You Radio!

From the forthcoming EP
"Four"

Produced by Ricky Peterson & Paul Peterson

Management: Jill Willis Renaissance Management, Inc.
Promotion: Tom Mazzetta Mazzetta Promotion
Phone: (303) 545-9990 • Fax: (303) 545-9993
© 1997 NIGHTSTAND RECORDS, LLC

S/P/W

Spins per Week per Station

- CHUMBAWAMBA: Tidalwurk (Republic/Universal) 25.22
- SMASH MOUTH: Walkin' On The Sun (Interscope) 24.48
- CELINE DION: My Heart Will Go On (SOS Music) 24.24
- LISA LOEB: I Do (Geffen) 23.21
- JOHN MELLENCAMP: Without Expression (Mercury) 22.87
- RICHARD MARX/DONNA LEWIS: At The Beginning (Atlantic) 22.64
- MICHAEL BOLTON: The Best Of Love (Columbia/CRG) 22.64
- SAVAGE GARDEN: Truly, Madly, Deeply (Columbia/CRG) 22.02
- MATCHBOX 20: 3 AM (Lava/Atlantic) 21.68
- PAULA COLE: I Don't Want To Wait (Image/Warner Bros.) 21.34
- ELTON JOHN: Something About The Way You Look Tonight (Rocket/A&M) 21.15
- BRYAN ADAMS: Back To You (A&M) 20.79
- BILLY JOEL: Hey Girl (Columbia/CRG) 20.64
- SUPERTRAMP: Sooner or Later (Oxygen/Silver Cat) 20.58
- BETH NIELSEN CHAPMAN: Sand And Water (Reprise) 20.42
- ROBYN: Show Me Love (RCA) 20.04
- TONI BRAXTON WITH KENNY G: How Could An Angel Break My Heart (LaFace/Arista) 19.93
- BLESSID UNION: Light In Your Eyes (Capitol) 19.78
- DAVID GROV: If I (Back Nine Records) 19.64
- JANET JACKSON: Together Again (Virgin) 19.61
- DONNY OSMOND: Echo Of Your Whisper (Nightstar) 19.35
- LeANN RIMES: How Do I Live (MCG/Curb) 19.00
- THE WALLFLOWERS: Three Marlenas (Interscope) 19.00
- DARYL HALL AND JOHN OATES: Promise Ain't Enough (Push/BMG) 18.96

Listed above are the top ranked singles based on the division of each song's total spins among its top total stations.
"Peel Me a Grape"

The first single from her Grammy-nominated album, *Love Scenes*.

ADD DATE: January 26th

Don't miss Diana's performance on Thursday, February 5th at the 1998 Gavin Seminar.

GRP means Great Records, Period.

Management: The Jazz Tree

The GRP Recording Company
A Universal Music Company
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### Gavin Country

**Reports This Week:** 195  |  **Last Week:** 196

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### Most Added

- **GARTH BROOKS** +880
- **LONE STAR** +40
- **MARTINA McBRIEDE** +58
- **MCGRATH** +822
- **"If I Said" (WB)**
- **THE CLINN BLACK** +750
- **"Nothing But the Tailights" (RCA)**
- **GEORGE STRAIT +688**
- **COLVIN RAYE +437**

### Spinincreases

- **SAMMY KERSHAW**
- **SHANIA TWAIN**
- **TIM McGRAW**
- **GARTH BROOKS**

### Top Requests

- **"It Don't Matter" (Mercury)**
- **"She's Gonna Make It" (Capitol)**
- **"If I Said" (WB)**
- **GARTH BROOKS**

### Record to Watch

- **MARTINA McBRIEDE**
- **"Valentine" (RCA)**

### Up & Coming

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<td>SARA EVANS</td>
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<td>CHRIS CUMMINGS</td>
<td>The Kind Of Heart That Breaks (Warner Bros.)</td>
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<td>J. C. JONES</td>
<td>One Night (Rising Tide)</td>
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### Gavin January 23, 1998

**Website:** [www.americanradiohistory.com](http://www.americanradiohistory.com)
The new single from The Mavericks upcoming album "TRAMPOLINE"
Country Notes by Jamie Matteson

Welcome Aboard

As we begin a new year, Gavin is proud to welcome the following radio stations to the GO panel:

**NEW COUNTRY B92**

KDOB
4115 Broad St.
San Luis Obispo, CA 93401
(805) 781-2750 Phone
(805) 781-2758 Fax
PD/MD: Aaron Corkins
Music Call Times: Wednesday noon-3 p.m. PT

**KAT COUNTRY 100.7 FM**

KATJ
15650 Seneca Rd.
Victorville, CA 92392
(760) 245-2212 Phone
(760) 243-2203 Fax
PD/MD: Kari Lynn
Music Call Times: Wednesday noon-2 p.m. PT

**KATV**

WDMS
1385 Pickett St.
Greenville, MS 38701
(601) 334-4559 Phone
(601) 332-1315 Fax
PD/MD: Randy Pinkston
Music Call Times: Monday-Friday 9-11 a.m. and 2-4 p.m. CT

**KFXL**

KSUX
200 Indian Hills Dr.
Sioux City, IA 51104
(712) 239-3346 Phone
(712) 239-3346 Fax
PD/MD: Jeff Miller
Music Call Times: Monday-Wednesday 10 a.m.-noon CT

**KTHX**

WBTU
2100 Goschen Rd.
Ft. Wayne, IN 46908
(219) 482-9288 Phone
(219) 482-8665 Fax
PD/MD: Kevin "Crash" Davis
APD: Dane Daniels
Music Call Times: Monday-Tuesday 10 a.m.-4 p.m. ET

**KQJS**

WJVO
1251 East Morton Ave.
Jacksonville, IL 62651
(217) 245-5119 Phone
(217) 245-1596 Fax
PD: Pepper Daniels
MD: Stone Wolf
Music Call Times: Tuesday 11 a.m.-1 p.m. CT

**KSOS**

KSUG
1825 South Ohio
Salina, KS 67401
(785) 825-4631 Phone
(785) 825-4600 Fax
PD: Bill Ray
MD: Brian Kerivan
Music Call Times: Tuesday 2-4 p.m.
Wednesday 3-5 p.m.

**KUSK**

KKUS
3220 SSW Loop
Tyler, TX 75701
(903) 534-5133 Phone
(903) 534-5300 Fax
PD/MD: Bobby Bell
Music Call Times: Tuesday 10 a.m.-noon CT

**KTCO**

KTCO
715 East Central Entrance
Duluth, MN 55811
(218) 722-4321 Phone
(218) 722-5423 Fax
PD: David Drew
MD: Tom Roubik
Music Call Times: Monday-Tuesday 10:30 a.m.-noon CT

**KTRK**

MAX 96.5

2330 West Grand
Springfield, MO 65802
(417) 865-6614 Phone
(417) 865-9102 Fax
PD/MD: Chris Cannon
Music Call Times: Tuesday-Wednesday 10 a.m.-noon CT

**KKQY**

Y102
107 West 13th St.
Hays, KS 67601
(785) 628-1064 Phone
(785) 628-1822 Fax
PD: Steve Stein
MD: Randy West
Music Call Times: Monday-Friday 10:30 a.m.-12:30 p.m. CT
Website: http://www.kkqy.com

**KSGM**

A kiss from Crist! MCA's David Lee Murphy receives a smooch from KMDL's Stephanie Crist.

**KGRM**

Food for thought:

What would you get if you got four trade publications to work together with 20-plus record companies to feed the hungry?

7616 pounds of food!

Congratulations to Jamie Matteson and the entire staffs of Gavin, R&R, Country Airplay Monitor and Music Row Magazine for putting aside their competitive differences to realize that the real battle is against hunger. Music is food for the soul. "Chart With Hearts" is food from the soul.

Thank You from Daryle Singletary and Giant Records

Next week: Country Notes focuses on our upcoming seminar in San Diego. As country radio and record labels return to the fold, we look forward to fun in the sun as well as a chance to look toward the future and find new ways to get ahead and stay ahead in our fast changing industry.

Editor: Jamie Matteson • Chart Editor: Jeff House

Country reports accepted Fridays 8 a.m.-3 p.m. and Mondays 8 a.m.-5 p.m.
Station Reporting Phone: (415) 495-5990 Gavin Fax: (415) 495-2580
Nashville Office: (615) 255-5010. Nashville Fax: (615) 255-5020.
Jo Dee Messina
"Bye Bye"

Produced By Byron Gallimore & Tim McGraw
From The Upcoming Album “I’m Alright” Due For Release In March 1998
Look For The Retail Single In Stores February 1998

Curb Records

www.americanradiohistory.com
## Top Tip

**AGENTS OF GOOD ROOTS**

"Smiling Up the Frown" (RCA)

A chart debut at #36 with 36 stations and 205 spins, all in just two weeks time!

## Record to Watch

**FARM DOGS**

"Daria" (Sire)

The single is "Daria" by Bernie Taupin and his fellow mutts. The following stations jumped the gun by adding early: WMMK, KKZN, WBOS, KRSH, KPIG, KPF, and KVNF.

## Most Added

**PETER CASE** (21/27 reports)

**CHRIS STILL*** (19/21 reports)

**TODD THEBAUD** (15/16 reports)

**FLEETWOOD MAC** (11/18 reports)

**AGENTS OF GOOD ROOTS**

(10/38 reports)

### New

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holly cole peeling back the layers
ONION GIRL
The new single from her critically acclaimed album
DARK DEAR HEART

Produced by Larry Klein
Mixed by Roger Moutenot
Management: W. Tom Berry, Alert Music, Inc.

ON TOUR IN AMERICA NOW

## Gavin A3 Boomer Grid

**Editors:** Kent/Keith Zimmerman

### Top Chart Entry: Marcia Ball, Irma Thomas, and Tracy Nelson

- **Title:** Explore the Woman Power
- **Format:** Austin City Limits 2/14
- **Release:** The single from their new release, Sing It!
- **Alternative:** Rockin' on Adult Alternative:
  - KGSR, KRSH, WMVY, KPIG, WNCS, WXPN, WFUV, WNCW, WEBX, WDET, and many more...

### Chartbound

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### More Than Just Spice!

Marcia Ball, Irma Thomas, and Tracy Nelson

“<i>I Want To Do Everything For You</i>”

Explore the Woman Power

(1998) Austin City Limits 2/14

*Check Local Listings*

The single from their new release, Sing It!
you're the pd of four stations, and one of them is a spanish a.m.

...oh, yeah, i know what you mean
Gavin and N2K will team up by creating a special multimedia soundstage, which is where we'll be holding a cyber-Town Hall Meeting. Three live musical guests—Jonathan Butler, Candy Dulfer, and Swamp Boogie Queen—from three corners of the world! (South Africa, the Netherlands, and Los Angeles, respectively) will appear as musical walk-ons! Our riskiest endeavor yet! This is a live broadcast, so please be on time. Seating is limited.

Thursday, 3:30 p.m. Sharp!!
Manchester GII

A3 New Faces Showcase
Columbia Aware recording artists Train and Neurotic Nerd recording artist Tara MacLean share the stage.
Thursday, 5:00 p.m. Windsor Room
The "Professionalization" of Non-Commercial Radio

Gavin and N2K will be bringing "Let Me Fall," the debut single by Peter Case to the GRiDdle this time. Peter Case’s music is a perfect fit for the GRiDdle’s audience. The single is expected to be a hit with the fans and will be released on all major radio stations. The message of the song is about the challenges of relationships and the ups and downs of love. The song is a beautiful blend of acoustic guitar and piano, with Peter Case’s soulful voice taking center stage. The GRiDdle’s audience is sure to enjoy this song.

For further information contact:

Meg MacDonald - Director of Artist Relations/Promotions (310) 451-5727 • email: Meg@VanguardRecords.com
Michael Ehrenberg - Outreach Music • (415) 681-6043 • email: outreach@well.com

#1 MOST ADDED!
ON YOUR DESK NOW!
Opportunities

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

WJZM-AM is currently looking for a part-time Board Operator who can work evenings and weekends. We prefer the candidate to have experience in this related area. Send resumes to Dave Edwards, Zebra Broadcasting Corp., 2500 St. Clair Avenue, Cleveland, OH 44114. F.O.E.

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

Midday Opening at Yakima's New Sunny 92.9 FM or A.P.D. to work into P.D. position. Highly AC/Talk to Drive Audience, KJRN, P.O. Box 1299, Yakima, WA 98901, 509-457-8115. New Mexico Country FM seeks air talent for all dayparts including mornings. Talk to Jim West, 505-347-2260, Monroe N.E. Albuquerque 87101. F.O.E.

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

INCREASE YOUR EXPOSURE

With Medicastings Audio Classifieds. For the price of dinner your aircheck will be heard by thousands of broadcast professionals via the Internet. Get online today!

Call (920) 976-9620 or www.mediacasting.com

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. F.O.E.

College Radio Promotion


TOP RATED COUNTRY STATION

Looking for a morning person or team. Must have proven track record and programming experience. Must be a multi, plus getting involved in the community. We are an equal opportunity employer. Call 940-691-231. FAX: 940-761-2001, or send tape and resume to: G.S.W.B. Human Resources, P.O. Box 5544, Wichita Falls, Texas 76307.
MOST ADDED

2 PAC
Do For Love
(Amarillo/Live)
MYSTIKAL
The Man Right Chea
(live)

TOP TIP

MOBB DEEP
Rare Species
(loud)
The Infamous score 33
adds with their bizazin contribution to the Soul in The
Hole soundtrack.

RECORD TO WATCH

JOHN FORTE'
All You Gotta Do Is Hot
(Refuge/Ruffhouse/Columbia/CGR)
This mighty dreads flow is butter, and his
tracks are unique. All you gotta do is play at
17 adda...

Gavin Rap

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| 14 | 24 | COMMRON - Respect For Life Feat. Lud
ryn Hill (Relativity) |
| 14 | 16 | EPMD - Rucker Scale (Def Jam Recor
ing Group) |
| 28 | 36 | STYLES OF BEYOND - Killer Instinct Feat. Divine Styl
er (Gilaam Records) |
| 22 | 19 | QUEEN PEN - Party Ain't A Party/All My Love (U 11
Man/Interscope) |
| 13 | 13 | SAUCE MONEY - Against The Grain (GSR) |
| 20 | 15 | PMD - Richer Scale (Def Jam Recording Group) |
| 14 | 36 | STYLES OF BEYOND - Killer Instinct Feat. Divine Styl
er (Gilaam Records) |
| 15 | 21 | FRANKENSTEIN - City is Mine (Rock-A-Fella/Def Jam) |
| 28 | 27 | FRANKENSTEIN - The UV (Knowledge Of Self) |
| 1 | 24 | BIG PUNisher - I Ain't A Player (Loud) |
| 8 | 22 | GHETTO MAFIA - I Can Feel It (Fully Loaded) |
| 24 | 23 | WARIO'S ARTISTS - In Da Beginning. There Was Rap (Prior
ty) |
| 32 | 37 | CECO BROVATZ - Scottish Harlem/Drama (Quick Duck/Pri
onty) |
| 28 | 30 | DJ SAS - So Hard (Lethal Records) |
| 19 | 26 | FATAL HUSSEIN - Ghetto Star (Relativity) |
| 32 | 30 | TIMBALAND & MAGGIO - Liv 2 Luv U (Atlantic) |
| 28 | 30 | FAT JOE - Fist Out (Atlantic) |
| 32 | 32 | WYCLEF - Gone Til November (Ruffhouse/Columbia/CGR) |
| 30 | 30 | SPONTANEOUS - Waterfront (Grotvibe) |
| 34 | 35 | DAS EFX - Rap Schol (EastWest/ESG) |
| 35 | 34 | GAB GOTAHA - Angels (Psycho Entertainment) |
| 25 | 26 | GRAVEDIGGAZ - The Night The Earth Cried (Gee Street) |
| 30 | 31 | MIC GERONMO -usual Suspects/Notin Move But The Money (Blunt Recor
ing) |
| 31 | 27 | BRICK SKUNKS - Del A Me Dog (Def Jam Recordin
Group) |
| 39 | 39 | LORD TAO & PETER GUNZ - Da Va (Cudine) |
| 40 | 40 | REDFOO & DRE KROWN - The Freshest (Bubonic Records) |

Keep It Creative

Like That! by Thembsa S. Mshaka

Whether it's the panels, the locale, or the artists who appear, the Gavin Seminar always creates an atmosphere that's now gripping programmers trying to ensure their place in those hot sessions and at those cool evening affairs. It gets tougher every year for label reps who want to say "thank you" for a DJ's support by assisting them with regeneration or accommodations, because the number of requests-and, by extension, the expenses-keep rising. Every year, Gavin acknowledges the non-commercial programmer's dilemma, and we have always tried to accommodate their smaller budgets. This year is no different, and in fact, we're going to take it a step further. As long as you've got proper identification, you can register onsite and still receive the non-comm consideration. Gavin has the details at (415) 495-1990 ext. 653.

As for the promotion execs who want to help out but can't break the budget to do it, take a cue from Nelson at Gee Street who ran a contest and sent two winners to San Diego. Nelson had correspondents identify the artists in a song from the Senseless soundtrack. The names of the reporters with the right answer went into a box. Over the phone, I chose the winners (Nelson swore the names around until I said, "Stop!"). He pulled WRAS Atlanta's Shanik Minice and CITR-Vancouver's J. Swing out of the box, and now they're coming to Gavin. His idea got DJs involved, promoted his product, and hooked two programmers up.

Radio, you can do the contest thing, too. Gavin award-winning PD Jay Wright of WHOV-Hampton asked me to come up with two radio-related essay questions for his staff to answer. The authors of two essays I chose would be sent to San Diego. This prompted the staff to earn their trip by using their radio experience to write creative responses. It also showed the staff that their station cared enough to give them a chance to expand their horizons at the nation's premier radio event. The winners are Todd B. and Jacques Page, and excerpts from their entries will appear in an upcoming issue of Gavin. For those programmers who won't be with us this year, here are some tips for getting to Gavin in the future. Inquire about volunteering as early as September '98 for Gavin Seminar '99. The list fills up fast. Don't wait til the last minute to ask for help from promotions executives. They need advance notice so they can plan accordingly. Remember there are many people coming at them for the same things you are. Put Gavin into your school or station's activities budget a year in advance so your station won't have to rely on label reps.

Fundraise for your staffperson's trip to Gavin in months in advance. Labels, I can usually refer you to who needs help. Use travel savvy: hunt for the best airfares and book your flight as soon as we announce our dates. Speaking of creative travel ideas, Frontline Marketing and The Entity have a great winter event planned called "Soul on Ice." This ski fest takes place February 27-March 1. There will be lots of show, fun, and live performances. For sponsorship or registration information, contact Sincere Thompson at (212) 741-8171. We know that MC Hammer has been planning...
Don't Be Fooled...
The debut single blowing up:
• One of the MOST ADDED-new R&R stations
  WZAK – Cleveland
  WGZB – Louisville
  WIZF – Cincinnati
  WKYS – DC
  WFEG – Charlotte
  KKDA – Dallas

Top 5 Request @:
  WBHJ – Birmingham-64x
  WBTT – Dayton-18x
  WZHT – Montgomery-16x

The album Raw Sylk coming March 1998

**Check out Sylk featuring Too Short**
Saturday, February 7th 12:30 p.m.
@ the “Rap Radio, DJ, and Coalition Roundtable”

INTRODUCING

Sylk-E. Fyne

WITH “ROMEO AND JULIET.”

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

EXECUTIVE PRODUCERS: MICHAEL CONCEPCION, KEVIN EVANS AND GERALD BAILEREAU
A&R DIRECTION: KEVIN EVANS
MICHAEL CONCEPCION FOR GRAND JURY MANAGEMENT
Gavin Rap Retail

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Singles

- PUFF DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
- EPMD - Right Side Of The Street (Def Jam Recording Group)
- GANG STARR - You Know My Style/So Mass Up (Moo Toe/Byrd/Def Jam)
- MASE - Feel So Good (Bad Boy/Arista)
- RAKIM - Guess What's Bad? (Universal/MCA)
- BUSTA RHymes - Dangerous (Firmmode/Interscope/Elektra)
- 2 PAC - I Wonder If Heaven Got A Ghetto (Amaroo/Live)
- JAN Y-Z - Sunshine/Shine/Watchin' (RCA-A-Futura/Priority)
- THE NOTORIOUS B.I.G. - Sky's The Limit (Bad Boy/Arista)
- QUEEN PEN - All My Love (U/M/M/Interscope)
- THE BEATNUTS - Off The Broke (Villator/Relativity)
- L.L. COOL J - Phenomenon (Def Jam Recording Group)
- BIG PUNISHER - Ain't A Player (Lil' Man/Interscope)
- STING & THE POLICE - Roxanne 98 (Put Daddy Remix) (A&M)
- SALT N PEPA - R U Ready (Red Ant/London Island)

 Albums

- 2 PAC - R U Still Down (Amaroo Live)
- MASE - Harlem World (Bad Boy/Arista)
- VARIOUS ARTISTS - In The Beginning...There Was Rap (Priority)
- BUSTA RHymes - When Disaster Strikes (Firmmode/Interscope/Elektra)
- JAN Y-Z - In My Lifetime Vol. 1 (RCA-A-Futura/Priority)
- PUFF DADDY & THE FAMILY - No Way Out (Bad Boy/Arista)
- EPMD - Back In Business (Def Jam Recording Group)
- RAKIM - The 18th Letter (Universal/MCA)
- MASTER P - Ghetto D (No Limit/Ghetto)
- THE FIRM - The Firm (Aftermath/Interscope)
- MYSTikal - Unpredictable (Jive)
- VARIOUS ARTISTS - Gang Related Soundtrack (Death Row)
- M.I.G. - No More Glory (Suge/Universal)
- LUNIZ - Luniz-Ins (C-Note/Rock The Beat)
- DIAMOND - Haunted, Passions and Intimacy (Mercury)

Compiled by Matt Brown and Justin Torres

Mixshow

Mixshow

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<td>VARIOUS ARTISTS - In The Beginning...There Was Rap (Priority)</td>
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<td>5</td>
<td>2 PAC - I Wonder If Heaven Got A Ghetto (Amaroo/Live)</td>
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<tr>
<td>6</td>
<td>MASTER P - Make Em Say Uh (No Limit/Priority)</td>
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<td>7</td>
<td>QUEEN PEN - Party Ain't A Party/My Love (Lil' Man/Interscope)</td>
<td>52</td>
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<td>8</td>
<td>MC EIGHTH - Hit The Floor (Epic Street)</td>
<td>48</td>
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<td>9</td>
<td>RAKIM - Guess Who's Back? (Universal/MCA)</td>
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<td>10</td>
<td>MASE - Feel So Good (Bad Boy/Arista)</td>
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<td>11</td>
<td>MILITA - Born (Red Ant)</td>
<td>43</td>
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<td>DIAMOND - L'il Reza's Revenge (Amaroo/MCA)</td>
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<td>BIG PUNISHER - Ain't A Player (Lil' Man Interscope)</td>
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<td>14</td>
<td>JAN Y-Z - Sunshine/Shine/Watchin' (RCA-A-Futura/Def Jam)</td>
<td>39</td>
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<td>15</td>
<td>SALT N PEPA - R U Ready (Red Ant)</td>
<td>39</td>
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<td>16</td>
<td>THE LOX - I See You Movin' (Bad Boy/Arista)</td>
<td>38</td>
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<td>17</td>
<td>STING &amp; THE POLICE - Roxanne 98 (Put Daddy Remix) (A&amp;M)</td>
<td>38</td>
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<td>18</td>
<td>EPMD - Right Side Of The Street (Def Jam Recording Group)</td>
<td>35</td>
</tr>
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<td>19</td>
<td>MASE - Been Around The World (Bad Boy/Arista)</td>
<td>35</td>
</tr>
<tr>
<td>20</td>
<td>MIC GERDONI - Unusual Suspects/Ain't Nothin' Move But The Money (Blunt Recordings)</td>
<td>34</td>
</tr>
</tbody>
</table>

Gavin will be off the hook!

But don't take out word for it...

"I chose it as my first conference because it sets the standard when it comes to college and community radio. My station is nominated for a Gavin Award, and that's like being nominated for a Grammy! I'm honored to be recognized by a magazine I hold in such high esteem."

— DJ Mecca, WRAR-NY

"It's the only one that really represents hip-hop radio and culture. Gavin really supports the DJs too, so that's where I'm going to be."

— Shannita Williams-Allene, Rap Sheet Music Editor

"When I think about the Gavin Seminar, I think about opportunity, information, and camaraderie. I'll be there!"

— Chic Smith, MD, WYBC-New Haven

"It's the coolest conference of the year. The only one where new and developing acts get a fair shot to shine. I've seen a couple at the Seminar who then go gold and platinum in the next year."

— Naim Aro, Director of Marketing, MCA

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GAVIN JANUARY

GAVIN ROCKS

Active Rock
UNDER CONSTRUCTION

MOUNTAIN SPINZ
Reporters: KDST, KLKO
129 PEARL JAM "Given To Fly" (Epic)
109 METALLICA "The Unforgiven II" (Elektra)
98 CHRIS CORNELL "Sun Shower" (Atlantic)
97 CREED "My Own Prison" (Wind-Up)
95 GREEN DAY "Time Of Your Life (Good Riddance)" (Reprise)

MIDWEST SPINZ
Reporters: BXX, KIBZ, KZKZ, WBUZ, WLZR, WMMS, WRCX, WTFX, WYKT
270 PEARL JAM "Given To Fly" (Epic)
195 CREED "My Own Prison" (Wind-Up)
193 METALLICA "The Unforgiven II" (Elektra)
150 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
143 MEGADETH "Almost Honest" (Capitol)

WES T COAST SPINZ
Reporters: KXO, KISW, KRXQ, KZRA, KSOJ
74 PEARL JAM "Given To Fly" (Epic)
72 CREED "My Own Prison" (Wind-Up)
65 BLACK LAB "Wax It Away" (Geffen)
63 AEROSMITH "Taste Of India" (Columbia/CRG)
174 PEARL JAM "Given To Fly" (Epic)
161 BLACK LAB "Wax It Away" (Geffen)
161 CREED "My Own Prison" (Wind-Up)
152 MATCHBOX 20 "3 A.M." (Atlantic)
140 OZZY OSBOURNE "Back On Earth" (Epic)

SOUTHWEST SPINZ
Reporters: KEJY, KISS, KLBK, KUPD, KZKZ, KBAT
43 METALLICA "The Unforgiven II" (Elektra)
45 MEN OF AUSTRALIA "Livin' In A World Of Ruin" (Elektra)

SOUTHEAST SPINZ
Reporters: KTOX, WXTO, WMFS
28 METALLICA "The Unforgiven II" (Elektra)
83 PEARL JAM "Given To Fly" (Epic)
77 CREED "My Own Prison" (Wind-Up)
74 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
58 TOOL "A&Z" (Fireworks)
56 MARCY PLAYGROUND "Sex And Candy" (Capitol)

Top Ten Spinz
1. PEARL JAM "Given To Fly" (Epic) 836
2. CREED "My Own Prison" (Wind-Up) 855
3. METALLICA "The Unforgiven II" (Elektra) 821
4. DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen) 751
5. BLACK LAB "Wax It Away" (Geffen) 751
6. AEROSMITH "Taste Of India" (Columbia/CRG) 746
7. MARCY PLAYGROUND "Sex & Candy" (Capitol) 462
8. GREEN DAY "Time Of Your Life (Good Riddance)" (Reprise) 462
9. CHRIS CORNELL "Sun Shower" (Atlantic) 453
10. OZZY OSBOURNE "Back On Earth" (Epic) 445

Top 5 Demands
1. MARCY PLAYGROUND "Sex & Candy" (Capitol)
2. CREED "My Own Prison" (Wind-Up)
3. CAROLINE'S SPINE "Salustian" (Hollywood)
4. METALLICA "The Unforgiven II" (Elektra)
5. SEVENDUST "Black" (TVT)

Gavin January 23, 1998

Infiltrating
CREED "Torn" (Wind-Up)

Editor: Rob Fiend • Assistant: Heather Whitaker
Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-4 p.m.
Station Reporting Phone: (415) 495-1990 Ext. 618 • Gavin Fax: (415) 495-2580

www.americanradiohistory.com
An American Idiot in London

I took a whirlwind trip to London last week, courtesy of Slipdisc Records, and I'm afraid that relations between America and the U.K. will never be the same. It was a classic case of cultural ignorance, brought on by lack of preparation and multiplied by sleep deprivation. I began by annoying Heathrow airport employees with bohemiann direction requests, progressed to tipping bartenders and ordering Budweiser, deepened with peeing near Buckingham Palace and looking the wrong way when crossing streets, and climax with beginning and ending every sentence with "dude." I became known as the classic American idiot. Fortunately, there were others within my travel group that helped camouflage my social faux pas, like Skateboard Marketing's Munsey Ricci, whose lust for conversation and ability to demand being the center of attention at all times helped lessen the impact of most of my mistake. The energy that Ricci exudes is like that of a Nuclear Power Plant. It runs forever, but run like hell if there's a meltdown. The premise of this quick trip across the pond—only ten hours from the West Coast—was to visit the legendary Abbey Road Studios, where Madcap/Slipdisc Record's ICOS was recording its second full-length, Speed of Life. The band has been entertaining Chicago's rock enthusiasts with their catchy brand of current rock for the last year or so. The band's first record, Insecure Contact, which is currently receiving spins at a handful of Active Rock stations around the country, has probably sewn the seeds for future airplay of this next release, tentatively scheduled for May.

Featuring the heavy vocals of Danny McGuiness, intricate guitar schemes of Scott Bond, the smooth bass vibes of Gordon Patriarca, and the steady skin pounding of Kyle Woodring, ICOS delivers infectious hooks layered with meticulous melodies. The band's riff-ridden style and ability to write soulful songs makes them eligible for potential hit status at Active Rock radio. The few tracks I heard in the studio were so impressive, it forced me to invite the band to perform this year on the GAVIN Rocks Boat Bash—see ad on your left. Huge thanks to the folks at Madcap/Slipdisc Records (Dave Chuckler/Erica Medinger), ICOS, and special thanks to the band's producer/manager Wayne Gilpin who flew me across the sea just to see a great new band. I look forward to seeing you guys in February.

Here's another rundown of Active Rock Seminar events: On Thursday, February 5, it's the first ever Active/Alternative Crossfire panel. Moderated by Alternative Editor Max Tolkoff and myself, the panels include WAAF's Dave Douglas, KNRR's Mark Hamilton, WRCX's Dave Richards, KRQX's Curtiss Johnson, Jive/Silvertone's Hed(pe), Cyber Octave's Buckethead, and Slipdisc's ICOS. There's nothing like drinkin', boatin' and rockin'. Hope to see you all there.

Last Call!

ICOS's Bond, Woodring, McGuiness, and myself try to look happy just before being tossed out of this pub.
**FULL ON THE MOUTH**

Album: *Collide*
Label: Pioneer Music Group
Contact: Tyler Bacon @ Pioneer (615) 595-9628 x205, The Syndicate (201) 864-0900

“Rainbow” industrialized hard rock. The emphasis track, “People Mover,” utilizes a techno-styled groove that rumbles underneath low-end hooks, while “Rainbow” showcases heavy dance overtones that support soaring vocals. This midwest unit will make an impressive impact with *Collide*.

**GOD DETHRONED**

Album: *The Grand Grimoire*
Label: Metal Blade
Contact: Joey Severance (401) 831-2960

Holland’s God Dethroned formed in 1991, but it was 1992’s *The Christhunt* that put the band on the map as brutal players in the metal scene. Vocalist Henri Sattler’s crusade against everything Christian earmarked the band for success by developing a growing following of religious malcontents. *The Grand Grimoire* is a stark metallic listen that scrapes its way through dark, soul searching, and rebellious themes. The must listen tracks include “Somberness of Winter,” “Coliseum Serenades,” and “Into a Dark Millennium.”

**HATEBREED**

Album: *Satisfaction Is the Death of Desire*
Label: Victory Records

Hatebreed was formed three and a half years ago and has since established an incredibly supportive following within the hard-core scene. Extensive touring and tremendous sales of their demo EP (Victory Distribution’s best selling title ever!) brought the band to Victory Records. Hatebreed’s latest effort encompasses both metal and hard-core elements, and will appeal to listeners of both genres. Beginning in late January, the band will be touring for seven weeks with Entombed and Bloodlet.

**SOIL**

Album: *Soil*
Label: Olympic Records
Contact: Skateboard Marketing (516) 328-1103

Soil hails from the midwest and consists of seasoned musicians Shaun Glass (Sindrome/Broken Hope), guitar; Tim King, bass; Adam Zadel, guitar; Tom Schofield (Oppressor), drums; and Ryan, vocals. The band’s debut EP integrates shredding guitars, thunderous drums, and dynamic vocals. A shoo-in for metal radio, the focus tracks include “Broken Wings” and “She.”

**COURSE OF EMPIRE**

Album: *Telepathic Last Words*
Single: “The Information”
Label: TVT Records
Contact: Anya Feldman (212) 979-6410

Hailing from the Lone Star State—Dallas to be exact—Course of Empire specializes in industrialized hard rock mixed with sharp Middle Eastern melodies and heavy doses of psychedelia. Introduced to metal radio a few years back with *Infested* on the now defunct Zoo Entertainment label, Course of Empire made its most memorable impressions with chaotic live shows. Produced by Jon Fryer (NIN, Gravity Kills) *Telepathic Last Words* is a lesson in harmonized aggression, especially the emphasis track, “The Information.” Look out commercial radio.

**PISSING RAZORS**

Album: *Pissing Razors*
Label: F.A.D. Records
Contact: Paula Kopka (818) 752-8196

Surfacing from the wasteland of El Paso, Texas is Pissing Razors.

continued on page 48
### Most Added
- **PRO-PAIN** (56)
- **SOIL** (52)
- **INCUBUS** (38)
- **ACE FREHLEY** (38)

### Top Tip
**Six Feet Deep**
- *Death or Glory* (Metal Blade)

Even though it's not going for adds until Jan 26/27, Six Feet Deep is listed as this week's top debut spot thanks to double-digit spins from KVIK(28), WSTK(20), WYTM(15), WSOU(15), KCSU(8), and WFCO(8).

### Record to Watch
**Unsane**
- *Occupational Hazard* (Relapse)

Probably one of the best CD's of this short year, Unsane's latest effort will attract hard rock listeners like crack heads to dark alleys. Aggressive, but melodic Unsane delivers the dope.

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### Hard Rock

<table>
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<th>Title</th>
<th>Spins</th>
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<td>Deftones - Around The Fur (Maverick)</td>
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<td>Judas Priest - Jagulator (CMC International)</td>
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<td>Incubus - Science (Immortal/Epic)</td>
<td>266</td>
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<td>4</td>
<td>Metallica - Reload (Elektra/EG)</td>
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<td>Testament - Demonic (Mayhem/Enigma/Burnt Offerings)</td>
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<td>Life Of Agony - Soul Searing Sun (Roadrunner)</td>
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<td>Overkill - From The Underground And Below (CMC International)</td>
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<td>Misery Loves Company - Not Like Them (Garage)</td>
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<td>Decade - Serpent Of Delight (Roadrunner)</td>
<td>189</td>
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<td>KMFDM - KMFDM (War''Itts/TVT)</td>
<td>185</td>
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<td>Kiss - Carnival Fu (CMC International)</td>
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<td>Day In The Life - Day In The Life (Building/TVT)</td>
<td>173</td>
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<td>Crisis - The Hollowing (Metal Blade)</td>
<td>172</td>
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<td>Mortal Kombat - Annihilation (TVT)</td>
<td>169</td>
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<td>Moshugan - The True Human Design (Metal Blade)</td>
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<td>Hateful Breed - Satisfaction Is Death (O. Dream! (Victory)</td>
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<td>Dream Theater - Falling Into Infinity (Erafta Entertainment Grp.)</td>
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<td>Entombed - To Ride, To Shoot Straight, And To Speak The Truth (Music For Nations)</td>
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<td>Paradise Lost - One Second (Music For Nations)</td>
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<td>Six Feet Under - Death Or Glory (Metal Blade)</td>
<td>147</td>
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<td>AC/DC - Bottle Sparkler (Elektra)</td>
<td>146</td>
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<td>Human Waste Project - Elux (Hywood)</td>
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<td>Trepomental - Renegade (Mercury)</td>
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<td>Megadeth - Trust (Capitol)</td>
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<td>Wypukesy - The Final Chapter (Nuclear Blast)</td>
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<td>Skrew - Angel Seed (Metal Blade)</td>
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<td>God Dethrone - The Grand Guignol (Metal Blade)</td>
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<td>Brutal Truth - Sounds Of The Animal Kingdom (Relapse)</td>
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<td>Kreator - Outcast (FAD)</td>
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<td>Snot - Get Some (Geffen)</td>
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<td>Shithead - The Main (TVT)</td>
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<td>-15</td>
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<td>Non Compuls Mentis - Smite When You, Hate (Wonder Drug)</td>
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<td>Accept - The Final Chapter (CMC International)</td>
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<td>In Flames - Whoracle (Nuclear Blast)</td>
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<td>Will Haven - El Diablo (Relapse)</td>
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<td>Limp Bizkit - Three Dollar Bill, Y'all (Flip/Interscope)</td>
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<td>41</td>
<td>Cold - Cold (Flip/SMSM)</td>
<td>73</td>
<td>-15</td>
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<td>Panteon - Official Live 103rd Proof (Elektra Entertainment Grp.)</td>
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<td>43</td>
<td>Pro Pain - Pro Pain (Ninety Head)</td>
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<td>44</td>
<td>Rage Against The Machine - The Ghost Of Tom Joad (Epic)</td>
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<td>Iron Monkey - Iron Monkey (Epic)</td>
<td>64</td>
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<td>46</td>
<td>Warzone - Fight For Justice (Victory)</td>
<td>63</td>
<td>NEW</td>
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<td>Dismember - Death Metal (Metal Blade)</td>
<td>63</td>
<td>NEW</td>
</tr>
<tr>
<td>48</td>
<td>Jag Panzer - The Fourth Judgement (Century Media)</td>
<td>63</td>
<td>NEW</td>
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<tr>
<td>49</td>
<td>Machine Head - The More Things Change... (Roadrunner)</td>
<td>63</td>
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### What’s Going On?

Before getting into this week's trade about the upcoming GAVIN Seminar you should be aware that Sheri Sinclair has left Energy Records. Four years ago, Sinclair first appeared at Energy as the label's Director of Radio Promotions, she eventually rose to Label Manager. I give full props to Sinclair for her down-to-earth work ethics and excellent radio promotion wizardry with bands like pro-Pain, Souls At Zero, bile, and Hanzu Und Gentrel.

Back in '93 when I was cutting my teeth, trying desperately to launch GAVIN Rocks in the face of overwhelming competition—Album Network, CMJ, FMQB, Foundations, Hard Rock Report, and Hits—Sheri was the first person to take and return my calls (and for that matter, to take me seriously). There was never a time that I couldn’t count on her for support and advice. This is why I suggest that if you’re looking for a no-nonsense, diligent worker who lacks pretentiousness and puts bands before personal glory, you call the mighty Sinclair at (212) 225-5252 and hire her on the spot.

If truth be known, Sinclair actually left Energy at the urging of her new pup Owen. In this crazy business, it sometimes pays to disregard all the hype and follow the wishes of man’s (or woman’s) best friend. Good luck Sheri. I look forward to working with you at your next venture. Thanks for all your support.

You may or may not have noticed that this week’s issue is the first hard rock special of the year. Like all special issues, not everything that should be included could be due to limited space, which is why you should check out the next page for more profiles and dialogues.

OK, unless your blind or have been hospitalized for finally drinking that bottle of Moloty Brew, it should be fairly clear that the 1998 GAVIN Seminar is only a few weeks away. All you radio crazies who plan on attending should consult the agenda that was in last week's issue (Jan. 16). If that issue is already lining your kitty's litter box, call us and we'll fax you one.

Also, my trustee assistant Heath went kind enough to mail all GAVIN Hard Rock reporters a letter that includes GAVIN Rocks specific panel information as well as nighttime showcases. Please be sure to make a note of the part that informs you of our early radio reports deadline the week of February 6. Our deadline is normally 2 p.m. Pacific Time on Tuesday, but because of the Seminar, the deadline for that week will be Tuesday at noon—no exceptions. If it's not in by noon you will be frozen. I apologize for my inconvenience and would greatly appreciate all your efforts to abide by this once-a-year early deadline. Thanks! Adds for January 26-27 include Coinmonst, Universal Solvent (Quadrupole), Course of Empire, Telepathic Last Words (TVT), Riot, Inhumanity (Metal Blade), Six Feet Under, "Death Or Glory" (Metal Blade), Unsane, Occupational Hazard (Relapse). Adds for February 2-3 Amon Amarth, Once Sent From The Golden Hall, (Metal Blade), The Everdawn, Poems Burn The Path (Death/Metal Blade), Hum, Downward & Heaventrad (RCA), Judas Priest, L... At Midnight (CMC), Midwinter, At The Sign of The Apocalypse Dragon (Death/Metal Blade), Moonspell, Pecado (Century Media), New York's Hardest 2 Various Artists (Black Pumpkin).

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**Editor: ROB FIEND • Assistant: HEATHER WHITAKER**

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m. Station Reporting Phone: (415) 495-1990 Ext. 618 • GAVIN Fax: (415) 495-2980

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**GAVIN January 23, 1998**
More Aggressive Tidbits for Your Pleasure

Unfortunately not all dialogues and profiles were able to be included in the meat of the cover story, so here's a few more you should be aware of.

**EARACHE RECORDS**

Rob Gill
(212) 343-9090

After the departure of David Vincent and the release of *Entangled in Chaos*, we prepared ourselves for our new journey through the Gate of Death (the sphere of creativity). Our adventure began as we faced the Crystal Dragons of Oots, but through my creative cunning, they were overwhelmed and gave us passage, even though several of my henchmen were crystallized by their breast weapon.

Time moved on. During a brutal conflict with a school of 31 void Scavvers, my +5 Axe of Damnation slit open the belly of one said Scavver, releasing a new, unknown warrior by the name of Steve Tucker, who with fury and might swinging in his battle axe, stayed many of the remaining foe. He caused such a blood shower as to make his aura gleam. Upon cleansing our weapon shafts in the pure water of Lake Ather, we knew then that this mighty warrior was to be part of our assembly, and we made covenant with him.

And now this most awesome trial under the strict supervision of the 80 Colleges of Oots, prepared to make offering and sacrificed unto the Most Ancient of the Days. With hymns such as "Heaving Earth" and "Invocation of the Continual One," we gather to be the Instrument of the Most High Triumvirate, and we, these "Formulas Fatal to the Flesh."

**INTERSCOPE RECORDS**

Yigal Dakar, Xavier Ramos,
Lenny LaSalandra, Brent
Reineke

(800) 992-6553

www.Interscoperestore.com

Happy New Year! Rob Halford is back with a new hand called Two, coming to you via Trent Reznor’s Nothing Records. Produced by Mr. Reznor himself, the album, *Waves*, is powerful, visceral, and carries one of the most distinctive voices in rock. Your listeners will embrace this record like a winning lotto ticket. Also, be sure to check out Lady’s Night in Cambodia, the first headlining tour from ’97’s best new band, Limp Bizkit. The first hundred female concert goers will be admitted into each show free! The performance will contain strippers, camouflages, and plenty of Apocalypse Now references. Call us!

**SLIPDISC RECORDS**

Frank Chackler
(312) 396-0200

Slipdisc@slipdisc.com

We here at Slipdisc are looking forward to a very busy year. We are not limiting ourselves to the industrial and electronic music genres, because there is a transformation happening within heavy music, with the industrial genre crossing over into metal and other related musical forms. 1998 will witness the Slipdisc releases of Rorschach Test, Nihil, N17, Clan People, Final Cut, and our label compilation *Slip This On And Rock Hard*. Releases from our Lost in Bass sub-label include a LP, AccuRack, plus a few surprises.

**ULTRASPANK**

Album: *Ultraspank*

Label: Epic Records

Contact: Concrete Marketing (212) 645-1960

Add Date: March 16-17

Surfacing from Santa Barbara is one of the most promising bands of the year. Ultraspank (formerly Spunk). They’ve already built a strong fan base through dynamic and captivating live shows. Produced by David Botrell (Tool, King Crimson). Ultraspank showcases a heavy brand of sleighhammer grooves. Butes, “Sick.” “Wrapped” and “Perfect,” will sonically pummel rock radio.

**UNSANE**

From: NYC’s East Village Scene

Label: Relapse Records

Radio Contact:

Pelle #717-397-5221 ext. 105
EMAIL: Radio@Relapse.com


Add Date: January 26-27

Band Is: Chris Spencer, guitar/vocals; Dave Curran, bass/vocals; Vinny Signorelli, Drums

Background: The moniker, “Unsane” comes from an Italian horror film of the same name.

**JEOPARDIZING CONSUMER SAFETY!**

**UNSANE OCCUPATIONAL HAZARD**

Tracks: #3 Over Me (2:56), #1 Committed (2:42), #8 Hazmat (3:09), #7 Sick (2:32)

Add January 26th & 27th

**U.S.**

Add: 26th & 27th

**RADIO**: Relapse 8eserds.

**GENERAL INFORMATION**: They have a very strong presence in the skate/snowboard scene and are endorsed by Division 23 snowboards, Kastel shoes and Vans footwear.

**Odds & Ends**: They appeared on the soundtrack “Romeo and Juliet” and “Lovegod” movie. The band got the name “Scattered, Smothered & Covered” LP from a waffle house menu.

**TOP REQUESTS**

DEFTONES

JUDAS PRIEST

METALLICA

ENTOMBED

HATEBREED

**Rocks Chartbound**

*Yngwie Malmsteen* (67) Meteor

*Full On The Mouth* (57) Pioneer Music

*Rammstein* (45) London

*Soil* (23) Olympic

*Two* (12) Nothing/Interscope

Dropped:

#40 Gamma Soundtrack
#42 Tea Party

#45 Another Society
#47 Iggy Pop Tribute

#48 Jimmm’s Chicken Shack
#49 Acumen Nation

#60 Today Is The Day
Gavin Rocks Special

Continued from page 45

Boasting a menacing mixture of brutal, in-your-face metal and scalding hard rock, aggressive radio will be all over this. The band's F.A.D. Records' debut was produced by Andy Sneap (Skinlab, Machine Head, Stuck Mojo) and contains enough metallic voltage to shorten out a small city. A few suggested tracks include "Dodging Bullets," "Life of a Lunatic," "Sounds of Doom," and "Tortured." Subtle as an agitated pitbull and more abrasive than the stench of Jesse Helm's rotting ass zits, Pissing Razors will cut through your station's mediocrity like a knife through the soft head part of a newborn baby.

COINMONSTER

Album: Universal Solvent
Label: Quadropus Records
Contact: Skateboard Marketing (516) 328-1103
Add date: January 26/27
Coinmonster has been stunning venues in Ohio, Pennsylvania, and New York with its undeniably original hard rock/bass bop sound since early 1991. The band's unique fusion of melody and technical elements has attracted a strong following among new music enthusiasts. The combination of Jon Jon Reider's brazen guitar and heavy lyrics, Dave Galazia's intimidating skin pounding, and John Troutman's jackhammer bass atrocities scream for airplay. Check out "Bully," "Jerry's Just Ahead," "Double Fisting Water," and "Fat Black."

UNION

Album: Union
Label: Mayhem/Fierce Records
Contact: Kevin "Chainsaw" Rose (212) 226-7272
Add Date: February 2/3
Guitarist Bruce Kulick (Kiss) and vocalist/guitarist John Corabi (Motley Crue) have joined forces with bassist Jamie Hunting and drummer Brent Fitz to form Union. Regardless of the band's high-profile members, Union will make its mark on musical merit. From the heavy dirge of "Old Man Wise" to the catchy, feel-good hook of "Love (I Don't Need It Anymore)," the epic sounds of "Let It Flow," and the power of "Heavy D," Union's self-titled debut will be applauded for quality songwriting and showmanship.

MORBID ANGEL

Album: Formulas Fatal to the Flesh
Label: Earache Records
Contact: Rob Gill (212) 343-9090
Add Date: February 16/17
Morbid Angel is perhaps the best selling death metal band to date, having sold 400,000 albums worldwide on their last two releases, 1993's Covenant and 1995's Domination. Labeled by fans and the music media as "Godfathers" of the death/black metal scene, Morbid Angel's latest effort again showcases the band's brutally dark musical atrocities. Produced by conceptual mastermind guitarist/composer Trey Azagath, Formulas Fatal to the Flesh will prove fatal to the ears of those unaccustomed to extreme metal.

KILGORE SMUDGE

Album: A Search for Reason
Label: Ultrasound/Revolution
Contact: Gary Poole (310) 289-5509
Concrete Marketing (212) 645-1360
Add Date: TBA
Kilgore Smudge's sophomore release is positive proof that music can have brawn and brains. Their unique songwriting style is inspired by stories and poems of various literary legends, including Kurt Vonnegut (whose Slaughterhouse Five character Kilgore Trout's surname was borrowed to complete the band's name). Produced by Ed Stasioum (the Ramones, Living Color, Biohazard) the disc segues flawlessly from the assaulting crescendos of "Never Again" to the passionate piss off "TK 21" to the gloomy beauty of "Lullaby for Your Casket." Pure crossover material.

Gavin January 23, 1998
Coming Spring 1998

SLIPDISC records

101 West Grand, 6th floor.
Chicago, IL 60610
Phone 312.396.0200
Fax 312.396.0245.
www.slipdisc.com

Watch for these upcoming releases including the NEW compilation, *Slip On This & Rock Hard*, taste the heavy sounds you expect from the SLIPDISC armada, including previously unreleased tracks!

Also coming...
NEW releases from NI7, Clay People, ICOS, + DJ? Acucrack.

For Radio contact:
Frank Chackler / Slipdisc Records
312.396.0200
slipdisc3@aol.com

Munsey Ricci / Skateboard Marketing
516.328.1103
skatebmkt@aol.com
MINDROT
Album: Soul
Label: Relapse Records
Contact: Pellet (717) 397-9221 x105
Add Date: March 1998
Formed in 1989 as primarily a grind/crust unit, Mindrot has recently developed into a more of a gloom-core band, showcasing gothrock traits like those of Fields of the Nephilim, Type O Negative, early Paradise Lost, and My Dying Bride. Over 40 tracks produced by Jim Barnes (Deceased, Morgion, Phobia, Dytopia), including eight rhythm guitar tracks, were used to enhance the album's gothic and atmospheric metal elements. Mindrot's latest effort will keep even the most ardent metal listener cowering in a fetal position.

MAX CAVALERA
Album: TBA
Label: Roadrunner
Contact: Jen Meola (212) 274-7545
Add Date: TBA
"The hardest part was realizing that I had to continue without Sepultura, and I had to find the right people to do that."—Sepultura's co-founder and former vocalist Max Cavalera. Although still searching for a name for his new outfit, Cavalera has enlisted former Thorn drummer Roy Zem and, former Sepultura roadie/bassist Marcello Dias, and guitarist Lucio Maia from Brazil's Chico Science. The band is still in the studio recording, but sources have revealed that the upcoming CD contains all the aggression and power that was Cavalera's trademark in his previous band. Keep an eye open for this monster.

ROSCHACH TEST
Album: Unclean
Label: Slipdisc Records
Contact: Skateboard Marketing (516) 328-1103
Add Date: March 2/3
Meshing metal guitars and industrial rage with ambient and techno grooves, Seattle's Roschach Test brings to light the dynamic emotions that emanate from a childhood filled with religious guilt and personal strife on the appropriately titled Unclean, their debut Slipdisc release. Formed in 1992, Roschach Test delivers grinding loops that weave around feverishly hard tempos and rugged guitars. Touting personal stories as well as lessons in theology, the emphasis tracks include "Lament, "Satan," and "Sex."

CLUTCH
Album: The Elephant Riders
Label: Columbia Records
Contact: Ben Berkman (212) 833-5118
Add Date: April 13/14
Clutch, one of the most highly-respected contemporary rock bands on the scene today, is gearing up to release its third full-length, The Elephant Riders. The band's Columbia Records debut was produced by Jack Douglas (Aerosmith, John Lennon, Patti Smith, Cheap Trick) and engineered/mixed by Jason Corsaro (Soundgarden, Mighty Mighty Bosstones, Motorhead, Iggy Pop). Armed with whopping hooks and bellowing vocals, Clutch will take metal radio by storm and quickly leap to adventurous commercial rock radio.

HATEBREED
"Before Dishonor" & "Last Breath"
IMPACTING NOW!
HATEBREED & BLOODLET
Touring North America with Entombed throughout January & February
Already Causing Damage At...
FEBRUARY'S GONNA HIT HARD!...
- EARTH CRISIS "The Oath That Keeps Me Free (Live)
- IN COLD BLOOD "Hell On Earth"
- AREA 51 V/A (Snapcase, Strife, and more!)
VICTORY RECORDS
FULL CONTACT RADIO: RON PLATZER
888-447-3267 x105 Vicradio@aol.com
www.victoryrecords.com
TWO
Album: Voyeure
Single: "I Am A Pig"
Label: Nothing/Interscope
Contact: Yigal, Xavier, Lenny, and Brent (800) 992-6553
Add Date: TBA [single is impacting now]
"I created Two because I wanted to re-capture the tangible rush I experienced when I first launched my career," explains metal forefather and Judas Priest founding vocalist Rob Halford. "When I started the writing process for this release, I knew I was going to have a markedly different sound to offer my fans." He ain't kidding! Produced by Trent Reznor, Voyeure is an intricate mix of industrial, hard rock, and Halford's restructured vocals. "I Am A Pig" is just the icing on the cake; the entire album rocks.

PITCHSHIFTER
Album: www.pitchshifter.com
Label: DGC Records
Contact: Dennis Blair (310) 285-2769
Vocalist J.S. Clayden declares: "Pitchshifter is about making people think. Making them think about the world around them, about how they perceive music, about how they perceive themselves." This compulsively aggressive rock comes to you complete with great drum 'n' bass rhythms and punk guitar lines. The album was produced by Machine, known for his work with White Zombie. "Machine worked really closely with us to make sure we were able to transpose all of our ideas into the music," states Clayden. They did exactly that and ended up with a great sound.

OVERCAST
Album: Fight Ambition to Kill
Label: Edison Recordings
Contact: Morgan Walker (203) 762-2721
Add: February 9/10
Overcast began in 1991 with their roots firmly planted in the hardcore scene and quickly debuted with a self-titled EP that sold all 1,000 copies within its first four weeks of release. Their first major break came in 1994 with the release of the full-length Expectational Dilution. This marked a milestone for the band in terms of songwriting, musical skills, and notoriety. Expectational showed a new side to the band, as they leaned towards a more "crossover" style, combining the brutality, speed, and precision alongside the groove and aggression of hardcore music.

STUCK Mojo
Album: Rising
Label: Century Media Records
Contact: Andrew Sample (310) 574-7400
Rising is the record that will solidify Stuck Mojo as a major player in the world of heavy rock/metal, satisfying Mojo fans old and new with big metal riffs, electric rhythms, and harsh vocals that will leave you coming back for more. Stuck Mojo is Century Media's biggest selling U.S. band. Watch the band blow out ear drums aboard the Lord Hornblower Yacht for the The 1998 Gavin Rocks Awards Ceremony. Prepare to rock!

PRIMAL FEAR
Album: Primus Fear
Label: Nuclear Blast America
Contact: Sean McKnight (717) 244-0808
Add: Late February
Combining '80s power metal sensibilities with '90s production values and progressiveness, Primal Fear has the mainstream appeal to fit into commercial radio as well as the underground integrity to satisfy even the most diehard fan of unconventional music. Featuring vocalist Ralph Scheepers (formerly of Gamma Ray), Matt Sinner (ex-Sinner) on bass, guitarist Tom Naumann, and drummer Klaus Sperling, this band will bring to mind Screaming for Vengeance-era Judas Priest. Tracks that a must for radio include: "Formula One," "Silver and Gold" and "Nine Lives."
This being the first hard rock/metal special of the year, we thought it appropriate to offer hard rock promotion people an opportunity to reintroduce themselves and shamelessly promote their priority projects. You'll find out who's working what, when, and why. From predictions to promotions to ill-tempered dogs to travel tips, the following will help you prioritize your mail stacks and phone calls.

Century Media Records
Andrew Sample
(310) 674-7400
andrew@centurymedia.com

Another year down, and another year closer to this apocalypse they're calling the millennium. Predictions! Metal, fucking metal! I'm not talking about genre-jumping heavy stuff. I mean metal the way it was in the 80s. What's wrong with putting labels on music anyway? At least you know what the hell you are buying, right? Regardless of my personal hang-ups, I have another prediction: Stuck Mojo's Rising as the rock/metal record of the year! Bonz, Rich, Corey, and Bud will walkup anything in their path, and anything at the GAVIN Seminar Awards Show aboard the Lord Hornblower Yacht on February 7, 1998. Moompet's Sin Pecado, the Firestarter 'black metal compilation,' and Century Media's comp Identity 4 are all on the horizon, as well as tours with Skinhead, Stuck Mojo, Fury of Five, and My Own Victim. Make sure to eat your greens and realize your potential.

Columbia Records
Benjamin Berkman
(212) 833-5118
Benjamin_Berkman@sonymusic.com

Greetings to all. I'm really excited to be apart of Columbia's re-entry into the world of metal! Yes, it is true, we signed Clutch, and with your help and support, we're going to make this band happen. Look for them to hit your town soon on tour with Limp Bizkit and Sevendust. American Recordings is now an extension of Columbia, so prepare yourselves for blistering new full length efforts from new signing System of a Down (produced by Rick Rubin) and the original Brooklyn bad-asses Slayer. Enhancing your listening pleasure in March will be Boggy Depot, the first solo album from Alice in Chains musical maestro and Jerry Cantrell. Can't wait to meet all of you at the GAVIN Seminar, and in the meantime please feel free to call me about this killer slate of bands.

Concrete Marketing
Steve Prue, Dustin Goldfarb, Eric Cole
(212) 645-1360
steve@themusiczone.com

It's the end of the world, and we are covering the guitars! We at Concrete Radio Industries America have more rocket scientists than NASA and more compu-power than Microsoft. We're so busy we can't even provide a picture of ourselves! Two of the coolest things to rock the airwaves in the first quarter of '98 are Kilgore Smudge and Ultraspank. See them destroy a town or air studio near you! Along with tasty slices of metal from the boys @ CMC, this year is gonna rock! "We wanted the future, we have it."

F.A.D. Records
Paula Kopka
(818) 752-8799
noisela@noiserecords.com

Well the new year is here, and I'm back to drive you guys even more crazy! Man, does F.A.D. Records have some killer releases coming your way. Get ready first for StratoVarius, Finland's masters of metal. If you like classic melodic metal, then you are going to dig StratoVarius! The add date for StratoVarius is January 26-27. Be there! Other music that will also soon be in your hands include Gamma Ray, the debut release of Pissing Razors (our newest signing), and Tusya Schnauze (the artist formerly known as Manhole).

Geffen Records
Dennis Blair
(310) 285-2769
dblair@geffen.com

I hope you had a great break—even if it wasn't long enough. I would like to thank everyone who has helped us break Sick, Rollins, Powerman 5000, the Misfits, and Sugar Point. Hard rock radio definitely showed its power to sell records and represent the ultimate in artist development. I know we have all been saying the same thing about how hard rock radio was going to be the new arena to break music, but '97 and '98 will cement that as undeniable! I have never seen so many killer, new school hard rock acts as there were last year. Deftones, Sevendust, Limp Bizkit, Human Waste Project, Incubus, Fu Manchu, and many others have shown that the next generation has arrived. I can't wait to see all you freaks at the GAVIN Convention. Remember to catch Snut and Fu Manchu Thursday night, and just ask Kreature or Gill for free drinks.

Mayhem/Fierce Recordings
Kevin "Chainzaw" Rose
(212) 226-7272 x203
ragnarok@brainlink.com

Hope everyone had a great holiday: mine was a blur. Wake up, eat, shower, go out, drink, return home (with any luck) around 6 a.m., pass out, wake up about 4 p.m., repeat. I actually had it scheduled that way. But now we are back to the grind and I have got loads of incredible music for you! You've already received Pro-Fain, next is Union (featuring Bruce Kulick and John Gorbit) and a double-live Dio recording. If that doesn't slam you to the mat, how about Crowbar, Los Gusanos, Boiler, My Dying Bride, Cradle of Filth... I could go on forever.

McGathy Edge
Steve Krucher, John Bambino, Jason Rudolph
(212) 924-7776
edge@linch.com

Bambino and I recently went to Amsterdam on a fact finding mission to discover if long hairs go on the nod longer than skinheads. Unfortunately, we can't recall anything or anyone regarding the nod, but we do have a list of reasons why this city should be spared from spontaneous combustion. First off, it's one of the few places were you can have Italian food served by Mexicans
while listening to the sultry sounds of Indian music. One can sample 1997's Cannabis Cup winner "White Widow" before going to the Hemp Museum and picking up a nugget from the Nepalese Hash collection. Afterwards, you can fall in the street and receive applications from the locals based on your landing or lack thereof. Then follow the red lights to kinko town where you can have Heidi, or (for some of you, Alex), for only 50 Gilders. Not all of Amsterdam's fine tributes could be mentioned here, but we highly suggest you go there even if you don't inhale—Knutter

Metal Blade Records
Joey Severance
(401) 831-2960
metalradio@aol.com

We here at Metal Blade records are committed to searching the world over and bringing you the finest metal has to offer. In your possession right now are the latest releases from God Dethroned, Ancient, Six Feet Under, Hecate Enthroned, Sacred Reich, Mithroth. Gates of Hell, Rot, the Expenders, and Ty Tabor. In the upcoming months, you can look forward to these fine gems: King Diamond, Mercyful Fate, Sacred Steel, Bolt Thrower, Cannibal Corpse, Destiny's End, and Black Thrash, just to name a few. If there is anything I can do to help you with this crusade, please do not hesitate to contact me.

Nuclear Blast America
Sean McKnight
(717) 244-0808
radio@nuclearblast-usa.com

1997 was a pivotal year for Nuclear Blast America, with the addition of a new staff and the entire office moving from Florida to Philadelphia—which turned out to be one of the best decisions the company has ever made. 1997 also brought everyone some old NBL favorites, such as Meshuggah, Hypocrisy, and In Flames, as well as some new faces with the likes of Dinosaur Bogir iand Hammerfall. Keep your eyes peeled for such bands as Face Down, Primal Fear, Covenant, Hollow, Ann I Blood, as well as some of your old favorites such as Meshuggah (new full length this spring), Left Hand Solution, Evereve, and Benediction. 1998 is going to be a huge year for metal. We're ready, you should be too.

Relapse Records
Seann "Pellet" Pelletier
(717) 397-9221
radio@relapse.com

Relapse spills fresh blood! In Minneapolis, a 42-year old metal fan was found laying dead in a sea of his own blood recently after having been robbed, tortured, and stabbed 73 times with an exacto knife. A local record store owner was the main suspect after police traced the CD found in the victim's CD player. Ironically enough, it was Entwhistle's The War Blood Everywhere. In related news, after a recent attack while on vacation in Europe, Uninsane Chris Spencer had injured in a Venice hospital, attached to a discharge bag that is draining blood out of his abdominal cavity. He is expected to survive and recover in a time for his U.S. tour with Today is the Day.

Roadrunner Records
Jen Meola
(212) 219-0077
meola@mail.roadrunner.com

1997 is going to be another kick-ass year for Roadrunner Records. Be on the lookout for both Worlds (featuring ex-Cro Mags frontman Joni Joseph) with their Roadrunner debut. Memory Saturated Value, going for ads on March 16. We've all upset over Max Cavalera's departure from Sepultura, but don't fret because both artists will be releasing new records. March 30 is the add date for Cavalera's swan-song band debut while Sepultura will be releasing a new record this summer. The band is currently auditioning candidates for the vocalist slot, so if you've always wanted to be in Sepultura, now is your chance. Keep spinning Decide and Life Of Agony and look for the latter on the road with Megadeth.

Skateboard Marketing
Munsey Ricci
(516) 328-1103
skatemkt@aol.com

1998 is here, meaning the next millennium is almost upon us. Also approaching fast is the changing face of metal and of all aggressive music, for that fact. The industry, as a whole must recognize that we are the new generation of aggressive promotion people and programmers. There is a new breed of angry artists who showcase talents some people recognize and some don't. We do, that's the key to progression in the format. New artists with a new attitude. Believe in your judgment, give 110% to everything, and make something from nothing.

Slipdisc Records
Frank Chackler
(312) 396-0200
slipdisc@aol.com

We here at Slipdisc are looking forward to a very busy year. We are not limiting ourselves to the industrial and electronic music genres, because there is a transformation happening within heavy music, with the industrial genre crossing over into metal and other related musical forms. 1998 will witness the Slipdisc releases of Rotsteel's Tens, Nihil, Clap People, Faun Cal, and our label compilation Slip This On. And Rock Hard. Releases from our turn in labs sub-label include a DJ, Aniarch, plus a few surprises.

The Syndicate
Marc Meltzer, Dave Ciancio
(201) 864-0900
hardrock@thesyn.com

There are two dogs within the vicinity of our offices which have earned the names Crack and Coke. Coke dog, owned by a guy in our building, is clean, polite, and a pleasure to be around. Then there's Crack dog across the street, who's so funny he's the inspiration for cat ownership. The years have withered down this crusty canine to a mutated ball of scars. This has, in turn
decorated its demeanor to that of a junk yard dog. Since arriving in our new offices, Crack Dog has targeted several Syndicate employees for spontaneous stinkbomb by leaving excrement samples on all routes to and from our office doors. Needless to say, Crack dog will soon earn the name Dead dog.

Melzer

TVT/Wax Trax!

Anya Feldman
(212) 979-6410
sudi@tvtt.com, anya@tvtt.com

I have to say that I am truly excited about music and programming in '98. 1997 opened many doors for new artists to walk through into the world of commercial radio. Bands like Sevendust, Creed, Deftones, and Coal Chamber (to name a few) crossed over through serious radio and label dedication and built a fan base from the ground up, heavily incorporating college, alternative, and loud rock radio. I know that some college music directors feel that the success of these artists is alienating, but it's really quite the opposite. Every band that breaks out of college/loud rock builds our credibility as true tastemakers for the next level of radio programming. Take the cred, you deserve it.

Victory Records
Ron Platter
(888) 447-3267 x105
vicroadio@aol.com

Here's to '98! Be sure to break all of your resolutions quick, before they get the better of you! In the meantime, Victory records has a ton going on. Hatebreed and Bloodshot will be out for nearly seven weeks with Entombed! What a massive tour this will be. Meanwhile, Hatebreed's Satisfication Is The Death of Desire has been ripping the head off listeners everywhere. "Before Dishonor" and "Last Breath" have been getting great curiosity calls, and requests are building. Get on Hatebreed! Coming in February are Earth Crisis live and In Cold Blood's Hell On Earth.

Gavin Rocks Special

PREYING ON RADIO IN FEBRUARY 1998...

STILL IMPACTING RADIO:

Meshuggah
"True Human Design"
Hypocrisy
"The Final Chapter"
In Flames
"Wororacle"

FACE DOWN
The Twisted Rule
The Wicked

PRIMAL FEAR
Primal Fear

NUCLEAR BLAST AMERICA

for more info, contact Sean McKnight

772-244-0808
radio@nuclearblast-usa.com

www.americanradiohistory.com
MOST ADDED

PETER CASE (32)

ROBIN & LINDA WILLIAMS (25)

HANGDOGS (17)

CHERI KNIGHT (15)

BREAKAWAY (10)

LW TW Refs. Ads H M L

1 3 THE DERAILERS - Reverb Deluxe (Watermelon/Sci)
2 1 RICKY SKAGGS - Bluegrass Rules (Rounder)
3 3 STEVE EARLE - El Corazon (E Squared/Warner Bros.)
4 2 FRED EAGLESITH - Lipstick Lies & Gasoline (Razr & Tel)
5 5 DELBERT McCLINTON - One of the Fortunate Few (Curb/Rushing Tide)
6 6 ROBBIE FULKS - South Mouth (Broadside)
7 7 CHESAPEAKE - Par Pleasure (Sugar Hill)
8 8 TOM T. HALL - Home Grown (Sugar Hill)
9 11 JAMIE HARTFORD - What About Yes (Palm)
10 9 RECKLESS KELLY - Million (Cont Spring)
11 12 TIM O'BRIEN - When No One's Around (Sugar Hill)
12 10 WAYNE HANCOCK - That's What Daddy Wants (A&M)
13 13 KEVIN JOHNSON & THE LINEMEN - Poole Music (Sam)
14 31 THE WOODYS - The Woody's (Rounder)
15 15 GREG BROWN - Stain & Mist (Redhead)
16 17 SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)
17 15 CHIEF TAYLOR - Last Chance (Train Whistle)
18 14 LONGVIEW - Longview (Rounder)
19 23 BIG HOUSE - Big House (MCA/Nashville)
20 20 JOHN FLYNN - John Flynn (Sliced Bread)
21 21 JAMES INOVEL - Jame's Hands (Peek/Howl n' Wire)
22 19 TINA ADAR - Just You Wait & See (Sugar Hill)
23 26 WHILEY & THE WILD WEST SHOW - Way Out West (Rounder)
24 24 RAY COOKE & HIS ROCHESTERS - Doin To Do Man (Jaco)
25 23 TIM RYAN - True, True, and Tested (Warner/Wilson)
26 22 PAT DONOVAN - Backroads (Bluesky)
27 27 THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)
28 28 BILL KIRCHEN - Hot Rod Lincoln-Leaf (High Tone)
29 29 CHERI KNIGHT - Northeast Kingdom (E-Square)
30 28 BUDDY MILLER - Pocon Love (High Tone)
31 36 DONNIE FRITTS - Everyday Girl & Son (Or Buy!)
32 32 PAUL BURJISON - Train Hop And Roll (Sweetest)
33 33 THE SONGS OF JIMMY ROGERS - V/A (Egyptian Records/Columbia)
34 34 CLAIRE LINCH - Silver And Gold (Rounder)
35 35 PETER CASE - Full Service No Waiting (Vanguard)
36 36 PAUL THORN - Hamer and Nail (A&M)
37 37 BOTTLE ROCKETS - 24 Hours A Day (Atlantic)
38 38 RAY WESLEY HUBBARD - Dangerous Spirits (Philo)
39 39 MARK O'CONEER - Liberty (Sony Cassial)
40 40 BOBBY HICKS - Riddle Patch (Rounder)

LIBBI BOSWORTH (Freedom)
JANET LYNCH (Kazenz)
ROBIN & LINDA WILLIAMS (Sugar Hill)
LONESOME BROTHERS (Tar Hut)

AMERICA INROADS

BY CHRIS MARINO

A Matter of Fax

Last week's column focused on being proactive and using the media to increase the visibility of your station. Over the next few months, I will periodically bring to this space examples and information that can help you market your station more effectively. The following is an example of a programmer who took the initiative and scored.

**Live on Third Coast Music** is the brainchild of Joe Horn, a Texas businessman who saw a need for a show that featured Texas and roots music in the San Antonio market. Joe, an America enthusiast, took the idea for his radio show to community station KSYM in 1999. Since then, the show has become an important part of the KSYM lineup. In fact, **Live on Third Coast Music** is heard four hours a day on KSYM, outpaced other programs by an 8 to 1 margin in a recent pledge drive for the station. "It is simply nothing more than putting a single pedal in the same place every day. Eventually it becomes a place," remarked Horn when asked how he has garnered so much support.

That said, the real reason for the show's popularity may be that Joe doesn't mind taking risks. A good example of this is the fact he once sent to Willie Nelson's publicist, which read in part, "Hear that Willie is out doing shows and promoting for his new album **Spirit**. Put us on the long list of artists who'd love to have him come by." Certainly not your typical letter of request or introduction, but 20 minutes later, Willie called and confirmed that he would come by KSYM.

What transpired next is pretty incredible. Willie did indeed come by the station to do an in-studio performance and interview. The three major TV networks found out about his arrival and swarmed the station. One of the television reporters was surprised that someone of Nelson's celebrity would choose such an unlikely stop-over that he asked, "How did you get Willie Nelson to stop by such a little radio station?"

"I just faxed him and asked," said Joe.

Still baffled, the reporter countered, "Why didn't one of the larger country stations ask him?"

"Joe replied, 'I don't know. Maybe they didn't have his number."

After the interview, Joe had the gumption to ask Willie if he could take the DAT recording of the session, put it on CD, and sell it to raise money for the station. Willie said yes, and a limited number of the CDs were packaged and sold for the station's benefit. So from a single fax. Joe Horn managed to improve his programming, raise his visibility, and generate revenue for his station. Pretty incredible.

**TIME CHANGE**

Michael Zamora of Dish CD has a new call time. From now on, contact him Wednesday, 8

**MORE BLOODSHED IN IRELAND**

As of February 1, Chip Taylor's **Train Wreck Records** will begin distributing Bloodshot Records catalog of alternative country music in England and Ireland. Hereinon, these countries have been wondering what the Folksts were going on.

**CONGRATULATIONS!**

Austin songstress Libby Bosworth gave birth to a healthy 10 lb. baby boy named Sam on January 19th.

---

**Chartbound**

HOLLISTERS (Freedom)
HANK THOMPSON (MCC/Cum)
V/A - "Known On The Underground" (Rank)
MONK WILSON (Tar Pipe)

LW TW Refs. Ads H M L

3 1 THE DERAILERS - Reverb Deluxe (Watermelon/Sci)
2 1 RICKY SKAGGS - Bluegrass Rules (Rounder)
3 3 STEVE EARLE - El Corazon (E Squared/Warner Bros.)
4 2 FRED EAGLESITH - Lipstick Lies & Gasoline (Razr & Tel)
5 5 DELBERT McCLINTON - One of the Fortunate Few (Curb/Rushing Tide)
6 6 ROBBIE FULKS - South Mouth (Broadside)
7 7 CHESAPEAKE - Par Pleasure (Sugar Hill)
8 8 TOM T. HALL - Home Grown (Sugar Hill)
9 11 JAMIE HARTFORD - What About Yes (Palm)
10 9 RECKLESS KELLY - Million (Cont Spring)
11 12 TIM O'BRIEN - When No One's Around (Sugar Hill)
12 10 WAYNE HANCOCK - That's What Daddy Wants (A&M)
13 13 KEVIN JOHNSON & THE LINEMEN - Poole Music (Sam)
14 31 THE WOODYS - The Woody's (Rounder)
15 15 GREG BROWN - Stain & Mist (Redhead)
16 17 SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)
17 15 CHIEF TAYLOR - Last Chance (Train Whistle)
18 14 LONGVIEW - Longview (Rounder)
19 23 BIG HOUSE - Big House (MCA/Nashville)
20 20 JOHN FLYNN - John Flynn (Sliced Bread)
21 21 JAMES INOVEL - Jame's Hands (Peek/Howl n' Wire)
22 19 TINA ADAR - Just You Wait & See (Sugar Hill)
23 26 WHILEY & THE WILD WEST SHOW - Way Out West (Rounder)
24 24 RAY COOKE & HIS ROCHESTERS - Doin To Do Man (Jaco)
25 23 TIM RYAN - True, True, and Tested (Warner/Wilson)
26 22 PAT DONOVAN - Backroads (Bluesky)
27 27 THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)
28 28 BILL KIRCHEN - Hot Rod Lincoln-Leaf (High Tone)
29 29 CHERI KNIGHT - Northeast Kingdom (E-Square)
30 28 BUDDY MILLER - Pocon Love (High Tone)
31 36 DONNIE FRITTS - Everyday Girl & Son (Or Buy!)
32 32 PAUL BURJISON - Train Hop And Roll (Sweetest)
33 33 THE SONGS OF JIMMY ROGERS - V/A (Egyptian Records/Columbia)
34 34 CLAIRE LINCH - Silver And Gold (Rounder)
35 35 PETER CASE - Full Service No Waiting (Vanguard)
36 36 PAUL THORN - Hamer and Nail (A&M)
37 37 BOTTLE ROCKETS - 24 Hours A Day (Atlantic)
38 38 RAY WESLEY HUBBARD - Dangerous Spirits (Philo)
39 39 MARK O'CONEER - Liberty (Sony Cassial)
40 40 BOBBY HICKS - Riddle Patch (Rounder)

LIBBI BOSWORTH (Freedom)
JANET LYNCH (Kazenz)
ROBIN & LINDA WILLIAMS (Sugar Hill)
LONESOME BROTHERS (Tar Hut)
**Gavin Jazz**

**MOST ADDED**
- MINGUS BIG BAND (46)
- HOWARD JOHNSON & GRAVITY (41)
- STEPHANE GRAPPELLI/MARTIN TAYLOR (38)
- FRED HERSCH (34)
- JOHN PISANO (16)
- PAUL ARSLANIAN (16)

**TOP TIP**
**GEORGE RABBAI & CO.**
*Lemon Drop* (DBK Jazz)

With George Rabbai hopping on trumpet and flagelliborn and Denis Di Blasio riffing on baritone sax, it's a little like Chet Baker and Gerry Mulligan.

**RECORD TO WATCH**
**MINGUS BIG BAND**
*Que Viva Mingus! (DBK jazz)*

Doesn't this Mingus Big Band treatment remind you a little of Charles Mingus' superb RCA recording from the 1960s, Tijuana Moods?

---

**On Z Corner** by KEITH ZIMMERMAN

**Jazz & Smooth Jazz Seminar Highlights**

**BRYAN SAVAGE HEADLINES**

"WHENJAGATIN?" GIG FOR SMOOTH JAZZ AND JAZZ

Saxophonist Bryan Savage is ready for his Higher Octave Music debut release in April, and here's our chance to hear his quartet live a few weeks before the CD is out. Rick Braun produced seven tracks, no doubt adding some oomph to Savage's already sweet and "smooth" sound. Thursday, 12:30 p.m. Regency Ball, GAVIN GLOBAL.

**SOUNDSTAGE: THE FUTURE MARRIAGE OF RADIO, MUSIC, AND ONLINE TECHNOLOGY**

N2K Encoded Music and Gavin Presents a Live Cybercast. The Zimenmen and N2K Encoded Music President and noted producer Phil Ramone will take an entertaining and fast-paced look at past, present, and future technology and how it all relates to us in music and radio. Threat or exciting future growth potential? Gavin and N2K will team up by creating a special multimedia soundstage, which is where we'll be holding a cyber Town Hall Meeting. In true Gavin fashion, we'll be tying in live and pre-recorded music and radio broadcasting with internet online technology. Three live musical guests—Jonathan Butler, Candy Dulfer, and Swamp Boogie Queen—from three corners of the world (South Africa, the Netherlands, and Los Angeles, respectively) will appear as musical walk-ons! Our biggest endeavor yet! This is a live broadcast, so please be on time. Seating is limited. Thursday, 3:30 p.m., Sharp!! Manchester Grill.

**JESSE COOK: THE POP FLAMENCO TOAST OF SAN DIEGO**

Narada recording artist Jesse Cook is literally working on his latest record as you read this. He only has a handful of tunes done, but he's flying out to San Diego to give everybody an advance taste of what he's working on in the studio. His fiery and melodic blend of Flamenco-flavored guitar fits right in with the San Diego's Smooth Jazz heritage. The record won't be out until May, but you can catch Jesse's show will directly follow our big Internet extravaganza. Thursday, 5:00 p.m. Cunningham.

**10 YEARS OF GAVIN JAZZ & JAZZ SMOOTH**

Diana Krall Headlines Awards Dinner

Peel as a grape! In celebration of ten years of Gavin Jazz/Smooth Jazz coverage, Impulse! recording artist Diana Krall will perform tunes from her bestseller, *Love Scenes*, which has enjoyed Number One jazz airplay and Smooth Jazz crossover success. Instead of a luncheon, we opted for a dinner affair. In addition to Ms. Kral's set, we'll also present the 1998 Gavin Jazz/Smooth Jazz Awards, complete with guest artist presenters. Guest host for the awards portion is Dave Koz! Dinner is served at 7:30 p.m. sharp. The lateDue Dullstone will be honored, and another Smooth Jazz Innovation Award will be given out. Thursday, 7:30 p.m. Manchester ABC.

**THOM ROTELLA SERENADERS**

FRIDAY MORNING SMOOTH JAZZ MEETING.

Telara Jazz Zone guitarist Thom Rotella's appearance will enhance our Smooth Jazz Format Session. "Promotional Benchmarks and the Musical Evolution." Rotella's latest record, "What's the Story?" from the Telara Jazz Zone release Can't Stop, has the catchiest radio airplay. In what will be a live broadcast, we'll also hear from guest host Steve Williams.

**HETTIE KELLY THOMPSON**

**TOP FIVE**

1. **DIANE REEVES** (Blue Note)
   - Reports: 79
   - Adds: 70
2. **MIDNIGHT IN THE GARDEN** (Malpas/Warner Bros)
   - Reports: 75
   - Adds: 61
3. **HORACE SILVER** (Impulse!)
   - Reports: 57
   - Adds: 60
4. **CHICK CORRAGES BURTON** (Stash/Cordgad)
   - Reports: 51
   - Adds: 60
5. **GENE HARRIS/JACK MCDUFF** (Concord Jazz)
   - Reports: 60
   - Adds: 60

**MOST ADDED**

1. **PAQUITO D'Rivera & United Nations Orchestra** (Jazz MCG)
   - Reports: 66
   - Adds: 66
2. **OJEE DEE BRIDGEMAN** (Veve)
   - Reports: 59
   - Adds: 64
3. **HERBIE MANN (Lightyear)
   - Reports: 67
   - Adds: 67
4. **BUDU MCстой (Sharp Nine)
   - Reports: 64
   - Adds: 64
5. **CEDSA SMITH** (Broxton)
   - Reports: 56
   - Adds: 56

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**Gavin January 23, 1998**

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**Editors: KEITH & KENT ZIMMERMAN • Jazz & Smooth Jazz reports accepted Thursdays 9 a.m.-5 p.m. Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2580**

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www.americanradiohistory.com
### Most Added

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<th>Line</th>
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### Record to Watch

**THE RIPPINGTONS featuring RUSSELL FREEMAN**

"Garden of Babylon" (GRP)

A dozen adds on "Garden of Babylon" although "Sapphire Island" deserves your attention.

### Gavin Smooth Jazz

#### Top Tip

**CHUCK LOEB**

The Moon, The Stars, The Setting Sun (Verve)

**CHIILI MINUCCI**

It's Gonna Be Good (JVC)

Two distinctly different styles of guitar debut highest this week as our two highest Spin Trends.

### SJ&W Spin Trends

1. **CHIJLI MINUCCI** +182
2. **CHUCK LOEB** +170
3. **AVENUE BLUE** feat. **JEFF GOLUB** +118
4. **BONEY JAMES** +117
5. **JOHN TESH** +90
6. **EVAN MARKS** +89

### Jazz Chartboard

**STEPHANE GRAPPELLI/MARTIN TAYLOR** (Horn/Flm)

**MINUS BIG BAND** (Dreyfus Jazz)

**HOWARD JOHNSON & GRAVITY** (Vane)

**FRED HERSCH** (Nonesuch)

**ERIC ALLISON** (Contemporary)

**JOHN PISANO** (Pablo)

**RIPPERTONS featuring RUSSEL FREEMAN** (GRP)

Dropped: #43 John Tesh Project, #46 Steve Winwood, #48 T. Wladyslaw, #49 Khul Wil Downing, Telford Patterson, Alto Reed.

**FRED HERSCH** (Nonesuch)

**ERIC ALLISON** (Contemporary)

**JOHN PISANO** (Pablo)

Dropped: #45 Bush Shank, #46 Lucky Terriss/Carissma Wilson.
JURY: MORE THAN JUST EXAMINING THE HITS
It's one of our most talked about sessions! Hit records for the format are born in this room! KOA's PD Michael Fischer is assembling the Smooth Jazz tunes, so contact him today at (214) 581-2490 to send CDs or DATs you want him to consider. We're bringing back the United Artists Network Theater technology for widespread voting.
In addition to grading new music, you in the audience will provide an electronic consensus on today's hot topics via multiple choice and true/false responses. Guest jurors include GRP-Impulse! President/producer Tommy LiPuma, Windlump Hill exec Ron McCarrell, WNUA's Paul Goldstein, KIFM's Kelly Cole, KYOT's Nick Francis, Verve Records' Paul Hamer, guest KIFM Smooth Jazz listeners, and programmers from the audience who will fill vacant "hot seat." Saturday, 9:30 a.m. Regency DE.

DIRECT FROM LONDON! JAZZ VOCALIST CLAIRE MARTIN TO APPEAR AT JAZZ FORMAT MEETING
This just in: Honest Entertainment/ Lind Records recording artist Claire Martin will perform a few tunes at our Saturday jazz meeting. Her new record, Make This City Ours, will be out in late January. Meet Claire and give her a transcontinental welcome. Saturday, 11:30 a.m. Gibbons.

JVC ALL-STARS CLOSE OUT THE SEMINAR WITH A BLAST!!
JVC Music is home to many jazz and Smooth Jazz hit-makers. Gracing one stage for a compact set will be a dominant lineup: guitarist Chieli Minucci, keyboardist Hiroko Kokubu, newcorn saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. The new Chieli Minucci CD, It's Gonna Be Good, more than lives up to its title, and keyboardist Hiroko Kokubu's latest, Bridge, spans both Japan and the United States, as well as jazz and Smooth Jazz. Also appearing: a new JVC signing too hot to mention.
Saturday, 4:30 p.m. Manchester ABC.

FOR THE LOVE OF CANDY!
www.candydulfer.com

#1 GAVIN SJ&V
WEST COAST
MARY J. BLIGE +66 "7 Days" (MCA)
MARIAN CAREY +38 "Breakdown" (Columbia/CSB)
UNCLE SAM +36 "I Don't Ever Want To See You Again" (Stontree/Epic)
JODY WATLEY +32 "Off The Hook" (Atlantic)
JAY Z +29 "The City Is Mine" (Tua A Feira/Priority)

SOUTHWEST
MARY J. BLIGE +53 "7 Days" (MCA)
SYLVESTER "Romeo And Juliet" (RCA)
PUBLIC ANNOUNCEMENT +41 "Body Bumping" (A&M)
SMOOTH +38 "Strawberries" (Perspective/RJ)
OL'SKool +34 "Am I Dreamin'" (Universal)

SOUTHEAST
MARY J. BLIGE +302 "Breakdown" (Columbia/CSB)
MARIAN CAREY +258 "7 Days" (MCA)
BRIAN McKNIGHT +174 "Anytime" (Mercury)
OL'SKool +162 "Am I Dreamin" (Universal)
SWV +165 "Rain" (RCA)

CAROLINAS/VIRGINIA
MARY J. BLIGE +121 "7 Days" (MCA)
LSG +108 "Curious" (Eastwest/EGG)
MISSY "MISDEMEANOR" ELLIOTT +100 "Been Me 911" (The Gold Mind/Eastwest)
K-CI AND JOJO +94 "All My Life" (MCA)
SWV +86 "Rain" (RCA)

EAST COAST
MARY J. BLIGE +120 "7 Days" (MCA)
MISSY "MISDEMEANOR" ELLIOTT +82 "Been Me 911" (The Gold Mind/Eastwest)
PUBLIC ANNOUNCEMENT +81 "Body Bumping" (A&M)
BRIAN McKNIGHT +76 "Anytime" (Mercury)
SWV +60 "Rain" (RCA)
MISSY "MISDEMEANOR" ELLIOTT +58 "Been Me 911" (The Gold Mind/Eastwest)

PUBLIC ANNOUNCEMENT (41)
"Body Bumping" (A&M)
Mary J. Blige +66 "7 Days" (MCA)
Marian Carey +38 "Breakdown" (Columbia/CSB)
Uncle Sam +36 "I Don't Ever Want To See You Again" (Stontree/Epic)
Jody Watley +32 "Off The Hook" (Atlantic)
Jay Z +29 "The City Is Mine" (Tua A Feira/Priority)

SOUTHEAST
Mary J. Blige +53 "7 Days" (MCA)
Sylvestor "Romeo And Juliet" (RCA)
Public Announcement +41 "Body Bumping" (A&M)
Smooth +38 "Strawberries" (Perspective/RJ)
Ol'Skool +34 "Am I Dreamin'" (Universal)

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Mary J. Blige +302 "Breakdown" (Columbia/CSB)
Marian Carey +258 "7 Days" (MCA)
Brian McKnight +174 "Anytime" (Mercury)
Ol'Skool +162 "Am I Dreamin" (Universal)
SWV +165 "Rain" (RCA)

Top Ten SpinZ
1. Usher "Nice & Slow" 3475 3476
2. Brian McKnight "Anytime" 3335
3. DRU HILL "5 Steps" 2947 3205
4. Uncle Sam "I Don't Ever Want To See You Again" 2739 3024
5. Boyz II Men "A Song For Mama" 2554 2815
6. Janet Jackson "Together Again" 2159 2384
7. J. B. "Are You Still Down?" 2110 2159
8. Joe "Good Girls" 2093 2093
9. Destiny's Child "No No No" 2065 2065
10. Dr. Dre "We're Not Making." 2007 2007

SpinZ Last Week
SpinZ This Week

Editor: Quincy McGow Ants: Anna Cain
Urban reports accepted through Tues. 3 p.m. Station Reporting Phone (415) 495-1990 Gavin Fax (415) 495-2580

Gavin January 23, 1998

www.americanradiohistory.com
THE PREMIERE SINGLE FROM THEIR SELF-TITLED DEBUT ALBUM

Produced by Mike More and Andrew Logan for 9 Grounds Productions, Inc.
Executive Producers: Mike More, Andrew Logan, Fred Godding
Management: Aaron Walton for Aaron Walton Entertainment, Inc.
On Sirena compact discs and cassette. www.sirena.com
www.dakotamoon.com
A few days ago, I discovered an old memo that outlined my job responsibilities as a program director. The memo is only five years old, but since then the job has actively evolved. Our industry has—and is still—change tremendously. Acquisition fever and corporate restructuring are demanding more from every department head. Change has become a issue of personal responsibility: you must master and manage it in order to survive.

How has today's PD job changed? Look around from small to major markets, you'll see the same things. Besides being more accountable to the station's bottom line, a PD now must also have a passionate work ethic. Today's PD must have strong marketing skills, be Arbitron smart, and possess the leadership qualities of listening to, motivating, empowering, and educating employees.

But even with all this change, several key elements of the PD's job description have remained constant. So before history rolls over us again, and change reconfigures radio-yet-to-come, let's examine these indispensable areas of the job that, if managed properly, will work for the Program Director of today—tomorrow.

**ACHIEVING RATINGs GOALS**

What is a PD's job? Your job is to astonish customers. When your listeners are truly astonished, it produces great ratings. Your station's rating performance is your Number One responsibility. Putting together strategies to accomplish that target is your first and most important objective. You must invest your time wisely, focus on innovation, and pay attention to detail. The following are two basic performance areas that can help any PD garner better ratings.

**COACHING THE MORNING SHOW**

Every PD is the in-house morning show producer. Keeping the morning team focused and on target is a demanding job, but it's essential to your station's overall success. In your daily meetings with the team remind them of the following:

**LOCAL** The morning show that weaves itself into the fabric of the city on a cultural, informational, and civic level is the show that will produce the best results. Through show preparation, highlight community events, leaders, musicians and trends that will add to the show's overall relevance in the market.

**SUPERVISING STAFF TO ACHIEVE GOALS**

You have to dedicate yourself to being a fair leader who provides a creative, positive, stimulating workplace for all your players. Be honest, and model the qualities you demand on yourself. A good leader builds an effective organization around values and work style. She or he learns to define success in business as both producing financial strength and generating teamwork. You should maintain and encourage a strategy of collaboration among people at every level of the station. This will lead to team-oriented, results-seeking, and self-starting behavior. Last but not least is accessibility. You should always be available for honest, open, two-way communication.

A smart GM once told me: "Just like you record, your day in daily conversations with your staff can burn. So in order for your people to win you'll need to improve the conversations that exist." If you want your staff to stay on point and really reach your goals, then ask yourself these questions daily:

- What can I teach today that will help her/him to perform better tomorrow?
- What performance from do I accept today that I shouldn't accept tomorrow?
- What's a new way that I can inspire to perform differently tomorrow than the performance today?
- What detail can I pay more attention to that will improve ratings or improve the way we do business at the station?

**REVIEWS**

To accomplish company and personal goals, you should do formal reviews of your full time staff at least once a year. You should develop job descriptions and performance requirements for all employees. To keep everyone on the same page about station and individual goals, schedule private meetings. Stay on top of each person's different needs. The following is a good set of guidelines to begin with:

1. Perform all weekly/week-end shifts with the station's ratings top of mind.
2. Executes formal fundamentals consistently and fully prepares broadcast.
3. Actively participates in station activities and collaborates with station department heads. Performs remote broadcasts or makes appearances as assigned.
4. Adheres to all station guidelines, practices, policies, and procedures.
5. Demonstrates a high level of positive morals at all times.
6. Maintains proper working procedure and care of all station operating equipment. Follows all procedures for reporting equipment failure, technical difficulties, or other discrepancies.
7. Serves as a station custodian and is protective of all station assets and equipment owned by the station.
8. Performs accurately and thoroughly other duties as assigned. It's best to rate these areas as being satisfactory, excellent, or needing improvement. All reviews should be written down and communicated in person. You should be very clear and include in each section ways the individual can improve or why they excel. This allows you to zero in on specific areas that each person executes well and not so well.

**BUDGETS**

Your goal is to bring your expense budget home by the end of the year. Every move you make with money is important, and any additional ideas about how to save money will help you achieve this goal. Any manager who is not looking at the bottom line carefully and trying to get the biggest bang for the buck is ultimately doing himself and his company disservice.

**MARKETING AND MARKET AWARENESS**

With more and more stations running on a corporate level, marketing lingo has become an acceptable form of communication at radio stations. Understanding marketing is the key to defining and locating listeners for your station. Once you know who your audience is, you'll be able to deliver the best programming and promotional ideas for them. This opens the door to healthy Arbitron ratings.

Remember that your market constantly changes. Nearly one-third of all Americans will relocate this year. Nearly five million will get married. Families and lifestyles, constantly change your marketplace. For free information about potential new listeners, go to your public library. The public library is a great source of information on what has happened in your market culturally in the last few years. Use it.
Randy Crawford

BYE BYE

From the album EVERY KIND OF MOOD
RANDY, RANDI, RANEEE
GAVIN PICKS

Singles

BY DAVE SHOLIN

AQUA
"Turn Back Time" (MCA)

Time to take it downtempo, and this standout track from Aquarium contains all the elements necessary to quickly float to the top. More than a handful of PDs and MDs consider this ballad to have Number One potential. This is an impressive display of the Danish group's versatility.

CHUMBAWAMBA
"Amnesia" (Republic/Universal)

This eight-member UK contingent takes on the unenviable task of following up their massive hit "Tubthumping," which has turned into nothing short of a multi-format phenomenon. Those who've spent time with the Tubthumper album know it contains one hook after another. Count 104 KRBE-Houston among the early believers who have been sipping this tune since the first of the year.

ALLURE
"Last Chance" (Crave/Track Masters)

Co-written and co-produced by Mariah Carey, here's another winner destined to take the talented female quartet even further over the top. Want to know exactly how huge this one will become? Well, just dial up 896-Chicago and ask for Erik Bradley.

DOKATA MOON
"A Promise I Make" (Elektra/EG)

A stunning debut by this foursome from L.A., who express emotions with a unique style. It isn't taking long for this tune to catch the attention of programmers and it's likely audiences will follow just as quickly. Look for Dakata Moon to perform at this year's JONATHAN REED CROSSOVER AWARD — BERT BROWN, Vania Ennafaa, College Grove

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GAVIN Top 40 Awards Luncheon on Saturday, February 7. Deserves to have substantial airplay by then.

CROSSOVER PICK

JODY WATLEY
"Off the Hook" (Atlantic)

No stranger to the top ten, Jody Watley has logged some mega-hits over the past decade, both as part of the group Shalamar and as a solo artist. The model-turned-singer returns with one of her best efforts in years.

MONO
Formica Blues (Echo/Mercury)

The Michael Idls Mercury Bar Phone has been ringing off the hook since we all came back from break. He's been fielding calls about a quiet little disc they serviced to radio at the end of the year. Those in the know (i.e. Aaron from Live 105) have been yakkin' about this for some time. Formica Blues has been out in England for the better part of 1997, but Echo did a deal with Mercury for the States and...well, the rest is obvious. Yes, Mono is an English band. Did we say they don't sound like anything you've heard in the last two weeks. You could say they fall into the Portishead-meets-Sneaker Pumps-meets-Morcheeba meets-Massive Attack school of alternative. But that's just to give you a reference point. Siobhan DeMarre is the breathy vocalist who will send chills up your spine, and Martin Virgo, the other half of Mono has crafted a very dreamy and lush '90s version of lounge. The lead track is "Life in Mono," and it's a great intro to the rest of the record. KEDJ, Y107, and 99X have already jumped onboard and the official add date isn't till Feb 2. The album will be out on the Feb 24. — MAX TROKOFF

VARIOUS ARTISTS
Ride Soundtrack (Tommy Boy)

Tommy Boy has mastered the art of the soundtrack, establishing themselves as a

breaking ground for new acts and a spotlight for collaborations between heavyweights.

Case-in-point, the soundtrack to video director-turner-filmmaker Milcent Shelton's Ride (formerly known as 1-95) is fortified with star power and loaded with street-friendly grooves. Like New Jersey Drive and Nothing to Lose, Ride cruises the spectrum of black music. While the disc provides top-notch hip-hop from Wu-Tang and Onyx, Noreaga, Nas and Nature, the Eastsiders, and Cardan featuring Jermaine Dupri, the R&B falls short of expectations by playing it safe. Fortunately, hip-hop dominates the album, and keeps this Ride interesting and enjoyable.

—THIEMBA S. MSHAKA

GREAT EXPECTATIONS
The Album (Atlantic)

The Titanic movie and soundtrack are a juggernaut on the retail and box office horizons, so how will Great Expectations (the movie), which opens nationwide this week, fare? Like Romeo and Juliet, GE is a dumbing-down of classic literature, aimed at a starry-eyed MTV crowd (read: females). With certainly as diverse a selection as REJ's successful soundtrack, new GE music is presented by Tori Amos, Duncan Sheik, and the first solo runnings of Soundgarden's Chris Cornell (sounding a bit like Nazareth). Of the 16 tracks, we like Mono's "Life in Mono," (see album review above) whose light and airy jungle rhythms could tilt in any demographic direction.

—KENT ZIMMERMAN
The Rolling Stones On tour now.

The new single from the platinum album: Bridges To Babylon

Produced by The Dust Brothers and The Glimmer Twins
Executive Producers: Don Was and The Glimmer Twins

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AOL Keyword: Stltones

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Early Add: KFMB San Diego
FLEETWOOD MAC

Landslide

From their triple Platinum album

THE DANCE

Produced by LINDSEY BUCKINGHAM and ELLIOT SCHEINER