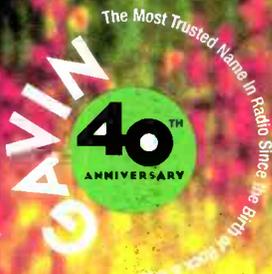


THE MOST TRUSTED NAME IN RADIO SINCE BERRY GORDY HAD A DAY JOB

ISSUE 2139

JANUARY 23 1998



GAVIN

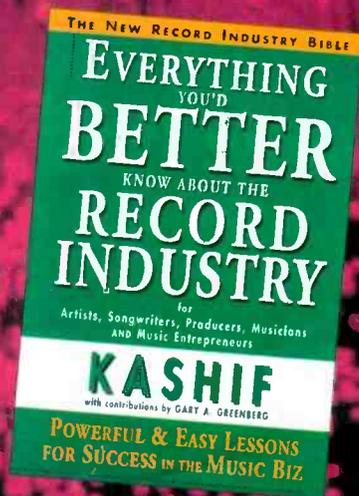
A Glimpse at Hard Rock



PROMOTION SHOUTS OUT

Plus:

**Record Biz 101—
Starting Your Own Label**



"Sing from a parent to her child. If I Could meant 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."

BARBRA STREISAND IF I COULD

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

**Impacting
Radio
January 26**

COLUMBIA

<http://www.sony.com>

"Columbia" Reg. U.S. Pat. & Tm. Off. Marc

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Produced by Barbra Streisand and Arif Mardin

Management: Martin Edelman



AS TOLD TO MATT BROWN

Jim Guerinot

On Vision, Fairness, and Hard Work

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 his 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 1998 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.



Jim Guerinot

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 work our asses off, 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 sure never signed up to have just a job. In the beginning I was stoked to be able to get into shows for free, to be able to go to other cities to see bands play. That's what it's still all about—to be able to do all that stuff. I like to be with a band, put a record out, and see the band grow. 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**

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 be able to do is do our jobs—and 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

First Words

Guess what. Radio has just rediscovered a fresh client category to chase for ad revenue: the record industry. And if record companies were not frantically chasing exposure for their artists on as many key stations as possible, they would not look like such appealing targets.

But don't get carried away by the "pay-for-play" hype. What it boils down to is that radio's corporate management has been looking for new revenue streams and has found one via its own programming department. Picture this: a powerful radio group executive calls a meeting of his key department heads. He looks around and says, "Sales, your targets are increased by 15%. Promotion, in the future you are going to bring in more

than you spend. Programming, all you do is cost us money. What are you going to do to bring in some money?" And the rest, as they say, is recent history.

If the record industry really does have a principled objection to the concept then speak up now. Loudly and often. Silence will be taken as the head-bowed acquiescence of the little boy caught with his hand in the cookie jar.

David Dalton, CEO

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NEXT WEEK

Gavin Seminar Preview

We continue our look ahead to San Diego with an overview of speakers, topics, performers, and entertainment.

Plus: The Official GAVIN Seminar Program

GAVIN

Founded by Bill Gavin—1958

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“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 & Jer, see page 22

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

The other trades have it wrong.

That's what CBS' VP/Programming at KYNG/FM-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 execs 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.

FCC Looking at Tighter Radio Ownership Rules

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 reportedly is looking at whether it can also use that provision to tighten the rules.



“There Wasn't Any Fluff”

Pat O'Day was there when Bill Gavin began his modest publication in 1958.

O'Day was at KJR-Seattle, a station where Gavin himself had worked, as a vocalist and music arranger in the late '30s, when he began reporting on pop record action in the Pacific Northwest. And he was there when, in 1964, Gavin began inviting his radio correspondents to the conferences that led to our current annual GAVIN Seminars.

“You have no idea what a unifying force Gavin was in our industry at that time,” O'Day says, noting that some previous meetings had been “payola-laden messes...But Bill put the integrity and the credibility of the whole GAVIN REPORT on the line. If those first ones wouldn't have panned out, it would have made him just look so foolish. But his credibility and his humanity was so great that the whole industry came together, and God, did they work. We had the greatest nuts-and-bolts sessions you can imagine. I mean, they were non-bullshit sessions. We would have panels, and intentionally pick panelists of opposing points of view.

“The direction of stations for the next year was being set and changing in those meetings. Their impact was enormous. Because there wasn't any fluff. It was all dealing with the real things that were going on.”

—BEN FONG-TORRES



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 WNSR/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.”

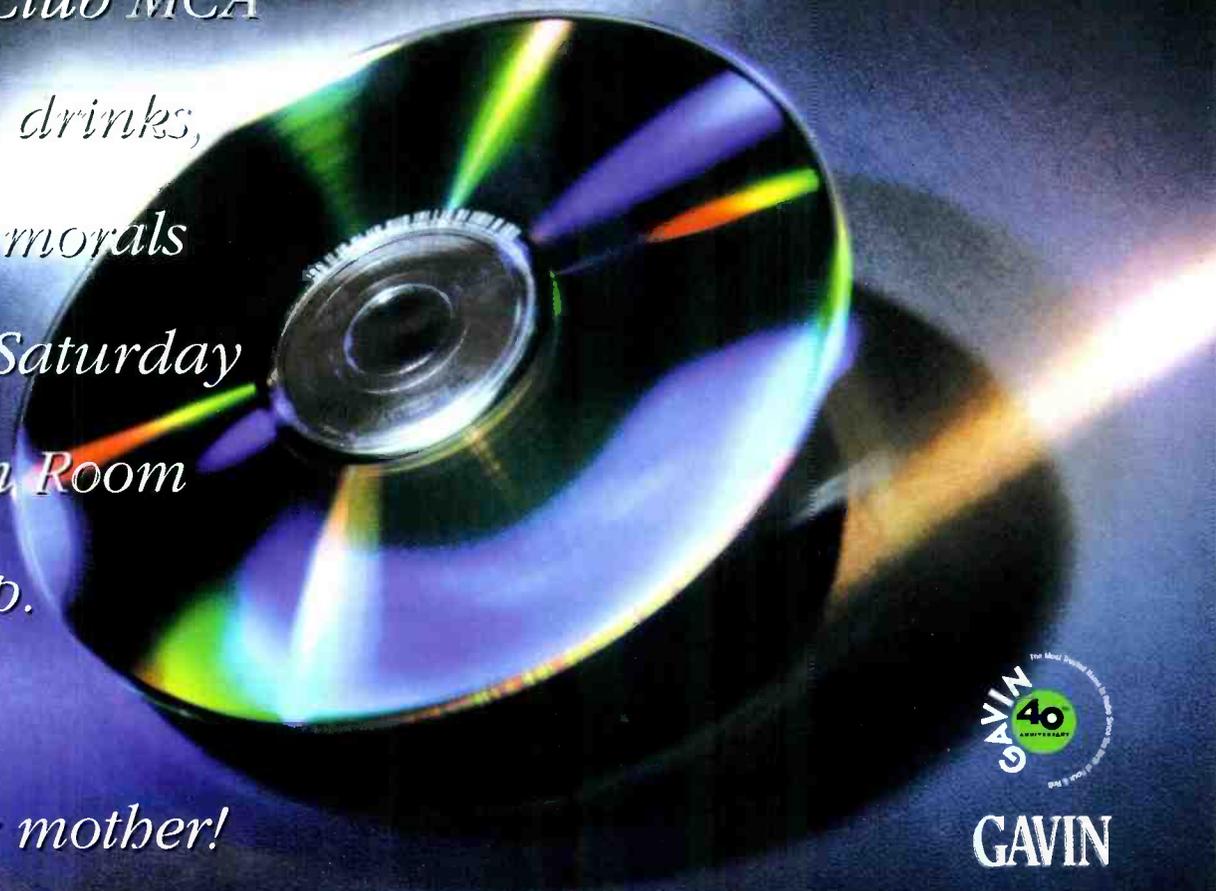
Chancellor Media currently owns 99 stations in 21 markets.

CLUB MCA

CELEBRATING 40 YEARS OF GAVIN

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

Do not Bring your mother!



GAVIN

The G-files

ACQUISITIONS

- SALT BROADCASTING paid \$2.7 million to buy two stations—KTHX/FM and KLCA/FM—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.
- FREEDOM NETWORK, INC. purchased KDFT/AM in Dallas/Ft. Worth for \$1.9 million. Seller is Richard Witko, receiver. Broker: Sailors & Assoc.
- OZARK MOUNTAIN BROADCASTING principal Gary Lynch sold his interest in the company—and KCTG/FM 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 Rapchak, Blackburn & Co.

CLOSINGS

- EQUITY COMMUNICATIONS closed its \$7.1 million purchase of Allur Communications' WCMC/AM and WZZL/FM in Atlantic City, N.J. Broker: National Broadcast Finance.
- 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/FM; Entercom now has six radio properties in the market.

MISCELLANY

- CHANCELLOR MEDIA filed a \$1 billion shelf registration, proceeds of which will be used for general purposes.
- SUSQUEHANNA BROADCASTING's KFOG/FM-San Jose lost its attempt to obtain a restraining order against KUFX/FM for using the name "K-Fox," which KFOG 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 \$38.8 million to buy out Colonial Broadcasting's five stations (see G-Files, 1/16), including WUSY/FM Montgomery, Ala., and WMSP/AM, WNZZ/AM, WLWI/FM, and WMXS/FM in Chattanooga, Tenn. In Dubuque, Iowa, the group announced it will purchase WDBQ/AM, KXGE/FM, KLYV/FM, and WJOD/FM from Communications Properties for \$4.9 million. Cumulus then moved on to Marion-Carbondale, Ill., where it revealed plans to buy WQUL/FM from 3-D Communications; then the group picked up WFRX/AM, WDDD AM/FM, WTAO/FM, and WVZA/FM 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 KMND/AM, KBAT/FM, KGEE/FM, KNFM/FM, and KODM/FM, all in the Odessa, Tex. market, from

New Frontier Communications. Also picked up: KBKL/FM, KEKB/FM, and KMXV/FM in Grand Junction, Colo. from Jan-Di

Broadcasting (price undisclosed); and KQIZ/FM-Amarillo, Tex., acquired from Wiskes-Abaris 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/FM 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 Biltmore Forest Radio Inc. (BFRI). Last week (Jan. 16) 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 operator.

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: WZRQ/FM goes on the air.

DECEMBER 1997: U.S. Court of Appeals reverses FCC decision, orders reinstatement of WZLS.

JANUARY 1998: FCC reinstates Zeb Lee's Orion as license at 96.5.

HELP GAVIN HELP MAP

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:
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 spurt of major interviews, and because of the names on the list. **Gary Owens. Robert W. Morgan. Casey Kasem. Paul Drew. Buzz Bennett. Russ Regan. Shaune (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-**



Don Steele

San Francisco, and of taking over as National PD for the **RKO** chain. If it happened in pop radio, Drew's been there. And "there" includes the DJ convention in Miami Beach in 1959, the one a local paper headlined: **BOOZE, BROADS, AND BRIBES.** (That's how they talked back then. Called liquor "hooze.") In fact, said Paul, he was offered a date with the future right-wing-

poster-gal **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 B'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 nailed me best: "Ah, yes, the *Rolling Stone* anti-Top 40-christ," 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 'tude 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 PDs who'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 **KRTH** 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 to chart on *Billboard's* Hot 100, back to about when they invented vinyl. Turns out he has much, much more than records, and when Shaune saw a corridor wallpapered with **KHJ** Boss 30 surveys, and a corner dedicated to those with The Real Don Steele on their covers, she nearly wept. Tina Delgado, 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, Attn.: Judy Campbell.

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

BY BEN FONG-TORRES

Rockabilly Master Carl Perkins Dies

Rockabilly legend Carl Perkins passed away January 19 due to complications from strokes he suffered in November and December. He was 65.

Born April 9, 1932 in Tiptonville, Tenn., Perkins was best known for the 1956 smash hit "Blue Suede Shoes," which soared to number one on the R&B, country, and pop charts. Blending the guitar stylings of both country and blues, he was an innovator of early rock & roll and the style that came to be known as rockabilly.

In 1955, Perkins signed with Sam Phillips and recorded "Movie Magg/Just Turn Around," on Flip Records; later that year he released "The Jukebox Keep on Playing/Gone, Gone, Gone" on Sun Records. But it was his recording of "Blue Suede Shoes" that made Carl Perkins a household name. An accident on the way to an appearance on *The Perry Como Show* sidelined his career, and the momentum he had built began to wane. He had some minor hits

and wrote "Daddy Sang the Bass," for Johnny Cash in 1968. He also wrote the Judds' "Let Me Tell You About Love," on which he played guitar, and Dolly Parton's "Silver and Gold."

Perkins influenced a number of young American and British rockers, including the Beatles, Elvis, and Rick Nelson; it is well-documented that George Harrison learned to play the guitar by listening to Perkins' records.

He is survived by his wife Valerie, four children, and their families.

More Fall '97 ARBS

PHILADELPHIA

		S'97	F'97
KYW/A	News	6.3	6.8
WYSP/F	Rock	5.3	6.3
WBEB/F	A/C	5.7	5.9
WDAS/F	Urb A/C	5.5	5.5
WGGL/F	Old	5.4	5.0
WMGK/F	Cl Hts	4.5	4.7
WUSL/F	Urb	4.6	4.7
WWBD/F	Talk	4.7	4.6
WJZJ/F	SJ&V	4.2	4.2
WIP/A	Spts	3.7	3.7
WXTU/F	Cntry	4.2	3.7
WPEN/A	Nost	4.7	3.6
WPHI/F	Urb	4.2	3.5
WIOQ/F	T40	4.1	3.2
WMMR/F	Rock	3.9	3.2
WYXR/F	Hot A/C	3.6	3.0
WPLY/F	Alt	3.3	2.6
WXXM/F	Mod A/C	2.4	1.6
WDAS/A	Gosp	1.0	1.2
WPST/F	T40	1.5	1.1

DALLAS/FT. WORTH

		S'97	F'97
KHKS/F	T40	7.3	7.5
KKDA/F	Urb	6.8	7.2
KVIL/F	A/C	5.2	5.7
KSCS/F	Cntry	5.7	5.5
WBAP/A	N/T	4.1	4.9
KDMX/F	Hot A/C	4.4	3.9
KZPS/F	Cl Rk	3.1	3.9
KRLD/A	N/T	4.0	3.8
KLUV/F	Old	3.9	3.7
KYNG/F	Cntry	3.8	3.6
KLTY/F	A/C	3.0	3.2
WRR/F	Class	2.7	3.1
KRBV/F	Urb A/C	2.7	2.9
KPLX/F	Cntry	3.4	2.8
KDGE/F	Alt	3.0	2.7
KEGL/F	Rock	3.3	2.7
KOAI/F	SJ&V	2.9	2.7
KTCK/A	Spts	2.1	2.7
KBFB/F	A/C	2.4	2.6
KTXQ/F	Rock	2.3	2.4

DETROIT

		S'97	F'97
WJLB/F	Urb	7.9	7.9
WNIC/F	A/C	6.6	7.4

		S'97	F'97
WJR/A	Talk	6.7	6.4
WOMC/F	Old	5.9	5.5
WWJA	News	4.9	5.2
WKQI/F	Hot A/C	4.5	4.1
WMXD/F	Urb A/C	3.9	3.9
WRIF/F	Rock	4.5	3.8
WXYT/A	Talk	2.6	3.6
WVMV/F	SJ&V	3.5	3.5
WYCD/F	Cntry	3.3	3.5
WWWV/F	Cntry	3.5	3.4
WCHB/F	Urb	4.0	3.2
WDRQ/F	T40	3.4	3.2
WCSX/F	Cl Rk	3.4	3.1
CKWW/A	Nost	2.9	3.0
WPLT/F	Alt	3.5	3.0
WWBR/F	Rock	1.5	2.3
WQRS/F	Class	2.4	1.9
WDFN/A	Spts	1.4	1.8

WASHINGTON, D.C.

		S'97	F'97
WKYS/F	Urb	5.9	6.3
WPGC/F	T40	6.3	5.6
WHUR/F	Urb A/C	5.7	5.2
WMZQ/F	Cntry	5.0	5.1
WJFK/F	Talk	3.6	4.6
WRQX/F	Hot A/C	3.9	4.3
WASH/F	A/C	3.9	4.2
WBIG/F	Old	4.4	4.1
WMAL/A	N/T	4.2	4.1
WGMS/F	Class	3.0	4.0
WMMJ/F	Urb A/C	3.9	4.0
WWDC/F	Rock	3.2	4.0
WGAY/F	MOR	4.2	3.7
WWVZ/F & WWZZ/F	T40	3.8	3.7
WJZW/F	SJ&V	3.6	3.4
WTOP A/F	News	3.0	3.3
WARW/F	Cl Rk	2.6	2.6
WHFS/F	Alt	2.4	2.3
WOL/A	Talk	1.2	1.2
WTEM/F	Spts	1.0	1.1

HOUSTON/GALVESTON

		S'97	F'97
KODA/F	A/C	7.3	7.1
KBXX/F	T40	7.2	6.8
KRBE/F	T40	6.5	6.3
KMJQ/F	Urb A/C	5.5	5.4
KILT/F	Cntry	5.9	5.3
KKBQ/F	Cntry	4.3	4.5

		S'97	F'97
KLDE/F	Old	3.9	4.5
KLLOL/F	Rock	3.9	4.1
KTRH/A	N/T	3.8	3.9
KKRW/F	Cl Rk	2.9	3.6
KTBS/F	Alt	3.4	3.2
KHMX/F	Hot A/C	3.9	3.1
KPRC/A	N/T	2.4	3.0
KKPN/F	Hot A/C	3.0	2.6
KQQK/F	Tej	2.2	2.6
KIKK/F	Cntry	2.3	2.5
KHYS/F & KJOJ/F	D/T40	2.1	2.3
KLTN A/F	Span	1.9	1.9
KQUE/A	Nost	1.8	1.8
KILT/A	Spts	1.8	1.6
KXTJ/F	Span	2.0	1.4

BOSTON

		S'97	F'97
WBZ/A	News	8.4	9.4
WRKO/A	N/T	5.5	6.4
WJMN/F	T40	6.1	6.2
WMJX/F	A/C	5.7	6.0
WXKS/F	T40	6.6	5.9
WBCN/F	Alt	5.2	5.2
WODS/F	Old	4.4	5.0
WCRB/F	Class	4.0	4.0
WBMX/F	Mod A/C	3.8	3.6
WEEL/A	Spts	3.3	3.4
WZLX/F	Cl Rk	3.1	3.3
WKLB/F	Cntry	3.4	3.2
WAAR/F	Rock	2.9	3.0
WROR/F	Old	3.8	2.9
WEGQ/F	Old	2.9	2.7
WXKS/A	Nost	2.4	2.5
WBOS/F	A3	2.9	2.1
WILD/A	Urb A/C	1.4	1.8
WSJZ/F	SJ&V	1.4	1.8
WFNX/F	Alt	1.3	1.2

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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!

THAT'S SHO-BIZ

By Dave Sholin

Right on the heels of **Bob Cavallo** being appointed Chairman of the **Walt Disney Music Group** came word that Senior VP Promotion **John Fagot** would be exiting Disney's **Hollywood Records** shortly after the GAVIN Seminar. Considered one of the industry's ultimate professionals, Fagot is proud that he and his staff always maximized every project and is especially excited about the foundation laid for **Fastball's** upcoming single, "The Way." Succeeding him will be **Dan Hubbert**, who makes the career leap of 1998—going from L.A. rep for **Columbia** to nabbing the Senior VP post.



Changes at **KBBT-Portland**, where **Michael Newman** has resigned as PD of the Modern A/C. Taking over programming duties on an interim basis will be OM **Dave Numme**. Contact Newman at (503) 579-1728.

Plenty of buzz about *Daily Variety's* hints that **DreamWorks** might be in the process of signing former **Motown** CEO/President **Jheryl Busby**.



New York Rangers and **NHL All-Star Wayne Gretzky** meets his new trainers **Kelley** and **Karen**. Funny, don't you think they bear a remarkable resemblance to **Jive's Kelley Ashtari** and **Karen McClellan**?

Big party in the Big Apple for the launch of **WBIX/FM**, formerly **WNSR**. In typical **Chancellor** fashion, the revamped A/C hit the air as **Big 105 FM** at 6:30 p.m. on January 21 following a one-hour pre-kickoff celebration. Described as a mix of "pop, contemporary hits, rock, and Top 40 hits from the '80s and '90s," the outlet features a

menu that includes **Madonna**, **Elton John**, **Melissa Etheridge**, and **Jewel**, among others. No line-up announced at presstime, but along with **Danny Bonaduce** in morning drive, GAVIN has learned that **Beth Bacall** (whose husband **Broadway Bill Lee** is heard afternoons on sister station **WKTU**) will be Big's 8 p.m.-midnight air talent.

All quiet on the Top 40 front in Atlanta. How does **WGST** airing the **Falcons** games affect **Jacor's** plans in the market?

KHTS-San Diego APD **Ron Geronimo** flashes late word that **Stonecreek/Epic** artist **Uncle Sam** will perform a GAVIN showcase on Thursday night, February 5. The first 100 with GAVIN badges get in free. Location TBA.

Does being part of the upcoming "Top 40 Roundtable" panel at this year's Seminar have anything to do with **KRQ-Tucson's Tim Richards** being named Operations Manager? Well, it probably didn't hurt. Congrats to Tim and **Andra Kotcho**, who's been appointed as the station's new Promotion Director.

What are the odds **Island** will have a major press release as this week's issue heads to the printer?

That bright light in San Diego just might be the beaming face of **National Record Company** Prez, GAVIN Seminar Special Counsel, and proud papa **Ron Alexenburg**. His daughter **Marnie** makes her movie debut in the upcoming film *There's Something About Mary*, starring **Cameron Diaz**, **Matt Dillon**, and **Ben Stiller**.

We're so saddened to report that **KDOG-Mankato, Minn.** PD **Brian Garvin** lost his long battle with heart disease on January 21. Brian was an adventurous and talented programmer who was featured last year on the "Inside Top 40" page. He became PD at KDOG when the station went on the air in April, 1985 and took it Number One within the next 12 months. Garvin was 40 and leaves behind his wife **Laurel** and two young sons. Our deepest sympathies to his family, friends, and colleagues.

KHTN/FM-Merced/Modesto, Calif. ups morning personality **Dan Watson** to APD.

Condolences also go out to *Virtually Alternative's* **Sat Bisla** on the sudden and tragic loss of his father last week. The elder Bisla was gunned down after refusing to sell alcohol to some minors. As GAVIN Alternative Editor **Max Tolkoff** profoundly states, "We are still a barbaric planet."

As a small thank you for getting those ducats to her Broadway smash musical *Beauty and the Beast*, **K-Rock's Howard Stern** returns the favor by inviting **Deborah Gibson** to the riveting "Scott Salem Flabby-Ass Challenge." Here she is, moments after performing the National Anthem.



On the Air & In the Grooves: ALEXANDRA RUSSELL • Sho-Prep and Flashbacks: RON FELL
Friends of Radio: MATT BROWN • Sho-Dates: DIANE RUFER

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 as rewarding personally as it is professionally. They offer new perspective in an old game 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 has held 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

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 Boberg** said, "Cassandra's tremendous experience at Ruthless and Motown make 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.



Danny Yarbrough

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

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 **Yankee B.**

Sho-Dates

January 25
Terry Base WWWZ-Charleston, SC
January 26
Chuck Collins WKDD-Akron, OH
Eddie Van Halen, Andrew Ridgeley
 (Wham!)
January 27
Kristi Brake
Peter Standish Warner Bros. Records
Howard Rosen Howard Rosen Promotion
Al Chio Y100-Miami, FL
Todd Berry Career Records
Mike Wheaton DMX
Bobby Pena (4 P.M.), **Bobby "Blue"**
Bland, Tracy Lawrence, Richard
Young (Kentucky Headhunters)

January 28
Bob Stevens TM Century Inc.
Leigh Graves WDBM-Lansing, MI
Dave Sharp (The Alarm), **Sarah**
McLachlan, Nick Carter (Backstreet Boys)
January 29
Coyote Calhoun WAMZ-Louisville, KY
Keith Scott WJBQ (Q97.9)-Portland, ME
Tom Larson WBYY-Dover, NH
Phyllita Bolden Def Jam Records
Roddy Frame (Aztec Camera)

January 30
Donnie Simpson WPGC-Washington, DC
Dave McKay WPST-Trenton, NJ
Molly Scanlon Mercury Records
Jay Deane WJDF-Orange, MA
Eric Baker RCA Records
Allan James WZWZ-Kokomo, IN
Marty Balin, Phil Collins, Jody
Watley

January 31
Darrell Anderson Hightone Records
Bryan Switzer Atlantic Records
Christian Svendsen BNA Records
Max Tolkoff Gavin
Michael Shishido
Jana Hassen KGRC-Quincy, IL
Jack Lundy KOUT-Rapid City, SD
Kathy Powell Sony Music
SaFiya Hoskins Def Jam Records
John Lydon, Charlie Musselwhite

Our CONGRATULATIONS to **DAVE ALLEN**, Program Director at KKJM-St. Cloud, MN, and his wife **GEORGI**, on the birth of their daughter, **JORDAN**. Born December 28, weighing 8 lbs. 11 oz. and 19 1/4 inches in length.

Sho-Case



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."

Sho-Prep

CHUMBAWAMBA

If you happen to watch Italian television you may see a 30-second spot for Italian Martinis 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 Evita is today's Velveeta."

AEROSMITH

Elmore 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 thematically."

BEN FOLDS FIVE

The group Ben Folds Five is actually a trio fronted 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 Brooke Shields' 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 group's Shaznay T. Lewis says, "We have absolutely nothing in common with the Spice Girls, except our sex."

VAN HALEN

Van Halen's 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 they've decided to re-do the album before it gets to the stores.

NATALIE IMBRUGLIA

Natalie Imbruglia's new single "Tom," the new song, written in part by Johnny Hates Jazz founder Phil Thornally, was a hit in Norway three years ago by singer Trine Rein.

EAGLES

Don Henley and Glenn Frey were asked 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 Run*), it took three and a half years."

MICHAEL BOLTON

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

ERIC CLAPTON

The March 10 release of Eric Clapton's new album, *Pilgrim*, will mark the first studio set from Clapton in more than nine years. The first single, "My Father's Eyes," about the death of his son Conor, 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.

Friends of Radio

Mark Kates



President, Grand Royal Records. Los Angeles

Hometown:

Boston

What radio stations did you grow up listening to?

WBCN, WRKO, WVBF, Oh, for those days!

What radio stations do you listen to now?

KROQ, KCRW, KXLU, 91X, XTRA.

What's the first record you remember buying?

The Beatles' white album double cassette.

If you could sign anyone to Grand Royal, who would it be and why?

Noel Gallagher, Biz Markie, or Antoine Walker. Each is totally unique in their field, and at the top of their game.

Your most memorable career moment so far?

Either playing clarinet in front of 40,000 people at Dodger Stadium with Nitzer Ebb, or being thanked by Beck at the Grammys.

Your proudest career achievement to-date?

Honestly, being able to work with an amazing caliber of artists over 15 years. Having four bands on Lollapalooza '95 probably answers the question, although I am very proud of my GAVIN Award as well.

Future ambitions:

To take the artist roster and brand name of Grand Royal to the furthest edges of the solar system and truly realize its potential.

Junior Wells, Cliffie Stone Die

Blues legend Junior Wells and country music pioneer Cliffie Stone both passed away last week, Wells after a long fight with cancer and Stone of a heart attack.

Junior Wells, who was 63, helped shape the sound of Chicago blues and influenced generations of rock & rollers with his powerful harmonica stylings and trademark vocals. Wells, who joined Muddy Waters' band in 1952, also recorded and toured with Buddy Guy in the '50s as co-headliners; later the two opened for the Rolling Stones. Wells also performed and/or recorded with Carlos Santana, Van Morrison, and many others of rock's second generation.

"He had such a power in him, such emotive presence, that even listening to him on a record you could almost see him," said fellow harmonica player and Wells compadre Sugar Blue.

Cliffie Stone was a musician, singer, comedian, DJ, songwriter, music publisher, artist manager, record company exec, and TV, radio, and record producer. He first gained prominence in country music in 1946, when three of his song collaborations reached the Top 5: "No Vacancy," "New Steel Guitar Rag," and "Divorce Me C.O.D." This is the same year his *Hometown Jamboree Show* began airing on TV and radio; it ran until 1960 and helped launch the career of many country superstars (including Johnny Cash, Eddy Arnold, and Tex Ritter).

During his career, Stone produced over 14,000 television and radio shows, managed the career of Tennessee Ernie Ford, served as VP of the Country Music Association, and was President, VP, and a member of the Board of Directors for the Academy of Country Music. At the time of his death, he was the Academy's historian.

MOST ADDED

- JIMMY RAY (52)**
- JANA (32)**
- 'N-SYNC (28)**
- **K-CI & JO JO (24)**
- **SPICE GIRLS (24)**
- BEN FOLDS FIVE (23)**

TOP TIP



JANA
 "Near Me"
 (Curb)
 A long list on the add board reflects Top 40 radio's belief in this song.

RECORD TO WATCH

BABYBIRD
 "You're Gorgeous"
 (Atlantic)
 Programmers are starting to take notice of this former UK smash. New on: WABB-Mobile, WLWY-Elmira, N.Y., KLYV-Dubuque, KROC/FM-Rochester, Minn., and KFTZ-Idaho Falls.

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	14	164	3	7548	+531
2	BACKSTREET BOYS - As Long As You Love Me (Jive)	13	164	0	7133	+357
3	CHUMBAWAMBA - Tubthumping (Republic/Universal)	17	158	0	6940	-427
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	21	157	2	6874	+179
5	MATCHBOX 20 - 3 AM (Lava/Atlantic)	12	164	2	6746	+560
6	CELINE DION - My Heart Will Go On (550 Music)	8	163	12	6254	+2254
7	JANET JACKSON - Together Again (Virgin)	13	154	2	5929	+464
8	ROBYN - Show Me Love (RCA)	19	139	1	5905	-28
9	USHER - You Make Me Wanna... (LaFace/Arista)	21	129	0	5606	+96
10	LISA LOEB - I Do (Geffen)	13	146	0	5321	-43
11	GREEN DAY - Time Of Your Life (Reprise)	8	150	1	4199	+464
12	SUGAR RAY - Fly (Lava/Atlantic)	24	119	0	4138	-1003
13	BRYAN ADAMS - Back To You (A&M)	8	136	1	4041	+355
14	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	12	131	3	3861	+152
15	MEREDITH BROOKS - What Would Happen (Capitol)	14	128	3	3838	+170
16	BILLIE MYERS - Kiss The Rain (Universal)	20	133	8	3837	+690
17	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	10	132	2	3580	+350
18	BLESSID UNION - Light In Your Eyes (Capitol)	11	115	1	3308	+130
19	ALLURE featuring 112 - All Cried Out (Crave)	24	94	1	3244	-475
20	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	28	102	0	3160	-329
21	LOREENA MCKENITT - The Mumpers' Dance (Warner Bros.)	7	123	6	3115	+580
22	ALANA DAVIS - 32 Flavors (Elektra/EEG)	11	110	4	2654	+217
23	NU FLAVOR - Heaven (Reprise)	23	87	1	2587	+101
24	SISTER HAZEL - Happy (Universal) †	9	103	3	2537	+49
25	SOMETHIN' FOR THE PEOPLE - My Love Is The Shihh! (Warner Bros.) †	17	80	0	2505	-211
26	AEROSMITH - Pink (Columbia/CRG) †	9	103	5	2499	+326
27	INOJ - Love You Down (So So Def/Columbia/CRG)	27	76	1	2445	+60
28	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)	9	88	3	2386	+207
29	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	10	81	5	2317	+320
30	K-CI & JOJO - All My Life (MCA)	8	78	24	2298	+558
31	TONIC - If You Could Only See (Polydor/A&M)	45	69	0	2222	-242
32	ALL SAINTS - I Know Where It's At (London/Island)	3	105	14	2134	N
33	THE VERVE - Bitter Sweet Symphony (Virgin)	9	86	7	1958	+274
34	BOYZ II MEN - A Song For Mama (Motown)	10	75	8	1880	+414
35	MATCHBOX 20 - Push (Lava/Atlantic)	31	61	0	1700	-436
36	LeANN RIMES - How Do I Live (MCG/Curb)	32	58	2	1691	-466
37	SHE MOVES - Breaking All The Rules (Geffen)	15	65	0	1688	-275
38	SPACE MONKEYS - Sugar Cane (Chingon/Factory/Interscope)	10	75	1	1611	-236
39	MASE - Feel So Good (Bad Boy/Arista)	16	58	0	1488	N
40	LSG - My Body (EastWest/EEG)	16	41	2	1479	+20

† = Daypart

Total Reports This Week 204 Last Week 197

Chartbound	Reports	Adds	SPINS	TREND
JIMMY RAY - "Are You Jimmy Ray?" (Epic)	100	52	1439	+1013
'N SYNC - "I Want You Back" (RCA)	79	28	1204	+963
SPICE GIRLS - "Too Much" (Virgin)	78	24	1477	+627
BEN FOLDS FIVE - "Brick" (550 Music)	73	23	1239	+376

Inside Top 40 BY DAVE SHOLIN



Listening With Both Ears

Paul "Cubby" Bryant from **Z100**-New York, **Calvin Hicks WSSX (95SX)**-Charleston, **Tracy Austin** from **KIIS**-Los Angeles, **J.J. Rice 98PXY**-Rochester, **Cat Collins** of **Jammin' 94.5**-Boston, **Dave Universal** of **WKSE**-Buffalo, **Andy Shane** of **WKTU**-New York, **Chad Bowar** from **KLDR**-Grants Pass, Ore., **Jay Michaels** from **104 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.



Like last year, everyone in the room will get to compare their opinions on tracks which no one at radio has yet 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 litmus test 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-Chairman/co-CEO **Ahmet Ertegun**. 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*, Ertegun says, "You have to develop a second ear. The first ear is your private taste, which is what moves you personally. The second ear is one 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 Kieley** and **Tom Poleman**, improving what comes between the records, recycling successful promotions and concepts, meeting the audience's expectations, and more. For those who would 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 **KRQ**-Tucson; **Don Benson**, VP/Programming **Jefferson-Pilot**; **Tom Poleman**, PD **Z100**-New York; and **Dan Kieley**, PD **KIIS**-Los Angeles. (Fax: 415-495-2580; e-mail: dsholin@gavin.com)

Signals & Detections

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 **Chumbawamba's** "Amnesia" are now officially added after being spiked the past three weeks and getting very strong response...Five adds at **KMEL**-San Francisco: **Snoop Doggy Dogg's** "We Just Want to Party," **Uncle Sam, Mase's** "What You Want," **Jay Z** featuring **Blackstreet's** "The City Is Mine," and **SWV's** "Rain"...Good response to **Alana Davis** at **WSSX**-Charleston. **Sweet 98**-Omaha 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 8:30 a.m.-4 p.m.

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

Up & Coming

Reports	Adds	SPINS	TRENDS	
57	3	1461	+77	AUDRA & ALAYNA - Tell Me (Remington)
48	—	1046	+71	BIG HEAD TODD & THE MONSTERS - Please Don't Tell Her (Revolution)
47	22	438	+370	SHANIA TWAIN - You're Still The One (Mercury)
46	32	386	+346	JANA - Near Me (Curb)
41	3	1067	+77	LOS UMBRELLOS - No Tengo Dinero (Virgin)
37	3	837	-234	OLIVE - You're Not Alone (RCA)
36	6	701	+225	PUFF DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
36	6	645	+152	EDWIN McCAIN - I'll Be (Lava/Atlantic)
36	2	586	+50	LAUREN CHRISTY - Magazine (Mercury)
32	1	675	-21	RICKY JONES - Still In Love (Universal)
32	4	584	-80	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
31	4	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 (Crave)
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	* JDNNY LANG - Missing Your Love (A&M)
21	2	638	+137	QUEEN PEN - All My Love (Lil' Man/Interscope)
21	3	273	+33	STAR - Do U Want My Love (Def Beat)
20	—	708	+162	DESTINY'S CHILD - No, No, No (Columbia/CRG)
19	1	745	+107	MISSY "MISDEMEANOR" ELLIOTT - Sock It To Me (The Gold Mine, Inc./EastWest)
19	13	140	+90	* FLEETWOOD MAC - Landslide (Reprise)
18	—	427	-3	MICHAEL - Breathe On Me (Channeland)
16	1	394	+77	WYCLEF JEAN - Gone 'Til November (Columbia/CRG)
16	—	360	+26	LIL' SUZY - Memories (Metropolitan)
15	1	364	+61	EVERCLEAR - Everything To Everyone (Capitol)
15	1	359	+120	TIMBALAND & MAGOO - Luv 2 Luv U (Atlantic)
15	6	303	+243	* SWV - Rain (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 (HD/Geffen)
14	4	327	+157	MASE - What You Want (Bad Boy/Arista)
14	2	272	+82	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
13	1	337	+84	KP & ENVYI - Swing My Way (EastWest/EEG)
12	2	332	+97	DRU HILL - 5 Steps (Island)
12	11	76	+76	* GARY BARLOW - Superhero (Arista)
11	1	292	+40	DUNCAN SHEIK - Wishful Thinking (Atlantic)
11	—	250	+2	DANA - It's Love (Channeland)
11	2	232	+50	* CORNERSHOP - Brimful Of Asha (Luaka Bop/Warner Bros.)
11	4	183	+99	* NEXT - Too Close (Arista)
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-Elton John, Longpigs, Jai, Diana King, L.L. Cool J. * Indicates Debut

GO Chart

GO MOST ADDED

JIMMY RAY (35)
JANA (24)
'N SYNC (15)

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

TW		SPINS	TREND
1	MATCHBOX 20 - 3 AM (Lava/Atlantic)	3914	+443
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	3898	+338
3	BACKSTREET BOYS - As Long As You Love Me (Jive)	3784	+192
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	3432	+199
5	LISA LOEB - I Do (Geffen)	3360	+148
6	CHUMBAWAMBA - Tubthumping (Republic/Universal)	3329	+96
7	JANET JACKSON - Together Again (Virgin)	3147	+233
8	CELINE DION - My Heart Will Go On (550 Music)	2975	+1120
9	ROBYN - Show Me Love (RCA)	2878	+181
10	BRYAN ADAMS - Back To You (A&M)	2780	+329
11	GREEN DAY - Time Of Your Life (Reprise)	2578	+353
12	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	2447	+301
13	MEREDITH BROOKS - What Would Happen (Capitol)	2424	+164
14	BILLIE MYERS - Kiss The Rain (Universal)	2384	+358
15	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	2303	+142
16	BLESSID UNION - Light In Your Eyes (Capitol)	2209	+114
17	USHER - You Make Me Wanna... (LaFace/Arista)	2202	+53
18	LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	2082	+463
19	SISTER HAZEL - Happy (Universal)	2009	+115
20	ALANA DAVIS - 32 Flavors (Elektra/EEG)	1755	+216
21	SUGAR RAY - Fly (Lava/Atlantic)	1750	-97
22	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	1627	+32
23	AEROSMITH - Pink (Columbia/CRG)	1555	+151
24	ALLURE featuring 112 - All Cried Out (Crave)	1514	-9
25	THE VERVE - Bitter Sweet Symphony (Virgin)	1493	+319
26	AUDRA & ALAYNA - Tell Me (Remington)	1436	+155
27	SPACE MONKEYS - Sugar Cane (Chingon/Factory/Interscope)	1252	+47
28	SHE MOVES - Breaking All The Rules (Geffen)	1154	-8
29	NU FLAVOR - Heaven (Reprise)	1134	+84
30	ALL SAINTS - I Know Where It's At (London/Island)	1128	N
31	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)	1113	+116
32	INOJ - Love You Down (So So Def/Columbia/CRG)	1101	+87
33	SOMETHIN' FOR THE PEOPLE - My Love Is The Shhh! (Warner Bros.)	1090	+11
34	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	1034	+130
35	TONIC - If You Could Only See (Polydor/A&M)	901	+94
36	BIG HEAD TODD & THE MONSTERS - Please Don't Tell Her (Revolution)	883	N
37	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	859	-32
38	JOHN MELLENCAMP - Without Expression (Mercury)	802	+9
39	MATCHBOX 20 - Push (Lava/Atlantic)	765	+7
40	SPICE GIRLS - Too Much (Virgin)	724	N

Crossover

URBAN/DANCE

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

ALTERNATIVE

MARCY PLAYGROUND - "Sex & Candy" (Capitol)
PEARL JAM - "Given To Fly" (Epic)
BIG HEAD TODD & THE MONSTERS - "Please Don't Tell Her" (Revolution)
COLLECTIVE SOUL - "She Said" (Capitol)
EVERCLEAR - "Everything to Everyone" (Capitol)

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 weeks highest debut honors. While this was expected, we didn't think they would land in the Top 5, ferchistsakes.

RECORD TO WATCH**THE DERAILERS**Reverb Deluxe
(Watermelon/Sire)

Now, lookee here critter! You best be givin' these boys from Texas lots-a-lovin' at yer station, otherwise that Redboy feller will brand yer hide. Good stuff, varmit.

Gavin College

2W LW TW

1	1	1	MODEST MOUSE - The Lonesome Crowded West (Up)
—	33	2	DJ SHADOW - Preemptive Strike (Mo'Wax/frrr/London)
2	2	3	PELL MELL - Star City (Matador)
NEW	4	4	UNWOUND - Challenge For a Civilized Society (Kill Rock Stars)
—	24	5	PEE SHY - Don't Get Too Comfortable (Blue Gorilla/Mercury)
3	3	6	KOMPUTER - The World Of Tomorrow (Mute)
8	4	7	JULIANA HATFIELD - Please Do Not Disturb (Bar/None)
—	39	8	MICK HARVEY - Pink Elephants (Mute)
NEW	9	9	THE PASTELS - Illumination (Up)
5	6	10	NOFX - So Long And Thanks For All The Shoes (Epitaph)
18	7	11	FLYING SAUCER ATTACK - New Lands (Drag City)
9	31	12	DJ KRUSH - Midnight (Mo'Wax/frrr/London)
6	5	13	AQUABATS - The Fury Of The Aquabats (Golden Voice/Time Bomb)
—	15	14	VALERIE LEMERCIER - Chante (March)
14	23	15	FREE KITTEN - Sentimental Education (Kill Rock Stars)
7	8	16	PORTISHEAD - Portishead (Go! Discs/London)
—	46	17	GET UP KIDS - Four Minute Mile (Doghouse)
11	13	18	SERGE GAINSBORG - Great Jewish Music (Tzadik)
NEW	19	19	HUM - Downward Is Heavenward (RCA)
24	16	20	ELF POWER - When The Red King Comes (Arena Rock)
22	20	21	QUICKSPACE - Quickspace (Slash)
17	14	22	HIS NAME IS ALIVE - Nice Day (4-AD)
10	9	23	G LOVE & SPECIAL SAUCE - Yeah It's That Easy (OKeh/550 Music)
44	27	24	BJORK - Homogenic (Elektra/EEG)
19	12	25	BARDO POND - Lapsed (Matador)
NEW	26	26	JUNE OF 44 - Four Great Points (1/4 Stick)
—	25	27	BABYBIRD - Ugly Beautiful (Atlantic)
NEW	28	28	MARK EITZEL - Caught In a Trap & I Can't Back Out... (Matador)
37	40	29	IVY - Apartment Life (Atlantic)
—	44	30	TINDERSTICKS - Nnette Et Boni (Bar/None)
NEW	31	31	PROMISE RING - Nothing Feels Good (Jade Tree)
23	17	32	MOVIETONE - Day and Night (Drag City)
27	36	33	HOLIDAY - Cafe Reggio (SpinArt)
NEW	34	34	RODEO BOY - How Is It Where You Are? (Sit-N-Spin)
26	11	35	GUUITAR WOLF - Planet Of The Wolves (Matador)
NEW	36	36	SUKPATCH - Honky-Tonk Operation EP (Slabco)
35	—	37	BUTTERGLORY - Rat Tat Tat (Merge)
16	26	38	THE VERVE - Urban Hymns (Virgin)
4	10	39	CONGO NORVELL - Abnormals Anonymous (Jet Set)
NEW	40	40	AIR - Moon Safari (Source/Caroline)
NEW	41	41	BEULAH - Handsome Western States (Elephant 6)
20	30	42	DEFTONES - Around The Fur (Maverick)
NEW	43	43	THIRD EYE FOUNDATION - Sound of Violence (Merge)
NEW	44	44	VARIOUS ARTISTS - Big Rock'n Beats (Wax Trax!/TVT)
30	45	45	THE CRAMPS - Big Beat From Badsville (Epitaph)
NEW	46	46	LOVE AS LAUGHTER - #1 USA (K)
NEW	47	47	APPLES IN STEREO - Tone Soul Evolution (SpinArt)
NEW	48	48	AVAIL/YOUNG PIONEERS - Fall of Richmond (Lookout)
12	29	49	APHEX TWIN - Come To Daddy (Sire)
15	21	50	LABRADFORD - Mi Media Naranja (Kranky)

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 events. Understandably, GAVIN as a company wants nothing to do with events that may involve your silly drunk asses getting thrown in a Mexican jail. So, watch your backs and the back of others, 'cause mama is not going to be around to bail you out. Non-GAVIN sanctioned events will be indicated by a *.

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 ass shaking featuring artists on **Cup of Tea**, **Astralwerks**, and **Om Records**. This is the event to attend this evening. Trust us. Cocktail meet-&-greet at 10 p.m.

FRIDAY

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

• **Tripek Records** presents our **Re-issues Panel** moderated by Rhino's Bill Smith and featuring a performance by **Tom, Dick & Harry**.

• ***Tijuana Takeover**. Bring your paperwork so you can get back into the country, and please don't end up in jail.

• **Main Cocktail Party**. We don't know what to expect, we just know that it will be *big*.

SATURDAY

• **Jukebox Jury**. New songs will be put to the test against a bunch of jaded, crabby music directors and promo reps. Sound like fun? It is!

• ***Indie Promoter Beach BBQ Bash**. You favorite indies are all gonna come together to provide good eatin' and good vibes on Mission Beach, next to the firepits. **Bring your own towel!** Also, *no bottles allowed* on the beach.

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

Got it? Good. Expect a full-on detailed breakdown next week. OK?

News: Much to the delight of **Dave Steiner, WUJC** has changed call letters to **WJCU**...Taking over for **Jonathan Mock** at **WUMS** is **Brad Pfranger**. The "P" is silent, by the way...Your contact at **Ignition Records** is **Liz Koch**. Blow her a call at (212)724-5566. **Cheryl Valentine** is doing some consulting work for the label as well. She can be reached at the same number...After poisoning his iced tea, **Moose**, formerly of **WPBX**, has taken over **Larry Munroe's** radio gig at **Cargo**. Call him at (619) 483-9292 x21. 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 year's SXSW. It is a moment we will never forget. The free BBQ and open bar were nice too. Thanks, Carl! This Bud's for you.

Adds for January 26/27: Nusrat Fateh Ali Khan & Michael Brook (Real World/Caroline), Course of Empire (TVT), Ultra Horse (911), Fastball (Hollywood), The High Llamas (Alpaca Park/V2), Black Grape (Radioactive/MCA), *The Show* soundtrack (Theologian), Autour De Lucie (Netzwerk), Luxx (Push), Fleshtones (Ichiban), Morsel (Small Stone), Seymores (Pitch-A-Tent). ●

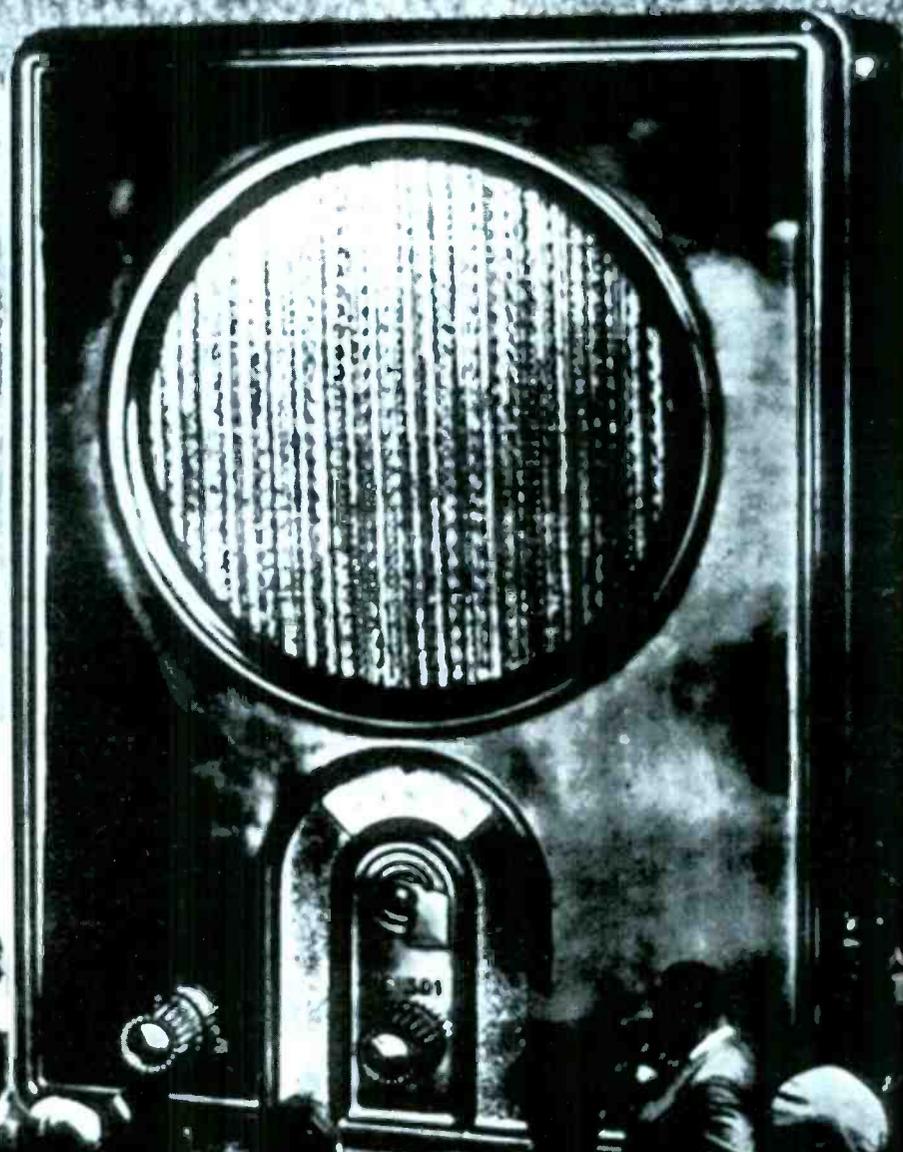
College Crew: MATT BROWN and VINNIE ESPARZA

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SCHOOLING YOURSELF ON THE BIZ



BY VINNIE ESPARZA

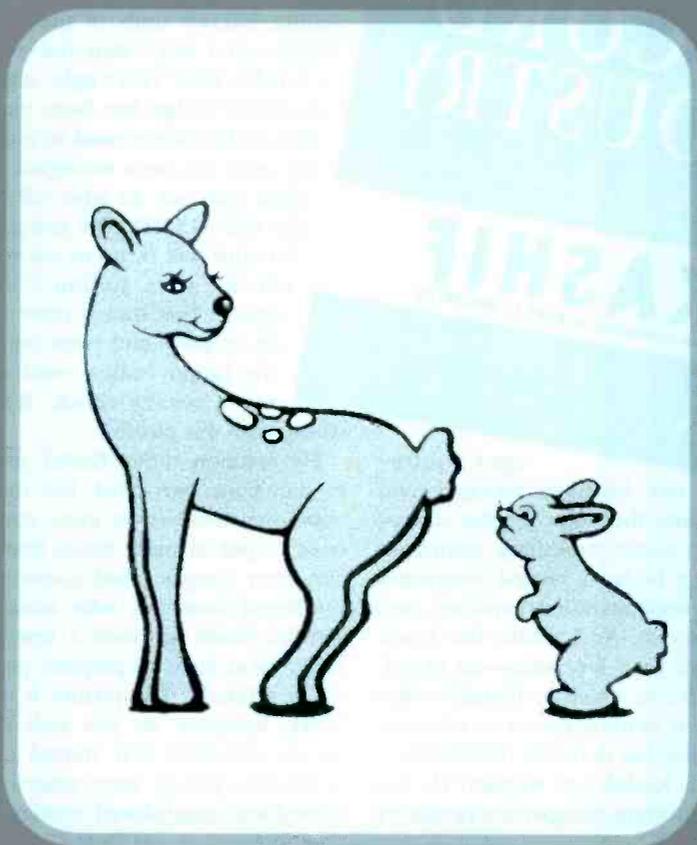
I WAS SNOOPING
AROUND BORDERS
BOOKS RECENTLY
WHEN A BIG, GREEN
HARD-COVER
CAUGHT MY EYE.

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

ten so that just about anyone can understand it. It is incredibly detailed in its breakdowns and explanations, and helps dispel the myth that common sense is all you need to get over in this biz. Kashif goes into great detail on how to choose a man-



ager, attorney, business manager, and accountant; there are lengthy discussions on music publishing, setting up recording budgets, record companies audits, understanding royalties, and much more. And while the book does lack in a few areas—as in college radio, in which he literally writes only two sentences—it is obvious that Kashif has done his homework.

Who is Kashif, you wonder? He is a multi-platinum songwriter/producer

also admitted not being sure of how to go about it. Here's a breakdown of the process, according to Kashif.

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* \$15,000 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 indies—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 is 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 much-loved 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 label, as well.

While major labels have more money to spend on an artist—and essentially more money to waste—money problems can be overcome. "The only thing a major has over an independent is if a record is a hit, they can sell more because of their distribution network," says the author. "The flip side of that is, even if that same record were released on

a major label and sold more, you would still make less than if you released it on your own label."

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 BizPlanBuilder—to help you 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 your 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 up front, 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 project." 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

MOST ARTISTS ON MAJORS—AND EVEN SOME OF THE LARGER INDIES—WILL NEVER SEE A ROYALTY CHECK. WHAT IS WRONG WITH THIS PICTURE?

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

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 necessity 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 indus-

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

try; 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.pacificnet.net/~kashif>. *

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Gavin Alternative

Static BY MAX TOLKOFF

The Super Bowl of Seminars

San Diegans 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 carnage masters is more like it).

This is also my last Seminar as an organizer (For those who haven't heard the news, I'm taking a promo gig at A&M. 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, 5 P.M.

GAVIN Alternative Awards with BR5-49 and the Fourth Annual Year in Review Hosted by Mike Halloran. This will be a casual event with much imbibing—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 an enlightening session if we pitted four active/mainstream programmers against four alternative pro-

grammers. Two tables facing each other. Two formats squaring off. What do we hope 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, buster. I bet your guys don't even own any wrestling masks. Do ya?"

You see what I'm dealing with here? Anyway, the panelist line-up looks like this so far: On the alternative side, it's Richard Sands from Live 105, Mark

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

Hamilton from KNRK, Bryan Schock from 91X, and Mike Stern from KXTE in Las Vegas. Fiend has lined up Dave Richards from WRCX in Chicago, Dave Douglas from WAAF, Curtiss Johnson from KXRQ, and one other contestant to be named. I promised Warren Kurtzman from Coleman Research he could sit in the front row and referee. 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: "Alternative 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 "coalition" radio that says, 'OK in a quarter hour we'll take care of our alternaheds, our rock heads, and our classic 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 go, '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 hole 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 panelists 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)

KKDM, KROX, KPOI, WPGU, WGRD, WKRO, KTCL, WEND, KCXX, KTOZ, WKRL, WBCN, KFTE, KXRK, WOSC, WROX, WEQX, WEJE

SMASH MOUTH (17)

Why Can't We Be Friends (Interscope)

KDGE, KENZ, WMAD, KEDJ, WPGU, KPNT, WKQX, WENZ, CIMX, KRZQ, KNSX, KFTE, KXRK, WOSC, KEDG, KACV, WEJE

BLACK GRAPE (16)

Marbles (Radioactive)

KKDM, KEDJ, KPOI, WPGU, WIXO, KJEE, KTCL, WKRL, KQXR, KFTE, WOSC, KGDE, WROX, WEQX, WEJE, WRXQ

CHRIS CORNELL (12)

Sun Shower (Atlantic)

KPKX, KNRK, WIXO, KJEE, WAVF, WBZU, KLZR, WOSC, KFRR, WMRQ, KACV, KPSI

OASIS (12)

All Around The World (Epic)

KMYZ, KNRK, WLUM, KTOZ, KQXR, WXEG, KFTE, WEDG, KCCX, KFRR, WEJE, WRXQ

MOST REQUESTED

MARCY PLAYGROUND

"Sex & Candy" (Mammoth)

BEN FOLDS FIVE

"Brick" (550)

BLINK 182

???

CORNERSHOP

"Brimful of Ashra" (Warner Bros.)

BUSH

"Mouth" (Trauma/Interscope)

MOST BUH-UZZ

We asked a bunch o' programmers what's REALLY working at radio.

"Or Oooooo, baby baby, I can feel the power!"

LORENA MCKENNITT

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

BEN FOLDS FIVE

"Brick" (550)

FATBOY SLIM

"Going Out Of My Mind"

(Astralwerks)

OUR LADY PEACE

"Clumsy" (Columbia)

BLINK 182

"Dammit (Growing Up)"

(Cargo/MCA)

MOST LIKELY TO

SUCCEED

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

CHRIS CORNELL

"Sun Shower" (Atlantic)

BLACK GRAPE

"Marbles" (Radioactive)

BARE NAKED LADIES

"Brian Wilson" (Warner Bros.)

JIMMIE'S CHICKEN SHACK

"High" (A&M)

NAKED

"Raining on the Sky" (Red Ant)

naked



(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,
WXSJ, WARQ, WMAD, WJSE, WSFM, KACV, WKRL, WBZF, KNRQ, WIXO,
KFMZ, WHTG, WRRV, KFGX... and many many more!

<http://www.red-ant.com>

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ant



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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: dookey@gavin.com

JANUARY 26

- | | | |
|------------------------------|---|-----------------|
| Big Mouth | "These Are The Days" | (Wild Pitch) |
| Bloodhound Gang | "Along Comes Mary" | (MCA) |
| Bogmen | "Failing Systems" | (Arista) |
| Din Pedals | "Ashtray" | (Epic) |
| Dropkick Murphys | Do or Die | (Hellcat) |
| Gadjits | At Ease | (Hellcat) |
| Ivy | "I've Got A Feeling" | (Atlantic) |
| King Britt Presents Sylk 130 | When The Funk Hits The Fan | (Ovum) |
| Luna | "Bobby Peru" | (Elektra) |
| Mary Lou Lord | Got No Shadow | (Work) |
| Sister 7 | "Know What You Mean" | (Arista/Austin) |
| v/a | Music From The Motion Picture Zero Effect | (Work) |

FEBRUARY 2

- | | | |
|------------------|---------------------------------|----------------|
| Brownie Mary | "Naked" | (Blackbird) |
| Muler | The State of Play | (Dedicated) |
| Pearl Jam | Yield | (Epic) |
| Paula Cole | "Me" | (Warner Bros.) |
| Ryuichi Sakamoto | Anger and Grief remixes | (Ninja Tune) |
| The Tea Party | "Release" | (Atlantic) |
| DJ Vadim | U.S.S.R. Reconstruction (pt. 2) | (Ninja Tune) |

FEBRUARY 9

- | | | |
|--------------------------|-------------------------|------------------------|
| Bedhed | Transaction De Novo | (Trance Syndicate) |
| Brownie Mary | Naked | (Blackbird) |
| Coldcut | Timber | (Ninja Tune) |
| Come | Gently Down The Stream | (Matador) |
| The Din Pedals | The Din Pedals | (Epic) |
| Dwarves | "Everybody's Girl" | (Epitaph) |
| Feeder | Polythene | (Elektra) |
| Fret Blanket | Home Truths From Abroad | (Polydor) |
| Natacha Atlas | Halim | (Beggars Banquet) |
| v/a | NovaMute Kompilation | (NovaMute) |
| Own | The Other's Parts | (Channel 83) |
| Pulp | "Like A Friend" | (Atlantic) |
| Q Burns Abstract Message | | (Astralwerks/Caroline) |
| Sue Garner | To Run More Smoothly | (Thrill Jockey) |
| Third Eye Blind | "Losing A Whole Year" | (Elektra) |
| To Rocco Rot | Paris 25 | (Emperer Jones) |
| Ultrahorse | "Telecom" | (911) |
| Williams Fairey Band | Acid Brass | (Mute/Blast First) |

FEBRUARY 16

- | | | |
|------------------|------------------------|------------------|
| Ani DiFranco | Little Plastic Castle | (Righteous Babe) |
| Bogmen | "Mexico" | (Arista) |
| Chocolate Weasel | Music For Body Lockers | (Ninja Tune) |
| Deep Forest III | Comparsa | (550) |
| Rebekah | "Sin So Well" | (Elektra) |

FEBRUARY 23

- | | | |
|---------------------|---------------------------|------------------------|
| China Drum | Self Made Maniac | (Beggars Banquet) |
| Craig Armstrong | The Space Between Us | (Melankolic/Caroline) |
| Liquor Giants | Every Other Day At A Time | (Matador) |
| Liz Phair | Whitechocolatespaceegg | (Matador) |
| Moist | "Tangerine" | (Arista) |
| Pussy Galore | Right Now! | (Matador) |
| Pussy Galore | Sugar Shit Sharp | (Matador) |
| Pussy Galore | Dial M For Motherfucker | (Matador) |
| Red Crayola | Live In The 1960s | (Drag City) |
| Scott Weiland | "Barbarella" | (Atlantic) |
| Spacetime Continuum | Propeller | (Astralwerks/Caroline) |
| Tommy Keene | Isolation Party | (Matador) |
| Training For Utopia | Plastic Soul Impalement | (Tooth & Nail) |

MARCH 2

- | | | |
|---------|---------------------|--------------|
| Cola | Whatnot | (Interscope) |
| Rebekah | Remember To Breathe | (Elektra) |

MARCH 10

- | | | |
|------------------|--|-------------------|
| Athenaeum | "What I Didn't Know" | (Atlantic) |
| Cat Power | | (Matador) |
| Frodo | Conglomerate International | (Tooth & Nail) |
| v/a | Going Home Alone | (Matador) |
| Laika | Silver Apples of the Moon | (Beggars Banquet) |
| Laughing Us | tba | (Risk) |
| Long Fin Killie | Valentino | (Beggars Banquet) |
| Long Fin Killie | Houdini | (Beggars Banquet) |
| Mouse on Mars | laora Tahiti | (Beggars Banquet) |
| Mouse on Mars | Vulvaland | (Beggars Banquet) |
| v/a | Random 2: Remixes/Gary Numan | (Beggars Banquet) |
| Rebekah | Remember To Breathe | (Elektra) |
| Robbie Robertson | Contact From The Underworld Of Red Boy | (Capitol) |
| Seely | Julie Only | (Beggars Banquet) |
| Stereolab | Peng | (Beggars Banquet) |
| Stereolab | The Groop Played Space Age... | (Beggars Banquet) |

**EARLY TEST SPINS AT:
91X, XHRM, Q101, KPNT
AND MANY MORE**

SHELTER

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

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I Prefer *Jonathan Fire Eater*



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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

MOST ADDED



- ** BEN FOLDS FIVE (13)
- ** FLEETWOOD MAC (13)
- CELINE DION (11)
- JIMMY RAY (10)
- BACKSTREET BOYS (9)

TOP TIP

JIMMY RAY

"Are You Jimmy Ray?" (Epic)

Could be one of the biggest records of the year. Calls already aboard are KPLZ, KYSR, KHMV, KDMX, WYSR, WKTI, Y93, WQSM, WAKS, KMHX, WQLH, WMEE, WFPS, KQIC, KIXR, KEMB, WMGR, WMBX, WLSW, and WJLK.

RECORD TO WATCH

SHANIA TWAIN

"You're Still the One"

(Mercury)

Shania Twain's crossing over in the mainstream and Hot. Top calls include KMMX, WMJQ, WAKS, KPLZ, WMC, WQSM, WKTI, WVMX, WQLH, and KVIC.

Gavin Hot A/C

TW	Reports	Adds	SPINS	TREND	
1	LISA LOEB - I Do (Geffen)	109	0	4022	+442
2	MATCHBOX 20 - 3 AM (Lava/Atlantic)	107	3	3816	+404
3	SMASH MOUTH - Walkin' On The Sun (Interscope)	98	0	3609	+371
4	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	100	3	3415	+591
5	CHUMBAWAMBA - Tubthumping (Republic/Universal)	96	0	3376	+289
6	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	101	2	3179	+441
7	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	93	0	3048	+179
8	SUGAR RAY - Fly (Lava/Atlantic)	89	0	2999	+163
9	BILLIE MYERS - Kiss The Rain (Universal)	92	4	2688	+442
10	CELINE DION - My Heart Will Go On (550 Music)	91	11	2609	+850
11	BRYAN ADAMS - Back To You (A&M)	87	1	2282	+318
12	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	82	5	2220	+268
13	TONIC - If You Could Only See (Polydor/A&M)	66	0	2168	+69
14	LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	85	8	2095	+543
15	BLESSID UNION - Light In Your Eyes (Capitol)	73	0	1932	+281
16	THE SUNDAYS - Summertime (DGC)	65	1	1902	+36
17	ALANA DAVIS - 32 Flavors (Elektra/EEG)	82	4	1887	+222
18	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	60	0	1690	-111
19	GREEN DAY - Time Of Your Life (Reprise)	74	8	1645	+372
20	SISTER HAZEL - All For You (Universal)	60	0	1607	-149
21	MEREDITH BROOKS - What Would Happen (Capitol)	65	4	1577	+277
22	BACKSTREET BOYS - As Long As You Love Me (Jive)	59	9	1498	+374
23	SISTER HAZEL - Happy (Universal)	72	2	1495	+214
24	MATCHBOX 20 - Push (Lava/Atlantic)	56	1	1451	+67
25	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	48	0	1249	-87
26	ROBYN - Show Me Love (RCA)	46	0	1213	+78
27	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	52	2	1194	+163
28	LeANN RIMES - How Do I Live (MCG/Curb)	45	0	1096	-36
29	JEWEL - Foolish Games (Atlantic)	47	0	1067	-165
30	JANET JACKSON - Together Again (Virgin)	42	3	1058	+159
31	JOHN MELLENCAMP - Without Expression (Mercury)	45	1	1038	-68
32	AMY GRANT - Takes A Little Time (A&M)	43	0	1019	-141
33	THE VERVE - Bitter Sweet Symphony (Virgin)	43	8	960	+263
34	THE WALLFLOWERS - Three Marlenas (Interscope)	40	0	901	-39
35	FIONA APPLE - Criminal (Clean Slate/WORK)	33	0	821	-91
36	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	35	0	720	-166
37	BEN FOLDS FIVE - Brick (550 Music)	36	13	686	N
38	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	26	0	643	-83
39	TEXAS - Say What You Want (Mercury)	21	0	562	-6
40	SHE MOVES - Breaking All The Rules (Geffen)	21	1	472	+10

Hot Stuff BY RON FELL

Jeff & Jer's San Diego



Star 100.7 (KFMB/FM)-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 Busalacchi's on 5th in Hillcrest. If there's just two of you, ask for table eight. Mexican? El Tecolote 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-thru at night. The first was Roberto's, but there are hundreds of knock-offs, such as Royberto's, Ronberto's, Broberto's, NguyenBerto's...they're all greasy 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 humping, 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... ...write down this handy phrase: "Donde esta el espectaculo del burro? Tengo mucho dinero Americano." It translates to, "You have a lovely country, please take me to a museum." *Honest, it does!*

San Diego is... a town where, sure it may cost 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 *love* to park at the beach and watch you tourists run in like it's a slo-mo *Baywatch* scene!

Things to take when you leave:

Anything but a tape of our show. We're so nervous about hundreds of programmers being in town, we're considering either running a best of, or hanging ourselves with **Ted Kaczynski's** underwear.

Describe a typical San Diegan:

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 shoes. *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 "Southern California Legends of the Airwaves," Saturday morning at 11! ●

Total Reports This Week: 113 Last Week: 103

Editor: **RON FELL** • Associate Editor: **ANNETTE M. LAI**

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

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

Chartbound

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
DUNCAN SHEIK - "Wishful Thinking" (Atlantic)	21	1	339	+48	LAUREN CHRISTY - "Magazine" (Mercury)	15	2	249	+84
JIMMY RAY - "Are You Jimmy Ray?" (Epic)	20	10	329	+252	DAVID GROW - "If I" (Back Nine)	15	0	295	+49
EDWIN McCAIN - "I'll Be" (Lava/Atlantic)	17	8	273	+128	EDDIE MONEY - "Can You Fall in Love Again" (CMC)	12	1	211	+62
SHANIA TWAIN - "You're Still the One" (Mercury)	17	8	184	+128	COLLECTIVE SOUL - "She Said" (Capitol)	11	1	183	+37

MOST ADDED

- FLEETWOOD MAC (42)**
- JOHN TESH & JAMES INGRAM (38)**
- ** BACKSTREET BOYS (22)**
- ** GARY BARLOW (22)**
- * EDDIE MONEY (20)**
- * SHANIA TWAIN (20)**
- * VENICE (20)**

TOP TIP

FLEETWOOD MAC
"Landslide"
(Reprise)

The Mac is on a roll as "Landslide" scores 42 adds for Number One Most Added. Top calls include WBBQ, WFMK, WDOK, K103, WLTE, KUDL, WQLR, KWAV, KEZG, KISC, and WMJX.

RECORD TO WATCH

CHANTAL KREVIAZUK

"Surrounded" (Columbia/CRG)
 Not exactly "surrounded" yet, but CK's roster of believers is growing steadily. Among them are WHAI, WJDF, WSWF, WBLG, WHEO, WLSZ, WOYS, WQPW, WZD, KRTI, KSCB, WAQE, WFRO, WJER, WPXN, KELI, KBLQ, KIMX, KMXV, KUIC, and KWXX.

Gavin A/C

Adult Contemporary

TW	Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	8	162	6	3927	+332	66	38	47	9
2	14	154	2	3486	-136	53	39	41	18
3	15	140	0	3169	-266	43	39	40	15
4	8	140	5	2911	+354	41	32	38	23
5	21	123	1	2602	-250	26	36	44	16
6	12	118	2	2435	-292	30	31	38	15
7	8	127	10	2397	+379	29	24	45	19
8	11	121	4	2393	-52	34	26	29	26
9	11	117	2	2389	-126	34	27	30	22
10	15	108	15	2378	+183	43	21	23	11
11	16	111	0	2323	-244	25	32	39	12
12	28	96	2	2049	-216	27	20	34	13
13	12	100	0	1992	-445	23	27	30	16
14	10	103	3	1951	+72	20	30	28	22
15	9	109	5	1945	+106	19	24	37	21
16	10	85	3	1944	+21	31	26	20	7
17	14	75	2	1741	-9	30	17	17	10
18	21	86	0	1601	-382	11	24	32	15
19	15	89	14	1591	+185	13	21	29	19
20	10	77	4	1585	+133	18	24	24	9
21	13	97	22	1529	+459	9	16	36	29
22	23	73	0	1396	-362	12	12	36	12
23	14	75	0	1395	-657	15	16	21	21
24	3	107	38	1394	+683	2	12	40	43
25	8	68	4	1316	+112	12	22	22	8
26	15	60	3	1301	+31	17	17	17	7
27	34	68	0	1292	-72	10	18	24	11
28	11	65	1	1229	+36	9	22	23	10
29	9	83	5	1217	+195	3	19	23	32
30	27	65	0	1162	-396	9	11	28	16
31	9	56	2	1100	-85	11	17	18	9
32	20	66	3	1083	-17	6	13	24	20
33	13	57	0	952	-247	5	17	13	18
34	2	78	20	926	N	0	9	24	33
35	10	52	3	849	+115	2	16	19	13
36	29	51	0	825	-156	3	12	16	15
37	14	55	1	813	+41	2	10	21	21
38	17	44	0	765	-281	3	12	18	11
39	2	60	20	696	N	0	4	26	20
40	11	48	2	675	N	1	9	20	16

Chartbound	Reports	Adds	SPINS	TREND
* FLEETWOOD MAC - "Landslide" (Reprise)	54	42	564	+444
CHUCK JACKSON & DIONNE WARWICK - "If I Let Myself Go" (Wave Entertainment)	45	4	598	+67
LOREENA MCKENNITT - "The Mummers' Dance" (Warner Bros.)	38	8	549	+63

Total Reports This Week: 178 Last Week: 179
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 Associate Editor: **ANNETTE M. LAI**
 Assistant: **LILY SHIH**
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Inside A/C



BY RON FELL

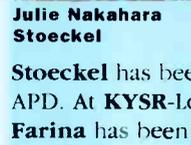
Women on the Move

Bonny O'Brien, for more than eight years the Music Director at



Bonny O'Brien
 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
 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	Adds	SPINS	TRENDS	
38	11	405	+120	JULIE EISENHOWER - Shadoan (V.I.P.)
36	2	545	-8	DUNCAN SHEIK - 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	239	+190 *	VENICE - Running Home (Vanguard)
22	7	291	+60	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
22	2	288	+33	PATTY O'HARA - Once Again (J-Bird)
21	4	211	+67	SIMON APPLE - It's Over (Coast)
20	4	350	-3	ALANA DAVIS - 32 Flavors (Elektra/EEG)
20	1	478	-16	BILLIE MYERS - Kiss The Rain (Universal)
16	5	149	+36 *	JOE'S BAND - Listen (Pag)
16	4	165	+27 *	ATLANTA RHYTHM SECTION - I Don't Want to Grow Old Alone (River North)

Dropped: Smash Mouth, Styx, Chumbawamba, Enya, B. Mani'ow, Sugar Ray, Sister Hazel (Happy), and Robyn.

* Indicates Debut

this coincides with the film's sound-track scoring the Number One best seller across America.

Busting into the top 10 this week is **Vanessa Williams'** "Oh How the Years Go By." With 127 players, only four other records (**Celine Dion**, **Michael**

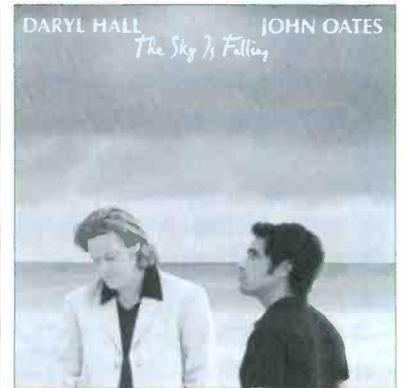
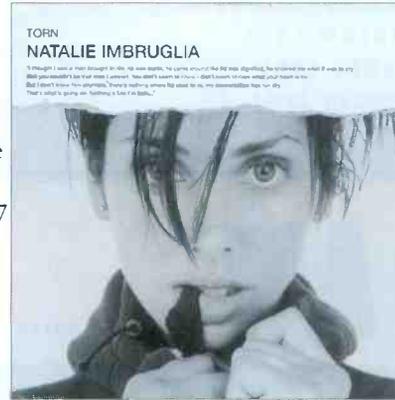
Bolton, **Richard Marx & Donna Lewis**, and **Bryan Adams**) have more committed stations. Leading the way are **WBBQ**, **WKWK**, **KLSY**, **WLDR**, **WDEF**, **KMAJ**, **WFMK**, **KOSI**, **KSSK**, **WLTS**, **KVIL**, **WPCH**, **KDUL**, **KBIG**, **WTPI**, **WRRM**, **Y92**, **WBEB**, **WLIT**, **WLTE**, **WDOK**, **WLIF**, **KMXZ**, **KISC**, and **K103**.

Top chart debut is **Shania Twain's** "You're Still the One," which enters at #34 with a Spincrease of +385. Top calls include **K103**, **KMAJ**, **WDEF**, **KCRE**, **Q100**, **WMJX**, **KELI**, **WGSY**, **WMYI**, **WDOK**, **KQXT**, **KVIL**, **WLIF**, **WWLI**, **KSIC**, **WAHR**, **WLIT**, **KWAV**, and **WLTW**. ●

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.

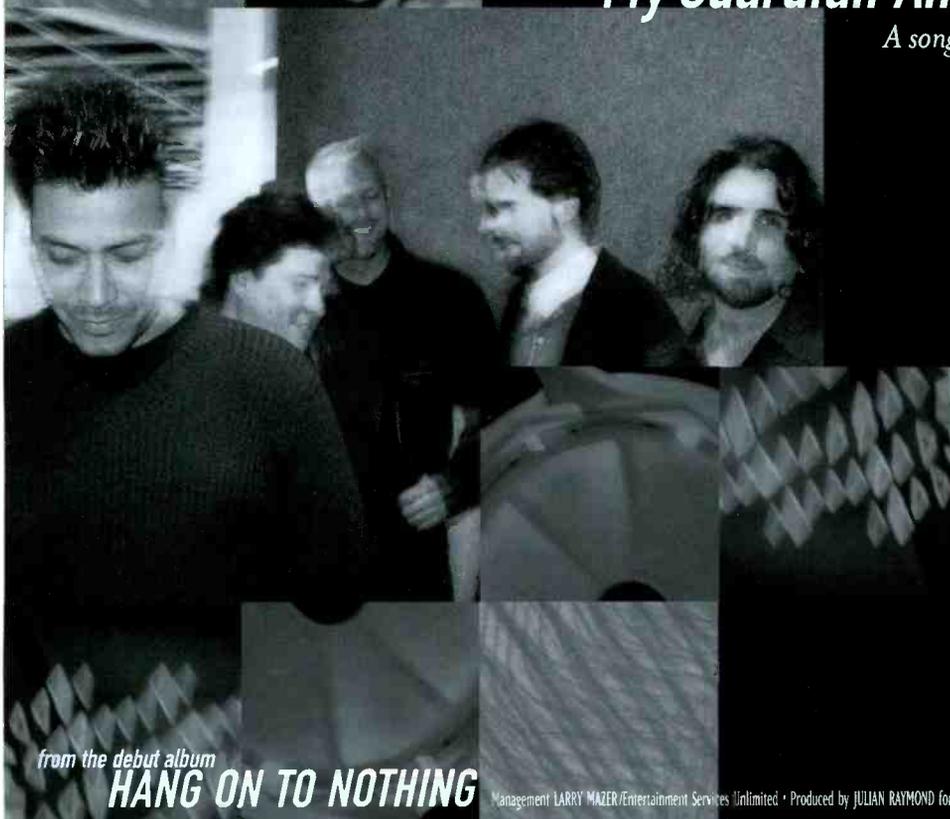


DARYL HALL & JOHN OATES "The Sky is Falling" (Push/BMG)
Chicken Little said it best, but Daryl & John sing it better. It's the second

THE PISTOLEROS

"My Guardian Angel"

A song of hope amid hopelessness.

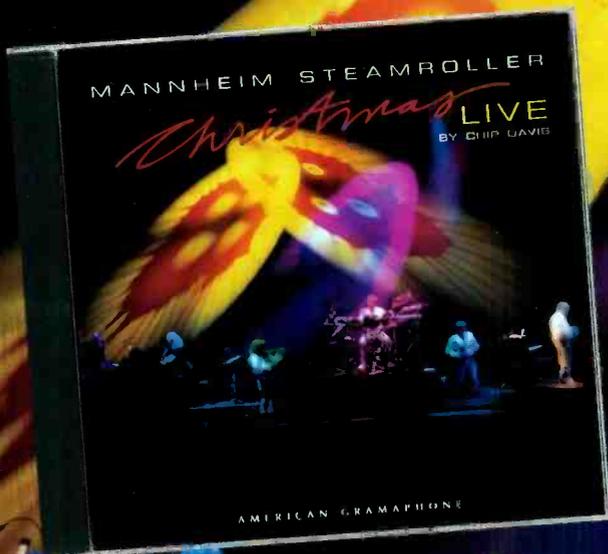


from the debut album
HANG ON TO NOTHING

Management LARRY MAZER/Entertainment Services Unlimited • Produced by JULIAN RAYMOND for A Violent Society Productions in association with PHIL KAFFEL and the PISTOLEROS • Mixed by CHRIS LORD-ALGE

©1998 HOLLYWOOD RECORDS





Chip Davis, Mannheim Steamroller and American Gramophone 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."



CHIP DAVIS' DAY PARTS
Romance II



*Slo Dancin'
in the
Living Room*

from *Romance II*

Add date: February 2

DAN WIEBERG
American Gramophone
402.457.4341

TOM MAZZETTA
Mazzetta Promotion
303.545.9990

AMERICAN  GRAMAPHONE

www.amgram.com

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.

DAKOTA MOON
"A Promise I Make" (Elektra/EEG)

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.



98°
"Was It Something I Didn't Say?"
(Motown)

These smoothies hook up with super producer Daryl Simmons and super songwriter Diane Warren for a song that's not only featured on the group's self-titled debut album, but will also pop up on the *Fame L.A.* soundtrack.

ARTIST PROFILE

ALANA DAVIS



THINGS THAT MAKE YOU HAPPY:

"Kids, animals, sunshine, and Bailey's."

THINGS THAT MAKE YOU SAD:

"Veal, fur coats, and famine."

YOUR PET PEEVE:

"I can't stand when people whistle."

FAVORITE FOOD:

"Broccoli"

LEAST FAVORITE FOOD:

"Goat cheese"

IF YOU COULD LIVE ANYWHERE,

WHERE AND WHY? "The North Pole, because I've had a crush on Santa since I was two."

MOST INTERESTING PERSON

YOU KNOW OR WOULD LIKE TO KNOW? "Patrick Ewing. I'd love to tell him he was my hero for years—such a beautiful player."

THREE ESSENTIALS YOU'D NEED

TO LIVE ON A DESERT ISLAND: "Distilled water, broccoli, and a guitar."

DAVIS ON HER MUSIC:

"It's sincere...I'm a lot like you."

HOMETOWN AND BIRTHDATE:

New York City; May 6, 1974

LABEL:

Elektra/EEG

PROMOTION CONTACTS:

Dana Keil or Linde Thurman

DEBUT SINGLE:

"32 Flavors"

DEBUT ALBUM:

Blame It on Me

MAJOR MUSICAL INFLUENCES:

"My parents, Stevie Wonder, and the Exploited."

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

ON YOUR DESK NOW!



Running Home 3:39
 radio edit
 From the album *Born and Raised* (79498-2)
 PRODUCED BY MICHAEL LENNON

"... '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

© 1997 (Kipp Lennon, Scott Crago, Mark Lennon, Michael Lennon) Kippko Music (ASCAP), Third Lug Music (ASCAP), Billy Blaser Music (ASCAP), Grampatrank Music (ASCAP)

VANGUARD RECORDING SOCIETY
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 1700 Palms Road, Santa Monica, CA 90404
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R U N N I N G H O M E

For further information contact: Meg MacDonald, Director of Artist Relations/Promotions (310) 451-5727 Email: Myrtle@VanguardRecords.com
 Tom Mazzetta, Mazzetta Promotion, Inc. (303) 545-9990 Email: mazpromo@diac.com
 Mike Martucci, Tucci & Associates (516) 981-9080 Email: Tucci@cris.com



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 WGNL KWAV KEFM WTFM WLRQ WGNL KSBL KDAT
WOOF WDEF WGSY WIKY KJSN KELO WVEZ WGLM WIKY WHCB WFMK 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.

BMG
BNA RECORDS LABEL



BMG

WWW.TWANGTHIS.COM

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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

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S/P/W

SPINS PER WEEK PER STATION

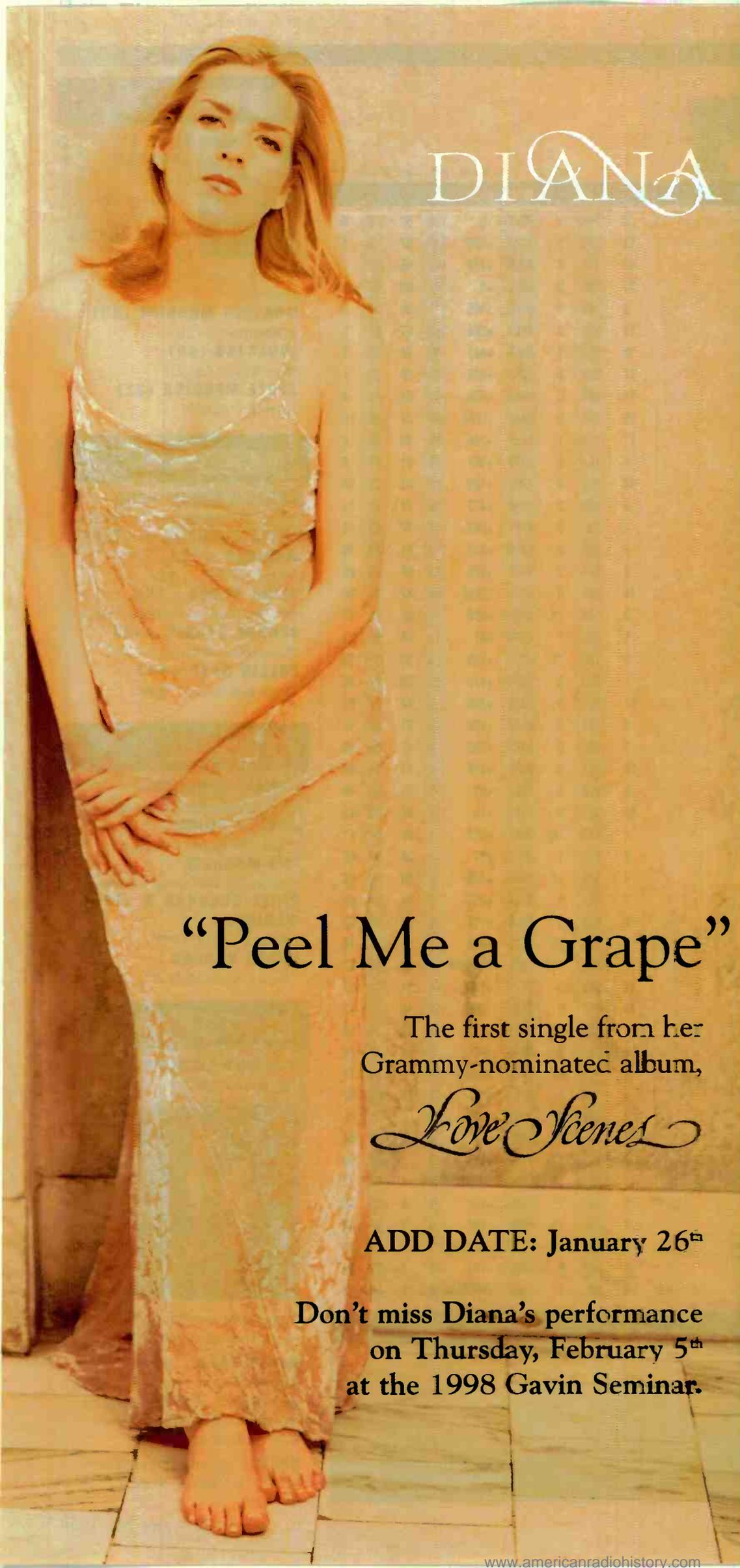
CHUMBAWAMBA - Tubthumping (Republic/Universal)	25.22
SMASH MOUTH - Walkin' On The Sun (Interscope)	24.48
CELINE DION - My Heart Will Go On (550 Music)	24.24
LISA LOEB - I Do (Geffen)	23.21
JOHN MELLENCAMP - Without Expression (Mercury)	22.87
RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	22.64
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 (Imago/Warner Bros.)	21.34
ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	21.15
JIM BRICKMAN with ASHTON & RAYE - The Gift (Windham Hill)	20.93
BRYAN ADAMS - Back To You (A&M)	20.79
BILLY JOEL - Hey Girl (Columbia/CRG)	20.64
SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	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)	19.92
BLESSID UNION - Light In Your Eyes (Capitol)	19.78
DAVID GROW - 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 stations into its total Spins.

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	683
BACKSTREET BOYS - As Long As You Love Me (Jive)	459
FLEETWOOD MAC - Landslide (Reprise)	444
SHANIA TWAIN - You're Still The One (Mercury)	385
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	379
BRYAN ADAMS - Back To You (A&M)	354
CELINE DION - My Heart Will Go On (550 Music)	332
EDDIE MONEY - Can You Fall In Love Again (CMC International)	241
RAY VEGA - Even More (BNA Records)	195
VENICE - Running Home (Vanguard)	190
SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	185
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	183
GARY BARLOW - Superhero (Arista)	164
SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	133
JULIE EISENHOWER - Shadoan (V.I.P.)	120
JOEY LAWRENCE - Never Gonna Change My Mind (Curb)	115
DONNY OSMOND - Echo Of Your Whisper (Nightstar)	112
KENNY G - Loving You (Arista)	106
THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)	75
KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	72
CHUCK JACKSON & DIONNE WARWICK - If I Let Myself Go (Wave Entertainment)	67
SIMON APPLE - It's Over (Coast)	67
LOREENA MCKENNITT - The Mummers' Dance (Warner Bros.)	63
CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	60
LINDA HORNBuckle - There Was A Time (FT)	44



DIANA KRALL

“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

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	TIM MCGRAW - Just To See You Smile (Curb)	8	194	1	7141	-1	136	58	0	0
4	2	SAMMY KERSHAW - Love Of My Life (Mercury)	13	194	1	7063	+103	132	57	4	1
6	3	DIAMOND RIO - Imagine That (Arista)	12	195	0	6765	+244	112	66	16	1
5	4	LeANN RIMES - On The Side Of Angels (MCG/Curb)	15	192	0	6617	+9	107	69	15	1
8	5	SHANIA TWAIN - Don't Be Stupid (You Know I Love You) (Mercury)	9	195	4	6595	+405	113	60	17	5
7	6	LILA McCANN - I Wanna Fall In Love (Asylum)	17	193	0	6483	+258	102	67	21	3
10	7	ANITA COCHRAN & STEVE WARINER - What If I Said (Warner Bros.)	10	193	2	6254	+822	90	72	30	1
9	8	LEE ANN WOMACK - You've Got To Talk To Me (Decca)	12	195	0	6253	+405	86	76	32	1
11	9	KENNY CHESNEY - A Chance (BNA Records)	14	193	0	5646	+436	56	84	49	4
1	10	BROOKS AND DUNN - He's Got You (Arista)	10	168	0	5418	-1730	96	37	20	15
12	11	LORRIE MORGAN - One Of Those Nights (BNA Records)	11	194	1	5166	+248	33	88	65	8
13	12	BRYAN WHITE - One Small Miracle (Asylum)	8	194	0	5163	+361	39	81	65	9
14	13	NEAL McCOY - If You Can't Be Good (Be Good At It) (Atlantic)	14	186	0	4803	+108	35	65	72	14
16	14	COLLIN RAYE - Little Red Rodeo (Epic)	6	193	2	4770	+437	20	78	84	11
20	15	GEORGE STRAIT - Roundabout Way (MCA)	3	192	7	4721	+589	19	78	83	11
18	16	WYNONNA - Come Some Rainy Day (Curb/Universal)	6	193	2	4530	+342	12	81	82	18
17	17	REBA McENTIRE - What If (MCA)	6	185	0	4523	+265	26	66	69	24
3	18	JOHN MICHAEL MONTGOMERY - Angel In My Eyes (Atlantic)	16	158	0	4288	-2750	56	42	26	34
26	19	GARTH BROOKS - She's Gonna Make It (Capitol Nashville)	2	189	13	4239	+980	9	65	98	17
19	20	TRAVIS TRITT - Still In Love With You (Warner Bros.)	9	182	1	4230	+84	15	64	82	21
25	21	CLINT BLACK - Nothin' But The Tailights (RCA)	3	189	11	4021	+759	5	59	99	26
21	22	MARK CHESNUTT - It's Not Over (Decca)	7	183	4	3874	+176	12	50	87	34
22	23	WADE HAYES - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	11	181	5	3798	+269	4	57	87	33
24	24	DAVID KERSH - If I Never Stop Loving You (Curb)	6	184	2	3635	+290	5	51	81	47
30	25	THE KINLEYS - Just Between You And Me (Epic)	5	180	6	3487	+392	2	47	89	42
27	26	DIXIE CHICKS - I Can Love You Better (Monument)	10	171	1	3457	+219	6	47	84	34
28	27	DARYLE SINGLETARY - The Note (Giant)	8	170	3	3307	+86	5	51	65	49
29	28	DAVID LEE MURPHY - Just Don't Wait Around Til She's Leavin' (MCA)	10	157	0	3175	+75	12	40	60	45
36	29	TRISHA YEARWOOD - Perfect Love (MCA)	3	178	26	3040	+818	1	24	92	61
31	30	CHELY WRIGHT - Just Another Heartache (MCA)	8	175	1	3038	+31	3	38	66	68
34	31	CLAY WALKER - Then What (Giant)	4	175	12	2940	+433	2	25	80	68
33	32	MILA MASON - Closer To Heaven (Atlantic)	7	157	5	2734	+216	5	34	52	66
35	33	KEVIN SHARP - There's Only You (Asylum)	9	142	5	2559	+111	6	31	48	57
39	34	JODEE MESSINA - Bye Bye (Curb)	3	148	32	2273	+633	1	18	53	76
—	35	ALAN JACKSON - A House With No Curtains (Arista)	2	152	110	2201	NEW	1	11	57	83
37	36	KRIS TYLER - What A Woman Knows (Rising Tide)	12	135	5	2171	+145	4	21	43	67
15	37	TOBY KEITH with STING - I'm So Happy (Mercury)	15	102	0	2130	-2419	19	18	23	42
40	38	MINDY McCREADY - You'll Never Know (BNA Records)	3	127	14	1916	+313	0	12	51	64
38	39	SARA EVANS - Shame About That (RCA)	6	124	5	1870	+48	2	14	44	64
—	40	TRACE ADKINS - Lonely Won't Leave Me Alone (Capitol Nashville)	2	129	87	1767	NEW	1	7	44	77
41	41	RIVER ROAD - Somebody Will (Capitol Nashville)	6	113	8	1757	+158	1	16	39	57
46	42	MELODIE CRITTENDEN - Broken Road (Asylum)	4	101	8	1332	+135	0	5	31	65
44	43	JASON SELLERS - That Does It (BNA Records)	9	89	0	1287	-25	0	13	22	54
47	44	JOHN ANDERSON - Takin' The Country Back (Mercury)	3	87	12	1129	+193	0	1	28	58
—	45	MARTINA McBRIDE - Valentine (RCA)	1	80	58	1027	NEW	0	4	23	53
48	46	CHRIS CUMMINGS - The Kind Of Heart That Breaks (Warner Bros.)	6	76	7	943	+121	0	3	23	50
49	47	SONS OF THE DESERT - Leaving October (Epic)	2	76	19	936	+197	0	1	22	53
—	48	RHETT AKINS - Better Than It Used To Be (Decca)	2	63	23	860	NEW	0	2	23	38
50	49	JEFF CARSON - Cheatin' On Her Heart (MCG/Curb)	3	64	6	831	+102	0	2	23	39
—	50	J.C. JONES - One Night (Rising Tide)	4	57	4	808	NEW	0	5	19	33

Up & Coming

Rpts.	Adds	Spins	Wks	
46	1	697	5	RICKY VAN SHELTON - Our Love (RVS)
46	40	556	1	* LONESTAR - Say When (BNA Records)
36	6	495	2	CACTUS CHOR - Step Right Up (Curb/Universal)
30	30	386	1	* TOBY KEITH - Dream Walkin' (Mercury)
30	28	375	1	* MICHAEL PETERSON - Too Good To Be True (Arista)

Most Added



ALAN JACKSON (110)
"A House With No Curtains" (Arista)
TRACE ADKINS (87)
"Lonely Won't Leave Me Alone" (Capitol)

MARTINA McBRIDE (58)
"Valentine" (RCA)
LONESTAR (40)
"Say When" (BNA)
JODEE MESSINA (32)
"Bye Bye" (Curb)

Spinincreases

GARTH BROOKS +980
"She's Gonna Make It" (Capitol)
ANITA COCHRAN & STEVE WARINER +822
"What If I Said" (WB)
CLINT BLACK +759
"Nothin' but the Tailights" (RCA)
GEORGE STRAIT +589
"Roundabout Way" (MCA)
COLLIN RAYE +437
"Little Red Rodeo" (Epic)

Top Requests

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

Record to Watch

MARTINA McBRIDE
"Valentine" (RCA)



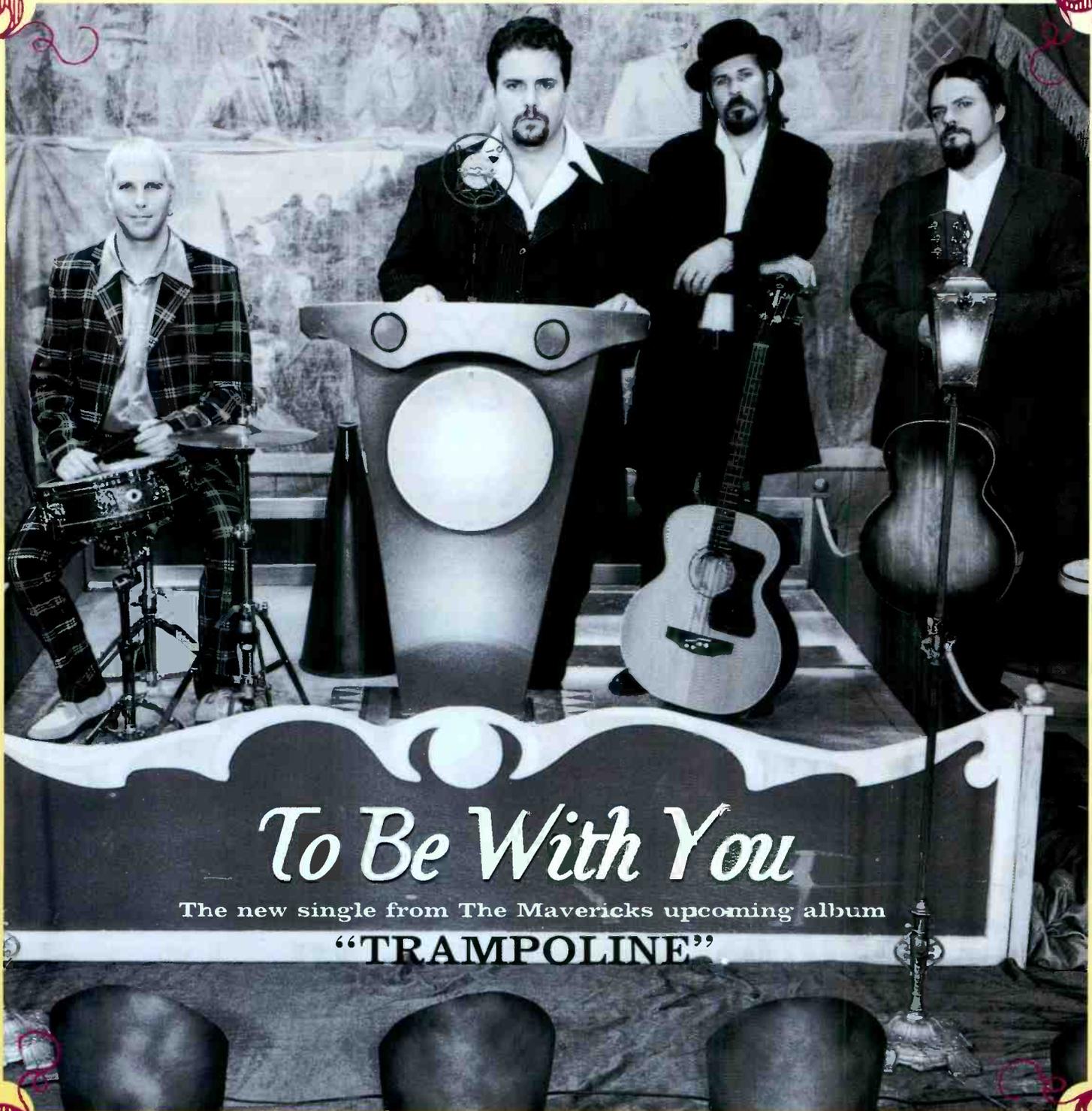
WE SAY:
"Better than candy, teddy bears, and red hearts. This will be a hot

request. Be sure to check out the remix with steel guitar"

RADIO SAYS: "Martina delivers with her usual power and emotion. A perfect song for Valentine's Day." Cadillac Jack, MD, KCIL-Houma, La.

STATS: Debut #45/3rd Most Added 80 stations, 58 adds

The Mavericks



To Be With You

The new single from The Mavericks upcoming album

"TRAMPOLINE"

WILL ADMIT ONE

CHILD

Exchange of Ticket Wagon

GOOD FOR AFTERNOON PERFORMANCE ONLY

— WATCH FOR —
SHOW DATE IN YOUR LOCAL PAPER

WILL ADMIT ONE

ADULT

Exchange of Ticket Wagon

MCA
NASHVILLE
A UNIVERSAL MUSIC COMPANY

PRODUCED BY RAUL MALO AND DON COOK

Going For Airplay Now

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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:



KDDB
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



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



WDMS
1383 Pickett St.
Greenville, MS 38701
(601) 334-4559 Phone
(601) 332-1315 Fax
PD/MD: Randy Pinksten
Music Call Times: Monday-Friday 9-11 a.m. and 2-4 p.m. CT



KSUX
2000 Indian Hills Dr.
Sioux City, IA 51104
(712) 239-2100
Phone
(712) 239-3346 Fax
PD/MD: Jeff Miller
Music Call Times: Monday-Wednesday 10 a.m.-noon CT

WBTU
2100 Goshen Rd.
Ft. Wayne, IN 46808
(219) 482-9288 Phone
(219) 482-8655 Fax
PD/MD: Kevin "Crash" Davis
APD: Dane Daniels
Music Call Times: Monday-Tuesday 10 a.m.-4 p.m. ET

KICKIN' 105.5 COUNTRY **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

EagleCountry 99.9 **KSKG**
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.

Kickin' 104.1 **KKUS**
3320 SSW Loop 323
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
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



KLTV
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

Y102 **KKQY**
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>

KGIM
405 8th Ave. NW, Ste. 349
Aberdeen, SD 57401
(605) 229-3632 Phone
(605) 229-4849 Fax
PD/MD: Jay Haaland
Music Call Times: Monday 10 a.m.-noon CT

WYZZ
225 NW Hollywood Blvd.
Ft. Walton Beach, FL 32549
(850) 243-2323 Phone
(850) 664-0203 Fax
PD: Nancy Knight
MD: Denny Stone
Music Call Times: Wednesday-Thursday 11 a.m.-noon CT



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

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.

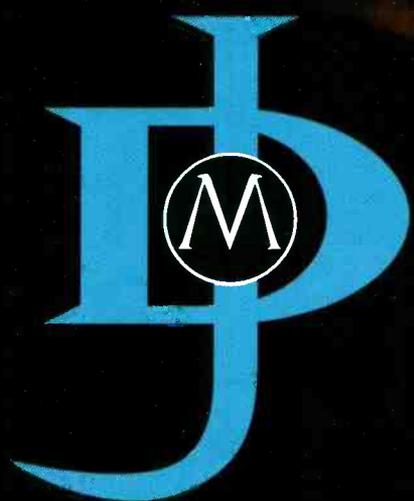
Thank You from
Daryle Singletary and Giant Records



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.-3 p.m.
Station Reporting Phone: (415) 495-1990 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

MOST ADDED

- PETER CASE (21/27 reports)**
- CHRIS STILLS (19/21 reports)**
- TODD THIBAUD (15/16 reports)**
- FLEETWOOD MAC (11/18 reports)**
- AGENTS OF GOOD ROOTS (10/36 reports)**

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: WMMM, KKZN, WBOS, KRSH, KPIG, KPFT, and KVNF.

Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS: KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	SARAH McLACHLAN (Netwerk/Arista)
3	2	B.B.KING (MCA)
5	3	LOREENA McKENNITT (Warner Bros.)
2	4	ROLLING STONES (Virgin)
4	5	MATCHBOX 20 (Lava/Atlantic)
6	6	LISA LOEB (Geffen)
8	7	THE VERVE (Virgin)
7	8	ALANA DAVIS (Elektra/EEG)
16	9	THE SUNDAYS (DGC)
9	10	SISTER HAZEL (Universal)
10	11	JOHN MELLENCAMP (Mercury)
11	12	JONATHA BROOKE (Refugee/MCA)
12	13	STEVE EARLE (E-Squared/Warner Bros.)
13	14	DELBERT McCLINTON (Curb/Rising Tide)
15	15	GREGG ALLMAN (550 Music)
44	16	MARK KNOPFLER (Mercury)
14	17	PAUL SIMON (Warner Bros.)
19	18	HOLLY COLE (Metro Blue/Capitol)
17	19	ABRA MOORE (Arista Austin)
21	20	THIRD EYE BLIND (Elektra/EEG)
18	21	BOB DYLAN (Columbia/CRG)
23	22	BLUES TRAVELER (A&M)
22	23	DOG'S EYE VIEW (Columbia/CRG)
20	24	JEB LOY NICHOLS (Capitol)
35	25	HUFFAMOOSE (Interscope)
37	26	KENNY WAYNE SHEPHERD (Revolution)
26	27	DAR WILLIAMS (Razor & Tie)
34	28	GREEN DAY (Reprise)
24	29	FREDDY JONES BAND (Capricorn)
30	30	PAULA COLE (Warner Bros.)
NEW	31	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)
31	32	THE WALLFLOWERS (Interscope)
29	33	JONNY LANG (A&M)
28	34	BRUCE COCKBURN (Rykodisc)
25	35	CATIE CURTIS (Guardian)
33	36	WILLIAM TOPLEY (Mercury)
36	37	SMASH MOUTH (Interscope)
32	38	PATTY LARKIN (High Street/Windham Hill)
27	39	THE BRIDGE SCHOOL CONCERTS (Reprise)
43	40	BEN HARPER (Virgin)
39	41	FIONA APPLE (Clean Slate/WORK)
42	42	G LOVE & SPECIAL SAUCE (Okeh/550 Music)
NEW	43	AGENTS OF GOOD ROOTS (RCA)
NEW	44	BARENAKED LADIES (Reprise)
NEW	45	BILLIE MYERS (Universal)
NEW	46	VICTORIA WILLIAMS (Atlantic)
38	47	PATTI SMITH (Arista)
NEW	48	ARCHIE ROACH (HighTone)
NEW	49	SCREAM 2 SOUNDTRACK (TVT)
45	50	PAINT IT BLUE (House of Blues)

LW	TW	COMMERCIAL
1	1	SARAH McLACHLAN (Netwerk/Arista)
3	2	MATCHBOX 20 (Lava/Atlantic)
2	3	ROLLING STONES (Virgin)
5	4	LOREENA McKENNITT (Warner Bros.)
7	5	THE VERVE (Virgin)
4	6	B.B.KING (MCA)
6	7	LISA LOEB (Geffen)
8	8	ALANA DAVIS (Elektra/EEG)
9	9	SISTER HAZEL (Universal)
10	10	JOHN MELLENCAMP (Mercury)
17	11	THE SUNDAYS (DGC)
11	12	DOG'S EYE VIEW (Columbia/CRG)
18	13	BLUES TRAVELER (A&M)
15	14	THIRD EYE BLIND (Elektra/EEG)
12	15	GREGG ALLMAN (550 Music)
16	16	DELBERT McCLINTON (Curb/Rising Tide)
35	17	MARK KNOPFLER (Mercury)
14	18	STEVE EARLE (E-Squared/Warner Bros.)
13	19	ABRA MOORE (Arista Austin)
21	20	PAULA COLE (Warner Bros.)
26	21	GREEN DAY (Reprise)
20	22	JONNY LANG (A&M)
25	23	BOB DYLAN (Columbia/CRG)
27	24	SMASH MOUTH (Interscope)
19	25	WILLIAM TOPLEY (Mercury)
23	26	THE WALLFLOWERS (Interscope)
32	27	HUFFAMOOSE (Interscope)
NEW	28	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)
24	29	JONATHA BROOKE (Refugee/MCA)
22	30	FREDDY JONES BAND (Capricorn)
26	31	BEN HARPER (Virgin)
38	32	CATIE CURTIS (Guardian)
31	33	JEB LOY NICHOLS (Capitol)
42	34	KENNY WAYNE SHEPHERD (Revolution)
33	35	DAR WILLIAMS (Razor & Tie)
37	36	BARENAKED LADIES (Reprise)
41	37	BILLIE MYERS (Universal)
29	38	PAUL SIMON (Warner Bros.)
NEW	39	BEN FOLDS FIVE (550 Music)
NEW	40	EDWIN McCAIN (Atlantic)
38	41	PATTY LARKIN (High Street/Windham Hill)
44	42	HOLLY COLE (Metro Blue/Capitol)
NEW	43	AGENTS OF GOOD ROOTS (RCA)
NEW	44	MARCY PLAYGROUND (Mammoth)
40	45	FIONA APPLE (Clean Slate/WORK)
30	46	DAVE MATTHEWS BAND (RCA)
NEW	47	PEARL JAM (Epic)
50	48	OASIS (Epic)
NEW	49	SCREAM 2 SOUNDTRACK (TVT)
39	50	CHANTAL KREVIKZUK (Columbia/CRG)

LW	TW	NON-COMMERCIAL
2	1	JONATHA BROOKE (Refugee/MCA)
1	2	B.B.KING (MCA)
4	3	HOLLY COLE (Metro Blue/Capitol)
5	4	LOREENA McKENNITT (Warner Bros.)
3	5	PAUL SIMON (Warner Bros.)
6	6	STEVE EARLE (E-Squared/Warner Bros.)
9	7	DELBERT McCLINTON (Curb/Rising Tide)
8	8	ALANA DAVIS (Elektra/EEG)
11	9	ROLLING STONES (Virgin)
7	10	SARAH McLACHLAN (Netwerk/Arista)
12	11	BOB DYLAN (Columbia/CRG)
10	12	LISA LOEB (Geffen)
NEW	13	VICTORIA WILLIAMS (Atlantic)
15	14	JEB LOY NICHOLS (Capitol)
18	15	THE VERVE (Virgin)
20	16	GREGG ALLMAN (550 Music)
17	17	ARCHIE ROACH (HighTone)
21	18	FRED EAGLESMITH (Razor & Tie)
13	19	BRUCE COCKBURN (Rykodisc)
22	20	PAINT IT BLUE (House of Blues)
16	21	THE BRIDGE SCHOOL CONCERTS (Reprise)
14	22	LIVE ON LETTERMAN (Reprise)
25	23	PETE BELASCO (Verve Forecast)
NEW	24	MARK KNOPFLER (Mercury)
30	25	CORNERSHOP (Luaka Bop/Warner Bros.)
31	26	KENNY WAYNE SHEPHERD (Revolution)
42	27	SING IT (Rounder)
26	28	DAR WILLIAMS (Razor & Tie)
24	29	PATTY LARKIN (High Street/Windham Hill)
29	30	GREG BROWN (Red House)
27	31	ABRA MOORE (Arista Austin)
32	32	PAUL THORN (A&M)
23	33	PATTI SMITH (Arista)
33	34	THE SUNDAYS (DGC)
NEW	35	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)
28	36	G LOVE & SPECIAL SAUCE (Okeh/550 Music)
19	37	CATIE CURTIS (Guardian)
36	38	FIONA APPLE (Clean Slate/WORK)
37	39	JOAN BAEZ (Guardian)
44	40	HUFFAMOOSE (Interscope)
34	41	JOHN MELLENCAMP (Mercury)
42	42	BETH ORTON (Dedicated)
46	43	THIRD EYE BLIND (Elektra/EEG)
NEW	44	JAMES INTVELD (Risk/Innerworks)
41	45	DOG'S EYE VIEW (Columbia/CRG)
NEW	46	JOHN FLYNN (Sliced Bread)
NEW	47	REFRESHMENTS (Mercury)
NEW	48	TED HAWKINS (Evidence)
NEW	49	BLUES TRAVELER (A&M)
NEW	50	COTTON MATHER (Copper)



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

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Gavin A3 Boomer Grid

EDITORS:
KENT/KEITH
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDOR	KACY	KBAC	KBOD	KBVA	KEPC	KFAN	KFLX	KFOG	KFYD	KGSR	KMK	KNCN	KLBD	KMMS	KMTT	KNBA	KOTR	KPCC	KPIG	KRCL	KROK	KRSH	KRWV	KRYS	KSPN	KSTU	KTAO	KTZZ	KTKX	KUWR
1	SARAH McLACHLAN (Netwerk/Arista)	905	-105	31	19	13	7	24	6			23	16	21	15	35	22	17	2		7	7		1	39	21	20	14	30		7	8	12	
2	B.B.KING (MCA)	820	-48	21			6	3	8	25	27	13	12	21	19	12	15	17	8	6	9	7	13	4	37	15	14	30		13	9	13	5	
3	LOREENA McKENITT (Warner Bros.)	795	+29	29	22	14	5	24	10			22	20	17	16				18	18	9	5		25	9	15	14	13		6	8	11	5	
4	ROLLING STONES (Virgin)	792	-134	22	22		7	27	7	10	11	10	17	8	13	22	5	18	18	6	4	7	12	3	31	21	20	28	20		5	22	10	3
5	MATCHBOX 20 (Lava/Atlantic)	789	-11	31		13	10	24			11	23	18		36	20	20	11	5		5			38	3	15	14			5	22	10	3	
6	LISA LOEB (Geffen)	737	-22	31	23	9	6	24	9	20	19	16	13	14	9	25	20		18	11		5	2	37	3	10	14	13		5	4		5	
7	THE VERVE (Virgin)	665	+32	31	20	12	4	23	11			23	23	3		20	8	18	10	14	7		2	2		14	13		6	8		5		
8	ALANA DAVIS (Elektra/EEG)	650	0	31	22	20		12	8			12	10	11	15			19	6	9	7		2	37	28		13		12		10	5		
9	THE SUNDAYS (DGC)	520	+88		17						12	8	10	11	6	22			7	8				31	13	15	12					3		
10	SISTER HAZEL (Universal)	516	-17	22	23	15	10	6				9	21			23				3				38	18	10	14	13		9		3		
11	JOHN MELLENCAMP (Mercury)	513	-17	6		5			6	5	18	9		11	14	14	7		7	7		3		34	17	7	14	30		6	18	9	3	
12	JONATHA BROOKE (Refugee/MCA)	476	-16		20				12	5		9	22	9				7	6	7	7		1	24	4	15		13	10	9	5			
13	STEVE EARLE (E-Squared/Warner Bros.)	466	-24	12	24	4		13	7	10		6	22					7	6	8	7	14	3	13			13	14	11		13	5		
14	DELBERT McCLINTON (Curb/Rising Tide)	461	-2			14	7		7	20		6	32		13		7	7	8		7	15				10	14	13	7	8		13	5	
15	GREGG ALLMAN (550 Music)	444	0			8	6	12		10	16	20		10	11		8	6	20		14	7	10	3			10	12		10	9	11	5	
16	MARK KNOPFLER (Mercury)	415	+187	14	16	12		12			18	17		22	9	17			19	12	4	10		13	15	10		8	23	12	3			
17	PAUL SIMON (Warner Bros.)	408	-55			7			13	10	18			12				9	9	9	5	2	2			15	9	20	7	9	5			
18	HOLLY COLE (Metro Blue/Capitol)	400	+6	22					9	10		8		5					7	9	7		3	32	15	13		7	9	5				
19	ABRA MOORE (Arista Austin)	393	-24	9	23			23	10	30	7	20							8		14	7	10	3			10	12		6	9			
20	THIRD EYE BLIND (Elektra/EEG)	391	+31	7	23		6	6	15			5							6		1			28	18	10	14		6					
21	BOB DYLAN (Columbia/CRG)	383	-22				19	6	10					11	4				3		9	5	10	5	35	18	14	20	8	23	5			
22	BLUES TRAVELER (A&M)	377	+24		19	14					7	7			14	5	0			7	5	8		25	9	10	13		6	5				
23	DOG'S EYE VIEW (Columbia/CRG)	362	+6	12	23			10				7	13	8					19	10				10	10	13		5	9	3				
24	JEB LOY NICHOLS (Capitol)	334	-30	12			14				11			13					12	7		5	9	2		2	10	13	7		10	5		
25	HUFFAMOOSE (Interscope)	317	+53	22		9					11	3		9					6					32	6	10	13			11				
26	KENNY WAYNE SHEPHERD (Revolution)	315	+56			10		9	10	0	7	12							7	7	7	10		16	20	21	13		5	10	3			
27	DAR WILLIAMS (Razor & Tie)	312	-8	6	17				6	5	18		7	5									5	5	13	15		9	10	8				
28	GREEN DAY (Reprise)	311	+46		23	11	6					8			16	15											14		6		3			
29	FREDDY JONES BAND (Capricorn)	311	-31		6	9	8			5	9	12							6			7		38	4	10	9	20	8					
30	PAULA COLE (Warner Bros.)	293	+6	17			6					4		4					10	3				13	3	7		8						
31	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)	289	NEW		23	15						7								9	4	3			10	9	13		5		3			
32	THE WALLFLOWERS (Interscope)	276	-6	24				21			19	19				22		8							4		14		25	8				
33	JONNY LANG (A&M)	270	-19	22		14		12		10		12	10	17					11	6		1	10		15	10	9		10	10				
34	BRUCE COCKBURN (Rykodisc)	275	-16						12		18		15	5					11	16	7	7	3		8			7		11	5			
35	CATIE CURTIS (Guardian)	264	-70	23					6			7	11	13													30		7		11	5		
36	WILLIAM TOPLEY (Mercury)	259	-17	12			14			20		7	12	9											9	12				12				
37	SMASH MOUTH (Interscope)	249	-12			10	23												12					32					5					
38	PATTY LARKIN (High Street/Windham Hill)	248	-30		16				7										9	9	9	1	3					13	6	10	3			
39	THE BRIDGE SCHOOL CONCERTS (Reprise)	248	-45					10	13		12														5		30		10	10	5			
40	BEN HARPER (Virgin)	244	+12	7			13			5				3						5	14						12	13	4	10				
41	FIONA APPLE (Clean Slate/WORK)	232	-10		19							7				15	8													8	3			
42	G LOVE & SPECIAL SAUCE (OKeh/550 Music)	226	-8			14			13	5									8	6		3		16				7		3				
43	AGENTS OF GOOD ROOTS (RCA)	205	NEW	10		8						10		3					2		4	3		26	6	9	13		6	10	3			
44	BARENAKED LADIES (Reprise)	205	+7	22			10	11				7							6				1	32	5				8					
45	BILLIE MYERS (Universal)	205	NEW		18							12		8								3		13	28						3			
46	VICTORIA WILLIAMS (Atlantic)	203	NEW																	9	8		5	4	12			7		6		3		
47	PATTI SMITH (Arista)	203	-51	6	14				7	5		10	6							6	9	1					10	9		5	7			
48	ARCHIE ROACH (HighTone)	199	NEW		6				10				11	6						9		5	5									5		
49	SCREAM 2 SOUNDTRACK (TVT)	198	NEW							0		7								6														
50	PAINT IT BLUE (House of Blues)	195	-23																	4	4			7	13		15					5		



MORE THAN JUST SPICE!

**Marcia Ball
Irma Thomas
and Tracy Nelson**

EXPLORE THE WOMAN POWER
Austin City Limits 2/14

(Check Local Listings)

"I Want To Do Everything For You"

The single from their new release, *Sing It!*

Rockin' on Adult Alternative:

KGSR, KRSH, WMVY, KPIG, WNCS, WXPB,
WFUV, WNCW, WEBX, WDET, and many more...



Gavin A3 Boomer Grid

SPINS in **BLUE** are ADDS

Artist - Title (Label)	KXL	WAPS	WBOS	WBZC	WBZE	WCLZ	WDET	WEBK	WEBX	WERU	WFPK	WFUV	WWS	WWEZ	WMAX	WMMR	WNNY	WNNV	WICS	WICW	WIKU	WRLT	WBNR	WBNX	WBRX	WBSI	WVOD	WPRV	WVCD	WKLE	WRPN	WART	WRRY	WTEP
SARAH McLACHLAN (Netwerk/Arista)	20	7	21	8	6	6	8	12	9	15	12	40	21	13	15							24	5	27	4		35	32	33	10	17	23	9	
B.B. KING (MCA)		8			9	5	17	7	17	7	12	7	11	16		27	14	14	13	16	15	18	9	27	6		24					18	23	11
LOREENA McKENITT (Warner Bros.)	7	7	30	8	6	3	9		6	6	8		16	35	24	13	11	12	8		7	12	11	2	12	24	24		26	12	9	23	8	
ROLLING STONES (Virgin)		5			4	8	7	50	9	8		14	16	23	11	14	23	16			10	6	24	5	18				15	24	14	5		
MATCHBOX 20 (Lava/Arista)			66	8		6		7				16		46	25	13					24		24			11	39	18	51	15	22			
LISA LOEB (Geffen)	5	9	30		9					4		17	12	13	12	7	10	13	8		18	10	24			33		49	12	7	14	8		
THE VERVE (Virgin)		11	45	12	6	7	7	19		6		16		13		15	9		3	24	9	15	3	6	14	25	20	23	9	12	14	8		
ALANA DAVIS (Elektra/EEG)	5	8	7		3	8			17		12	2	7	12	13	7	18	15	4	6	6	11	29		6	10	22	36	10	22	12			
THE SUNDAYS (DGC)	34	7	36		5				17		4	8	12	30		5					6		9			32	30	47	7	9	13	9		
SISTER HAZEL (Universal)			36									16		39	28	9	7				6		28			37		35				14		
JOHN MELLENCAMP (Mercury)	6	5			4		9	3				15	12		27	9	10	9		3	17	23		12	14	18				10	9	5		
JONATHAN BROOKE (Relugee/MCA)	13	5		18	6	7	17			9	12	5		16		5	10	10	16	15	6		12	3	18				13		14	12		
STEVE EARLE (E-Squared/Warner Bros.)		4			9	4	13	7		10	12	9		16		7	15	10	16		17	7		8	18					7		8		
DELBERT McCLINTON (Curb/Rising Tide)					9		11	9		6	8	2		12		11	7	14	3	16		24		11	5	12			11	5		8		
GREGG ALLMAN (550 Music)					6	16	13			4			6	15	15	14				16	15		10	4					15	9		7		
MARK KNOPFLER (Mercury)		8			5	9	7			4			6	16		7	5	4				11		6	6							6		
PAUL SIMON (Warner Bros.)	13	6			9	6	14			8	7		16	15	6	10					16	15	9	7	4				14	4		10		
HOLLY COLE (Metro Blue/Capitol)		11		12	9	3	12		17	8	12	5	16			11					16	15	7		6							6	11	
ABRA MOORE (Arista Austin)	5		7		3				36							8			8			7		12				16	14	6	12	8	5	
THIRD EYE BLIND (Elektra/EEG)		6	36	9				10				15				8			8							24	13	19	34			16		
BOB DYLAN (Columbia/CRG)					9		13	8		10	8	9	16		11	8	7	6	16										10	7		6		
BLUES TRAVELER (A&M)			7		9			8	7			6	53		14	11							9			23		23	3	3	14			
DOG'S EYE VIEW (Columbia/CRG)		4	15		5			50						15	5	5					9		25			15		19	18		9	10	7	
JEB LOY NICHOLS (Capitol)					9	1		17	6	4	9		16			5	8	6			18			5					9	10		7		
HUFFAMOOSE (Interscope)			7		4			17		2				14	5	10					18	8				14		0	18	5	15	5		
KENNY WAYNE SHEPHERD (Revolution)	7	7			5	9	11	3				8		12	0					6		7						7	24					
DAR WILLIAMS (Razor & Tie)	5				5				5	10			12	15	9	7	10					5	9	7		24			4	9		5		
GREEN DAY (Reprise)			30	9				9				9									18				6	25	22	23	34			10		
FREDDY JONES BAND (Capricorn)					4			17					23	9	5	10	8				7	9				13				11		6		
PAULA COLE (Warner Bros.)	6		45	12									41		10	10							24				13	12	24			5		
GREAT EXPECTATIONS SOUNDTRACK (Atlantic)		8	15		5		24							10	10							7	12			25		14	7		12	6		
THE WALLFLOWERS (Interscope)			21													14					4		16						14	11				
JONNY LANG (A&M)		8	30														10						8				19	0						
BRUCE COCKBURN (Rykodisc)					6	8	16	8		5	12	2	12	13	5	10	7	4	3	7												10		
CATIE CURTIS (Guardian)		5			9						10		16		6	7							8	8	2	18				5		14		
WILLIAM TOPLBY (Mercury)					4		8	7						15	14								6	12		13								
SMASH MOUTH (Interscope)								20				15										17					35	8	49					
PATTY LARKIN (High Street/Windham Hill)		5			6				5	12	10		16		8	17	9					7		3	18	11					11	7		
THE BRIDGE SCHOOL CONCERTS (Reprise)					9		14		3	4	8		12		5			16	15											15				
BEN HARPER (Virgin)								36	9			6			10	5		7			18			10		23								
FIONA APPLE (Clean Slate/WORK)					5		10			5	15		13			5	8				8					17	30	6		8		6		
G LOVE & SPECIAL SAUCE (Okeh/550 Music)					9		11	16	24	3	4	2									6	16	5		5	12			20					
AGENTS OF GOOD ROOTS (RCA)			7		3		8							9	0	5	8									22			5		8	6		
BARENAKED LADIES (Reprise)												16			41	5	7							11				3		8				
BILLIE MYERS (Universal)			30												11	6								17			22		34			0		
VICTORIA WILLIAMS (Atlantic)					9		6			4	4		6		10						16	15		9					20				9	
PATTI SMITH (Arista)		7		12	9		8		6	8			6		11	5							2	12					7			6		
ARCHIE ROACH (HighTone)					9		10			4	8	2	6				13				8	15		11					8					
SCREAM 2 SOUNDTRACK (TVT)			15	8		3	13																	11		24		10	15				6	
PAINT IT BLUE (House of Blues)					6		8		24	6	12		6			2	10	2	16	6				2		11								

you're the pd
of four stations,
and one
of them is a
spanish a.m.

...oh, yeah, i know what you mean



sister 7 the first single from their
arista austin album *this the trip*

ARISTA austin produced by danny kortchmar www.sister7.com
© 1998 arista records, inc., a unit of bmg entertainment

Extension 606 BY KENT ZIMMERMAN

Farm Dogs, Deepak, Internet, & da GRIDdle

A3 Highlights at GAVIN Seminar '98

Here's a brief glimpse of what you can expect from this year's GAVIN Seminar, including a peek at what's shakin' in the clubs.

GAVIN Spiritual Adviser

Deepak Chopra Delivers Keynote

The Seminar kicks in big time Thursday with the appearance of author Deepak Chopra. Dr. Chopra is one of the world's top lifestyle speakers, focusing on how to set realistic goals for living more meaningful, harmonious, and fulfilling lives. *Thursday, 10:30 a.m. Manchester ABC*

GAVIN Global Soundstage

The Future Marriage of Radio, Music, and Online Technology

N2K ENCODED MUSIC and GAVIN Presents a Live Cybercast
The Zimmermen 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. Three live



Phil Ramone

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 GHI*

A3 New Faces Showcase

Columbia/Aware recording artists Train and Nettwerk recording artist Tara MacLean share the stage. *Thursday, 5:00 p.m. Windsor Room*
The "Professionalization" of Non-Commercial Radio

The agenda includes cultivating industry relationships and the art of no-cost promotions, the survival of locally-originated music programming versus satellite news programming, and the use (or non-use) of computer technology to road-map your sound. How do you brand yourself as a music station in-between landmark NPR shows like *Morning Edition* and *All Things Considered*? *Friday, 9:30 a.m. Manchester B/C*

NOTE NEW TIME!!!

Glory & Consequence, From Notable Successes to Bad Habits (A Frank Discussion Regarding the State of Triple A)

This is the stuff no one ever talks about. What started as an invitation to Jody Petersen of The Point (WNCS) to help us put together a discussion group resulted in her enlisting Ryko's Mike Marrone and Songlines' Sean Coakley. Mike will swing the mic, posing questions to the panel and the room. Live music by Windham Hill recording artist Jules Shear plus a secret guest. *Friday, 11:45 a.m. Windsor Room*

Branding Your Internet Sight

JAMtv, a pioneer Internet company that has designed some spectacular major market radio Web sites, will host a meeting to help boost your station's persona on the Net. Patrick Blake of JAMtv will preside. *Friday, 2:30 p.m. Manchester GHI*

A3 On the GRIDdle

This time it's serious. We'll be bringing back the United Artists Satellite Theater Network technology to evaluate music and discuss related hot button topics spinning out of the music. WXPN's Bruce Warren will select the music, and results will be instantaneously sorted and reported. Mercury recording Steve Poltz will be our special musical guest. *Saturday 11:30 a.m. Regency DE*

GAVIN A3 Awards Starring Sire Recording Artists the Farm Dogs

The previous two years, we enjoyed Steve Earle and Paula Cole. This year, Sire recording artists the Farm Dogs have consented to be our special musical guests for the A3 Awards. They'll be featuring material from their new Sire album, *Immigrant Sons*. *Saturday, 1:30 p.m. Regency AB*

Spin Trends

1. **GREAT EXPECTATIONS SOUNDTRACK +284**
2. **MARK KNOPFLER +187**
3. **VICTORIA WILLIAMS +140**
4. **AGENTS OF GOOD ROOTS +136**
5. **NAKED +120**
6. **BALL, THOMAS & NELSON +98**

peter case | full service no waiting

Single "Let Me Fall"

Early ADDS

KGSR, KTHX, WRLT, WNCS, KOTR, KPIG, WMVY, KF95 (KFXD), KRSH, WFUV, WDET, WYEP, WCBE, WNCW, WAPS, WFPK, KSUT, WRRX, KPCC, WMNF, WFHB, WNKU, KPFT, WKZE, WERU, WMKY, KVNF, WEBK, KERA, KLCC

For further information contact:

Meg MacDonald - Director of Artist Relations/Promotions (310) 451-5727 • email: Meg@VanguardRecords.com

Michael Ehrenberg - Outsource Music • (415) 681-6043 • email: outsource@well.com

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Off Site Club Gigs You Need to Know About

Wednesday Night: Whiskeytown, Mary Lou Lord, Jesse Drayton, 9 p.m., *The Casbah*

Thursday Night: Jonny Lang, Matthew Ryan, 7-10 p.m. *Canes* Columbia Showcase, 11 p.m.-2 a.m., *Canes*

Agents of Good Roots, Grey Boy All Stars, 9 p.m. *The Casbah*

Magnitude Records presents David Grow, Venice, Maia Sharp, The Blazers, Shayna Renee, 8 p.m., *Jimmy Love's*

Friday Night: Walter Trout, 9 p.m., A. J. Croce 10 p.m., *Croce's*

Junior Brown, Jack Ingram, Jess Drayton, 9 p.m., *Belly Up Tavern*

Saturday Night: Max Carl & Big Dance with special guest Glenn Frey, Venice, 8 p.m., *4th and B* ●

A3 Gridbound

BALL, THOMAS, & NELSON (Rounder)

***PETER CASE** (Vanguard)

PETE BELASCO (Verve Forecast)

FRED EAGLESMITH (Razor & Tie)

***WHISKEYTOWN** (Outpost)

***NAKED** (Red Ant)

***CHRIS STILLS** (At antic)

BETH ORTON (Dedicated)

CORNERSHOP (Warner Bros.)

***FLEETWOOD MAC** (Reprise)

PEARL JAM (Epic)

***BEN FOLDS FIVE** (550 Music)

***MARCY PLAYGROUND** (Mammoth)

JAMES INTVELD (Risk)

***TED HAWKINS** (Evidence)

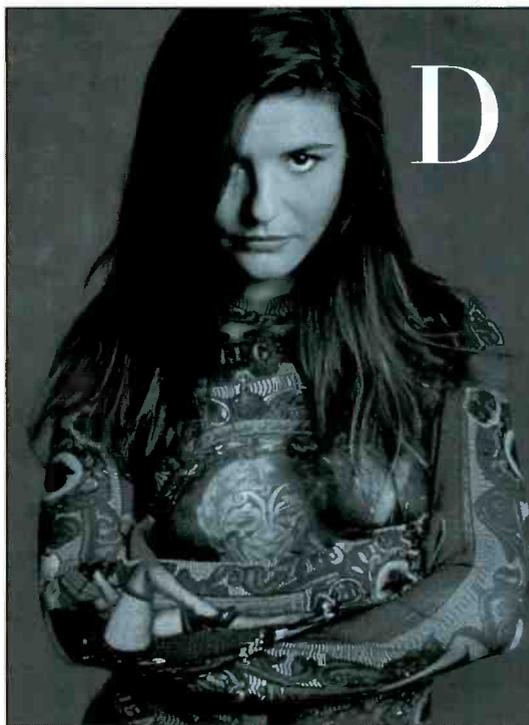
***TODD THIBAUD** (Doolittle)

Dropped: #46 Pistoleros, #47

Letterman Live, #48 Shawn Colvin

#49 Dave Matthews Band,

#50 Jackson Browne.



DEANNA KIRK
where are you now

**Thank You, Triple A Radio, For Your Support.
Let's Take It All The Way.**

**EMPHASIS TRACK
"I WANT IT NOW"**

CONTACT: CATHY BURKE 212-226-5379

Already on: KRCL, WXPN, KERA, WDET, KPCC, KPFT, WFPK, WFHB, and more...



GAVIN CLASSIFIEDS

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

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

We offer weekly display advertising at extremely modest prices. Call GAVIN Classifieds today!

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

Opportunities

Growing Radio Group in Southeast Missouri looking for full-time AT. Formats include top-rated Classic Rock, AC, A3 and Country. Benefits and Holidays. Accepting T&R immediately. Withers Broadcasting, c/o Jeremie Hughes, 901 S. Kingshighway, Cape Girardeau MO 63703. EOE.
Morning co-host needed for 100,000 watt, hot AC in market #158, A.S.A.P! Females and minorities encouraged. T&R's to: Greg Owens-PD, WYCO-FM, P.O. Box 778, Wausau, WI 54402-0778.

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

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

The One and Only Debbie Wylde is looking for an on-air, or MD position. Do not let this chance go to waste!
WJZM-AM is currently looking for a part-time Board Operator who can work evenings and weekends. We prefer the candidate to have experience in this related area. Send resumes to Dave Eubanks, Zebra Broadcasting Corp., 2510 St. Clair Avenue, Cleveland OH, 44114. E.O.E.

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

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

Midday Opening at Yakima's New Sunny 92.9 P.D. or A.P.D. to work into P.D. position. Bright AC. T&R's to: Dave Aamodi KQSN, P.O. Box 1280, Yakima Wa. 98901. 609-457-8115.
New Mexico Country FM seeks air talent for all dayparts including mornings. T&R to Jim West. PD KBFG, 2400 Monroe N.E., Albuquerque 87110. EOE.
KSTN Stockton CA is looking for a night-time air talent. T-40. Send T&R to: John Hampton. 2171 Ralph Ave. Stockton CA 95206. No calls please.

INCREASE YOUR EXPOSURE
WITH MEDIACASTING'S 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) 926-9620 OR
WWW.MEDIACASTING.COM.

NEED MULTI-TALENTED TEAM PLAYER For DJ, Prod, Sports
PBP. Love Radio? Send T&R to :
The Cabin, KKBN/KBYN, P.O. Box 708, Twain Harte, CA 95383.

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

College Radio Promotion
Assistant needed, sense of humor needed to work for JON FLANAGAN. Hollywood. No cigs, MacFilemker, leave experience 310-288-1122.

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

MOST ADDED



2 PAC
Do For Love
(Amaru/Jive)
MYSTIKAL
The Man Right 'Chea
(Jive)

MYSTIKAL

TOP TIP



MOBB DEEP
Rare Species
(Loud)
The Infamous score 33 adds with their blazin' contribution to the *Soul In The Hole* soundtrack.

RECORD TO WATCH

JOHN FORTE'
All You Gotta Do/Hot
(Refugee/Ruffhouse/Columbia/CRG)
This mighty dread's flow is butter, and his tracks are unique. All you gotta do is play it! 17 adds...

Gavin Rap

2W	LW	TW	
9	1	1	CANIBUS - How We Roll/Various Freestyles (Universal/MCA)
5	2	2	PUMPKINHEAD - Dynamic/It's Over (Makin' Records)
19	5	3	KILLAH PRIEST - Cross My Heart (DGC/Noo Trybe/Virgin)
17	10	4	McGRUFF - Gruff Express/Before We Start (Uptown/Universal)
12	8	5	WHORIDAS - Keep It Going (Delicious Vinyl/Interscope)
\$	3	6	RAKIM - Guess Who's Back? (Universal/MCA)
\$	7	7	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
3	6	8	O.C. - Dangerous Feat. Big L and Remixes (Payday/FFRR)
29	18	9	THA ALKAHOLIKS - All Night (Loud)
\$	16	10	L.L.COOL J - 4,3,2,1 (Def Jam Recording Group)
\$	17	11	DIAMOND - J.D.'s Revenge/This One (Mercury)
8	12	12	L-FUDGE - Liquid/What!? (Rawkus Entertainment)
24	19	13	COMMON - Retrospect For Life Feat. Lauryn Hill (Relativity)
\$	4	14	2 PAC - I Wonder If Heaven Got A Ghetto? (Amaru/Jive)
\$	11	15	THE FIRM - Phone Tap (Aftermath/Interscope)
10	14	16	UNSPOKEN HEARD - Cosmology (7 Headz Recordings)
\$	9	17	GANG STARR - You Know My Steez (Noo Trybe/Virgin)
\$	22	18	QUEEN PEN - Party Ain't A Party/All My Love (Lil' Man/Interscope)
11	13	19	SAUCE MONEY - Against The Grain (DGC)
\$	15	20	EPMD - Richter Scale (Def Jam Recording Group)
38	26	21	STYLES OF BEYOND - Killer Instinct Feat. Divine Styler (Bilawn Records)
NEW	22	22	JAY-Z - City Is Mine (Roc-A-Fella/Def Jam)
27	28	23	FRANKENSTEIN - The UV (Knowledge Of Self)
\$	21	24	BIG PUNISHER - I Ain't A Player (Loud)
NEW	25	25	GHETTO MAFIA - I Can Feel It (Fully Loaded)
25	23	26	VARIOUS ARTISTS - In Tha Beginning...There Was Rap (Priority)
—	33	27	COCO BROVAZ - Spanish Harlem/Drama (Duck Down/Priority)
13	20	28	DJ S&S - So Hot (Lethal Records)
NEW	29	29	FATAL HUSSEIN - Ghetto Star (Relativity)
32	32	30	TIMBALAND & MAGOO - Luv 2 Luv U (Atlantic)
28	29	31	FAT JOE - Find Out (Atlantic)
NEW	32	32	WYCLEF - Gone Til November (Ruffhouse/Columbia/CRG)
30	30	33	SPONTANEOUS - Waterproof (Goodvibe)
NEW	34	34	DAS EFX - Rap Scholar (EastWest/EEG)
34	35	35	GAB GOTCHA - Angels (Hydra Entertainment)
21	25	36	GRAVEDIGGAZ - The Night The Earth Cried (Gee Street)
20	31	37	MIC GERONIMO - Usual Suspects/Nothin' Move But The Money (Blunt Recordings)
NEW	38	38	DMX - Get At Me Dog (Def Jam Recording Group)
39	39	39	LORD TARIQ & PETER GUNZ - DeJa Vu (Codeine)
40	40	40	REDFOO & DRE' KROON - The Freshest (Bubonic Records)

\$ — Indicates GAVIN Rap Retail Action.

Chartbound

- 2 PAC**-Do For Love (Amaru/Jive)
- WU-TANG/ONYX**-The Worst (Tommy Boy)
- SHAQUEEN**-Just Because (Mighty)

Up & Add 'Em

- RAKIM**-The Saga Begins (Universal) 1/29
- WU-TANG/ONYX**-The Worst (Tommy Boy) 1/29
- CAPPADONNA**-Slang Editorial (Epic) 1/29

Like That!

BY THEMBISA S. MSHAKA



Keep It Creative

Whether it's the panels, the locale, or the artists who appear, the GAVIN Seminar always creates a frenzy. But it's the stressful variety of frenzy that's now gripping programmers trying to insure their place in those hot sessions and at those cool evening affairs. It gets tougher every year for label reps who wants to say "thank you" for a DJ's support by assisting them with registration 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 farther. As long as you've got proper identification, you can register onsite and still receive the non-comm consideration. Catherine 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 contestants 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 stirred the names around until I said "Stop!"). He pulled WRAS-Atlanta's Shanik Mincie and CTR-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 staffer's trip to GAVIN 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 snow, fun, and live performances. For sponsorship or registration information, contact Sincere Thompson at (212) 741-8171...We know that MC Hammer has been planning

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

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
- WPEG – Charlotte
- KKDA – Dallas

Top 5 Request @:

- WBHJ – Birmingham-64x
- WBTT – Dayton-18x
- WZHT – Montgomery-16x

HEREFORE ART THOU, BABY.

The album Raw Sylk coming March 1998

****Check out Sylk featuring Too \$hort****

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 BAILLERGEAU

A & R DIRECTION: KEVIN EVANS

MICHAEL CONCEPCION FOR GRAND JURY MANAGEMENT



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Gavin Rap Retail

2W	LW	TW	Singles
1	1	1	PUFF DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
3	3	2	EPMD - Richter Scale (Def Jam Recording Group)
8	4	3	GANG STARR - You Know My Steez/So Wassup?! (Noo Trybe/Virgin)
2	7	4	MASE - Feel So Good (Bad Boy/Arista)
—	2	5	RAKIM - Guess Who's Back? (Universal/MCA)
20	5	6	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
18	9	7	2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Jive)
6	6	8	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Priority)
11	8	9	THE NOTORIOUS B.I.G. - Sky's The Limit (Bad Boy/Arista)
—	12	10	QUEEN PEN - All My Love (Lil' Man/Interscope)
13	11	11	THE BEATNUTS - Off The Books (Violator/Relativity)
22	18	12	L.L.COOL J - Phenomenon (Def Jam Recording Group)
12	13	13	BIG PUNISHER - I Ain't A Player (Loud)
—	23	14	STING & THE POLICE - Roxanne '97 (Puff Daddy Remix) (A&M)
21	10	15	SALT 'N PEPA - RU Ready (Red Ant/London/Island)

2W	LW	TW	Albums
2	2	1	2 PAC - R U Still Down (Amaru/Jive)
1	1	2	MASE - Harlem World (Bad Boy/Arista)
6	3	3	VARIOUS ARTISTS - In The Beginning...There Was Rap (Priority)
4	6	4	BUSTA RHYMES - When Disaster Strikes (Flipmode/Violator/Elektra)
7	4	5	JAY-Z - In My Lifetime Vol. 1 (Roc-A-Fella/Priority)
3	7	6	PUFF DADDY & THE FAMILY - No Way Out (Bad Boy/Arista)
5	5	7	EPMD - Back In Business (Def Jam Recording Group)
9	8	8	RAKIM - The 18th Letter (Universal/MCA)
8	9	9	MASTER P - Ghetto D (No Limit/Priority)
10	10	10	THE FIRM - The Firm (Aftermath/Interscope)
12	11	11	MYSTIKAL - Unpredictable (Jive)
11	20	12	VARIOUS ARTISTS - Gang Related Soundtrack (Death Row)
14	12	13	M.J.G. - No More Glory (Suave/Universal)
16	13	14	LUNIZ - Lunitik Muzik (C-NOTE/Noo Trybe)
—	17	15	DIAMOND - Hatred, Passions and Infidelity (Mercury)

Compiled by Matt Brown and Justin Torres

Mixshow REAL SPINZ

TW	Spinz	Trend
1	131	+46
2	92	-4
3	91	+50
4	69	-23
5	60	-12
6	57	N
7	52	-5
8	48	-20
9	46	-22
10	44	-17
11	43	+4
12	42	-8
13	39	+9
14	39	-6
15	39	-8
16	38	+10
17	38	+2
18	35	-3
19	35	-5
20	34	+2

one for quite some time, but could creative radio be making a comeback as well? With Hammer and **KMEL**-San Francisco collaborating for the first time since the rapper conceived *Street Soldiers*, it looks that way. Hammer is the host of *MC Hammer's World Hit Gospel*, a cutting edge inspirational program airing Sundays from 6-9 a.m. The show comes complete with a prayer line and guest clergy. Now that's a Holy Ghost party...like that. **ONE LOVE.** ●

Rap Picks

BIG LURCH & RICHIE RICH

"Who Gots The Steel" (White Label)

It's a straight-up burner, y'all! Lurch blends his Cosmic Slop style with one of Oakland's smoothest flow-masters atop EPMD's classic track "You Gots to Chill." This record is taking no prisoners, and with its bi-coastal feel, should get airplay everywhere. Contact Ramon at (800) 300-9745.



RAKIM

"The Saga Begins" (Universal)

The wonderful part about Rakim's return is hearing him over the creations of some of our format's veteran producers. Ra and Pete Rock fit like a hand-in-glove on this single. This selection is darker and more intense than his last two Number One singles, but no less engaging. Contact Garnett or Ralph at (212) 373-0755.

METHOD MAN, KRS-ONE, PRODIGY & KAM "Bulworth" (Interscope)

This is one joint that has four of my favorite rhyme slingers all together, and the results are staggering. Each emcee shoots the verbal gift with enviable precision while an intricate, moody soundscape thunders below. Since this is from *Bulworth*, a film starring Warren Beatty and Halle Berry, will we see them doing the tango to this or what? Contact Mike Spivey at (800) 952-7298.

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, WHCR-New York

"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 gonna be."

—Shannita Williams-Alleyne, 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 dopest 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 Ali, Director of Marketing, MCA

REGISTRATION

Cathy Goodin
(415) 495-1990 ext. 626

HOTEL INFORMATION

Catherine Ryan
(415) 495-1990 ext. 653

MARKETING OPPORTUNITIES

JOHN AUSTIN
(215) 924-7823





Active Rock

UNDER CONSTRUCTION

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

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

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

MOUNTAIN SPINZ

Reporters: **KDOT, KILO**

- 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: **93X, KIBZ, KZZK, 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)

EAST COAST SPINZ

Reporters: **WAAF, WCCC, WIYY, WSOU, WTOS, WXRK**

- 112 PEARL JAM "Given To Fly" (Epic)
- 98 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 95 FOO FIGHTERS "Everlong" (Capitol)
- 95 OUR LADY PEACE "Clumsy" (Columbia/CRG)
- 94 METALLICA "The Unforgiven II" (Elektra)

G-SPOT
GEEZER "Man In A Suitcase" (TVT) Added at KRZR-Fresno

G-SPOT
1998 GAVIN Seminar San Diego Feb. 5-8

G-SPOT
METALLICA "The Unforgiven II" (Elektra) Number One phones at KIBZ-Lincoln

G-SPOT
ANOTHER SOCIETY "Let Down" (PC Music) Added at WAAF-Boston

G-SPOT
TWO "I Am A Pig" (Nothing/Interscope) Added at WXRK-New York

WEST COAST SPINZ

Reporters: **KIOZ, KISW, KRXQ, KRZR, KSJO**

- 74 PEARL JAM "Given To Fly" (Epic)
- 72 CREED "My Own Prison" (Wind-Up)
- 65 BLACK LAB "Wash It Away" (Geffen)
- 63 AEROSMITH "Taste Of India" (Columbia/CRG)
- 57 METALLICA "The Unforgiven II" (Elektra)

SOUTHWEST SPINZ

Reporters: **KEYJ, KISS, KLBZ, KUPD, KZRK, KBAT**

- 174 PEARL JAM "Given To Fly" (Epic)
- 161 BLACK LAB "Wash It Away" (Geffen)
- 161 CREED "My Own Prison" (Wind-Up)
- 152 MATCHBOX 20 "3 A.M." (Atlantic)
- 140 OZZY OSBOURNE "Back On Earth" (Epic)

SOUTHEAST SPINZ

Reporters: **KTUX, WXTB, WMFS**

- 78 METALLICA "The Unforgiven II" (Elektra)
- 77 PEARL JAM "Given To Fly" (Epic)
- 74 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 58 TOOL "46&2" (Freeworld)
- 56 MARCY PLAYGROUND "Sex and Candy" (Capitol)

Most Added

- 9 COOL FOR AUGUST "Walk Away" (Warners Bros)
- 7 EVERCLEAR "I Will Buy You A New Life" (Capitol)
- 4 ROLLING STONES "Saint Of Me" (Virgin)
- 4 CHRIS CORNELL "Sun Shower" (Atlantic)
- 3 CREED "Torn" (Wind-UP)

Top Ten Spinz

- 1. PEARL JAM "Given To Fly" (Epic) 836
- 2. CREED "My Own Prison" (Wind-Up) 655
- 3. METALLICA "The Unforgiven II" (Elektra) 621
- 4. DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen) 551
- 5. BLACK LAB "Wash It Away" (Geffen) 551
- 6. AEROSMITH "Taste Of India" (Columbia/CRG) 496
- 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

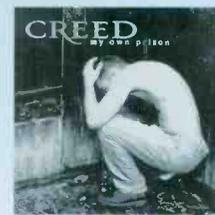
- MARCY PLAYGROUND "Sex & Candy" (Capitol)
- CREED "My Own Prison" (Wind-Up)
- CAROLINE'S SPINE "Sullivan" (Hollywood)
- METALLICA "The Unforgiven II" (Elektra)
- SEVENDUST "Black" (TVT)



Infiltrating

CREED
"Torn" (Wind-UP)

Creed's "My Own Prison" owned the Number One spot for almost the entire existence of this new section. It won't be long before "Torn" or possibly "Ode" puts the band back on top.

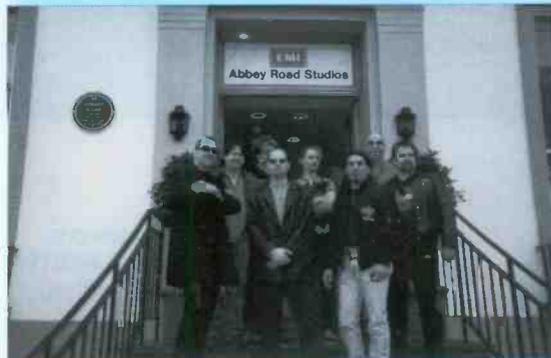


Radioactive BY ROB FIEND

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

Arrival at Abbey Road



Back (l-r): Jay Gleason (FMQB), Scott Bond (ICOS), Kyle Woodring (ICOS), Gordon Patriarca (ICOS), Front (l-r): Danny McGuinness (ICOS), Rob Fiend (GAVIN), Munsey Ricci (Skateboard Mkt.), Charlie (Guide)



Paul, Rob, and John.

classic case of cultural ignorance, brought on by lack of preparation and multiplied by sleep deprivation. I began by annoying Heathrow airport employees with bothersome direction requests, progressed to tipping bartenders and ordering Budweiser, deepened with peeing near Buckingham Palace and looking the wrong way when crossing streets, and climaxed with beginning and ending every sentence with "dude." I became known as the classic American idiot. Fortunately,

Stopping Traffic



Gordon Patriarca (ICOS), Danny McGuinness (ICOS), Munsey Ricci (Skateboard Mkt.), Kyle Woodring (ICOS), Jay Gleason (FMQB), and Kyle Woodring (ICOS) walk in legendary footsteps.

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 the rock enthusiasts with their catchy brand of current rock for the last year or so. The band's first record, *Incurable 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.

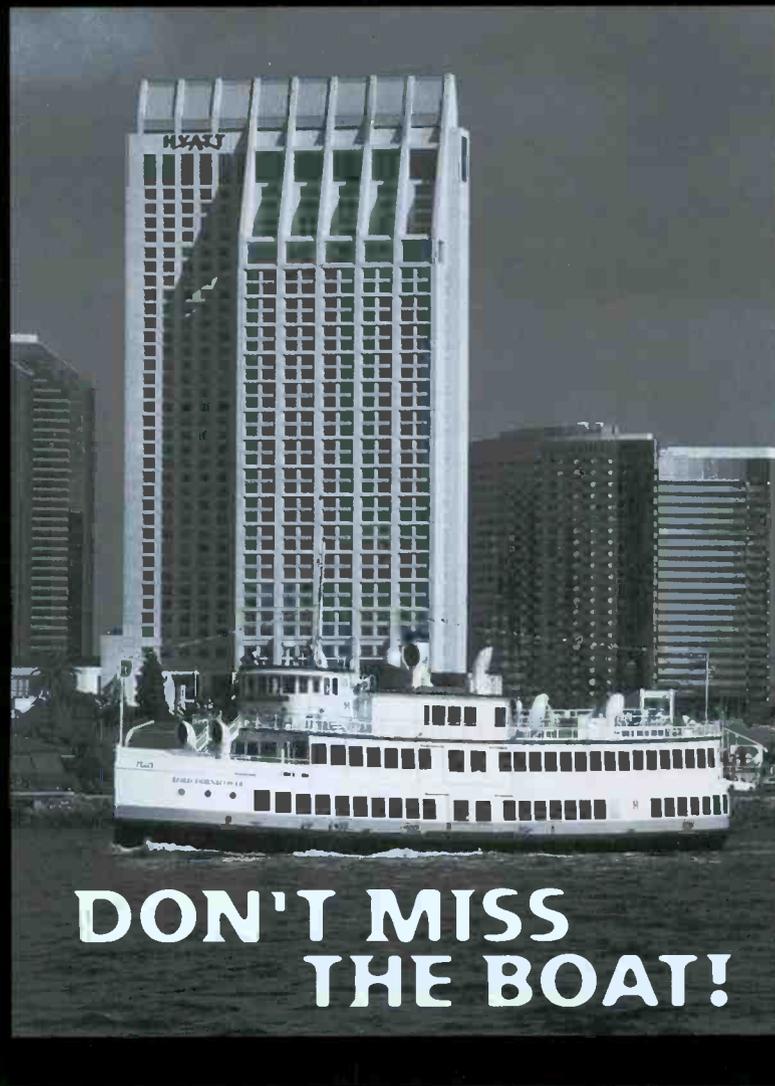
Featuring the hefty vocals of **Danny McGuinness**, intricate guitar schemes of **Scott Bond**, the smooth bass vibes of **Gordon Patriarca**, and the steady skin pounding of **Kyle Woodring**, ICOS delivers infectious hooks layered with meticulous melodies. The band's riff-ridden style and ability to 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 Chackler/Erica Medinger**), ICOS, and special thanks to the band's producer/manager **Wayne Gilpin**

Century Media, Cyber Octave, Jive/Silvertone
and Slipdisc Records present the
1998 Gavin Rocks/College Awards Boat Bash.

Aboard the Lord Hornblower Yacht, this year's party will feature performances by **Stuck Mojo**, **Hed(pe)**, **Buckethead**, and **ICOS**. Debarking from the Marriott Docks (across the street from the Hyatt) at 7 p.m. Sat. Feb. 7.



DON'T MISS
THE BOAT!

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 Tolhoff** and myself, the panelists include **WAAF's Dave Douglas**, **KNRK's Mark Hamilton**, **WRCX's Dave Richards**, **KRXQ's Curtiss Johnson**, **Live 105's Richard Sands**, **KLBJ's Loris Lowe**, and **91X's Bryan Schock**. Please check your weapons at the door. On Friday, February 6, get a sneak preview of the music that will be worked to your format at the first ever Active Rock Jukebox Jury. Moderated by **Virgin Record's Ray Gmeiner**, the panelists include **KTUX's Paul Cannell**, **KUPD's J.J. Jeffries**, **KIOZ's Shanon Leder**, and **WRCX's Jo Robinson**.

Saturday, February 7 will witness the seminar's grand finale: the GAVIN

Rocks/College Awards Boat Bash. Come aboard the Lord Hornblower and cruise the San Diego harbor while enjoying entertainment from **Century Media's Stuck Mojo**, **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, McGuinness, and myself try to look happy just before being tossed out of this pub.

Aggressive Infiltration

BY ROB FIEND & HEATHER WHITAKER



FULL ON THE MOUTH

Album: *Collide*
 Label: Pioneer Music Group
 Contact: Tyler Bacon @ Pioneer (615) 595-9028 x205,
 The Syndicate (201) 864-0900
 Add Date: Impact date now!

Flint, Michigan is home to Full on the Mouth, who specialize in clashing organic hooks with riveting electronic wizardry. Hovering somewhere between the brutality of a raging pit and the agility of a raving dance floor, Full on the Mouth will appeal to stations with an appetite for tight, 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
 Add Date: Impacting Now!
 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 scraps 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
 Contact: Ron Platzer (888) 447-3267 x105



Add Date: Impacting Now!
 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
 Add Date: Impacting Now!

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

Add Date: January 26/27 (all formats)
 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
 Add Date: January 26/27

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

continued on page 48

MOST ADDED
PRO-PAIN (56)
SOIL (52)
TWO (39)
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 Under claims this weeks top debut spot thanks to double-digit spins from KVIK(28), WSTB(20), WKTA(15), WSOU(15), KCSU(8), and WFCS(8).

RECORD TO WATCH
UNSAINE

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.

Hard Rock

TW		SPINS	TREND
1	DEFTONES - Around The Fur (Maverick)	343	+21
2	JUDAS PRIEST - Jugulator (CMC International)	308	-4
3	INCUBUS - Science (Immortal/Epic)	246	+8
4	METALLICA - Reload (Elektra/EEG)	241	+10
5	TESTAMENT - Demoniac (Mayhem/Fierce/Burnt Offerings)	216	+26
6	LIFE OF AGONY - Soul Searching Sun (Roadrunner)	204	-8
7	OVERKILL - From the Underground and Below (CMC International)	202	-17
8	MISERY LOVES COMPANY - Not Like Them (Earache)	201	-32
9	OZZY OSBOURNE - The Ozzman (Epic)	194	+1
10	FU MANCHU - The Action Is Go (Mammoth)	194	-13
11	DEICIDE - Serpent of Delight (Roadrunner)	189	-20
12	KMFDM - KMFDM (Wax Trax!/TVT)	185	-27
13	KISS - Carnival Of Souls (Mercury)	176	-21
14	DAYINTHELIFE - Dayinthelife (Building/TVT)	173	-13
15	CRISIS - The Hollowing (Metal Blade)	172	-35
16	MORTAL KOMBAT - Annihilation (TVT)	169	-19
17	MESHUGGAH - The True Human Design (Nuclear Blast)	157	+15
18	HATEBREED - Satisfaction Is The Death Of Desire (Victory)	155	-1
19	DREAM THEATER - Falling Into Infinity (Elektra Entertainment Grp.)	153	+21
20	ENTOMBED - To Ride, To Shoot Straight, and To Speak The Truth (Music for Nations)	152	-10
21	PARADISE LOST - One Second (Music for Nations)	149	-5
22	SIX FEET UNDER - Death or Glory (Metal Blade)	147	NEW
23	AC/DC - Bonfire Sampler (Elektra)	146	-7
24	HUMAN WASTE PROJECT - Elux (Hollywood)	144	-16
25	SACRED REICH - Still Ignorant (Metal Blade)	118	-18
26	TREPONEM PAL - Renegade (Mercury)	110	-14
27	MEGADETH - Trust (Capitol)	105	+12
28	HYPOCRISY - The Final Chapter (Nuclear Blast)	104	+17
29	SKREW - Angel Seed XXIII (Metal Blade)	102	-13
30	GOD DETHRONED - The Grand Grimoire (Metal Blade)	100	NEW
31	BRUTAL TRUTH - Sounds of the Animal Kingdom (Relapse)	98	-6
32	KREATOR - Outcast (F.A.D.)	98	-16
33	SEVENDUST - Sevendust (TVT)	97	+9
34	SNOT - Get Some (Geffen)	93	+4
35	SHAI HALUD - Hearts Once Nourished With Hope And Compassion (Revelation)	92	-15
36	NON COMPUS MENTIS - Smile When You Hate (Wonder Drug)	84	-3
37	ACCEPT - The Final Chapter (CMC International)	81	NEW
38	IN FLAMES - Whoracle (Nuclear Blast)	80	+17
39	WILL HAVEN - El Diablo (Revelation)	78	-39
40	GEEZER - Black Science (TVT)	76	+2
41	LIMP BIZKIT - Three Dollar Bill, Yall\$ (Flip/Interscope)	72	+4
42	COLD - Cold (Flip/A&M)	70	-30
43	PANTERA - Official Live: 101 Proof (Elektra Entertainment Grp.)	68	-34
44	PRO-PAIN - Pro-Pain (Mayhem/Raw Head)	67	NEW
45	RAGE AGAINST THE MACHINE - The Ghost Of Tom Joad (Epic)	67	NEW
46	IRON MONKEY - Iron Monkey (Earache)	67	-22
47	WARZONE - Fight For Justice (Victory)	65	-5
48	DISMEMBER - Death Metal (Nuclear Blast)	64	NEW
49	JAG PANZER - The Fourth Judgement (Century Media)	63	NEW
50	MACHINE HEAD - The More Things Change... (Roadrunner)	63	NEW

Hard Kopy BY ROB FIEND



What's Going On?

Before getting into this week's tirade 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 **Hanzel Und Gretyl**.

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 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 (201) 223-5252 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 Motley 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 **Heather** was kind enough to mail all GAVIN Hard Rock reporters a letter that includes GAVIN Rocks specific panel information as well as night-time 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 any inconvenience and would greatly appreciate all your efforts to abide by this once-a-year early deadline. Thanks!...Adds for January 26/27 include **Coinmonster**, *Universal Solvent* (Quadropus); **Course of Empire**, *Telepathic Last Words* (TVT); **Riot**, *Inishmore* (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 Is Heavenuord* (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). ●

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) 495-2580

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
gillACHE@aol.com

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

Time moved on. During a brutal conflict with a school of 31 void Scavver, 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, slayed 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 triad, under the strict supervision of the 80 Golems of Ostx, 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,"

Rocks Chartbound

- *YNGWIE MALMSTEEN (57) Mercury
 - *FULL ON THE MOUTH (57) Pioneer Music
 - *RAMMSTEIN (45) London
 - *SOIL (23) Olympic
 - *TWO (12) Nothing/Interscope
- Dropped:** #40 Gummo Soundtrack, #42 Tea Party, #45 Another Society, #47 Iggy Pop Tribute, #48 Jimmi's Chicken Shack, #49 Acumen Nation, #50 Today is the Day.

TOP REQUESTS

DEFTONES
JUDAS PRIEST
METALLICA
ENTOMBED
HATEBREED

maketh war upon the gatherings of the enemy gods. —Trey Azagthoth/Morbid Angel

INTERSCOPE RECORDS

Vigal Dakar, Xavier Ramos, Lenny LaSalandra, Brent Reineke

(800) 992-6553
www.interscoperecords.com

Happy New Year! Rob Halford is back with a new band called Two, coming to you via Trent Reznor's Nothing Records. Produced by Mr. Reznor himself, the album, *Voyeurs*, 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 Ladie'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, camouflage, and plenty of *Apocalypse Now* references. Call us!

SLIPDISC RECORDS

Frank Chackler
(312) 396-0200
slipdisc3@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 Rorschach Test, Nihil, N17, Clap People, Final Cut, and our label compilation *Slip This On...And Rock Hard*. Releases from our Lost in Bass sub-label include a DJ, Acucrack, plus a few surprises.

ULTRASPANK

Album: *Ultraspank*
Label: Epic Records
Contact: Concrete Marketing (212) 645-1360

Add Date: March 16/17
Surfacing from Santa Barbara is one of Southern California's premiere hard rock bands. Ultraspank (formerly Spank). They've already built a strong fan base through dynamic and captivating live shows. Produced by David Bottrill (Tool, King Crimson). *Ultraspank* showcases a heavy brand of sledgehammer grooves. "Butter," "Suck," "Wrapped," and "Perfect," will sonically pummel rock radio.

ACTIVE ROCK ARTIST PROFILE

UNSANE



ABOUT THE ALBUM: This is the 10th Anniversary LP and a limited edition. It was recorded by Billy Anderson and mixed by D. Sardy.

PREVIOUS RELEASES: *Unsane (Matador-1991) Singles 1989-1992 (Matador-1992) Total Destruction (Matador/Anti-1994) Peel Sessions (Matador-1994) Scattered, Smothered & Covered (AmRep-1995)*

TOURING: They will be touring through February with Today Is The Day.

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.

ODD FACTS: 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.

FROM: NYC's East Village Scene

LABEL: Relapse Records

RADIO CONTACT:

Pellet #717-397-9221 ext. 105

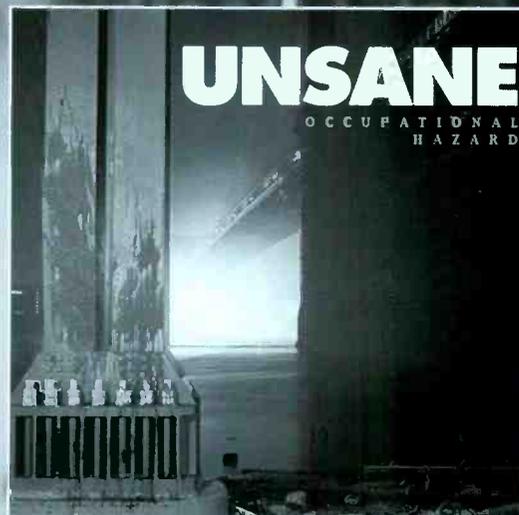
EMAIL: Radio@Relapse.com

LATEST RELEASE: *Occupational Hazard (Relapse-1998)*

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 (2:35)

Add January 26th & 27th

RELAPSE

SEND "PELLET" PELLETIER - Radio/Video Promotions Ext. 105
PHONE: (717) 397-9221 FAX: (717) 397-9291 E-MAIL: radio@relapse.com ©1998 Relapse Records, P.O. Box 251, Millersville, PA 17550



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Gavin Rocks Special

Continued from page 45

Boasting a menacing mixture of brutal, in-your-face metal and scolding 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 pit-bull 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 Azagoth, *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, In 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.

Coming Spring 1998



nihil
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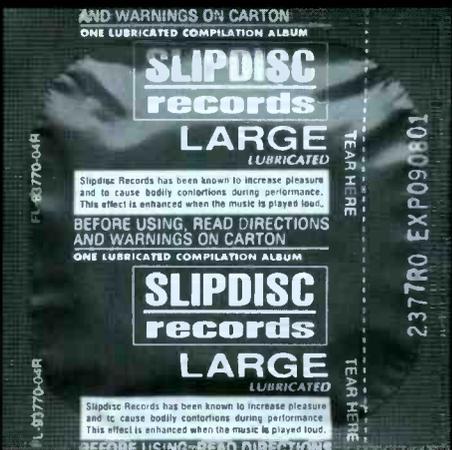
RORSCHACH TEST



UNCLEAN

Rorschach Test
Unclean

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



Label Compilation
Slip This On & Rock Hard

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 covering in a fetal position.

RORSCHACH 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 Rorschach 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, Rorschach 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.



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 Mayorga, 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.



TURA SATANA
 (Artist Formally Known as Manhole)

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 IN '98**

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- Gamma Ray – Feb '98
- Pissing Razors – March '98
- Tura Satana April '98

For More Info, call Paula Kapka at (818) 752-8799; noisela@noiserecords.com

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 www.victoryrecords.com





TWO

Album: *Voyeurs*
 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, *Voyeurs* 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

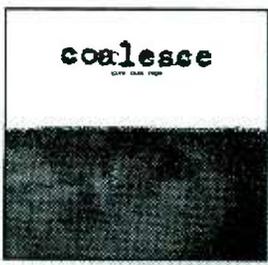
Album: *Rising*
 Label: Century Media Records
 Contact: Andrew Sample (310) 574-7400
Rising is the record that will solidify Stuck Mojo as a major player in the world of heavy rock/metal, satisfying Mojo fans old and new with big metal riffs, electric rhythms, and harsh vocals that will leave you coming 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 1998 GAVIN Rocks Awards Ceremony. Prepare to rock!



PRIMAL FEAR

Album: *Primal 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 are a must for radio include: "Formula One," "Silver and Gold" and "Nine Lives." ●

COUNTDOWN TO DESTRUCTION



COALESCE
Give Them Rope



OVERCAST
Fight Ambition To Kill

ADD DATE: February 10, 1998

sales / promotion: John Dudeck @ Edison Recordings
 ph: (215) 426-9661 fax: (215) 426-9662

radio promotion: David Ciancio @ The Syndicate
 ph: (800) 275-0091 fax: (201) 864-3380

publicity: Morgan Walker @ 800 Lb Gorilla
 ph: (203) 762-2721 fax: (201) 762-1734



Edison Recordings
 P.O. Box 42586
 Philadelphia, PA 19101-2586

UNION
"Old Man Wise"



For more information contact Kevin Rose at Mayhem:
 285 W Broadway, Suite 300
 New York, NY 10013
 ph: 212.226.7272 x203
 f: 212.941.9409
 email: ragnarok@brainlink.com
<http://www.mayhemfierce.com>

Active Rock adds on Feb 2/3 

Shout It Out

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)-574-7400
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 wallop anything in their path, and anything at the GAVIN Seminar Awards Show aboard the Lord Hornblower Yacht on February 7, 1998. Moonspell's *Sim Pecado*, the Firestarter 'black metal compilation,' and Century Media's comp *Identity 4* are all on the horizon, as well as tours with Skinlab, 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 mastermind 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 guestlist! We at Concrete Radio Industries America have more rocket scientists than NASA and more compu-power than Microsoft. We're *sooo* 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 Tura Satana (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 Snot, Rollins, Powerman 5000, the Misfits, and Sugartooth. 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 Snot and Fu Manchu Thursday night, and just ask Kreature or Gill for free drinks.

Mayhem/Fierce Recordings
Kevin "Chainsaw" 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-Pain, next is Union (featuring Bruce Kulick and John Corabi) 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@inch.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

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Q
quadropus recordings



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 pinching a nugget from the Napalese Hash collection. Afterwards, you can fall in the street and receive applause from the locals based on your landing or lack thereof. Then follow the red lights to kinky town where you can have Heidi, (or for some of you, Alex), for only 50 Guilders. Not all of Amsterdam's fine tributes could be mentioned here, but we highly suggest you go there even if you don't inhale—Krucher.

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, Mithotyn, Gates of Ishtar, Riot, the Everdawn, 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 Thorn, 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 NBA favorites, such as Meshuggah, Hypocrisy, and In Flames, as well as some new faces with the likes of Dimmu Borgir and Hammerfall. Keep your eyes peeled for such bands as Face Down, Primal Fear, Covenant, Hollow, Am 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
Sean "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 Embalmer's *There Was Blood Everywhere!*

In related news, after a recent attack while on vacation in Europe, Unsane's Chris Spencer lays battered in a Vienna 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.road

1998 is going to be another kick-ass year for Roadrunner Records. Be on the lookout for Both Worlds (featuring ex-Cro Mags frontman

John Joseph) with their Roadrunner debut, *Memory Rendered Visible*, going for adds on March 16. We're 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 as-yet-unnamed 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 Deicide and Life Of Agony and look for the latter on the road with Megadeth.

Skateboard Marketing
Munsey Ricci

(516) 328-1103

skatebmkt@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

Slipdisc3@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 Rorschach Test, Nihil, N17, Clap People, Final Cut, and our label compilation Slip This On...And Rock Hard. Releases from our Lost in Bass sub-label include a DJ, Acucrack, 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 fugly he's the inspiration for cat ownership. The years have withered down this crusty canine to a matted ball of scabs. This has, in turn

decimated its demeanor to that of a junk yard dog. Since arriving in our new offices, Crack Dog has targeted several Syndicate employees for spontaneous stinkdom 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. —Meltzer

TVT/Wax Trax!



Anya Feldman
(212) 979-6410
sudi@tv.com,
anya@tv.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 credit, you deserve it.

Victory Records

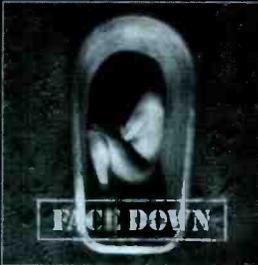
Ron Platzer

(888) 447-3267 x105

vicradio@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 Bloodlet will be out for nearly seven weeks with Entombed! What a massive tour this will be. Meanwhile, Hatebreed's *Satisfaction Is the Death of Desire* has been ripping the heads 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*. ●

PREYING ON RADIO IN FEBRUARY 1998...



FACE DOWN
The Twisted Rule
The Wicked



PRIMAL FEAR
Primal Fear

STILL IMPACTING RADIO:

- Meshuggah**
- "True Human Design"
- Hypocrisy**
- "The Final Chapter"
- In Flames**
- "Whoracle"

NUCLEAR BLAST AMERICA

for more info. contact Sean McKnight · tele: 717-244-0808 · fax: 717-244-5407 · radio@nuclearblast-usa.com

MOST ADDED

PETER CASE (32)

ROBIN & LINDA WILLIAMS (25)

HANGDOGS (17)

CHERI KNIGHT (15)

BREAKAWAY (10)

TOP TIP

PAUL THORN

Hammer and Nail (A&M)

What's more American than an eight-foot statue of Jesus in the yard? A song about one! Thorn's "800 Pound Jesus" and "Double Wide Paradise" are just a couple of the fascinating images created on this solid Americana pop record. Check out the hidden track!

RECORD TO WATCH

PETER CASE

Full Service No Waiting (Vanguard)

Fully serviced and not waiting at KA-FR, KAZU, KPAL, KFAN, KFDI, KGLT, KKDY, KLOA, KPSK, KPFT, KPIG, KSUT and Acoustic Cafe among others.

Gavin Americana

The Other Country

LW	TW		Rpts.	Adds	H	M	L
3	1	THE DERAILERS - Reverb Deluxe (Watermelon/Sire)	69	2	39	16	14
1	2	RICKY SKAGGS - Bluegrass Rules (Rounder)	65	0	43	15	7
2	3	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	65	0	35	19	11
4	4	FRED EAGLESMITH - Lipstick Lies & Gasoline (Razor & Tie)	66	0	35	15	16
5	5	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	62	0	34	15	13
6	6	ROBBIE FULKS - South Mouth (Bloodshot)	61	0	28	22	11
7	7	CHESAPEAKE - Pier Pressure (Sugar Hill)	55	0	20	22	13
8	8	TOM T. HALL - Home Grown (Mercury)	54	2	23	15	16
11	9	JAMIE HARTFORD - What About Yes (Paladin)	58	7	9	25	24
9	10	RECKLESS KELLY - Millican (Cold Spring)	48	0	12	21	15
12	11	TIM O'BRIEN - When No One's Around (Sugar Hill)	46	0	16	13	17
10	12	WAYNE HANCOCK - That's What Daddy Wants (Ark 21)	50	0	11	17	22
13	13	KEVIN JOHNSON & THE LINEMEN - Parole Music (Sam)	49	2	6	24	19
31	14	THE WOODYS - The Woodys (Rounder)	52	9	4	16	32
18	15	GREG BROWN - Slant 6 Mind (Red House)	41	0	10	17	14
17	16	SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)	46	0	8	14	24
15	17	CHIP TAYLOR - Last Chance (Train Wreck)	46	0	4	20	22
14	18	LONGVIEW - Longview (Rounder)	42	0	8	17	17
23	19	BIG HOUSE - Big House (MCA/NASHVILLE)	36	1	15	8	13
20	20	JOHN FLYNN - John Flynn (Sliced Bread)	44	1	3	19	22
21	21	JAMES INTVELD - James Intveld (Risk/Innerworks)	42	0	7	15	20
19	22	TINA ADAIR - Just You Wait & See (Sugar Hill)	44	0	7	10	27
16	23	WYLIE & THE WILD WEST SHOW - Way Out West (Rounder)	40	0	6	16	18
22	24	RAY CONDO AND HIS RICOCHETS - Door To Door Maniac (Joaquin)	39	0	8	13	18
26	25	TIM RYAN - Tried, True, and Tested (Warner Western)	35	1	13	6	16
27	26	PAT DONOHUE - Backroads (Bluesky)	36	0	4	15	17
25	27	THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)	36	0	5	14	17
24	28	BILL KIRCHEN - Hot Rod Lincoln Live! (HighTone)	37	0	3	15	19
N	29	CHERI KNIGHT - Northeast Kingdom (E-Squared)	34	15	8	7	19
28	30	BUDDY MILLER - Poison Love (HighTone)	37	0	6	9	22
36	31	DONNIE FRITTS - Everybodys Got a Song (Oh Boy!)	34	4	6	10	18
30	32	PAUL BURLISON - Train Kept A Rollin' (Sweetfish)	32	0	7	9	16
32	33	THE SONGS OF JIMMIE RODGERS - V/A (Egyptian Records/Columbia)	37	0	2	8	27
33	34	CLAIRE LYNCH - Silver And Gold (Rounder)	35	0	2	8	25
N	35	PETER CASE - Full Service No Waiting (Vanguard)	32	32	4	6	22
39	36	PAUL THORN - Hammer and Nail (A&M)	28	1	6	7	15
N	37	BOTTLE ROCKETS - 24 Hours A Day (Atlantic)	26	3	7	8	11
29	38	RAY WYLIE-HUBBARD - Dangerous Spirits (Philo)	26	0	7	10	9
34	39	MARK O'CONNOR - Liberty (Sony Classical)	32	0	3	7	22
N	40	BOBBY HICKS - Riddle Patch (Rounder)	28	5	3	9	16

Americana Inroads

BY CHRIS MARINO



A Matter of Fax

Last week's column focused on being pro-active and using the media to raise 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. Horn, an Americana enthusiast, took the idea for his radio show to community station **KSYM** in 1990. Since then, the show has become an important part of the KSYM line up. In fact, *Live on Third Coast Music*, which is heard four hours a day on KSYM, outpaced other programs by an 8.5 to 1 margin in a recent pledge drive for the station. "It is simply nothing more than putting a single grain of sand in the same place everyday. Eventually it becomes a pile," 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 fax he once sent to **Willie Nelson's** publicist, which read in part, "I hear that Willie is out doing shows and promotion for his new album *Spirit*. Put us on the long list of assholes 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 inter-

view. The three major TV networks found out about his arrival and swarmed the station. One of the television reporters was so 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-noon, PST.

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. Heretofore, these countries have been wondering what the **Fulks** was going on.

CONGRATULATIONS!

Austin songstress **Libby Bosworth** gave birth to a healthy 10 lb. baby boy named **Sam** on January 15th! ●

Editor: CHRIS MARINO • Assistant: TOBY FRENCH
Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.
Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580

Chartbound

- | | |
|---------------------------------------|-------------------------------------|
| HOLLISTERS (Freedom) | LIBBI BOSWORTH (Freedom) |
| HANK THOMPSON (MCG/Curb) | JANET LYNN (Austex) |
| V/A "Known On The Underground" (Rank) | ROBIN & LINDA WILLIAMS (Sugar Hill) |
| MONK WILSON (Tangible) | LONESOME BROTHERS (Tar Hut) |

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 flugelhorn 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!
(Dreyfus Jazz)

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

Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
1	1	DIANNE REEVES (Blue Note)	79	0	72	7	0
3	2	MIDNIGHT IN THE GARDEN... (Malpas/Warner Bros.)	75	1	48	18	8
2	3	HORACE SILVER (Impulse!)	69	0	54	13	2
4	4	CHICK GOREA/GARY BURTON (Stretch/Concord)	70	0	49	14	7
7	5	GENE HARRIS/JACK McDUFF (Concord Jazz)	66	0	44	18	4
6	6	HANK CRAWFORD & JIMMY McGRUFF (Milestone)	66	0	38	25	3
14	7	DOUG LAWRENCE (Fable)	73	6	33	27	8
16	8	BILL COSBY AND FRIENDS (Verve)	69	0	34	29	6
9	9	KENNY BARRON (Verve)	65	1	44	15	6
27	10	JIMMY PONDER (Highnote)	75	4	21	37	15
5	11	RON CARTER (Blue Note)	60	0	48	11	1
10	12	JOEY BARON (Intuition)	67	0	31	27	9
29	13	TEDDY EDWARDS (Highnote)	76	4	14	47	11
17	14	MELISSA WALKER (Enja)	66	2	31	25	8
23	15	PAQUITO D'RIVERA & UNITED NATION ORCH. (Jazz MCG)	66	1	23	36	6
8	16	DEE DEE BRIDGEWATER (Verve)	59	1	41	14	4
25	17	HERBIE MANN (Lightyear)	67	1	23	31	12
13	18	BUDDY MONTGOMERY (Sharp Nine)	64	0	29	27	8
12	19	CECILIA SMITH (Brownstone)	56	0	44	9	3
20	20	JAVON JACKSON (Blue Note)	64	0	27	27	10
11	21	BENNY CARTER (Music Masters)	59	0	36	17	6
21	22	PONCHO SANCHEZ (Concord Jazz)	58	0	36	17	5
15	23	BRIAN LYNCH QUARTET (Sharp Nine)	57	0	39	13	5
28	24	STEVE KHAN (Evidence)	62	0	23	29	10
22	25	KANSAS CITY BAND (Verve)	65	3	21	26	16
24	26	JEROME RICHARDSON (TCB)	58	3	32	15	8
18	27	EASTWOOD AFTER HOURS (Malpas/Warner Bros.)	53	0	27	17	9
19	28	JOE HENDERSON (Verve)	49	0	29	12	8
30	29	HOWARD PRINCE (Cat's Paw)	53	1	19	21	12
33	30	CAROL SLOANE & CLARK TERRY (Concord Jazz)	56	4	12	32	8
31	31	BRUCE BARTH (Double Agent)	54	0	13	30	11
34	32	NIELS-HENNING ORSTED PEDERSEN (Verve)	55	2	13	24	16
35	33	BILL HEID (Savant)	51	1	11	24	15
32	34	BOB DOROUGH (Blue Note)	48	0	15	22	11
26	35	DAVE GRUSIN (N2K Encoded Music)	45	0	20	17	8
39	36	FRED SANDERS (Leaning House Jazz)	52	3	12	19	18
38	37	BOB BERG (Stretch/Concord)	49	2	14	20	13
37	38	RALPH SHARON TRIO (DRG)	51	3	9	25	14
48	39	TERELL STAFFORD (Candid)	52	9	14	14	16
44	40	MOSCOW SAX QUINTET (Arkadia Jazz)	47	3	13	18	13
47	41	CALDERAZZO/WATTS/GAGNON (Lost Chart)	55	9	5	22	19
36	42	MARCUS ROBERTS (Columbia/CRG)	37	0	17	16	4
40	43	MISSION PROJECT (Polymorph)	41	0	9	21	11
42	44	RENEE ROSNES (Blue Note)	38	0	15	14	9
43	45	HANK JONES (Verve)	36	1	14	13	8
41	46	OSCAR PETERSON (Telarc Jazz)	36	0	13	13	10
50	47	DAN PAPAILA (Challenge)	37	2	6	12	17
—	48	GEORGE RABBAI & CO. (DBK Jazz)	41	5	0	15	21
—	49	HARRY CONNICK, JR. (Columbia/CRG)	35	6	5	12	13
—	50	IRENE REID (Savant)	32	1	5	13	14

On Z Corner

BY KEITH ZIMMERMAN



Jazz & Smooth Jazz Seminar Highlights

BRYAN SAVAGE HEADLINES "WHENJAGITIN?" 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 AB.*

GAVIN GLOBAL SOUNDSTAGE: THE FUTURE MARRIAGE OF RADIO, MUSIC, AND ONLINE TECHNOLOGY N2K ENCODED MUSIC and GAVIN Presents a Live Cybercast

The Zimmermen 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 riskiest endeavor yet! This is a live broadcast, so please be on time. Seating is limited. *Thursday: 3:30 p.m. Sharp!!! Manchester G11.*

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 stu-

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

THOM ROTELLA SERENADES FRIDAY MORNING SMOOTH JAZZ MEETING.

Telarc Jazz Zone guitarist Thom Rotella's appearance will embellish our Smooth Jazz Format Session, "Promotional Benchmarks and the Musical Evolution." Rotella's latest record, "What's the Story?" from the Telarc Jazz Zone release *Can't Stop*, has the catchiest hook currently on the Smooth Jazz airwaves. Stop by for continental breakfast and some soulful guitar. *Friday: 9:30 a.m. Gallery.*

SMOOTH JAZZ FORMAT MEETING: PROMOTIONAL BENCHMARKS AND MUSICAL EVOLUTIONS

Your hosts will be Broadcast Architecture's Allen Kepler and WQCD's Steve Williams. What's the real story behind CD compilations? What are the latest direct marketing

Editors: KEITH & KENT ZIMMERMAN • Jazz & Smooth Jazz reports accepted Thursdays 9 a.m.-3 p.m. Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580

MOST ADDED

- JOHN TESH (26/26 reports)**
- RANDY CRAWFORD (22/30 reports)**
- CHIELI MINUCCI (15/43 reports)**
- CHUCK LOEB (12/41 reports)**
- RIPPINGTONS feat. RUSS FREEMAN (12/13 reports)**
- BONEY JAMES (11/45 reports)**

TOP TIP

CHUCK LOEB
The Moon, the Stars, the Setting Sun
 (Shanachie)
CHIELI MINUCCI
It's Gonna Be Good (JVC)
 Two distinctly different styles of guitar debut highest this week as our two highest Spin Trends.

RECORD TO WATCH

THE RIPPINGTONS
 featuring **RUSS FREEMAN**
"Garden of Babylon"
 (GRP)
 A dozen adds on "Garden of Babylon" although "Sapphire Island" deserves your attention.

Gavin Smooth Jazz

LW	TW	Reports	Adds	Spins	Differences	
4	1	CANDY DULFER - For the Love of You (N2K Encoded Music)	60	0	949	+70
5	2	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	60	0	877	+79
1	3	BRIAN CULBERTSON - Secrets (Bluemoon/Atlantic)	59	1	854	-154
6	4	KENNY G - Greatest Hits (Arista)	57	0	852	+74
3	5	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	57	0	830	-61
2	6	BOB JAMES - Playin' Hooky (Warner Bros.)	52	0	823	-158
9	7	AVENUE BLUE feat. JEFF GOLUB - Nightlife (Bluemoon/Atlantic)	58	2	800	+118
7	8	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	50	0	700	-1
8	9	DAVID BENOIT - American Landscape (GRP)	59	1	668	-22
13	10	THOM ROTELLA - Can't Stop (Telarc Jazz Zone)	57	1	644	+57
15	11	PAUL HARDCASTLE - Cover To Cover (JVC)	59	0	630	+51
12	12	RIPPINGTONS/RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	56	1	577	-12
14	13	PETE BELASCO - Get It Together (Verve Forecast)	52	1	577	-9
11	14	JOYCE COOLING - Playing It Cool (Heads Up)	54	5	565	-32
18	15	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	47	1	531	+41
10	16	CHRIS BOTTI - Midnight Without You (Verve)	43	0	519	-79
24	17	BONEY JAMES - Sweet Thing (Warner Bros.)	46	11	493	+117
17	18	KIRK WHALUM - Colors (Warner Bros.)	52	3	492	-1
20	19	BRIAN TARQUIN - Last Kiss Goodbye (Instinct)	51	4	479	+75
19	20	PIECES OF A DREAM - Pieces (Blue Note)	46	0	472	-3
23	21	RICK BRAUN - Body and Soul (Bluemoon/Atlantic)	43	2	443	+53
22	22	PHILIPPE SAISSE - Next Voyage (Verve Forecast)	45	2	439	+36
21	23	RICHARD SMITH - First Kiss (Heads Up)	47	1	434	+31
16	24	EARL KLUGH - The Journey (Warner Bros.)	38	1	394	-104
32	25	CHARLES FAMBROUGH - Upright Citizen (Nu Groove)	45	1	380	+48
28	26	DEAN JAMES - Intimacy (Brajio)	43	1	377	+12
27	27	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	35	2	375	+3
31	28	DIANA KRALL - Love Scenes (Impulse!)	36	4	368	+21
26	29	JIM BRICKMAN - The Gift (Windham Hill)	37	0	359	-15
30	30	JIMMY SOMMERS - James Cafe (Gemini)	35	1	345	-3
25	31	VANESSA WILLIAMS - "Next" (Mercury)	30	1	345	-29
29	32	DOC POWELL - Don't Let the Smooth Jazz Fool Ya (Discovery/Sire)	34	0	344	-21
36	33	YANNI - Tribute (Virgin)	33	1	330	+26
34	34	AARON NEVILLE - Say What's In Your Heart (A&M)	28	0	305	-16
37	35	MICHAEL BOLTON - Best of Love (Columbia/CRG)	27	0	304	+5
45	36	EVAN MARKS - Coast to Coast (Verve Forecast)	43	5	298	+89
33	37	BOB MAMET - Adventures In Jazz (Atlantic)	28	0	284	-39
42	38	SPECIAL EFX - Here to Stay (JVC)	38	0	281	+39
38	39	BOB BALDWIN - Cool Breeze (Shanachie)	31	0	281	-13
35	40	ERIC MARIENTHAL - Easy Street (i.e. music)	30	0	281	-28
44	41	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	28	4	260	+42
39	42	ENYA - Paint the Sky With Stars-The Best of (Reprise)	24	0	255	-22
—	43	CHIELI MINUCCI - It's Gonna Be Good (JVC)	43	14	228	NEW
40	44	JOE SAMPLE - Sample This (Warner Bros.)	29	2	219	-32
—	45	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	40	12	203	NEW
47	46	ALANA DAVIS - Blame it on Me (Elektra/EEG)	17	0	202	-6
41	47	DARYL HALL and JOHN OATES - Promise Ain't Enough (Push/BMG)	19	0	196	-48
50	48	LUTHER VANDROSS - Best of Love Vol. II (Epic)	18	0	175	-20
—	49	STANLEY CLARKE - Bassic Collection (Epic)	23	0	173	NEW
—	50	FINGER ROLL - Still Rollin' (Bama Sweet)	18	1	172	NEW

weapons? How are label staffs accommodating artist relations? What promotions ideas (both institutional and new) will keep Smooth Jazz radio on top? Is there an ethnicity factor in programming Smooth Jazz? How is consolidation treating the format? We will examine how the music and the station sound has evolved over the last decade. Guests include artist manager Steve Chapman (Rick Braun, Peter White, Richard Elliot), media maven Susan Pfeifer, and other programmers and label experts TBA. *Friday, 9:30 a.m. Gallery.*

THE "PROFESSIONALIZATION" OF NON-COMMERCIAL RADIO

The agenda includes cultivating industry relationships and the art of no-cost promotions, the survival of locally-originated music programming versus satellite news programming, and the use (or non-use) of computer technology to road-map your sound. How do you brand yourself as a music station in-between landmark NPR shows like *Morning Edition* and *All Things Considered*? Plus, learn about building data-bases to help drive come and succeeding at non-beg-a-thon pledge drives. All this hosted by Dore Stein, music consultant, air personality of KALW-San Francisco and the perennial host of Tangents, one of the Bay Area's longest-running specialty shows. Special musical guest, Revolution recording artist Gerald Collier. *Friday, 9:30 a.m. Manchester B/C.*

NOTE NEW TIME!!!
CHARLIE HADEN AND KENNY BARRON TO PERFORM IN DUET AT JAZZ JUKEBOX JURY

Verve recording artists Charlie Haden and Kenny Barron will perform in conjunction with the Jazz Jukebox Jury. How do you gauge the creative out-

put of bassist Charlie Haden? His solo, session, Quartet West, and Liberation Music Orchestra projects represent the pinnacle of jazz artistry. Pianist Kenny Barron visits the GAVIN Jazz top ten with each new release, and we're honored to have him. Meet them both and experience a cozy, short set. *Friday, 11:45 a.m. Regency DE.*

NOTE NEW TIME!!!

JAZZ JUKEBOX JURY
 Tony Sisti at KSDS and WDNA's Arturo Gomez are compiling the jazz Jukebox Jury entries. Phone Tony (619) 234-1062 or Arturo (305) 662-8889 for submissions. The United Artists Network Theater technology system will provide up-to-the-minute electronic analysis. 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. The jury lineup is to be announced, but expect a blend of programmers, A&R label tastemakers, and perhaps a few actual listeners. We'll also be featuring a short set by Verve recording artists Charlie Haden and Kenny Barron along with the music evaluation. *Friday, 11:45 a.m. Regency DE.*

WARNER BROS. JAZZ MEET & GREET
 Immediately following our Friday Jazz Jukebox Jury, Warner Jazz will host an artist meet and greet with a little food and beverage. Join Warner friends Chris Jonz, Matt Pierson, Deborah Lewow, Randall Kennedy, and surprise artists coming in specifically to hang out with radio

SJ&V Spin Trends

1. CHIELI 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 Chartbound

- *STEPHANE GRAPPELLI/MARTIN TAYLOR (Honest/Linn)
- *MINGUS BIG BAND (Dreyfus Jazz)
- *HOWARD JOHNSON & GRAVITY (Verve)
- *FRED HERSCH (Nonesuch)
- ERIC ALLISON (Contemporary)
- JOHN PISANO (Pablo)
- Dropped: #45 Bud Shank, #46 Jacky Terrasson/Cassandra Wilson.

SJ&V Chartbound

- *RANDY CRAWFORD (Bluemoon/Atlantic)
- *JOHN TESH (GTSP)
- GERALD ALBRIGHT (Atlantic)
- CHRIS SPHEERIS (Essence)
- VIBRAPHONIC (Hollywood)
- JAY ROWE (Positive Music)
- AFTER TOUCH (Denon)
- VANESSA RUBIN (RCA)
- *RIPPINGTONS featuring RUSS FREEMAN (GRP)
- Dropped: #43 John Tesh Project, #46 Steve Winwood, #48 Tim Weisberg, #49 Kuh, Will Downing, Rahsaan Patterson, Alto Reed.

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folks. *Friday, 2:00 p.m. Gibbons.*
BROADCAST ARCHITECTURE HOSPITALITY SUITE

A place where all of us Jazz and Smooth Jazz folks can hang out and network after Friday Seminar events and dinners. Sponsored by Broadcast Architecture. *Friday, 10:00 p.m. Suite location TBA.*

INSTINCT CONTINUES ITS SMOOTH JAZZ JUKEBOX JURY PRESENCE

New York City label hipsters Instinct Records won last year's Smooth Jazz Indie Label honors. Each year, they also sponsor our Smooth Jazz Jukebox Jury, and Count Basic and Gota were previous live attractions. This year, meet guitarist Brian Tarquin, currently on the air with a mellow version of Jeff Beck's "Freeway Jam." Continental breakfast served at 9 a.m. *Saturday, 9:30 a.m. Regency DE.*

SMOOTH JAZZ JUKEBOX

JURY: MORE THAN JUST EXAMINING THE HITS

It's one of our most talked about session! Hit records for the format are born in this room! KOAI's PD Michael Fischer is assembling the Smooth Jazz tunes, so contact him today at (214) 583-2540 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, Windham Hill exec Ron McCarrell, WNUA's Paul Goldstein, KIFM's Kelly Cole, KYOT's Nick Francis, Verve Records' Bud Harner, guest KIFM Smooth Jazz listeners, and programmers from the

audience who will fill vacant "hot seats." *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/Linn 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.*

EXPECT A LIVELY SATURDAY JAZZ MEETING

KXJZ's Gary Vercelli and GAVIN's Keith Z will host a hot jazz format session. Guests will include KPLU's Joe Cohn, KLON-Long Beach General Manager Judy Jankowski, and WDUQ-Pittsburgh PD Dave Becker. Jazz radio has had a rough and tumble year, and needs to re-strengthen

its focus. It needs to know who it's competing with, how to tighten up its music delivery, establish "station-ality," and examine its music scheduling system infrastructure. Expect a free-for-all and lots of heat. *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, newcomer saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. The new Chieli Minucci CD, *It's Gonna Be Good*, more than lives up to its title, and keyboardist Hiroko Kokubu's latest, *Bridge*, spans both Japan and the United States, as well as jazz and Smooth Jazz. Also appearing: a new JVC signing too hot to mention. *Saturday, 4:30 p.m. Manchester ABC.*

http://www.move.de/amm/

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 ANDREA MARCELLI
 VIBE TRIBE
 ADAM HOLZMAN
 KAZDA
 RAY GASKINS + others

blue moves 2
 more erotic jazz

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MITCHEL FORMAN
 Harvest Song

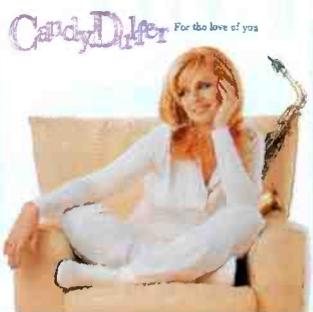
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 JAZZLINE 11150-2

"Throughout my life, the piano has always been a special place to go; a place where I could celebrate, express sorrow, and everything in between. This record gives the listener an opportunity to share with me my sessions at the piano."

MITCHEL FORMAN
 Harvest Song

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Gavin Urban Landzcape

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WEST COAST

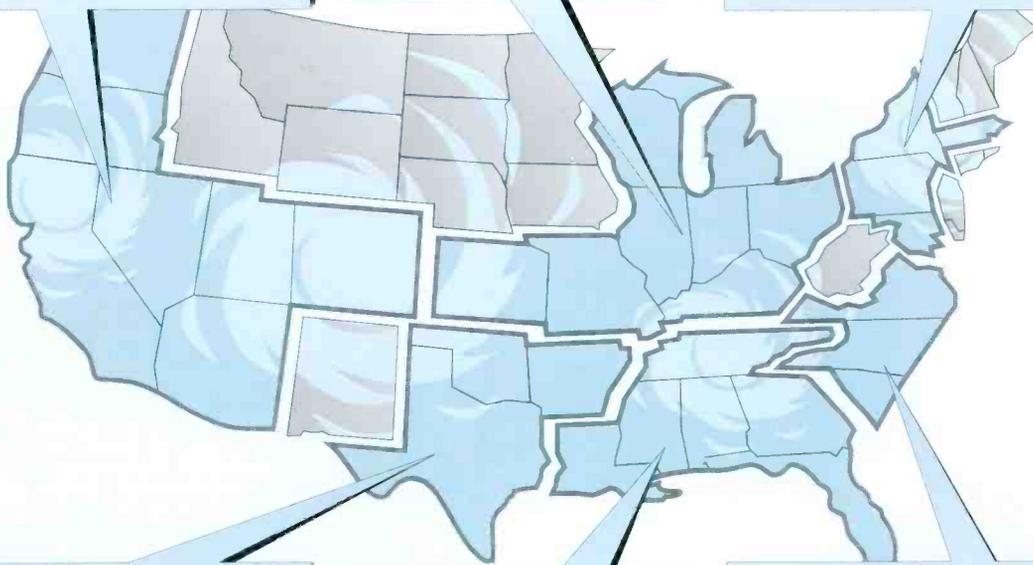
MARY J. BLIGE +46 "7 Days" (MCA)
MARIAH CAREY +38 "Breakdown"
 (Columbia/CRG)
UNCLE SAM +36 "I Don't Ever Want To See
 You Again" (Stonecreek/Epic)
JODY WATLEY +32 "Off The Hook" (Atlantic)
JAY Z +29 "The City Is Mine"
 (Roc-A-Fella/Priority)

MIDWEST

MARY J. BLIGE +120 "7 Days" (MCA)
PUBLIC ANNOUNCEMENT +81 "Body
 Bumpin'" (A&M)
BRIAN MCKNIGHT +76 "Anytime" (Mercury)
SWV +60 "Rain" (RCA)
MISSY "MISDEMEANOR" ELLIOTT +58
 "Beep Me 911" (The Gold Mind/Eastwest)

EAST COAST

MISSY "MISDEMEANOR" ELLIOTT +82
 "Beep Me 911" (The Gold Mind/Eastwest)
MARY J. BLIGE +64 "7 Days" (MCA)
JODY WATLEY +61 "Off The Hook" (Atlantic)
NEXT +57 "Too Close" (Arista)
DAVE HOLLISTER +46 "The Weekend"
 (Tommy Boy)



SOUTHWEST

MARY J. BLIGE +53 "7 Days" (MCA)
SYLK-E. FYNE +46 "Romeo And Juliet" (RCA)
PUBLIC ANNOUNCEMENT +41
 "Body Bumpin'" (A&M)
SMOOTH +38 "Strawberries"
 (Perspective/A&M)
OL' SKOOL +34 "Am I Dreamin'" (Universal)

SOUTHEAST

MARIAH CAREY +302 "Breakdown"
 (Columbia/CRG)
MARY J. BLIGE +268 "7 Days" (MCA)
BRIAN MCKNIGHT +174 "Anytime" (Mercury)
OL'SKOOL +162 "Am I Dreamin'" (Universal)
SWV +160 "Rain" (RCA)

CAROLINAS/VIRGINIA

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



MOST ADDED

LSG (53)

Curious (EastWest/EEG)
 WFXA, WGVN, WPLZ, WTLZ, KBCE, WJKX,
 KMJK, KBMS, WZFX, WRKE, WDZZ, WXQL,
 WFXE, KMJM, WBLX, KVSP, WROU, WPAL,
 WWDM, WJHM, WRSV, WBL, KYEA, WJZD,
 WJMG, WJZ, WOWI, KMJJ, WRNB, WUSL,
 WFLM, WTMP, WZHT, KPRS, WKYS, KKDA,
 WAMO, WZAK, WJMI, KTBT, WGN, WQOK,
 KJMS, WQHH, KCEP, WPHI, WGZB, WCKX,
 WDKX, WKND, KRIZ, KHRN, WCDX

PUBLIC ANNOUNCEMENT (41)

Body Bumpin' (A&M)
 WFXA, WPLZ, WTLZ, KBCE, WJKX, WZFX,
 WRKE, WDZZ, WXQL, WFXE, KMJM, WJTT,
 WBLX, KVSP, WROU, WPAL, WWDM, KYEA,
 WJZD, WOWI, KMJJ, WRNB, WUSL, WTMP,
 KPRS, KKDA, WAMO, WJMI, WILD, KTBT,
 WYNN, WGN, WQOK, WHRK, WQHH,
 WKKV, WGZB, WCKX, KRIZ, KHRN, WCDX

MARIAH CAREY (31)

Breakdown (Columbia/CRG)
 WRNB, WFXA, WPLZ, WTLZ, WTCC, WJZ,
 WAAA, WDZZ, WFXE, WJTT, WBLX, WROU,
 WPAL, WVEE, KYEA, WJZD, WJMG, WJZ,
 WUSL, WTMP, WZHT, KPRS, KKDA, WENN,
 WZAK, WGN, WQOK, WHRK, WQHH,
 KRIZ, KHRN

ALLURE (30)

Give You All I Got (Crave)
 WPLZ, WTLZ, KBCE, WJKX, WRKE, WJNN,
 WXQL, WFXE, WJTT, WNFQ, KVSP, WPAL,
 KYEA, WJZD, WJMG, WOWI, KMJJ, WTMP,
 KPRS, WJMI, WILD, KTBT, WGN, WHRK,
 KJMS, WQHH, WKKV, WGZB, WCKX, WCDX

SYLK-E. FYNE (26)

Romeo And Juliet (RCA)
 WPLZ, WTLZ, KBCE, WJKX, WJNN, WXQL,
 WJTT, WBLX, KVSP, WPAL, WJZD, WJMG,
 KMJJ, WZHT, WKYS, KKDA, WZAK, WYNN,
 WGN, WHRK, WQHH, WGZB, WCKX, KTBT,
 KHRN, WTMP

BLACK A/C

Most Played Current Hits

BOYZ II MEN

"A Song For Mama" (Motown)

BRIAN MCKNIGHT

"Anytime" (Mercury)

ERYKAH BADU

"Tyrone" (Kedar/Universal)

SOUNDS OF BLACKNESS

"Hold On (Change Is Comin')"

(Perspective/A&M)

UNCLE SAM

"I Don't Ever Want To See You
 Again" (Stonecreek/Epic)

TOP TEN SPINZ

Rank	Artist	Title	Current	Last Week
1	USHER	"Nice & Slow"	3405	3466
2	BRIAN MCKNIGHT	"Anytime"	2839	3331
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"	2158	2384
7	JON B.	"Are You Still Down"	2110	2150
8	JOE	"Good Girls"	2099	2144
9	DESTINY'S CHILD	"No, No, No"	1881	2066
10	DRU HILL	"We're Not Making..."	2007	2144

SPINZ LAST WEEK

SPINZ THIS WEEK

Q - FILE



Standing (l to r): Azim
 Rashid/MCA, Mary Pallotta/
 WUSL Programming Asst.,
 Helen Little/OM, Troy Dudley/
 Universal, Dave Allan/
 Chancellor Media VP, Ramona
 Barksdale/A&M, Damon Lott/
 Virgin, Nat Martin/WB. Front:
 Kathy Powell/Sony 550,
 Thomas Lytel/Def Jam.

Editor: QUINCY MCCOY • Assistant: ANNA CALIX

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A PROMISE I MAKE



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On-line

BY QUINCY MCCOY

Program Director: A Job Description

A few days ago, I discovered an old memo that outlined my job responsibilities as a program director. The note 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 fiber 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.

PROMOTING: Remind the show host (or hosts) to always sell ahead to "top of mind" artists. Provide a music book with artists' bios and current information on hits, trends, and industry gossip.

PACING: Pacing in the morning show is more critical than in any other daypart. In air check sessions, remind your team to keep their bits, interviews, traffic, and news as tight as possible.

LISTENER CONTACT: All morning shows need to make contact with listeners on a fun level—whether addressing contests or serious subjects. Try to develop a group of "zany characters" who call in—or whom you reach out to—every morning for comic relief.

MUSIC AND RESEARCH

You must have final approval on each song your station plays. You should participate in all music calls with consultants, the gathering of information from focus groups, record store visits, and other listener feedback sources. You must be accountable for the station's research. You must direct and inspect the work of your research staff. The ability to instantly obtain customer feedback on music and other program features—and to understand and manipulate it—is vital to improving your station's ratings performance.

In their book, *A Passion for Excellence*, Tom Peters and Nancy Austin discuss a concept they call the "Daily Dose of Reality." What this means is finding ways to stay in touch with your customers. The objective is threefold: To let your customers know they are important to you, to uncover problems before they become major irritants; and to give yourself a daily reminder of what the real world is saying about your station.

The best way to give yourself a daily dose of reality is by making research callbacks. At least three times a week, have your research person give you the callback form of a listener who has a complaint about the station.

It's a good policy to answer letters from disgruntled listeners, but if you also call them, it could be the difference between winning them back or losing them forever.

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 hit records, your day in-day out 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 _____ 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. Performs all weekday/week-end shifts with the station's ratings top of mind.
2. Executes formatic 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.

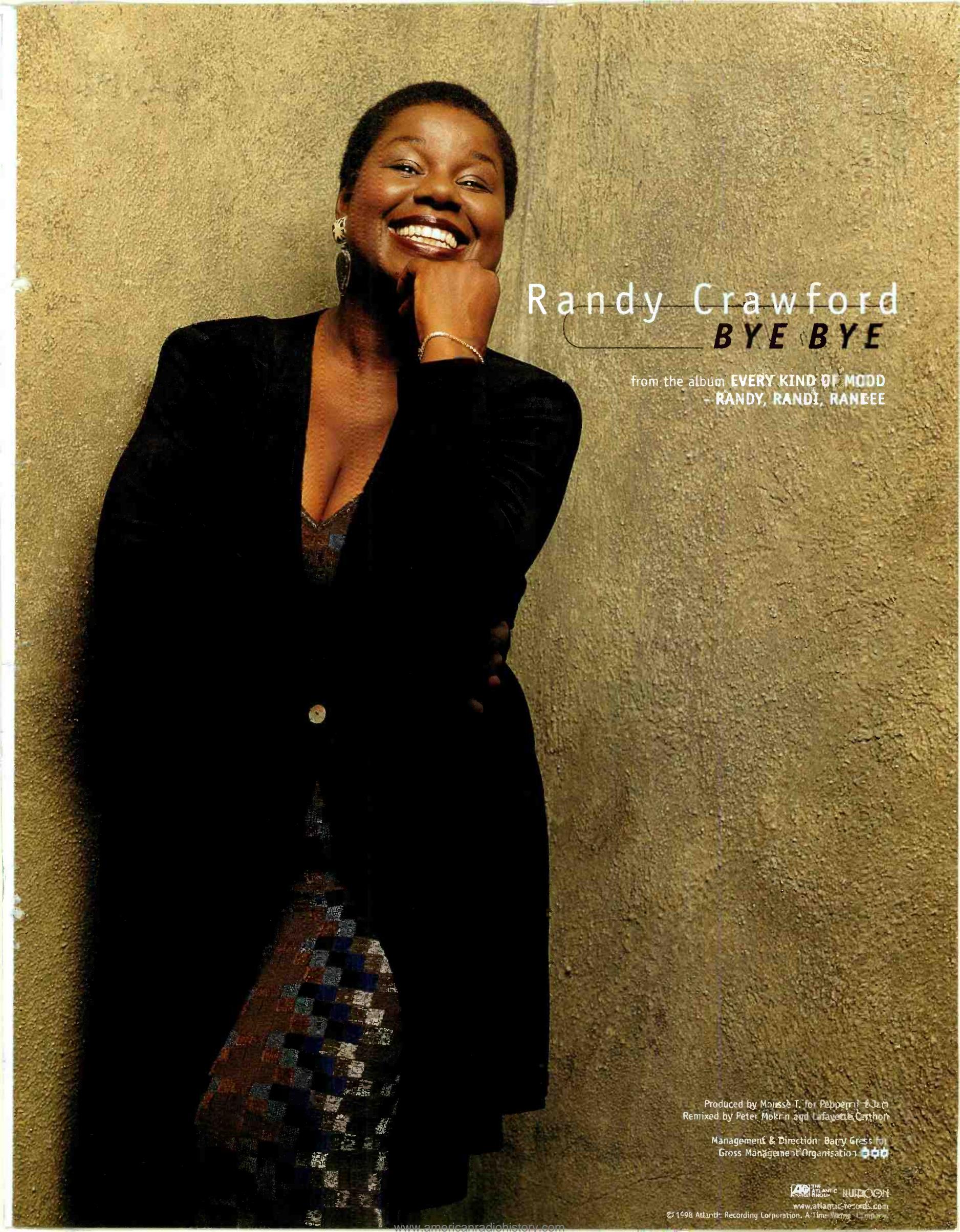
BUDGETS

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 run 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.

A black and white photograph of Randy Crawford. She is smiling broadly, showing her teeth, and has her right hand resting against her chin. She is wearing a dark, long-sleeved blazer over a patterned dress. The background is a textured, light-colored wall.

Randy Crawford
BYE BYE

from the album **EVERY KIND OF MOOD**
- RANDY, RANDI, RANEE

Produced by Maurice T. for Peppermint Jam
Remixed by Peter Mokris and Lafayette Cannon

Management & Direction: Barty Gross for
Gross Management Organization

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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 spiking 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 B96-Chicago and ask for Erik Bradley.

DAKOTA MOON "A Promise I Make" (Elektra/EEG)

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 Dakota Moon to perform at this year's

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.

Albums



MONO Formica Blues (Echo/Mercury)

The Michael Idlis Mercury Bat Phone has been ringing off the hook since we all came 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, and no, they don't sound like anything you've heard in the last two weeks. You could say they fall into the

Portishead-meets-Sneaker Pimps-meets-Morcheeba meets-Massive Attack school of alternative. But that's just to give you a reference point. Siobahn DeMare 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 on-board and the official add date isn't till Feb 2. The album will be out on the Feb 24. — MAX TOLKOFF

VARIOUS ARTISTS Ride Soundtrack (Tommy Boy)

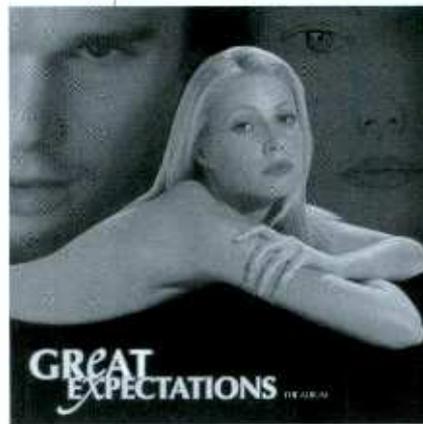
Tommy Boy has mastered the art of the soundtrack, establishing themselves as a

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

Case-in-point, the soundtrack to video director-turned filmmaker Milicent Shelton's *Ride* (formerly known as *I-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.

—THEMBISA 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 rumblings 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 lite and airy jungle rhythms could tilt in any demographic direction.

—KENT ZIMMERMAN

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The new single from the platinum album

Bridges To Babylon

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

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FLEETWOOD MAC

Landslide

From their triple

Platinum album

THE DANCE



Produced by LINDSEY BUCKINGHAM *and* ELLIOT SCHEINER