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BEBE WINANS

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On Hip-Hop's Evolution and Revolution

At a time when cultural diversity is, as often as not, a concept cooked up in a marketing meeting, it's worth noting the career of Jon Baker. Baker is the founder and President of Gee Street Records, and independent label that, since 1986, has embraced the power and commercial potential of rhythmic music. Drawing his inspiration from such seemingly disparate wellsprings as English punk rock, Hasidic arts enclaves, New York club culture, and the life-affirming explosion that is hip-hop, Baker has created a global universe where commerce and the beat coexist and thrive. Gee Street is a stand-alone label in partnership with Richard Branson's V2 Records, distributed through BMG Entertainment in North America and V2 affiliates around the world.

There's been some negativity surrounding hip-hop over the last few years, and some tragic deaths within the community. But I feel it's becoming conscious and politically important again, and this is a very good time to be involved.

Back in the early days, the rap scene was still very underground. In New York, I started hanging out at Disco Fever and was the original doorman at the Negal club, which later moved to the Roxxy roller rink. The underground vibe at the Roxxy was wicked—on a Friday night musicians like Afrika Bambaataa and Madonna, and artists like Keith Haring, Futura 2000, and DST would come through. We were all part of the downtown scene and it was a very vibrant time.

During my first few years in America, one of my greatest creative and business influences was former Island Records Chairman Chris Blackwell. He gave me the opportunity to start my apprenticeship within the American record industry. The main thing I have learned in setting up the new distribution system with Richard Sanders and Dan Beck (my American counterparts at V2), is that we now go straight to the source, BMG Distribution: This means that we are in control of our promotions and marketing, and can put more effort into development and staffing to support each of our releases.

In the mid '80s in the U.K., I worked with groups such as Queen Latifah, Stereo MCs, the Jungle Brothers, and PM Dawn; the British Richie Rich was a very big DJ at the time as well. We put a small, 8-track studio together in a broken down warehouse on Gee Street in East Central London. I was so inspired by this hip-hop youth culture that we started manufacturing white label vinyl, 1,000 at a time, and selling them out of the back of my car direct to the specialty music stores. Suddenly, I found that these records were charting and the major labels still hadn't started rap departments. Through my connections in New York, I became one of the main outlets for licensing American hip-hop into the U.K. and Europe.

Gee Street is fortunate to have the luxury of being an independent label, and to have the funding and distribution of a major through my partnership with V2 Records. One of the most important things the V2 deal has brought me, in terms of distribution, is the international focus. The young V2 executives in France, Germany, Sweden (and other international territories), are all in their early 30s or late 20s. They are a new generation of executives that understands our music; they have grown up on hip-hop and other forms of rhythmic music. For example, the successful album chart debuts (top 30) for the newest Gravediggaz album (The Pick, the Sickle and the Shovel) in Germany, France, and the U.K. sent a strong international message. And this was an underground record with little radio airplay. This tells me there is a strong market for hip-hop and rhythmic music in Europe, it also tells me the hip-hop world infrastructure is now becoming a reality.

Hip-hop is a much bigger business now than back in the day, the whole scene was much more street. If you'd said 15 years ago that this would be the case, mainstream America would have looked at you as if you were mad! If we can increase the peace in the hip-hop community, which hasn't happened enough in the last few years, all aspects of hip-hop will continue to have a profound influence on the American culture.
Congratulations to the 1998 Award Winners!

**A3**
Major Market Station of the Year
KGSR-Austin
Station of the Year
WNFC-Tampa
Non-Commercial Station of the Year
WHYY-Philadelphia
Non-Commercial Radio Person of the Year
Bruce Warren, WXPN/World Cafe-Philadelphia
Program Director/Operations Manager of the Year
Nem Winer, WXRT-Chicago

**Music Director/Assistant Program Director of the Year**
Ann Delisi, CDBR-Detroit/Windsor
Major Label of the Year
Warner Bros. Records
Label of the Year
Capricorn Records
National Major Label Promotion Person of the Year
Nancy Stein, Warner Bros. Records
Independent Promotion Person of the Year
Norm Winer, WXRT-Chicago

**Major Market Station of the Year**
Sandi Lisson, Sandi Lisson Promotion
Major Market Station of the Year
WJIT-Chicago
Major Market Program Director of the Year
Mark Edwards, WJIT-Chicago
Major Market Music Director of the Year
Donna Rowland, WBEE-Philadelphia
Large/Medium Market Station of the Year
KOSI- Denver, Colo.
Large/Medium Market Program Director of the Year
Scott Taylor, KOSI-Denver
Large/Medium Market Music Director of the Year
Joe Hann, WRCH-Hartford, Conn.
Small Market Station of the Year (TIE)
KLEO-Sioux Falls, S.D.
KOSD-Modesto, Calif.
Small Market Person of the Year
Kendal Holsen, KLEO-Sioux Falls, S.D.

**Alternative Station of the Year (Major Market)**
WINX-Atlanta

**A/C Station of the Year (Medium Market)**
KXT-E-Las Vegas
Station of the Year (Small Market)
WBOK-Albany

**Program Director/Operations Manager of the Year (Major Market)**
Odissey, WBON-Boston
Program Director/Operations Manager of the Year (Medium Market)
Mike Stern, KXT-E-Las Vegas
Program Director/Operations Manager of the Year (Small Market)
Sueie Dunn, KFMA-Tucson
Music Director of the Year (Major Market)
Pat Ferrise, WHFS-Washington, D.C.
Major Label of the Year
Elektra
Music Director of the Year (Medium Market)
Chris Evans, KXTE-Las Vegas
Music Director of the Year (Small Market)
Nikki Bates, KPDI-Honolulu
Major Label of the Year
Capitol
Indie Label of the Year
TVT
Major Label National Promotion Person of the Year
Gary Sprach, Atlantic
Indie Label National Promotion Person of the Year
Nan Fisher, Capricorn
Independent Promotion Person of the Year
Jonathan Lev, Mutant Promotions

**GAVIN Album of the Year (Medium Market)**
Steve Earle, El Corazol (E-Squared)
Label Promotion Person of the Year
Leslie Richmond, Rounder Records
Station of the Year
KHYI, Dallas, Texas
Programmer of the Year
Bruce Kidder, KHYI-Dallas, Texas
Astralwerks American Horizon Award
Late Night With Conan O’Brien

**GAVIN Album of the Year (Major Market)**
Ducky Slaughter, KUNV-Las Vegas, Nev.
Major Label of the Year
Elektra
Major Affiliated Indie of the Year
Astralwerks
Independent Label of the Year
Mongo
Label Promotion Person of the Year
Jenny Hayo, Sub Pop
Independent Promotion Person of the Year
Jon Landman, AIM

**Jazz Station of the Year**
KLOI-Long Beach
Radio Person of the Year
Joe Cohn, KPLU-Seattle/Tacoma
Major Label of the Year
Verve Records
Independent Label of the Year
Concord Records
National Promotion Person of the Year
(The Duke Dubois Award)
Julie Kier, Verve Records
Independent Promotion Person of the Year
Neil Garov, Groove Marketing
GAVIN Artist of the Year
Diana Krall (Impulse!)
GAVIN Album of the Year
Diana Krall, Live Scenes (Impulse!)

**Smooth Jazz & Vocals Station of the Year**
KSF- San Francisco
Program Director/Operations Manager of the Year
Steve Williams, WOCO (CD101.9)-New York
Music Director/Assistant Program Director of the Year
Ralph Stewart, KTWW (The Wave)-Los Angeles

**Collegiate Station of the Year**
WUNH-Durham, N.H.

**College Station of the Year**
WUNH-Durham, N.H.

**Major Label of the Year**
Verve Forecast Records
Independent Label of the Year
N2K Encoded Music
National Promotion Person of the Year
Bud Hamner, Verve Records
Independent Promotion Person of the Year
Cliff Gorov and All That Jazz
GAVIN Artist of the Year
Rick Braun (Mess/Blue Moon)
GAVIN Album of the Year
A Twist of Jobim (i.e. music)
8 Gavin Award Winners!

Steve Feinstein Innovation Awards
Frank Cody, Broadcast Architecture
Art Good, Jazz Trax

Rap
Record Pool of the Year
Heavyweights, Los Angeles
College/Community Station of the Year
WKTA-Northbrook, Ill.

College/Community Programmer of the Year
Warren Peace, KUNV Las Vegas

Retailer of the Year
Fai Beasty, New York City
Commercial Station of the Year
KWFR (Power 106)-Los Angeles
Mixshow Personality of the Year (TIE)
Kool DJ Red Alert, WQRT (Hot 97)-New York
Sway & King Tech, Wake-Up Show (Syndicated)
Independent Label of the Year (Self-Distributed)
Ravious Entertainment
Independent Radio Promotion Person of the Year
Bye-One, Ward, TyphosPromoshun
Independent Label of the Year (Distributed by a Major)
Rudod Records
College & Mixshow Promotion Person of the Year
Rajah White, Universal Records
Major Label of the Year
Elektra Entertainment
National Marketing & Promotion Person of the Year
Chris "Atles" McDaniels, Tommy Boy

Gavin Rocks
Commercial Station of the Year
WKTA-Northbrook, Ill.

College Station of the Year
WFCS-New Britain, Conn.
Commercial Director of the Year
Scott Davidson, WKTA-North Brook, Ill.
College Director of the Year
Chup McCabe, WFCS-New Britain, Conn.
Independent Promotion Person of the Year
Steve Krucher, McCarthy Edge
GAVIN Album of the Year
Sevendust, Sevendust (TVT)
GAVIN New Artist of the Year
Sevendust (TVT)

Top 40
Major Market Station of the Year
WHIZ (Z100)-New York
Major Market Operations
Manager/Program Director of the Year
Tom Polkeman, WHIZ (Z100)-New York
Major Market Assistant Program Director/Manager of the Year
Erik Bradley, WSBM/FM (98)-Chicago

Urban
Major Market Station of the Year
WKYS-Washington, D.C.
Major Market Program Director/OM of the Year (TIE)
Skip Cheatham, KXDA-Dallas
Helen Little, WUSI-Philadelphia
Major Music Director of the Year
Kris Kelley, WAMO-Pittsburgh
Large/Medium Market Station of the Year
WQRE-New Orleans
Large/Medium Market Program/OM of the Year (TIE)
Sam Weaver, KPRS-Kansas City
Skip Dillard, WQLK-Buffalo

Large Market Station of the Year
KKRZ-Portland
Large Market Operations
Manager/Program Director of the Year
Ken Benson, KKRZ-Portland
Large Market Assistant Program Director/Music Director of the Year
Tommy Austin, KKRZ-Portland
Medium Market Station of the Year
KRQ-Tucson
Medium Market Operations
Manager/Program Director of the Year
Tim Richards, KRQ-Tucson
Medium Market Assistant Program Director/Music Director of the Year
Darrin Stone, WABM-Mobile, Ala.
Small Market Station of the Year
WPST-Trenton, N.J.
Small Market Operations

Large/Medium Music Director of the Year
Kelly Berry, WJMJ-Greenville, S.C.
Urban A/C Station of the Year
WDAS-Philadelphia
Urban A/C Program Director/OM of the Year
Maxx Myrick, WWAZ, Chicago
Heritage Station of the Year
WLIB-Memphis
Major Label of the Year
Elektra Records
Comeback Label of the Year
RCA Black Music
Executive of the Year (Senior/VP) (TIE)
Wayman Jones, Mercury
Michelle Madison, Elektra
National Promotion Director of the Year (TIE)
Jodie Williams, Mercury
Rodney Sheasley, Island
Artist of the Year
Dru Hill
The Sonny Joe White Award
Envy Smith
Quincy McCoy Mentoring Awards
Harlem Hicks
Cathy Hughes

Gavin February 13, 1998
Substance Outweighs Weather As 3000+ Converge on San Diego

A good time was had by one...and all 3,000!

What's Black and Blue And Read All Over
Bill Gavin was never one for appearances. When he decided to make his Record Reports—information from Top 40 radio programmers on local record sales, airplay, and requests—a full-fledged publication available for subscription, he didn’t bother trying to look like a newspaper or magazine. His reports were hung out on typewriters, and copies were run off on mimeograph machines, the kind kids back in the ’50s and ’60s remember seeing in the principal’s office at school. Although known in the industry as the tipsheet printed on legal-sized sheets of blue paper, the first reports were on plain white letter-sized paper.

To Gavin and his readers, all that mattered was the information and occasional comments by Gavin—or his programmer correspondents—about the infant form of radio known as Top 40. It was his readers who first called Gavin “the most trusted man in radio.”

From the beginning, he was clear about where he stood in an industry that attracted fast-buck operators. In August, 1958, he wrote, “Cheers for the retailers who refuse to make phony listings in their sales reports to radio stations in exchange for free records and a 100 percent guarantee on returns. I am now discounting sales reports on two items being promoted in this manner.” Bill Gavin would be ever-watchful.

— Ben Fong-Torres

Time Warner Net Triples, Music Division Dips 40%
Time Warner posted strong 4Q 1997 growth for all its business segments except its music division, which plunged 40 percent. Stock value increased $1.75 per share to $65.50 on activity at three times its normal trading volume.

Despite the poor showing of Warner Music, Time Warner Chairman Gerald Levin insists he has no plans to restructure that division, according to the Wall Street Journal. Strongly defending Co-Chairmen Robert Daly and Terry Semel, Levin said he is “very comfortable with the way the music company is managed.” Levin cited retail problems and delays in product releases as the primary causes of Warner’s troubles, and predicted single-digit growth for the division in 1998, the Journal reported.

Jacor Buys 5 Properties, Set to Raise $500 Million
Jacor is on the acquisition trail again, picking up five properties—including a CP—in Iowa, Oregon, and Ohio.

In Des Moines the company picked up KMXD FM from VOB, Inc. for $3 million, along with WHO-AM and KLYF/FM, gives it three stations in that market. In the Portland, Ore., market Jacor contracted with Smith Broadcasting to buy a CP for a new FM in Vancouver, Wash., for $2.2 million and agreed to provide an estimated $18.4 million to Smith for a settlement in which other applicants would withdraw from the CO process. Jacor also contracted to buy WBEX/AM and WKJF/FM in non-rated Chillicothe, Ohio from Pearl Broadcasting for $6 million, and agreed to purchase WIZE/AM-Dayton from Staggs Broadcasting for $325,000. Jacor now owns 55 stations in Ohio, where it is establishing a statewide marketing base without running afoul of Department of Justice rules.

Additionally, Jacor also intends to raise $500 million through the sale of 4.6 million shares of common stock, $120 million in subordinated notes, and $384 million in liquid yield options. Proceeds will be used to off-set the company’s $555 million purchase of Nationwide’s radio stations, and to assist new acquisitions.

WASHINGTON REPORT

Senate Committee Drafts Ban on Free Air Time
In a strong reaction to President Clinton’s continued call for “free and discounted air time for campaign advertising,” ranking members of the U.S. Senate Committee on Commerce, Science, and Transportation are working on legislation to ban the FCC’s ability to mandate any such requirements.

"Mandating free broadcast time cannot and should not be done by a regulatory agency...the FCC clearly is overstepping its authority here," said Committee Chairman John McCain (R-Ariz.) who, along with Communications Subcommittee Chairman Conrad Burns (R-Mont.) is drafting an amendment to be attached to a supplemental appropriations bill.

“There is widespread bipartisan belief that this is a question for Congress, not the FCC, to answer,” Burns commented.

President Clinton’s continued pleas for free air time has met with strong opposition from ranking Congressional Democrats and Republicans, including House Commerce Committee member John Dingell (D-Mich.) and Asst. Majority Leader Sen. Don Nickels (R-Okl.). While the discussion surrounding free air time focuses primarily on television, many radio broadcasters remain wary that they also might be the target of such campaign reform.
Deepak Chopra: Fall Into the Gap

In his keynote address to an SIO audience, Dr. Deepak Chopra challenged us all to integrate our jobs with our lives, our lives with our world, and our world with our 'soul.'

"We are all a dance of molecules," he began. "We are all part of something greater than ourselves, yet smaller than we can imagine; recycled parts of air and water and elements of space." Chopra talked about perception and purpose, about the narrow definition of success so many of us embrace; and about the ultimate failure we will find if we continue to hold ourselves to this limited expectation. As a solution, he proposed a new way of seeing, through the "eye of the soul." "Perception is a learned reaction," he offered, "so if we re-learn how to perceive ourselves and our surroundings, we will discover our soul. Is it possible that everything is the same? Everything is made of the same pieces—a galaxy, a forest, a human being, a thought, and a song—so where is the difference? It's in our perception."

Before leading the audience in a brief meditation (accompanied by selected tracks from his upcoming Tommy Boy Records release), he encouraged everyone in the audience to experience 'the gap'—by traveling this "corridor to the cosmic mind...we will return to the memory of who we really are," he said.

Group Therapy

Combining corporate cultures, balancing research with intuition, training new air personalities, balancing formats within your cluster: these are just some of the topics raised at the first annual Group PD session titled "Programming Your Cluster." Featuring Chancellor Chief Programming Officer Steve Rivers and Clear Channel VP/Programming John Roberts, this session addressed a number of issues facing the radio industry—and explored how program directors can maximize their ratings in today's post-consolidation drive to generate new revenue streams. Pictured (l-r): Rivers, GAVIN's Sandy Stiene, and Roberts.

Rise and Shine

A solid morning show is built on the mutual respect of the program director, the producers, and the jocks behind the microphone. That's what KLXS/FM-Los Angeles PD Jack Silver told the audience at an exclusive session titled "The Anatomy of a Killer Morning Show," which brought together programmers, producers, and talent to discuss what makes—and potentially breaks—a good drive time show. "The more experienced the personality, the more the PD's likely to give him," Silver said, observing that the best morning shows are those in which everyone involved has a clear understanding of his or her role. Behind the scenes it's all very ordered, even if it sounds like complete mayhem on the air, Silver said. Pictured (l-r) SP Inc's Steve Perum, KMEL-San Francisco's Karen Lightfoot, KSON-San Diego's Tony and Kris, and Silver.

Silent Auction Raises $7000

The first annual GAVIN Seminar Silent Auction raised $7,000, benefiting Los Angeles-based Musicians' Assistance Program. Hottest items auctioned off during the day-long event included a signed Rolling Stones "Bridges to Babylon" poster that sold for $650, an autographed Paul and Linda McCartney lithograph, which went for $625; a guitar signed by John Fogerty, which sold for $600; a two-night stay in a villa at the Beverly Hills Sunset Marquis, which went for $500, and handwritten lyrics for Paula Cole's "Me," which sold for $390.

The Musicians' Assistance Program was founded in April 1992 to help members of the music community recover from drug and alcohol abuse.

GAVIN FEBRUARY 13, 1998
Beach Boy Carl Wilson Dies

After a year-long battle with brain and lung cancer, Beach Boy guitarist and founding member Carl Wilson succumbed to the disease late last week. He was 51.

Along with brothers Brian and Dennis, cousin Mike Love, and friend Al Jardine, Wilson formed the Beach Boys in his family’s garage in Hawthorne, Calif. From their first single, 1962’s “Surfin’,” throughout their three-plus decades as a group, the Beach Boys have celebrated California’s legendary surf and hot rod culture, bringing images of big waves, fast cars, and bikini-clad teeny-boppers to the world.

Carl Wilson contributed a roaming, surf-style lead to most of the band’s hits, and contributed both harmony and lead vocals to the group. It’s his voice you hear over the spacey theremin on “Good Vibrations,” and soothing yuppie souls on “Kokomo.”

When brother Brian exited the group in the late ’60s, Carl took on many of the production and songwriting tasks. He was the “star” of the Beach Boys’ 1972 album, *Carl and the Passions: So Touched.*

Wilson left the group in the early ’80s, tired of the focus on nostalgia rather than new music, and released two solo albums before rejoining the group following the death of his brother Dennis in 1983.

Through chart-topping highs and personal lows, the group has remained a popular touring act. Their Fourth of July concerts in Washington, D.C. have become legendary.

Despite his illness, Wilson continued to tour with the group as late as last summer.

MCA Boosts Pough to VP

In another move to further strengthen MCA’s commitment to black music, industry veteran Benny Pough has been named VP Promotion/R&B. He joined the label last year after an 18-month stint with Arista. “Benny has been one of the shining stars of our promotion staff,” said MCA Pres’ Jay Boberg. “I have no doubts that his enormous talent and energy will work their magic as we continue to break new artists and take our established acts to even greater heights.”

It’s Moore and Mataragas at Red Ant

Red Ant Entertainment has tapped two industry vets for VP Promotion duties. Phillip Mataragas joins as VP/Crossover and Kathi R. Moore steps up to VP/Urban Music Promotion and Marketing for the label, both to be based in New York. “As a departmental director, Kathi proved herself to be a true leader and team player, and I know that she will greatly help accelerate the career of our artists,” commented Executive VP Ruben Rodriguez, adding of Mataragas, “his enthusiasm and sheer determination for winning will certainly prove to be key ingredients in Red Ant’s continued success.”

Sire Names Two VPs

Barry Pinlac and Sherri Trahan have been named VPs of Promotion for Sire Records Group. Pinlac comes from EMI, where he was National Director of Top 40 Promotion; Trahan recently served as Maverick’s National Director of Alternative Promotion. “Barry and Sherri are a perfect complement of experience and the results-oriented team that Sire needs to lead its promotion effort and to get our artists and music on the radio and heard by the public,” said Randy Miller, SRG Executive VP/GM.
**Sho-Case**

**SPICE GIRLS**
The first three broadcasts of *The Spice Girls in Concert, Wild!* pay-per-view program attracted 130,000 households willing to pay the $19.95 tariff. The modern day PPV record for concerts is 274,000 households set by New Kids on the Block eight years ago.

**Sho-Prep**

**MARCY PLAYGROUND**
The name Marcy Playground refers to the playground of Marcy Open School in Minneapolis, where the group's John Wozniak experienced mean-spirited schoolmates as a pre-teenager.

**ARETHA FRANKLIN**
Aretha Franklin's new album, *A Rose Is a Rose,* is the 49th of her career, and her first complete studio set in more than six years.

**BARE NAKED LADIES**
While Toronto's Bare Naked Ladies regroup from two years of touring to begin work on their fourth album, brothers Jim and Andrew Creggan will oversee the Stateside release of a couple of older albums they did as a duo, but had never released south of the border before.

**VAN MORRISON**
The somewhat reclusive, reticent, and eccentric Van Morrison has decided to write his autobiography and is seeking a publisher. It's said Morrison prefers to address his childhood and early influences, rather than his more contemporary moments in this proposed book.

**CHUMBAWAMBA**
Chumbawamba's new single, "Annesia," is about the current Tony Blair-led Labor Party government in the UK, and now influences that is to not only the Margaret Thatcher and John Major administrations, but to the Clinton administration in the U.S.

**MICHAEL JACKSON**
Michael Jackson is in a business partnership that plans to build a $500 million, 220-acre amusement park on the grounds of a former military airbase outside Warsaw, Poland.

**BABYFACE/GARTH BROOKS**
Garth Brooks and Babyface may hook up to co-produce a movie and its soundtrack. The project about the murder of a record industry icon, is called *The Lamb.*

**SUPERTRAMP**
Supertramp re-grouped without Roger Hodgson last year for a brief tour and has just released an album with three singles. Now it appears Hodgson will release his own new music and also hopes to tour this spring.

**JAI**
Jason Rowe adopted the nickname of Jai after hearing the lyrics "I'm just a devin'un" on the Beatles' song "Across the Universe."

**DEE SNYDER**
Former Twisted Sister Dee Snyder has written, produced, and stars in a new film called *Strongland.* Snyder recreates the role of Captain Howdy from some of Twisted Sister's old songs. In the film, Captain Howdy is a villainous Internet stalker.

**PUFF DADDY**
Asked recently what his favorite hip-hop album of all-time was, Puff Daddy said *Ready to Die,* the first album from Notorious B.I.G.

**BILL WYMAN**
Bill Wyman, the 61-year old ex-bass player for the Rolling Stones has put together a new band called the Rhythm Kings. featuring Peter Frampton and Georgie Fame.

**JIMMY BUFFETT**
Last year Jimmy Buffett went to court to prevent a Hawaiian restaurant from calling his place of business "Cheeseburger in Paradise," which happens to be the title of a 1978 Buffett song. Now Buffett is back in court, challenging a Kingman, Arizona businessman for naming his restaurant "Margartaville," which just happens to be the title of a 1977 Buffett hit.

**Sho-Dates**

**February 15**
- Benanti and Production
- Shirlitta Colon WJFK-Washington, D.C.
- Brent Jones Capitol Records
- R.J. Cais ERA Records
- John Gray WOR Group
- Ali Campbell UB40, Jane Child
- Renee Sandstrom (Wild Orchid), O-Jay (R&B Cozy)

**February 16**
- Jo Walker-Meador
- Debra Borsey Sony Music
- James Ingram

**February 17**
- Iris Dillon O Management
- Jack Raymond VIAF-Fitchburg, Mass
- Ivan Rodriguez
- Alex Corneffy Premiere Records
- Missy Belland (Voice of the Beehive)

**February 18**
- Steve Kelly WERQ-Dover, Ohio
- Steve McKay WBGT-Wikes-Barre, Pa.
- Michael Todd KELI-San Antonio, Texas
- Timmy Gees KLEF-Shreveport, La.
- Kelli Dupri KMERF-Shreveport, La.
- Juice Newton, Yoko Ono

**February 19**
- Dave Wakeling (General Public), Lou Christie, Sert, Smokey Robinson

**February 20**
- Kozman KKBX-Las Vegas, Nev
- Nobby O'Connell Smith, Ark
- Howie Klein Reprise Records
- Loo Thimes KOKE-St. Louis
- Buffy Saint-Marie
- Mark Montana VGM- Albuquerque, N.M.
- J. Geils, Douglass Foss (Zac Brown)
- Nancy Wilson, Nokie Holland

**February 21**
- David Gefen
- Jennifer Henry Reprise Records
- Bruce Reiner MCA Records
- Mary Chapin Carpenter, Adam Cohen (Mommyheads)

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**Country Debates "Pay for Play"**

It was the first time in three years that country-participated in the "big GAVIN," but listeners got right down to business as it had never been away. The big issue this year, of course, was "pay for play," and moderator Tony Thomas of KMP-S-Seattle led an informal but fiery face-to-face discussion on the subject.

"We do live broadcasts and all sorts of promotions, but for others, it's offered one program...I don't see what's wrong with going the extra mile for a record label." This optimistic view was quickly challenged by some worst-case scenarios: Who chooses the music? Who decides on presentation? How will this redefine the roles of PD and GSM? Record labels shared their concerns as well: "This can't be a blanket policy," one exec said. "We simply don't have the profit numbers to support it."

Many from both industries supported the idea of individual market support, offering artist appearances, in-stores, and promotion support to stations already behind new artists. In the end, no definitive solutions were reached, but everyone walked away with a greater understanding of the issue from both sides...and a clear idea that the "pay for play" issue isn't going away soon.

**Women Paint With Positivity**

"It's time to look forward with a positive view." That was the prescription for achieving respect and success offered by Helen Little, OM at WUSL-FM-Philadelphia, addressing a panel discussion examining the challenges of "Women of the Radio and Music Landscape." "It's not about what you have or don't have, but how you use what you have and get what you don't," she stressed.

By focusing on what women in the music industry have accomplished thus far, and the power they now wield, Little says that the strategy is lively. Moving forward in any industry, the panel of women agreed, is about taking charge of your circumstances.

"If you're not getting the opportunities and recognition you deserve, move on," said KMBT-Los Angeles' PD Michelle Santorosso. "If you accept less than you want, that's all you'll get."

Women and men approach the radio and music industry differently. It's not about what you have or don't, but how you use what you have and get what you don't," she stressed.

By focusing on what women in the music industry have accomplished thus far, and the power they now wield, Little says that the strategy is lively. Moving forward in any industry, the panel of women agreed, is about taking charge of your problems and opportunities differently, that's not new. But the advice offered in this engaging session went well beyond the typical "Boys Club" excuses and gender-to-cry-on solutions. "Be good at what you do and gender won't matter," said Island Records' Marthe Reynolds. "It's not being able to make someone respect me as a woman, but I can make them respect me as a businesswoman."
Gavin Top 40

**Most Added**

- **Eric Clapton (75)**
- **Natalie Imbruglia (51)**
- **The Tuesdays (29)**
- **Chumbawamba (25)**
- **Paula Cole (24)**

**Top Tip**

- **Edwin McCain**
  - "I'll Be" (Lava/Atlantic)

**Record to Watch**

- **Wyclef Jean**
  - "Gone Till November" (Columbia/Capitol)

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**Inside Top 40 by Dave Sholin**

### Sights and Soundbites From San Diego

The action during GAVIN's just-completed Seminar, which celebrated this publication's 40th Anniversary, can best be summed up by the words of one Hyatt exec, who was overheard telling folks that Super Bowl week was a "slow, easy walk in the park" compared to the Gavins' get-together.

It was a busy three days, and according to participants and attendees alike, business and fun were blended together in just the right quantity. Big time congratulations to all those who walked away with an award (and once again, special mention to all those nominated, who should take special pride in being singled out by their peers as part of such an exclusive club. See the complete list of winners on pages 6 and 7). Props also to K.I.N.D.

Publisher Vince Pellegrino and Radio Editor Tony Monte for conducting the first-ever crossover panel. It was sold out and everyone spoke their mind, but things never got out of hand. Expect an expanded version in '99.

As space in this column allows this week and next, we'll share some highlights from two sessions—the "Top 40 Roundtable" and "Legends of the Airwaves." Though verbalized differently by each participant, the one pervasive theme that emerged from this year's panels was: give the audience what they want and expect.

Z100-New York PD Tom Poleman made it a point to "stay focused" when he arrived in the Big Apple to take on what the industry at large agreed was a big task. Tom stated, "It really came down to aligning your station with your brand expectations." Z100 was always about today's best music in New York City, and we had really gotten away from that. After being in the market four or five months, I figured out what we needed to do was return to the hits.

With the product in place, a marketing campaign followed and, Poleman pointed out, "Our core went from 1.5 million to 2.2 million, and our TSL also rose from five hours to six. People want Z100 to be a hit radio station. Why fight the tide? We started doing big promotions again, started marketing the station, playing hits and staying focused." He also gave credit to "a great team...a great staff that didn't get sidetracked by the naysayers." Tom had begun implementing a similar musical shift at KRBE-HTouston before he left for NYC, and he recalled that "alternative music was the flavor-of-the-month. For awhile everyone was focused on that. They thought Top 40 as a broad-based variety, all about today's best music, couldn't work. But both KRBE and Z100 proved everybody wrong.

The hits always work. The whole industry went through a paradigm shift. The hits still do work and it's not just about nicheing." He also acknowledged that prior experience in the N.Y. market helped, calling people such as Scott Shannon, Steve Kingston, and Shadow Steele "inspirations for what we're doing now." Next week: more "Roundtable" comments from KIIS-Los Angeles' Dan Kieley.
Up & Coming

Reports Adds SPINS TRENDs
63 24 1021 +390 PAULA COLE - Me (Imago/Warner Bros.)
60 7 1132 +238 EDWIN McCAIN - It'll Be (Lava/Atlantic)
44 — 1299 +48 LOS UMBRELLOS - No Toro Diners (Virgin)
44 5 727 +166 JONNY LANG - Missing Your Love (A&M)
42 4 978 +29 MARIAH CAREY - Breakdown (Columbia/CGR)
42 25 577 +233 CHUMBAWAMBA - Amnesia (Republic/Universal)
36 — 785 +33 PUFF DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
33 — 653 +75 FLEETWOOD MAC - Landslide (Reprise)
32 4 1055 +348 BRIAN McKNIGHT - Anything (Mercury)
32 29 131 +90 * THE TUESDAYS - It's Up To You (Arista)
31 — 819 -29 LUTRICIA McNEAL - Ain't That Just The Way (Crave)
29 12 297 +161 DAKOTA MOON - A Promise / Make It Elektra/EG)
26 5 744 +31 DESTINY'S CHILD - No, No, No (Columbia/CRG)
25 9 495 +253 ROBYN - Do You Really Want Me (RCA)
24 3 604 -181 ERICK SERMON, KEITH MURRAY & REDMAN - Rapper's Delight (Priority)
24 6 590 +145 MASE - Who You Want (Bad Boy/Arista)
22 2 552 -76 COLLECTIVE SOUL - She Said (Capitol)
22 2 488 +135 ROLLING STONES - Sant Or Me (Virgin)
21 — 666 +89 SWV - Rain (RCA)
21 3 659 +88 QUEEN PEN - All My Love (Lil'Man/Interscope)
20 6 454 +72 KP & ENVI - Swing My Way (EastWest/EG)
20 — 452 -44 THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)
19 1 387 -27 PEARL JAM - Given To Fly (Epic)
19 1 422 +94 GARY BARLOW - Superhero (Arista)
18 2 430 -25 WTCLJE JEAN - Gone 'Til November (Columbia/CGR)
17 1 550 +164 NEXT - Too Close (Arista)
17 2 369 +61 CORNERSHOP - Brimful Of Asha (Luaka Bop/Warner Bros.)
17 1 271 +66 TOUCH THE SKY - Suffered For The Last Time (Copper Pete)
16 3 377 +114 ALLURE - Last Chance (Crave)
16 — 352 -110 CHANTAL KREVIAKZUK - Surrounded (Columbia/CGR)
16 2 272 +24 STEREOPHONICS - Traffic (V2)
15 1 216 -58 STAR - Do U Want My Love (Def Beat)
13 — 365 +13 DUNCAN SHEIK - Wishful Thinking (Atlantic)
13 3 247 +57 * BACKSTREET BOYS - Everybody (Jive)
12 1 390 -78 KAV - Say You'll Stay (Hi/Getz)
12 1 281 -21 2 PAC - Do For Love (Amaru/Unive)
12 2 278 -17 BEHAN JOHNSON - World Krops Spinning (RCA)
11 1 298 -13 AMBER - One More Night (Tommy Boy)
11 2 278 +48 * OASIS - All Around The World (Epic)
11 2 253 -28 DRU HILL - S Steps (Island)
10 — 233 -140 BUSTA RHYMES - Dangerous (Fifinola/Violator/Elektra)
10 — 171 -1 BABYBIRD - You're Gorgeous (Atlantic)
10 6 65 -4 * LSG - Genius (EastWest/EG)
10 9 15 +4 * RICHIE SAMBORA - Hard Times Come Easy (Mercury)

Jefferson-Pilot's Don Benson, and KRQ-Tucson's Tim Richards.

Jukebox Jury Re-CAP

Seventeen new tunes were heard at this year's Top 40 Jukebox Jury. Those on the panel and in the room rated each song on a 1 (worst) to 10 (best) scale after hearing 90 seconds of each track. Here's how the top five ranked overall:

(1) Naked - "Raining on the Sky" (Red Ant) 6.0
(2) Black Lab - "Time Ago" (DGC) 6.2
(3) Chris Braide - "If I Hadn't Got My Hands Off You" (Atlantic) 6.0
(4) React - "Can't Keep My Hands Off You" (Columbia/CRG) 5.9
(5) Semisonic - "Closing Time" (MCA) 5.8

In the house for Jana's impressive performance at the Top 40 Awards. Luncheon are (l-r): Howard Rosen, Curt's Ric Lippincott, Jana, KNKS-Dallas PD "Mr.Ed" Lambert, WABB-Mobile APD/MD Darrin Stone. Up front: WABB PD Wayne Coy

Oh, Those Kodak Moments...

"The Duke" and Andrea Ganis, Executive VP, Promotion at "Top 40 Label of the Year" Atlantic strain to hear a tale about the corner's golden era from Network 40VP/GM "Uncle" Gerry Eagle.

"The Duke," Annette, and 12 Happy Jukebox Jurors, shown back row (l-r): KLD'S Chad Bowar; Kiss 108's "Kid" David; 95X'S Calvin Hicks; 98X'S J.J. Rice; B96's Erik Bradley; WHT'S Tony Waitekus. Middle row (l-r): WABB's Wayne Coy; KIIS/FM's Tracy Austin; WKTU's Andy Shame; Z100's Paul "Cubby" Bryant; WKEE'S Dave Universal; WXTQ's Lander Rose. Up front: Gavin's Dave Sholin and Annette M. Lai...
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GO Chart

GO MOST ADDED
ERIC CLAPTON (35)
NATALIE IMBRUGLIA (30)
CHUMBAWAMBA (20)

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.

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Crossover

URBAN/DANCE

BRIAN MCKNIGHT - 'Anytime' (Mercury)
MARIAH CAREY WITH BONE THUGS-N-HARmony - 'Breakdown' (Columbia/CRG)
DESTINY'S CHILD - 'No, No, No' (Columbia/CRG)
ALLURE - 'Last Chance' (Crave)
SWV - 'Rain' (RCA)
KP & ENVY - 'Swing My Way' (EastWest/EGG)
ARETHA FRANKLIN - 'A Rose Is Still A Rose' (Arista)

ALTERNATIVE

CHUMBAWAMBA - 'Amnesia' (Republic/Universal)
CORNERSHOP - 'Brimful of Asha' (Lutka Bud/Warner Bros.)
OASIS - 'All Around The World' (Epic)
STEREOPHONICS - 'Traffic' (V2)
SMASH MOUTH - 'Why Can't We Be Friends?' (Interscope)
# Gavin Country

**Top Ten and Coming**

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<td>59</td>
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<td>12</td>
<td>78</td>
<td>25</td>
<td>1087</td>
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</table>

**Most Added**

- **SHANIA TWAIN (82)**
  - "You're Still The One" (Mercury)
- **ALABAMA (82)**
  - "She's Got That Look In Her Eyes" (RCA)
- **GARY ALLAN (59)**
  - "It Would Be You" (Decca)
- **THE LYNYDS (53)**
  - "Woman To Woman" (RCA)
  - "I'm From The Country" (MCA)

**Spinincreases**

- **GARTH BROOKS +839**
  - "She's Gonna Make It" (Capitol)
- **TRACE ADKINS +733**
  - "Lonely Won't Leave Me Alone" (Capitol)
- **CLINT BLACK +715**
  - "Nineteen" But The Tailights" (RCA)
- **TRISHA YEARWOOD +711**
  - "Perfect Love" (MCA)
- **ALAN JACKSON +653**
  - "A Horse With No Carrrus (Arista)

**Top Requests**

- **ANITA COCHRAN & STEVE WARNER**
  - "What If I Said" (WB)
- **GEORGE STRAIT**
  - "Round Robin" (MCA)
- **GARTH BROOKS**
  - "She's Gonna Make It" (Capitol)
- **TIM MCGRAW**
  - "Just To See You Smile" (Curb)
  - "Valentine" (RCA)

**Record to Watch**

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

---

**WE SAY:** "A smash ballad from a superstar which is receiving huge airplay in multiple formats."

**RADIO SAYS:** "We've been on it for a month and it's been a top request for over two weeks."

**STATS:** Debut #40/Most Added with 82-124 stations
The GAVIN Seminar: Memories on Celluloid

The seminar ended all too soon, but hopefully those who attended the 40th Anniversary GAVIN Seminar in San Diego last week increased their knowledge of important issues in our future—not to mention taking home memories of some great musical moments and a healthy dose of fun-fun-fun. Next week we'll feature a complete wrap-up of the industry's best soiree, but for now we feel pictures are worth a thousand words.

A Fantastic Feast!

The West Coast Regionals treated over 50 country attendees to an awesome Italian dinner at Salvatore's. We won't even ask what that bill looked like (l-r): KUZZ's Evan Bridwell, Gavin's Jamie Matteson, After Midnite's Mandy McCormack, KKBQ's-Dene Hallam, Premiere Radio Network's Vanessa Thomas, MCA's Bill Macky, and KUZZ's Paula Ferrell.


Boys From the Bays! (l-r): KSON's Mike Shepard and KYCY's Eric Logan compare life in the North and South Bays!

Enjoying the festivities are (l-r): Asylum's Jim Collins, KHAY's Mark Hill, Asylum's Melodie Crittenden, and KTOM's Lance Tidwell.

Miles of Smiles (l-r): KKDB's Aaron Corkins, Sony's Robin Emley, and Jerry Duncan Promotions' Jerry Duncan.

Squeeze Me In. KSON's Mike Shepard knows a good thing as he squeezes up with (l-r): Atlantic's Jenny Shields, Arista's Lori Hartigan, and Gavin's Jamie Matteson.

A GAVIN EXCLUSIVE

Celebrating Lila McCann's first #1 in Gavin are (l-r): Gavin's Jeff House and Jamie Matteson, Diane Richey Promotions Diane Richey and Carl Wilson, Gavin's Paula Erickson, Asylum's Stan Byrd, Nancy Tanick and her husband Scott Whitehead.
THE BACON BROTHERS

"Whatever skepticism one might have about a musical project involving a movie star disappears after the first few bars of this delightful album by the Bacon Brothers-actor Kevin and musician Michael. What's most remarkable about "FOROSOCO" is that its songs aren't just good "considering"; they're good period! From uptempo opener "Old Guitars" to the catchy, clever "Only A Good Woman, the record is insightful, inspired and heartfelt. Worthy of consideration at open-minded country outlets."

Billboard Reviews & Previews January 17, 1998

"Only A Good Woman"
From their debut album:
FOROSOCO
Produced by Bob Galbraith & Michael Bacon

Impact Date: Feb. 13th
**Gavin Hot A/C**

### Top Tip

**MARCY PLAYGROUND**

"Sex and Candy"

(Capitol)

Some of the currency of our youth is celebrated by 22 Hots including KBBT, KZQX, KYSR, KOSO, KFMB, KPKN, WMXZ, WBXM, KYIS, KLLC, and Y93.

### Record to Watch

**DAKOTA MOON**

"A Promise I Make"

(Elektro/EEG)

An impressive showcase at last week's Gavin Seminar should set a strong trend for Dakota Moon. Already on at WKTI, WQSM, WQMG, WCVQ, WJDX, KROG KNKN, KFOR, KKKY, KZLT, KQMX, and KIXR.

### Chartbound

<table>
<thead>
<tr>
<th>Song/Artist</th>
<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
<th>TREND</th>
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<tr>
<td>MATCHBOX 20 - Dream (Interscope)</td>
<td>106</td>
<td>0</td>
<td>4144</td>
<td>+31</td>
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<td>SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CGR)</td>
<td>98</td>
<td>1</td>
<td>3653</td>
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<td>CELINE DION - My Heart Will Go On (S.S.O. Music)</td>
<td>94</td>
<td>1</td>
<td>3677</td>
<td>+123</td>
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<td>LISA LOEB - I Do (BMG)</td>
<td>96</td>
<td>0</td>
<td>3446</td>
<td>-337</td>
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<tr>
<td>SMASH MOUTH - All Star (The Sun Records)</td>
<td>91</td>
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<td>LOREENA McKENNITT - The New World (Warner Bros.)</td>
<td>103</td>
<td>5</td>
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<td>SISTER HAZEL - All For You (A&amp;M Records)</td>
<td>97</td>
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<td>BILLIE EILISH - (I Miss) The Rain (Universal)</td>
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<td>GREEN DAY - Time Of Your Life (Reprise)</td>
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<tr>
<td>PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)</td>
<td>76</td>
<td>0</td>
<td>2275</td>
<td>-197</td>
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<tr>
<td>CHUMBULANDIA - We Built This City (Republic/Universal)</td>
<td>71</td>
<td>0</td>
<td>2213</td>
<td>-208</td>
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<td>SUGAR RAY - Fly (Lava/Atlantic)</td>
<td>71</td>
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<td>2134</td>
<td>-415</td>
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<tr>
<td>BACKSTREET BOYS - As Long As You Love Me (Jive)</td>
<td>69</td>
<td>2</td>
<td>1981</td>
<td>+140</td>
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<td>ALANA DAVIS - 3 Flavors (Elektro/EEG)</td>
<td>75</td>
<td>1</td>
<td>1879</td>
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<td>MEREDITH BROOKES - What Would Happen (Capitol)</td>
<td>69</td>
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<td>BRYAN ADAMS - Back To You (A&amp;M)</td>
<td>71</td>
<td>0</td>
<td>1843</td>
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<tr>
<td>TONI - If You Could Only See (Polydor/A&amp;M)</td>
<td>60</td>
<td>0</td>
<td>1827</td>
<td>-42</td>
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<tr>
<td>THE VERVE - Bitter Sweet Symphony (Virgin)</td>
<td>67</td>
<td>5</td>
<td>1628</td>
<td>+311</td>
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<tr>
<td>BEN FOLDS FIVE - Brick (S.S.O. Music)</td>
<td>71</td>
<td>7</td>
<td>1619</td>
<td>-302</td>
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<td>BLESSED UNION - Light In Your Eyes (Capitol)</td>
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<td>1562</td>
<td>-209</td>
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<tr>
<td>SISTER HAZEL - Happy (Universal)</td>
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<td>0</td>
<td>1428</td>
<td>+19</td>
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<tr>
<td>JIMMY RAY - Are You Jimmy Ray? (Capitol)</td>
<td>62</td>
<td>12</td>
<td>1288</td>
<td>-362</td>
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<td>JANET JACKSON - Together Again (Virgin)</td>
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<tr>
<td>SISTER HAZEL - All For You (Universal)</td>
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<tr>
<td>NATALIE IMBRUGLIA - Torn (RCA)</td>
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<tr>
<td>CHANTAL Kreviazuk - Surrounded (Columbia/CGR)</td>
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<td>ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)</td>
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<td>1088</td>
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<td>ROBYN - Show Me Love (RCA)</td>
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<td>3</td>
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<td>+5</td>
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<tr>
<td>THE SUNDAYS - Summertime (DG)</td>
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<td>-226</td>
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<tr>
<td>MATCHBOX 20 - Push (Lava/Atlantic)</td>
<td>39</td>
<td>0</td>
<td>950</td>
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<tr>
<td>PAULA COLE - Me (Imago/Warner Bros.)</td>
<td>52</td>
<td>18</td>
<td>860</td>
<td>+80</td>
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<tr>
<td>EDWIN McCAIN - The Real Thing (Lava/Atlantic)</td>
<td>46</td>
<td>12</td>
<td>807</td>
<td>+231</td>
</tr>
<tr>
<td>THIRD EYE BLIND - Semi Charmed Life (Elektro/EEG)</td>
<td>28</td>
<td>1</td>
<td>721</td>
<td>-309</td>
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<tr>
<td>FLEETWATER MAC - Landslide (Reprise)</td>
<td>35</td>
<td>3</td>
<td>690</td>
<td>+69</td>
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<tr>
<td>LeAnn Rimes - How Do I Live (MCA/Curb)</td>
<td>29</td>
<td>1</td>
<td>636</td>
<td>-221</td>
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<tr>
<td>ERIC CLAPTON - My Father's Eyes (Reprise)</td>
<td>47</td>
<td>46</td>
<td>633</td>
<td>N</td>
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<tr>
<td>SHANIA TWAIN - You're Still The One (Mercury)</td>
<td>33</td>
<td>3</td>
<td>595</td>
<td>+106</td>
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<tr>
<td>JEWEL - Fools Games (Atlantic)</td>
<td>29</td>
<td>0</td>
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<td>SPICE GIRLS - Too Much (Virgin)</td>
<td>25</td>
<td>7</td>
<td>472</td>
<td>N</td>
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**Most Added**

**ERIC CLAPTON (46)**

**NATALIE IMBRUGLIA (22)**

**PAULA COLE (18)**

**ELTON JOHN (14)**

**EDWIN MCCAIN (12)**

**JIMMY RAY (12)**

**Hot Stuff**

**BIG 105FM's Talent Search Underway For Bonaduce's Morning Show Team**

In an unprecedented, BIG Break, new BIG 105FM New York morning host Danny Bonaduce has begun the process of putting together his crew of on-air sidekicks, by broadcasting live from Caroline's Comedy Nation on Broadway in Manhattan. Wednesday's show featured an open audition of New York area residents interested in filling positions as his sidekick, newscaster, traffic reporter, and weathercaster. Bonaduce also included a category called "Make Your Own Joke," with the mandate to "wow us with your BIG idea!" Bonaduce and BIG 105FM expected to qualify 15 entrants for future consideration.

**SEMINAR SALUTE**

It was great seeing so much of our new Hot A/C panel at this year's Seminar in San Diego last week. Thanks for your words of encouragement as we continue to develop the biggest and best Hot A/C universe possible.

**GOOD HOUSEKEEPING**

We've arranged a station trade this week between Hot A/C and mainstream. KIMX-Laramie, Wyoming goes to Hot, while WKTJ-Farmington, Maine returns to mainstream. The next significant adjustment in Gavin's Hot A/C panel will take place in early April.

**HOT PLAY**

Eric Clapton's fabulous new single, "My Father's Eyes" scored 46 first-week Adds in Hot A/C. Combine that with its 85 out-of-the-boxes at mainstream, and the total of 131 adds places it sixth all-time in A/C radio history (as tallied since Bill Gavin coined the phrase "Major Contemporary" in 1973.)

Savage Garden's "Truly, Madly, Deeply," MATCHBOX 20's "3 AM," and Celine Dion's Titanic single, "My Heart Will Go On" are all exceeding 39 spins/week at Hot A/C. Second only to Eric Clapton in Spinscrease at Hot A/C is Natalie Imbruglia's "Torn," with a one-week bump of 582 spins.

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**Chartbound**

<table>
<thead>
<tr>
<th>Song/Artist</th>
<th>Reports</th>
<th>Adds</th>
<th>SPINS</th>
<th>TREND</th>
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<tr>
<td>MATCHBOY 20 - &quot;Sex and Candy&quot; (Capitol)</td>
<td>22</td>
<td>8</td>
<td>398</td>
<td>+195</td>
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<td>PISTOLETOS - &quot;My Guardian Angel&quot; (Hollywood)</td>
<td>19</td>
<td>6</td>
<td>327</td>
<td>+103</td>
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<tr>
<td>EDDIE MONEY - &quot;Can You Fail in Love Again&quot; (EMC)</td>
<td>18</td>
<td>1</td>
<td>326</td>
<td>+70</td>
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<tr>
<td>TONI - &quot;Open Up Your Eyes&quot; (Polydor/A&amp;M)</td>
<td>18</td>
<td>7</td>
<td>403</td>
<td>+140</td>
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<tr>
<td>LAUREN CHRISTY - &quot;Magazine&quot; (Mercury)</td>
<td>17</td>
<td>2</td>
<td>340</td>
<td>+30</td>
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**Jonny Lang** - "Misting Your Love" (A&M)  
**ELTON JOHN** - "Recover Your Soul" (Rocket/Island)  
**AQUA** - "Turn Back Time" (MCA)  
**AMY GRANT** - "Like I Love You" (A&M)  
**Dakota Moon** - "A Promise I Make" (Elektro/EEG)
Gavin A/C

Weeks | Reports | Ads | SPINS | TREND |
--- | --- | --- | --- | --- |
1 | 116 | 2 | 4427 | -51 |
2 | 138 | 6 | 3277 | +275 |
3 | 134 | 1 | 3187 | +14 |
4 | 138 | 2 | 3103 | +99 |
5 | 145 | 4 | 2715 | +235 |
6 | 129 | 7 | 2675 | +231 |
7 | 121 | 3 | 2506 | -143 |
8 | 137 | 8 | 2427 | +432 |
9 | 102 | 0 | 2279 | -382 |
10 | 101 | 3 | 2296 | +92 |
11 | 103 | 0 | 2199 | -25 |
12 | 98 | 1 | 2123 | -75 |
13 | 91 | 0 | 2016 | -100 |
14 | 103 | 0 | 1973 | -491 |
15 | 85 | 0 | 1827 | -237 |
16 | 100 | 3 | 1776 | +221 |
17 | 78 | 3 | 1773 | -61 |
18 | 73 | 3 | 1707 | +114 |
19 | 79 | 1 | 1553 | -114 |
20 | 74 | 0 | 1549 | +21 |
21 | 104 | 15 | 1533 | +420 |
22 | 69 | 3 | 1435 | -227 |
23 | 85 | 0 | 1386 | -98 |
24 | 87 | 6 | 1343 | +84 |
25 | 66 | 7 | 1211 | +112 |
26 | 67 | 8 | 1134 | +20 |
27 | 87 | 23 | 1148 | +271 |
28 | 63 | 1 | 1077 | -477 |
29 | 62 | 1 | 1017 | +38 |
30 | 66 | 7 | 970 | +190 |
31 | 56 | 2 | 967 | +44 |
32 | 52 | 0 | 929 | +72 |
33 | 55 | 3 | 903 | +11 |
34 | 58 | 7 | 893 | N |
35 | 84 | 8 | 865 | N |
36 | 49 | 0 | 863 | -116 |
37 | 52 | 0 | 857 | -636 |
38 | 42 | 0 | 899 | -543 |
39 | 46 | 0 | 876 | -464 |
40 | 60 | 11 | 772 | N |
41 | 26 | 2 | 691 | N |

**Chartbound**

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<th>Reports</th>
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<tr>
<td>AMY GRANT</td>
<td>54</td>
<td>23</td>
<td>645</td>
</tr>
<tr>
<td>ELTON JOHN</td>
<td>53</td>
<td>35</td>
<td>572</td>
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**Total Reports This Week:** 786

**Last Week:** 786

**Editor:** Ron Fell

**Associate Editor:** Annette M. Lai

**Assistant:** Lily Shih

**A/C reports accepted:** Mondays, 8 a.m. to 5 p.m. and Tuesdays 8 a.m. to 2 p.m.

**Station Reporting Phone:** (415) 495-1990

**Gavin Fax:** (415) 495-2580

**Inside A/C**

**Gavin Seminar Highlights**

It was great seeing Beth Nielsen Chapman open for Gavin keynoter Dr. Deepak Chopra on Thursday morning. Chopra's healing songs set the stage for a spiritually nourishing presentation from Dr. Chopra.

Show above are panelists (left to right) are Mark Anthony, KMXL. Steve Weed, Gavin's Ron Fell. Capitol recording artist Dave Koz, Donna Rowland, WBEB. Mary Ellen Kachinski, WQAL and Nightstar recording artist Donny Osmond. As determined by the entire roomful of A/C programmers and label executives, here is a list of the top five tunes:

1. John Waite, "Imaginary Girl" (Mercury)

**Gavin's Reed Banzel, Bill Moyes, Gavin's Ron Fell**

A/C's first-ever Q&A session, featuring ratings and research guru Bill Moyes and sponsored by Windham Hill, was preceded by a strong set from the label's legendary singer-songwriter Janis Ian. Look for excerpts of Moyes' comments in a forthcoming issue of Gavin.

This year's Jukebox Jury rated a particularly strong set of tunes. An elite panel of six from the stage was quizzed for its opinions throughout the session.

Show above are panelists (left to right) are Mark Anthony, KMXL. Steve Weed, Gavin's Ron Fell. Capitol recording artist Dave Koz, Donna Rowland, WBEB. Mary Ellen Kachinski, WQAL and Nightstar recording artist Donny Osmond. As determined by the entire roomful of A/C programmers and label executives, here is a list of the top five tunes:

1. John Waite, "Imaginary Girl" (Mercury)
2. Kathy Mattea, "Patiently Waiting" (Mercury Nashville)
3. Naked, "Raining on the Sky" (Red Ant)
4. Jim Brickman, "You Never Know" (Windham Hill)
5. Jann Arden, "Wishing That" (A&M)

Congratulations to the winners of this year’s GMA A/C awards held out at the hotel in San Diego this past week. All the winners are listed near the front of this magazine. Two excellent preceding events preceded this year’s awards ceremony, including a terrific debut from BNA’s singer-songwriter Ray Vega, (the dude can sing) and from Vanguard’s veterans Venice, who brought the house down with a fabulous set.

Who’s On What

Celine Dion’s "My Heart Will Go On" has a third more spins than any other record in the format, despite 10 mainstream stations not reporting it at all.

Daryl Hall & John Oates’ latest single, "The Sky Is Falling," has reached #21 on the chart in just two weeks of ranked status. Among the mainstreams reporting three or more spins per day are WAZY, WBLG, WTSX, KBOI, WSNU, WSFW, WZQO, KLOG, KMVR, WPXN, KMVX, KQIS, KLJQ, KWWX, WAWV, KFMI, WHIZ, WJER, WCTW, WQXQ, WRGC, WHWO, and WHEO.

The “unofficial” A/C Seminar dinner, held this year at the Charthouse, was once again a resounding success. Elektra/Eddy newcomers Dakota Moon, who electrified the audience with their performance on Saturday afternoon, helped create the mood. Shown here (l-r): Dakota Moon’s Joe Dean and Ray Arlis, Gavin’s Annette M. Lai, the group’s Ty Taylor, the label’s Dana Kell, and the band’s Malloy.

20

AQUA
"Turn Back Time" (MCA)
Growing up before our very ears, Aqua drops "Barbie" for a more adult presentation. It’s one of those “if only” songs about what-might-have-been. Production values are strong and I’d expect little buzz as it plays.
### SPIN</br>**Per Week Per Station**</br><br>**BILLIE MYERS** - Kiss The Rain (Universal) 26.58<br>**CELINE DION** - My Heart Will Go On (Sony Music) 26.35<br>**BRYAN ADAMS** - Back To You (A&M) 23.78<br>**SAVAGE GARDEN** - Truly, Madly, Deeply (Columbia/Capitol) 23.75<br>**MATCHBOX 20** - 3 AM (Lava/Atlantic) 23.38<br>**LISA LOEB** - I Do (Effen) 22.78<br>**VANESSA WILLIAMS** - Oh How The Years Go By (Mercury) 22.49<br>**RICHARD MARX/DONNA LEWIS** - At The Beginning (Atlantic) 22.34<br>**PAULA COLE** - I Don't Want To Wait (Imago/Warner Bros.) 22.15<br>**SARAH McLACHLAN** - Sweet Surrender (Nettwerk/Arista) 21.84<br>**KENNY LOGGINS** - Now That I Know Love (Columbia/Capitol) 21.84<br>**ELTON JOHN** - Something About The Way You Look Tonight (Rocket/Island) 21.49<br>**KELLY G** - Loving You (Arista) 21.35<br>**DONNY OSMOND** - Echo Of Your Whisper (Nightstar) 20.93<br>**SUPERTRAMP** - Sooner or Later (Geffen/Silva Cab) 20.80<br>**BACKSTREET BOYS** - As Long As You Love Me (Jive) 20.74<br>**BLESSD UNION** - Light In Your Eyes (Capitol) 20.71<br>**JANET JACKSON** - Together Again (Virgin) 20.60<br>**JIM BRICKMAN** - The Gift (Windham Hill) 19.66<br>**MICHAEL BOLTON** - The Best Of Love (Columbia/Capitol) 19.16<br>**MEREDITH BROOKS** - What Would Happen (Capitol) 18.96<br>**JOHN MELLENCAMP** - Without Expression (Mercury) 18.79<br>**JOHN TESH & JAMES INGRAM** - Give Me Forever (GTSP/Mercury) 18.72<br>**LORENEA MCKENNITT** - The Mummies' Dance (Warner Bros.) 18.35<br>**ALANA DAVIS** - 32 Flavors (Elektra/EG) 18.29

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

### SPINCREASES</br>**RANKED INCREASE IN TOTAL SPINS**</br><br>**ERIC CLAPTON** - My Father's Eyes (Reprise) 885<br>**FLEETWOOD MAC** - Landslide (Reprise) 432<br>**DARYL HALL and JOHN OATES** - The Sky Is Falling (PUSH/EMI) 420<br>**ELTON JOHN** - Recover Your Soul (Rocket/Island) 403<br>**AMY GRANT** - I Like I Love You (A&M) 282<br>**SAVAGE GARDEN** - Truly, Madly, Deeply (Columbia/Capitol) 275<br>**GARY BARLOW** - Superhero (Arista) 271<br>**JULIE EISENHOWER** - Shadaan (TIG) 248<br>**JOHN TESH & JAMES INGRAM** - Give Me Forever (GTSP/Mercury) 235<br>**BACKSTREET BOYS** - As Long As You Love Me (Jive) 231<br>**PAULA COLE** - Me (Imago/Warner Bros.) 229<br>**SHANIA TWAIN** - You're Still The One (Mercury) 221<br>**BARRA STRESAND** - If I Could (Columbia/Capitol) 203<br>**DAKOTA MOON** - A Promise I Make (Elektra/EG) 201<br>**LORENEA MCKENNITT** - The Mummies' Dance (Warner Bros.) 192<br>**VENICE** - Running Home (Vanguard) 190<br>**CHIP DAVIS' DAY PARTS** - 'So Dancin' In The Living Room (American Gramaphone) 175<br>**DIANA KRALL** - Peel Me A Grape (Impulse!) 151<br>**MATCHBOX 20** - 3 AM (Lava/Atlantic) 114<br>**RICK MONROE** - Life Goes On In LA (Divorce) 109<br>**MICHAEL DAMIAN** - Why Not Me? (Weir Brothers) 104<br>**VANESSA WILLIAMS** - Oh How The Years Go By (Mercury) 99<br>**THE BLENDERS** - It Wouldn't Have Made Any Difference (Universal) 95<br>**SARAH McLACHLAN** - Sweet Surrender (Nettwerk/Arista) 92<br>**JOE'S BAND** - Listen (Rat) 87

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Like That!

Undisputed

Champions of Rap

At first read it may sound like I'm buying into my own hype, but the headline refers to everyone that makes Gavin Rap and the 1998 Gavin Seminar the Heavyweight of Hip-Hop, from the record number of DJs who came to San Diego to the labels that helped make it easier for DJs to do so. It includes without a doubt the star panelists who made this year an unparalleled learning experience for our format's community. It certainly includes Epic Records, who proved during the Rap Awards that they will deliver the winning combination of Cappadonna and Cam'Ron to knock radio out of the box. It describes the Award nominees and winners—dubious or not—who were recognized for their hard work, talent, and dedication (see News for our winners). It calls to mind the X-ecutioners, who really are world champs and gave the most dynamic keynote I’ve ever seen: a speech on turntables! For the next couple weeks, I’ll run photos from my personal Seminar Album. The best of the best represented this year, and we all had a ball. Like that! – One Love.

Where there are reps, food, and Amex, there are DJs! Courtesy of Motown, Interscope, Atlantic, and Island.

---

Gavin February 13, 1998

Record to Watch

MOS DEF

Body Rock Featuring Q-TIP & TASH

The Self-Distributed Indie of the Year will score big with this one, just wait!

Top Tip

ONYX

Shut Em Down

(Def Jam Recording Group)

Aficial Nastie is back! 17 stations and 3rd Most Added is just the beginning...

Most Added

GANG STARR
Royalty
(Noo Trybe/Virgin)

KILLAH PRIEST
One Step
(DGC)

Zw Lw Tw

1 1 1
ICE CUBE - We Be C'linin' (Heavyweight/ATM)

2 2 2
KILLAH PRIEST - Cross My Heart (DGC/Noo Trybe/Virgin)

3 3 3
CANIBUS - How We Do/Vacant Freestyles (Universal/MCA)

$ 4 4
LUNIZ - Hypnotize Feat. Redman (O-NOTE/Noo Trybe)

$ 5 5 $ 2 PAC - Do For Love (Amer/Univ)

6 6 6
PUMPKINHEAD - Dynamic/It's Over (Makin' Records)

7 7 7
THA ALKAHOLICS - All Night (Loud)

$ 8 8
JAY-Z - City Is Mine (Roc-A-Fella/Def Jam)

9 9 9
DAS EFX - Rap Scholar (EastWest/EGG)

$ 10 10
WHORIDAS - Keep It Going (Delicious Vinyl/Interscope)

SensELESS SETRUK - Gravedigger/Unexplained/RZA - '12 Jewelz (Gun Street)

11 12 12
MCGRAW - Grill Express/Before We Start (Uptown/Universal)

11 13
DIAMOND - J.D.'s Revenge/This One (Merrsey)

32 14
SETRUK - BULLYVORTH feat. KRS-1, Method Man... (Interscope)

34 15
RAKIM - Saga Begins (Universal/MCA)

16 17 16 L.L. COOL J - 4,3,2,1 (Def Jam Recording Group)

31 21

23 18
JOHN FORTE - All You Gotta Do/Hot (Refugee Camp/Ruffhouse/Columbia/CBS)

27 19
MIC Geronimo - Nothing Moves/Verdicta/Remix feat Brack Rob/DMX (Blunt Recordings)

22 20 20
MOBB DEEP - Rare Species (Loud)

CAPPADONNA - Starz/Editoria/Tha Pillage (Razor Sharp/Epic Street)

5 22 22
BUSTA RHYMES - Dangerous (Flipmode/ Voltage/Elektra)

21 18 23
COCO BRONZ - Spanish Harlem/Drama (Duck Down/Priority)

5 14 24
CDMONT - Retrospect For Life Feat. Lauryn Hill (Relativity)

5 16 25
QUEEN PEN - Party Ain't A Party/All My Love (Int/Intermix)

33 26 26
MYSTikal - The Man Right/Choo/Unpredictable (Lil')

17 19 27
FRANKENSTEIN - The UV (Knowledge Of Self)

12 17 28
L.JUDGE - Liquid/Wat? (Rawkus Entertainment)

27 25 29
FATAL HUSSEIN - Ghetto Star (Relativity)

NEW

30
GANGL STARR - Royalty (Noo Trybe/Virgin)

28 31
THE FIRM - Phone Tap (Aftermath/Interscope)

NEW

32
EPMD - Do It Again (Def Jam Recording Group)

23 24 33
GETHO MANA - I Can Feel It (Fully Loaded)

16 31 34
O.C. - Dangerous Feat. Big L (Remix) (Playday/FRR)

NEW

CAUGHT UP SETRUK - Snoop Dogg Dogg & Kurupt: Ride Or (Noo Trybe/Virgin)

34 36
DMX - Get At Me Dog (Def Jam Recording Group)

NEW

37
MOOD - Kurna (Blunt Recordings)

NEW


22 29 39
GANGL STARR - You Know My Steez (Noo Trybe/Virgin)

$ 39 40
RAKIM - Guess What's Back? (Universal/MCA)

$ --- indicates Gavin Rap Retail Action.

Chartbound

MONEY BOSS PLAYERS - Area Code 212
(Guest/Thompson Bros)

TONE KAPONE - Down For Mine (Frezee/Universal)

N.O.T.S. CLICK - Work Is Never Done (Official Jointz)

Up & Add 'Em

TIMBÅLAND & MAGOOG Click Stakes (Remix)
(Atlantic) 2/19

FUNKDOODLE Best Act On It Feat. KAM (BuzzTone) 2/19

WHORIDAS - Never Heard (Delicious Vinyl/Interscope) 2/19

Editor Thembisa S. Mshaka • Rap Assistant Ayoka Medlock
Rap reports accepted Thursdays 9 a.m. - 4 p.m.
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1988
1989
tone loc • funky cold medina
young mc • bust a move
the brand new heavies • never stop
the pharcyde • passin' me by
1990
1991
1992
masta ace • bcrn to roll
born jamericans • boom shak-a-tack
the pharcyde • runnin'
1993
1994
the whoridas • shot callin' big ballin'
born jamericans • send your love
1995
1996
1997
1998
n'dea davenport • the pharcyde • machel
duo • hobo junction • fat lip • aja • the flys
www.americanradiohistory.com
1998 Gavin Seminar Scrapbook

Breakaway's Savalas, DJ Jam from KKBT-Los Angeles, and me workin' the lobby.

(1-4): Elektra's Rene McLean; Tyesh Harris, Odyssey Entertainment; Tim Richardson, 3Deep; Mike Nice, WNCU; Thembisa and John Austin, Gavin; Glen Wallace, Rap-A-Lot; and Cassandra Ware, MCA got the crowd back to basics.

Cappadonna in the zone, kicking his "Slang Editorial" during the Rap Awards.

Militia, T, and Red Ant's Ty C. keep it hot during the Pokez luncheon.

Still Standing at the Goodie MoB Suite party: (l to r) Gipp, Khujo, CeeLo, Arista's Pierre Diaz, T-Mo, Sumiya Mshaka, Atlantic's Just O, Randall, LaFace, Taiye, LaFace, Thembisa S. Mshaka, Gavin.

Too Short and Gavin's John Austin - true playas.

DUBIOUS AWARD WINNERS

FUNNIEST DJ
Evil Dee, 88 Hip-Hop

FUNNIEST EXECUTIVE
Jennifer Norwood, Priority Records

SEXIEST DJ
Angel Martinez, WQHT-New York

SEXIEST EXECUTIVE
Thembisa S. Mshaka, (blush)

GREEDIEST DJ
Funkmaster Flex, WQHT-New York

GREEDIEST EXECUTIVE
Jammin' John, Noo Trybe Records

MOST ANNOYING DJ OR EXECUTIVE
Jammin' John, Noo Trybe Records

THE "ON THAT BULLSH*T" AWARD: DJ OR EXECUTIVE
Sincere Thompson, Frontline Marketing and Promotions

THE DJ THAT'S ALWAYS LOOKIN' OUT AWARD
Choc and Fuzzy, KPWR-Los Angeles

THE EXECUTIVE THAT'S ALWAYS LOOKIN' OUT AWARD
Ray Tamarra, Tamarra Promotions

THE NEXT LEVEL AWARD (Dj)
Shanik Mincie, WRAS-Atlanta

THE NEXT LEVEL AWARD (EXECUTIVE)
Jennifer Norwood, Priority Records
“So all hail the honorable microphone phenomenal, persona is abominable, trust me son...”

RAKIM
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"TIME'S SO HARD"

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Master P

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"MAKE 'EM SAY UHHH!"
from the Ghettofabulous, multi-platinum album
GHETTO D

FEATURING
Silkk The Shocker
Mia X
Fiend
Mystikal

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A Conversation with Label Founder Mike Ross

In the race toward Independent success, Delicious Vinyl has employed the strategy of the tortoise, running at a steady pace and winning on its own terms. Delicious is rooted in Mike Ross' and original co-founder Matt Dike's desire to hear great music. From their early days together, the two were drawn to new styles: hip-hop energized them, and Brit funk reminded them of their American R&B favorites, from James Brown to Earth, Wind & Fire. The partners took these musical loves and used them as a guide to find and develop talented artists; early DV successes include Tone Loc, Young MC, and The Brand New Heavies. More recent acts like Born Jamericans and The WhoRidas have bolstered the label's reputation for diversity. By placing “music first” at Delicious Vinyl, Ross has found the enviable balance of a profitable and fulfilling decade in business. Rap editor Thembisa S. Mshaka talked with Ross about the label's ongoing struggle to keep that balance.

Thembisa Mshaka: Does it seem like ten years?
Mike Ross: It actually seems like I've been in business for 30 years. It's been a struggle, but it's also been an ongoing adventure. Running your own business ages you, but I feel young. What is the driving philosophy at Delicious Vinyl?

Work with talented artists and put out cool music for the world to hear. I got into this because I was into the music, and I'm still a music fan.

Did you know what you had with Tone Loc?

When we put Tone Loc out, Run-D.M.C. had “It's Tricky” out. The rock-rap thing was cooking up, and it didn't take long to see that it would be a huge crossover record. When we started, we did Tone Loc regionally. It took off from there.

Talk about your trials and tribulations with distributors.
The dollars needed to compete are growing all the way around, and that goes for rap and R&B as well, that made being small tough.

Our Island deal was probably the best one, because Chris Blackwell—an entrepreneur to the heart—embraced our company and he was calling the shots. But when he sold (Islands) to Polygram, we were stuck with a corporation that had no feel for what we were doing. That's when the struggle to maintain our identity began, in 1992. Chris helped me get out of that deal, and we went to Atlantic.

Still, another huge machine.
It started out fine. After a short time, though, it became clear that we were part of too big a picture. We had to fight for priority status at radio, and we got good enough to do a lot of it ourselves. Even Sylvia [Rhone], who was into what we were doing, had to put her records first. Nevertheless, they helped us in a lot of ways, WEA was a good distributor. Not being the priority project is the hardest part of any joint venture...

Absolutely, because going in, we wanted complete control over what we put out since we understood it best. In all the deals I've made, the roster has spoken for itself. We are now with BMG. The deal is 3 months old, and we have a co-marketing arrangement with V2. They like our philosophy and they're excited to work with the artists we're delivering.

I see no A&R people on your employee roster. How are artists selected?

By me for the most part. However, I'm totally open to anything our staff brings; we have an open door policy on A&R. If I dig it, we can move on it quickly. If everyone were to say it's wack, I wouldn't put it out, but that's never happened. You could easily have increased your staff or signed more acts over the last ten years, but you haven't. Why not?

We stay small because there aren't that many artists I want to work with at one time. We try to do our best to support our artists. Our biggest challenge has been synergizing with a company that can distribute our records effectively.

How much emphasis do you place on going gold or platinum?

As much as any other label, I suppose. Any label wants that for their artists. More important, I hope we never put out an album with
A-TOWN PLAYERS
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RHYTHM & QUAD
the all-new bass jam compilation

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Gavin Rap

Ice Cube - We Be Clubbin' (A&M)

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James Lopez, Director of Marketing, Delicious Vinyl

What He Appreciates Most:
"That we're really about music, and not just trying to overspend other labels. Delicious is not a corporate machine, which allows us to be more creative and hands-on with every project."

A Day in the Life:
"I wear many hats. I'm just as much a product manager as I am a marketer. I do the scheduling timelines, coordinate the ideas of various departments, and decide which ones to incorporate. I oversee projections, promotion, budget allocation, and the bottom line, of which I am very conscious."

Greatest Marketing Challenge:
"Born Jamericans. Because urban radio hasn't been as receptive to this album [as we expected], we've had to go to crossover, where the action is. Having to market them away from their core fan base is a concern for me; I wish urban radio were more willing to deviate from the norm, if only once in a while."

Most Profound Lessons Learned:
"That music breaks differently market per market, and that timing is everything." —TSM

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Gavin February 13, 1998
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KAMP

DIRTY SOUTH...

Tyrone Hill

*All Net Records 1991*
DANJA MOWF

Maximizing Mentorship, Teamwork, and Word of Mowf

looking for a true underground hip-hop artist who is doing it himself! Look to Danja Mowf, a native of Richmond, Virginia, and CEO of 804 Flava. His enterprise may be small now, but it’s growing rapidly thanks to a dependable elder mentor, the information superhighway, and—the most important component—hot product created by a diverse collection of emcees and music-makers.

Before he became Danja Mowf, induding wack emcees and posing serious “Questions” on wax, this do-it-yourselfer was known to his high school band director Bill McGee as Adolphus, the trumpet player. McGee saw the youngster’s drive and took him under his wing—a dying practice in the black music community. McGee didn’t stop at just teaching his student about the industry and music engineering; he pressed Danja Mowf and the Supafriendz’ first singles on his own label, Flava Town Records. Says Danja of his mentor, “Dr. McGee is our quality control, but he supports our ideas. He’s real hip, and he has a lot of faith in us.”

“Us” is the Supafriendz, a crew of like-minded lyricists whose mission is to balance the hip-hop scales in favor of the gut-level sounds upon which the format was originally based. The Supafriendz are Lonnie B., Mad Skillz, and Danja Mowf, among others. Trust me when I say that their powers activate when they take to the mic of their in-home studios, FunTown and Buzzmode, which belong to Danja and Lonnie, respectively. The Supafriendz hit the map with “Vowel Movement” last year, and have since climbed the GAVIN Rap chart with “Unseen World Part II.” This year, Danja Mowf established his own label, 804 Flava, and released Lonnie B.’s debut single, “Make It Hot.” There was no falling out between he and Dr. McGee; rather, Danja Mowf learned from his mentor, and when the time was right, with McGee’s guidance, he set out on his own.

By day, Danja is still Adolphus, working alongside Supafriend Lonnie B. as a computer systems consultant at ExCel, a small independent firm. Danja Mowf confirms that keeping a day job while you do the indie label thing is crucial; the pair’s computer literacy has helped get their careers off the ground. “We’re in shirts and ties all day, and we’ve got to be among the most vocationally viable emcees out there. Having a job allows us to say no to people and wait for the deal we want to make.”

“We’re in shirts and ties all day; we’ve got to be among the most vocationally viable emcees out there. Having a job allows us to say no to people and wait for the deal we want to make.”

order to get signed,” he says. “[Earning] the capital to amass that following is our worst enemy. It’s our biggest obstacle. We have enough desire and manpower to get it done, but we’d be a lot farther along and more visible if we had more capital. We could get backing, but the sources are questionable, so we keep working on a shoestring.”

“GAVIN has been in our corner tremendously,” he continues. “We have much more credibility because GAVIN appreciates our sound, and DJs know our record is viable. I made invaluable contacts at the GAVIN Seminar and at the GAVIN Press Show. We’ve also been very helpful in promoting our records.”

Continuous networking has helped the crew maximize their goals while they search out the right deal. And having a previously signed recording artist on deck has kept the Supafriendz from having to re-invent the wheel in the areas of promotion and direct sales. “Mad Skillz has been a tremendous asset, because he was [already] familiar with the industry,” says Danja Mowf. “The guys also had local radio in their corner—Mike Street from WDCE and WCIX provided radio contacts—but the key player in the networking game has been their computer. Danja credits the Internet with bringing people to them and getting the word out about 804 Flava. “Without the Internet, we wouldn’t be able to reach half the people we’ve played our music for,” says Danja. Flavatown.com has allowed us to build great relationships across the nation. People e-mail us with information about our coverage, letters about how they request us on their local stations, everything,” he says.

The downside to the indie quest is the looming threat that you’ll run out of steam without financial backing. After all, even with all these resources, there’s only so much a four-man, part-time operation can do. “You would think that someone at a label or distribution house would have the gumption to put some money behind us—not for us to pocket up front, but to promote and market, especially if we’ve done so much ourselves,” says Danja Mowf. But even after doing all their own initial footwork, the Supafriendz still wait for someone to meet them halfway.

For now, 804 Flava is busy promoting a set of popular underground singles. The 804 Trilogy is doing well, and the label’s next album is the critically acclaimed Danja Mowf set, appropriately titled Word of Mowf. What’s most rewarding about working for yourself? Results, says Mowf. “Most DJs can respect an artist who calls for airplay on his own song,” he notes. “And when it’s good, that makes it even easier.”

BY TEMBISA S. MSHAKA

GAVIN FEBRUARY 13, 1998
ew had heard of Houston-based production crew Galaxy 9 until they experienced the rapturous high of Baduizm, the debut collection of songs and stories delivered by self-proclaimed hip-hop songstress Erykah Badu. And since it was probably GAVIN’s own Quincy McCord who first introduced her to you, it’s only right that I make your acquaintance with the principal men behind her music, producers Rob Bell and his younger brother Jah Born.

The two were born to Cuban and Jamaican parents who were passionate about music and supportive of their sons’ musical exploration. As a result, the two have keen ears and a tireless work ethic. Jah Born became proficient with cello, bass, drums, violin, flute and of course, turntables. Rob gravitated toward the business side, becoming a spokesman and negotiator for what began as a nine-member collective of music makers. While some members have changed, the core family has only grown in strength over the last few years, thanks to the brothers, who tirelessly tilled the underground soil of Dallas until they moved to Houston in 1996, a year before Badu set the nation on its ear.

“The name ‘Galaxy’ was chosen to represent us, and we define it as a group of stars revolving in mutual rotation to achieve musical excellence,” says Bell, who describes the vibe between he and Jah Born as uncanny, saying, “the two of us can look at each other and be thinking about the same bass drop.”

As if by cue, Jah Born pipes up. “We all cooked up through the Dallas music scene in an area called Deep Ellum. There was virtually no hip-hop in Dallas until Kasaan [from rap group Mad Flava] and I got it jump-started.”

As a result, emcees started coming to open mic sessions. That’s where Jah Born first saw Erykah wrecking the mic—rapping. “I tripped out, because the way she came off was very unique,” he recalls. “We just ended up in the studio, and we worked every day.”

The hard work has paid off in ways they all had only dreamed of—Badu’s debut sold double-platinum, her live follow-up sold platinum, and a string of award nominations followed...including a Grammy nomination for Song of the Year for “On & On,” five Soul Train Award nods, and seven nominations for NAACP Image Awards.

While Bell and Born are excited about all the attention, they knew they were onto something special the moment they started working with Badu. “Erykah is an original,” says Jah Born. “Everyone involved with the project was a product of hip-hop culture, and since we’re all true to the game, the music came out that way.”

The brothers take their growing fame in stride, but admit they found the Grammy nomination particularly sweet—especially because they have been active in Houston’s Grammy in the Schools program. Says Bell, “we love talking to aspiring young artists about keeping faith and determination central in their work in order to achieve success. And we make sure to tell them about contracts, publishing, and the business in general.”

Galaxy 9 means business as well as musical excellence. Their longterm goal is to have their own label, but until then, they have been negotiating with labels for their artists’ deals. New projects include Rob Free, Badu’s partner from her Deep Ellum days, and male hip-hop trio Death Angels. What a difference one year and some nominations make.

“Last year, it was tough to get labels to sign because, financially, things were tough for them,” says Bell. “They’d meet with us, then put us on hold. When they finally called back, they’d say ‘You’re great, but you’re ahead of your time.’ Not exactly a compliment; as the labels brushed them off, the line felt more like a polite dis. As Bell continues, “We’ve always felt we were ready, and that our music was right on time, but now that we’ve been nominated for a Grammy, they’re jockin’ again. We’ve learned a lot from our ups and downs with record companies.”

No matter how much the phone rings, Galaxy 9 will stay true to its musical mission, a process Bell describes as a “marriage of sampling and live instrumentation,” where all music forms collide. “We want to take the universal mixture of jazz and hip-hop to a new level,” says Bell.

“Our being successful helps the genre to be successful,” adds Jah Born. “We want to give hip-hop music back its truer, more positive image.”

Naturally, this will mean expanding the boundaries of hip-hop’s influence on production, programming trends, and recognition by the industry and the African-American community. Galaxy 9 and Rob Free will soon be back in the studio with Badu, and we may be hearing some of the fierce female emcees they first met. “We admire her tremendously,” says Bell. “Her movement is captivating, and her professionalism is hypnotic.”

Jah Born and the Galaxy’s crew of rising stars continue to build upon their music library of 300-plus compositions. Jah Born and producer Saeed have each signed production deals with Universal/MCA. Singers Chante’ and Michelle Thiba (pronounced Tec-bay) are now working with Galaxy 9, hoping to follow in Badu’s footsteps and reach similar heights. Rob Bell is slated to appear in a film he helped write called Heart & Soul, which will feature music from the Galaxy 9 collective. Rob Bell and Jah Born are also going to release a single as the Galaxy 9 Brothers. As you can tell, these young stars have only begun to shine.
WEST COAST
TAMIA +39 "Imagination"
(Qwest/Warner Bros.)
ALI +37 "Only In California" (Priority)
OL’ SKOOL +33 "Am I Dreamin’" (Universal)
KEITH WASHINGTON +26 "Bring It On"
(Silas/MCA)
2 PAC +29 "Do For Love" (Amaru/Jive)

MIDWEST
ARETHA FRANKLIN +90
"A Rose Is Still A Rose" (Arista)
MONTELL JORDAN +81 "Let’s Ride" (Def Jam)
TAMIA +54 "Imagination"
(Qwest/Warner Bros.)
2 PAC +51 "Do For Love" (Amaru/Jive)
KP & ENVIY +44 "Swing My Way"
(Eastwest/EGG)

CAROLINAS/VIRGINIA
2 PAC +127 "Do For Love" (Amaru/Jive)
OL’ SKOOL +124 "Am I Dreamin’" (Columbia)
ARETHA FRANKLIN +87
"A Rose Is Still A Rose" (Arista)
DESTINY’S CHILD +91 "No, No, No, No"
(Columbia)
SYLK-E. FYNE +88 “Romeo and Juliet” (RCA)

SOUTHWEST
KEITH WASHINGTON +47 "Bring It On"
(Silas/MCA)
MACK 10 +44 “Only In California” (Priority)
2 PAC +37 "Do For Love" (Amaru/Jive)
H-TOWN +35 "Natural Woman" (Reality)
ELUSION +34 "Reality" (RCA)

SOUTHEAST
ARETHA FRANKLIN +174
"A Rose Is Still A Rose" (Arista)
MONTELL JORDAN +159 "Let’s Ride"
(Def Jam)
2 PAC +150 "Do For Love" (Amaru/Jive)
OL’ SKOOL +131 "Am I Dreamin’" (Columbia)
MARIAH CAREY +115 “Breakdown”
(Columbia/CBS)

BLACK A/C
Most Played Current Hits

BRIAN MCKNIGHT
"Anytime" (Mercury)

BOYZ II MEN
"A Song For Mama" (Motown)

UNCLE SAM
"I Don’t Ever..." (Stonemeadle/Epic)

DRU HILL
"I Don’t Ever...", (LaFace/Arista)

MARY J. BLIGE
"7 Days" (MCA)

TOP TEN SPINZ

1. UNCLE SAM "I Don’t Ever Want To See You Again"
2. BRIAN MCKNIGHT "Anytime"
3. MARY J. BLIGE "7 Days"
4. K-CI AND JOJO "All My Life"
5. SWV "Rain"
6. USHER "Nice & Slow"
7. DESTINY’S CHILD "No, No, No"
8. DRU HILL "5 Steps"
9. JANET JACKSON "Together Again"
10. OL’ SKOOL "Am I Dreamin’"

SPINZ LAST WEEK

SPINZ THIS WEEK

Much thanks to all those who participated in this year's Gavin Seminar in San Diego.
Pictured above (l-r): Cathy Hughes, CEO of Radio One, at the Urban Keynote with Quincy McCoy.
MARY J. BLIGE
SEVEN DAYS

The New Song From The Double Platinum Album Share My World

Produced and arranged by Malik Pendleton for "Zavy" Get AMPed at MCA Records Online: www.mcarecords.com
For me, this year’s Gavin Seminar was a convention of firsts. It was the first time that a black-owned and operated company, Radio One, Inc. brought 15 of their top executives to explain their successful radio programming and community service approach to the industry as a whole. This session offered a unique view into the workings of a company that truly believes in its responsibility to the community, yet also keeps its eye squarely on what people want from radio—entertainment.

This was the first year we dropped the “urban” tag from our women’s workshop, and our timing was perfect. Last year saw this session becoming populated by women and men from all genres of the industry seeking help and guidance. This year our numbers increased again, and our brilliant panel of women executives were again asked probing questions that made them dig deep inside themselves for answers. This session was stimulating and compelling. I learned some new things about myself but, more important, I started a few new relationships that I plan to develop.

I’ve saved the best “first” for last. This year I did my first One-on-One interview, with Cathy Hughes, Chairman and CEO of Radio One. I’ve interviewed her in these pages before, so I knew she would delight, educate, and surprise the audience with her answers. She didn’t let us down. The following are a few quotes from her dynamic session:

**ON BLACK BROADCASTERS JOINING FORCES:**
“We keep trying to foster and nourish this concept of us working together collectively. I’m hopeful that when the other broadcasters realize the significant loss of black ownership since the Telecom bill passed, that they will wake up and say, ‘whoa,’ we’re gonna perish if we all don’t join hands and survive together.’ Why hasn’t it already happened—residual brain-washing from slavery? We’ve been taught not to trust each other. We’ve been taught to be individuals, which is counter to the African concept of ‘I am because you are.’ It’s a ‘we’ concept, a communal family that exists collectively. I’m prayerful that something will soon wake us up.

**ON THE BLACK FAMILY:**
“Too many of us have embraced this erroneous notion ‘that’ I’ve got mine and you get yours.” Look out for yourself, and other black people aren’t to be trusted. These are things that have been bred into us over the centuries, first to keep our bodies enslaved and now our minds.”

**ON GROWTH:**
“A constant complaint from our lending institution is that they want us to move faster on gathering properties. Well, I’m from the country. I grew up in Omaha, Nebraska, so I’m not going to grow just for the sake of growing. We take our time to make sure we have a sound foundation under each of our stations before we go to the next step. Nothing puts a business person out of business quicker than unplanned growth. A lot of people think growth is symbolic of success, but growth can also be a forerunner to total failure.”

**ON BUYING RADIO TODAY:**
“The first thing I tell individuals who are looking for a window of opportunity to get into this business is to put together a group of broadcast veterans who know what they’re doing. I really feel that the right team of GMs, sales managers, program directors, and promotion directors, with the right property in the right market, can convince a lender to gamble. Even though I said earlier that they’re not financing single properties, I always remember that people said that to me when I started. The first 32 lenders said no, but number 33 said yes and here I am.

“Most African-Americans don’t realize that the process of lending can take years. It’s very costly and it takes a long time before you even get close to a point of lending support. You have to come up with the money for engineers, lawyers, and accountants. Your start-up costs can be millions of dollars and you still don’t get the property. There are very few individuals who can hang in there and go through this process which is designed to keep people of color and women from full participation in the process.”

**COMPANY STRATEGY**
“We don’t believe in being in a reactionary posture, because that’s playing defense. We like putting points on the board. We’re about winning and showing that an African American corporation can be as well run and efficient as any of our white counterparts. We would like to be to the radio industry what Bob Johnson (CEO of BET-TV) has been in the area of television. We want to up the ante. We want white folks to come to the table with a higher level of expectation when they talk about urban programming. And the only way for us to do that is to keep pressure on their clusters, triopolies, or whatever they come at us with.”

**COMMUNITY INTERACTION**
“We monitor the pulse of the community daily. It’s something we just don’t give lip service to, it’s something that we live and breathe. We walk the walk, not just talk the talk.”

---

Cathy Hughes

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The First Single From The Highly Anticipated Album

**STILL STANDING**

Going for College/Mixshow Spins Immediately

On Your Turntables Now!

LP In-Store
April 7th
**MOST ADDED**

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**TOP TIP**

**HUBSONS (Blue Note)**

In this tribute to Freddie Hubbard (produced by Freddie Hubbard), Tim Hagans' more brassy trumpet complements Marcus Printup's warmer, more bluesy approach.

**RECORD TO WATCH**

**THE MONTRAL TAPES (Verve)**

Both live Montreal CDs, one with Geri Allen and the other with Gonzalo Rubalcaba, capture the imagination and attention of jazz radio.

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**Gavin Jazz**

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**On Z Corner**

**SEMINAR HIGHLIGHTS & HOT NEWS**

The 1998 Gavin Seminar was a multi-layered event, touching on both the liner and more general issues pertinent to broadcasting and the music industry. We get calls from programmers across the country after each Seminar, commenting on the buzz and asking if it's possible for them to purchase tapes of meetings and events. We tried making cassettes available a couple of times, but you really have to be there to experience it. There's only so much you can capture from a soundboard microphone.

It was great to have a distinguished keynote speaker like Deepak Chopra, who we could actively promote. Dr. Chopra led a room full of people into some sample moments of stress meditation and explained how the human body is an ever-shedding network of molecules that completely regenerates itself in a matter of months. Beth Nielsen Chapman's 3-song prelude appearance—Dr. Chopra works with many artists, including Madonna and Chapman—provided the spiritual connection between music and the handling of grief, stress, and the artistic process. On the surface, it may sound touchy-feely, but, again, you had to be there.

At the Higher Octave "Wherevergirl" showcase, Rick Braun hopped onstage and jammed with featured saxophonist Bryan Savage. The energy level at Smooth Jazz shows quite often eclipses what's on the air or in the CD; however, Savage's appearance was no exception.

The Gavin Global Soundstage N2K, Enveloped Music President Phil Ramone proved to be the most ambitious live event Kent and I have ever undertaken. It was the end result of hours of preparation, scriptwriting, musical sound checks, and continuous tweaking. Within 90 minutes, we constructed three tight segments examining contemporary music and radio's place on the Internet, and how stations can expand their listenership across several time zones around the world. True, it won't gain you extra local ad spots, but downloading music and gaining a national and global perspective is just a touch away. Custom Web sites are now commonplace and radio-friendly computer terminals are just around the corner.

The at-work listening arena could change radically as computers

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**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
increase their ability to multi-task and become portable radios, too. The omnipresent, single office sound system may become a thing of the past.

We presented the music of Candy Dulfer, Jonathan Butler, and rock act Swamp Boogie Queen in the most non-traditional way we could on the Global Soundstage. In between each discussion segment—all of which was transmitted live over the Internet—each of the three acts walked out and performed two short tunes. N2K's Carl Griffin delivered the cues as floor manager, and counted Phil, Kent, and me down to the minute before bringing the acts onstage. Quite often musicians plugged in as final points were being made from audience participants.

The night before, with Ramone audiously presiding over each sound check, the live music portions became crisp without becoming blaring. Jonathan Butler's version of "Lost to Love" sounded as clean as a studio recording, but with all the punch of a live date. The vocal arrangements behind "Lost..." were spine-tingling.

A three-camera crew caught the whole show video, but, again, you had to have been there. It was the Z-100's strongest and most exhilarating event of the year. Thanks to Phil and his N2K staff.

Narada Media and guitarist Jesse Cook took a break from Cook's ongoing recording obligations to give radio a sneak peak at his latest brand of pop Flamenco. Jesse's music proved extremely compatible to San Diego, with El Nino clouds circling above outside. Thanks to Diane Almond and Sue Schrader for staging that one. With Narada's new involvement with Virgin Records, look for Cook's next release to really surge.

This year, our Thursday schedule afforded Kent and I the opportunity to get our hits and tackles in early. With the Global Soundstage behind us, it was time to press on to the evening's Jazz and Smooth Jazz 10th year anniversary awards.

Unlike most acts, we waited until the last person was seated and the final descent was served before we brought our Diana Krall and her trio. Had we known how quiet and totally immure that sound really was (no drums, no vocals, piano, acoustic bass, and guitar) we might have left initial registration. There could have been that annoying buzz of conversation throughout the hall.

Fortunately, Krall's style of jazz provided the right form of sophistication for the evening, but to a hardened group of industry types.

The noisiest person in the room was the beadle and his ice bucket, and surely Diana was accelerated to a nightclub environment. The crowd leaned in, listened and didn't...
N2K Encoded Music
1998 Gavin Seminar
Smooth Jazz Independent Label of the Year

Thanks Smooth Jazz Radio and Gavin
From Phil Ramone and the Entire
N2K Encoded Music Family
THE 12TH ANNUAL
SOUTH BY SOUTHWEST MUSIC & MEDIA CONFERENCE
SXSW will draw music and media industry professionals from around the world to Austin, Texas, for panel discussions, workshops, demo critiques and a Trade Show by day plus an exciting music festival by night, featuring performing artists from all over the planet and musical map.

REGISTRATION RATES & DEADLINES:
Through February 13, 1998 - $375
Final/Walkup Rate - $450

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"...the domestic pop and rock music industry's most important annual gathering."
-The New York Times
Max Has Left the Building
(or, Spence D.'s Take on the Gavin Seminar '98)

Thursday was earmarked by the SRO 'Active/Alt' crossfire. Aside from the fact that Mike Stern kept playing musical chairs—shifting from the "Alt" side of the stage to the "Active" as the panel progressed—the general consensus, most vocally presented by Brian Schock of 91X, was that the seminar was a whirlwind of quick handshakes, informative panels, long dinners, free booze, and the occasional showcase.

Modern A/C is the real villain. Two other key facts presented by the panel were that both the Alternative and Active formats no longer have clear, distinct definitions and that there is definitely a double standard on the part of record labels when it comes to servicing and dealing with each format. The continuing mutation/evolution of radio will only make this discussion more interesting in the future. (Oh yeah, K-ROCK (WXRR) took quite a beating during the course of the discussion, so Dave "The Duke" Sholin and I took a few brief minutes to console Steve Kingston afterwards). Following the panel I latched up with John Schroeter and Eddie G. from KJEE, Pete Rosenblum from Elektra and Michael Idles from Mercury. Together we headed over to Brick by Brick for the Rebekah showcase. While the event leaned a little more to the A/C and Top 40 side of things, Alternative was well represented by Laurie Gail and Angie C. (WFNX), John O'Connell & Dan O'Brien (WPBZ), Dave Hill and his Production Assistant "Silent" J (WMRQ), Kim Monroe (KNDD), Mark Hamilton (KNRK), Chris Muckley (91X), and a host of others. The real treat came when Richie Sambora took the stage after Rebekah. Believe it or not, he sounded pretty good—but I don't think he took too kindly to our cheers requesting "Dead or Alive." The night was capped with a tasty Thai dinner courtesy of Elektra and Mercury. I spoke with Kevin Weatherly between forkfuls of Pad Thai and listened, amused, to Illis' Paul McCartney impersonations.

Friday went by in a lag-n-drag haze. I tuned in to 92.5 (formerly The Flash) and really grooved on the Ani DiFranco-into-Chris Cornell-into-Roxy Music segue the midnight rock laid down. Later, at the XHRM lunch thrown by Halloran at Oé, I mentioned this eclectic musical choice and how cool it sounded on the air. Halloran, in typical Halloran fashion, responded "It just makes sense."

Friday also saw the Alt Jukebox Jury 2000, which yielded some surprising results (many of you commented on how the final data greatly conflicted with the actual room and panel response to certain songs). There is still some speculation as to whether or not those infra-red lazer pointers or the Motorola walkie-talkies caused some sort of cross-channel interference with the electronic tabulations. Remember, research results can be fallible. Friday night I made an unsuccessful attempt to catch Crystal Method, JTT, Molby, and Kottonmouth Kings at Club

AS USUAL, THE SEMINAR WAS A WHIRLWIND OF QUICK HANDSHAKES, INFORMATIVE PANELS, LONG DINNERS, FREE BOOZE, AND THE OCCASIONAL SHOWCASE.

We have survived yet another Gavin Seminar (I heard that even Julie Forman made it through unscathed). The conclusion of this year's event also marks the end of a mini-era. Max has gone on to graze the promo pastures while a new regime awaits in the wings. As of this writing, nothing has been decided, so I am assuming the title "Temporary Alternative Editor During Hiatus." You may forward any questions, comments, praise, or gripes to me via phone: (415) 995-1900 ext. 648 or email: dookeey@earthlink.net. I'm very responsive (or so they say).

As usual, the seminar was a whirlwind of quick handshakes, informative panels, long dinners, free booze, and the occasional showcase. For your enjoyment, here's my take on the whole thing:

Wednesday night saw the bulk of the Alternative constituency huddled outside the Cashaw, trying to squeeze in to the packed venue to garner a glimpse of Mary Lou Lord. You just knew things were out-of-hand when even Laura Kim (remember, MLL is on WORK) was unable to gain access to the club. As for me, I chose to stand with my ear pressed to the back door (hell, if you can't watch the show, you might as well listen to it, right?), and at one point even got down on my knees to listen to the show through the mail slot. After her set, Mary Lou came outside to mingle, and I told her how great she sounded through the door. She replied "Thanks, they do have a great sound system in there!"
Montage. The line was horrendous, proving that 91X did a whiz-bang job of promotion. So it was back to the Hyatt to cop some freebies courtesy of MCA (Kudos to the Seagram's crew, Rudy, Michelle, Nick, and anyone else I forgot). Hung out with Sheltie Hart and Chris Parry from KEDJ along with Chuck from KFMA. I eventually capped the night by bangin' with Earl Kolosine from Caroline, Rich Holtzman from 4AD, Dave Hill, J, Susie T from M3, Lloyd Hocutt (KROX), and the Werner Bros, promo king of Tom Biery and Rob Goldshlag (these guys are perhaps the most passionate promo reps I have ever met; they can sing every song off the Cornerstone record from beginning to end). Meanwhile, Lloyd and Dave had a heated discussion (that had to be heard to be believed) regarding the Radiohead album.

Saturday was lackluster. I missed the annual Alt Chick BBQ fast due to lack of appropriate morning wear (basically, they tried to put makeup on Rich Wall). Later that day, I hooked up with Dave Hill, J, and Rich Wall and together we attended the College Jukebox Jury (not-savvy Alt MDs know that College Radio always yields the next big hit). At one point, the college panel dossed a Tuscaloosa track, exclaiming that it was obviously meant for Commercial Alternative radio and that we could have it. To which Dave enthusiastically replied "Thanks, we'll take it" (remember, you heard it here first: Tuscaloosa could be a hit)

The day was followed by the "heartburn special" lunch at Kansas City BBQ (the place where they filmed the cheesy juicebox love scene from Top Gun) with Dave, J, Rich, John Baccio from Vapor, Larry Munroe from Cargo, Rob G. from Warner, "Fat" Pete from Fat Wreck, and Greg Tolman from Alias. Then it was off to the Alternative Awards at 4th & B. For those of you who missed the festivities, B105-9 rocked. It is the future of the format. And the winners were... (go to pages 6 & 7 for a full run down of all the winners).

Saturday concluded with the "First Annual Epicorean Musician Festival of Chow," attended en masse by LIVING 105's Aaron Axelsen, Adrian Moreira (London reeds, West Coast), Jeanette Gigrievc (KOME) Enn K., Carolene, Tim Johnstone (KOKO), Laurie Gail and Angie C. (WFNX), Andrea Tay (Pop Mafia), Haley Jones (The Peak in Spokane), Tom Gates and Paul Brown (Arista), Sean O'Connell (Righteous Balie), Gaby Skolnek (Geffen), Kristen Meyer (SubPop), Lorraine Canoso (A&M), Susie T (M3), Christina Whitetash (Epitaph), Marc Kordelos, Mark McKenzie (103.9 The X).

Stephanie Hindley and Steve Reid (WBZ), Chervi Valentine (Ignition), Mike Tierney (formerly of KUBE, soon to be at VH1), and many others whom I have forgotten (we commandeered 4 tables, so it was easy to lose track of who was who).

That's it, as far as I can remember. Until next year...
MOST ADDED

CURVE (29)
GOLDIE (26)
JAMES IHA (20)
GERALD COLLIER (19)
SAMIAM (19)
SUHIA (17)

TOP TIP

CAP'N JAZZ

Analphabetsapology (Jade Tree)

Before there was Promise Ring and Joan of Arc, there was Cap'n Jazz. And while hardly jazz, this double disc anthology is getting a lota love from college radio. Our highest debut this week at number 13.

RECORD TO WATCH

TOM, DICK, & HARRY

The Blue Album (Tripek)

Think Style Council meets Curtis Mayfield. While some of your clowns were sleeping during their performance at the Seminar, those of us who caught 'em were moved down to our soul.

Gavin College

BY DOS IGUANAS

P.S.H.

Yes, it's true. Everyone is now suffering from Post Seminar Hangover, as apparent by the raspy, Demi Moore whiskey voices everyone has heard. Much thanks to Blackbird, Trippe, Red Ant, Cyber Octave, Slipdisc, Century Media, Jive/Silverton, Iron America, Ruffhouse / Columbia, Orn, Astralwerks, Autotonic, Vision Trust, Mute's Mattie White, Matthew from SPECTRE, Jen & Sherwood from AAM, all of our College Career Day participants, and everyone else that helped us through. Also, much love to Tamra Feldman from Ruffhouse, just for being her. Congrats to all of our winners and nominees (winners are listed on pages 6 and 7). The middle finger goes to all winners and info leakers in the college realm—everyone else gets nothin' but love.

News and Tuna Tacos 4AD U.S. is cutting its staff to two people, letting go Matt Hunter, who handled college radio and independent retail promotion. The effect on servicing is unknown, as only a small percentage of 4AD's roster has U.S. distribution deals at this time. Matt's last day will be February 27. please call (310) 289-9580 ext. 13.

Wells at (706) 548-6008 is a good idea. And finally, over at Planetary, Mikey Dee has moved to the world of A3. Your new contact will be former WEOS MD Adam Rabinowitz. He may be reached at (617) 451-0444 ext. 225.

Adds for February 16/17:
- Buckhead (CyberOctave), Neutral Milk Hotel (Merge), Jack Black (Capacitone), Lost Continents (Landslide), Come (Matador), Craig Armstrong (Melankolic/Caroline), KMFDM (Wax Trax/TVT), Symposium (Red Ant), 22 Jacks/Wank (Time Bomb), Swaraj (Acid Jazz/Hollywood), Jesus Lizard (Jetset), Godrays (Sit 'n Spin), Agents of Good Roots (RCA), Spacehog (Cire/Warner Bros.), Medicine Drum (911), Sixpence None the Richer (Squint), Star Ghost Dog (Catapult), Flying Nuns (Spinning), Pete Weiss & the Rock Band (Reverse Curve).

Inside College

BY DOS IGUANAS

P.S.H.

College Crew Matt Brown and Vinnie Espana

College reports accepted Mondays 9 a.m.-4 p.m. and Tuesdays 9 a.m.-3 p.m.
Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2580

And the winner is...Team A&M's Michael "10 Speed" Goldberg and Jay "16 Horsepower" Hughes accept the first Place Bitchin' Camaro Trophy at the College Car Races.
Iron America/Cup of Tea represent! Before a stunning set at Buffalo Joe's (l-r): Tony Muscolo, Iron America; Scott from Purple Penguin; Bernadette from Vision Trust; Ratman from Receiver; and Ben from the P. Penguin lounge full on.

Friends letting friends drive drunk. Team Interscope's Yigal "Baby, I'm drunk" Dakar attempts the ramp of death in reverse, while Interscope's X-Man and Elektra's Mike DePippa await their turns.

Just say Om. Soulstice's Regina Rene is sandwiched between Om's Bruno Ybarra and Chris Smith at Buffalo Joe's Electronic bash.

ARTIST PROFILE
ULTRAHORSE

LATEST RELEASE:
The Pleasure and Pain of an Automobile
LABEL: 911 Entertainment
CONTACT: Guy Hamelin, (415) 977-6470
WEBSITE: www.911entertainment.com
ULTRAHORSE IS: Anthony Paul Rodriguez and Art Martinez
FROM Whittier, Calif.
BACKGROUND: We've done several projects, but Ultrahorse has been around for about four years. Janitor was our first project, then we were called the Loveless. We released a 14-song demo and it was all downhill from there.

(That demo was voted Music Connection's "Demo of the Year" and got the band in Musician's Magazine listing of top 30 unsigned bands.-ed)

PLAYING LIVE: We are in the process of getting together a band to tour with. Seeing as how both of us put the album together through electronic instruments and samples right now we are more of a studio band. This will change however, as we are hand-picking some of the best Bat Area musicians.

INFLUENCES: We're influenced by '80s electronic bands like Cabaret Voltaire, although we sound nothing like them.

THE SOUND: "Armed with the latest and earliest in audio machinery, sounds varying from digitally processed junk to lush orchestral arrangements, courtesy of the San Francisco Symphony were utilized...all wrapped in a dazzling pop coating."—from the band's bio.

SYMPOSIUM
One Day At A Time

ADD DATE: 2/17
THE NEW U.K. IMPORT

COLLEGE RADIO CONTACT: SPECTRE 213-860 7092
www.sympomania.com
## Active Rock Under Construction

### MOUNTAIN SPINZ
Reporters: KDOT, KILO
114 MEGADETH "Almost Honest" (Capitol)
114 METALLICA "The Unforgiven II" (Elektra)
102 FOO FIGHTERS "My Hero" (Rosetta/Epica)
102 PEARL JAM "Givin' To Fly" (Epic)
101 CHRIS CORNELL "Sun Shower" (Atlantic)

### JIMMIE'S "Ceremony"
JIMMIE'S "Am"
66 PEARL JAM "Given To Fly" (Epic)
196 PEARL JAM "Given To Fly" (Epic)
71 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
7 METALLICA "The Unforgiven II" (Elektra)
67 BLACK LAB "Wash It Away" (Geffen)
66 CHRIS CORNELL "Sun Shower" (Atlantic)

### MIDWEST SPINZ
Reporters: 93X, KIBZ, KZKZ, WBNZ, WLZR, WMMS, WRCX, WITF, WYKT
216 CREED "My Own Prison" (Wink-Up)
206 METALLICA "The Unforgiven II" (Elektra)
196 PEARL JAM "Givin' To Fly" (Epic)
162 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
156 MARCY PLAYGROUND "Sex & Candy" (Capitol)

### EAST COAST SPINZ
Reporters: WAAF, WCCC, WXYI, WSDH, WTOS, WYRK
131 PEARL JAM "Givin' To Fly" (Epic)
119 METALLICA "The Unforgiven II" (Elektra)
99 MARCY PLAYGROUND "Sex & Candy" (Capitol)
95 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
93 BIG WRECK "The Oaf" (Atlantic)

### WEST COAST SPINZ
Reporters: KZD, KISW, KRKD, KZRR, KSJO
74 MARCY PLAYGROUND "Sex & Candy" (Capitol)
71 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
70 METALLICA "The Unforgiven II" (Elektra)
67 BLACK LAB "Wash It Away" (Geffen)
66 CHRIS CORNELL "Sun Shower" (Atlantic)

### SOUTH COAST SPINZ
Reporters: KXZ, KISW, KRKD, KZRR, KSJO
74 MARCY PLAYGROUND "Sex & Candy" (Capitol)
71 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
70 METALLICA "The Unforgiven II" (Elektra)
67 BLACK LAB "Wash It Away" (Geffen)
66 CHRIS CORNELL "Sun Shower" (Atlantic)

### SOUTHWEST SPINZ
Reporters: KEYJ, KISS, KLBJ, KUPD, KZRX, KBAT
198 PEARL JAM "Given To Fly" (Epic)
147 MARCY PLAYGROUND "Sex & Candy" (Capitol)
142 CHRIS CORNELL "Sun Shower" (Atlantic)
135 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
126 BLACK LAB "Wash It Away" (Geffen)

### SOUTHEAST SPINZ
Reporters: KTXF, WXTB, WMFS
87 CHRIS CORNELL "Sun Shower" (Atlantic)
76 DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen)
76 METALLICA "The Unforgiven II" (Elektra)
75 MARCY PLAYGROUND "Sex & Candy" (Capitol)
64 PEARL JAM "Given To Fly" (Epic)

### Most Added

<table>
<thead>
<tr>
<th>Track</th>
<th>Added At</th>
</tr>
</thead>
<tbody>
<tr>
<td>JIMMIE'S CHICKEN SHACK (7) &quot;Dropping Anchor&quot; (Polywin/ASD)</td>
<td>KQY, KIV, KO, WLZR, WJXQ, KRQX</td>
</tr>
<tr>
<td>JOE SATRIANI (4) &quot;Ceremony&quot; (Epic)</td>
<td>KIJO, KQX, KIX, KXSH</td>
</tr>
<tr>
<td>BUZZY (3) &quot;Pizza&quot; (Atlantic)</td>
<td>WYKT, KRXQ, WLZR</td>
</tr>
<tr>
<td>TWO (3) &quot;I Am A Pig&quot; (Nothing/Interspace)</td>
<td>WYKY, KBAT, KISS</td>
</tr>
<tr>
<td>PEARL JAM (3) &quot;In A Hiding&quot; (Epic)</td>
<td>KRXQ, KBAT, WXTB</td>
</tr>
</tbody>
</table>

### Top Ten Spinz

1. PEARL JAM "Given To Fly" (Epic) 757
2. METALLICA "The Unforgiven II" (Elektra) 711
3. MARCY PLAYGROUND "Sex & Candy" (Capitol) 664
4. JUDGE CORNELL "Sun Shower" (Atlantic) 629
5. CREED "My Own Prison" (Wink-Up) 619
6. DAYS OF THE NEW "Shell In A Room" (Outpost/Geffen) 617
7. FOO FIGHTERS "My Hero" (Rosetta/Epica) 491
8. GREEN DAY "Time Of Your Life" (Reprise) 462
9. AEROSMITH "Ride Of India" (Columbia/CBS) 461
10. BLACK LAB "Wash It Away" (Geffen) 435

### Top 5 Demands

<table>
<thead>
<tr>
<th>Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARCY PLAYGROUND &quot;Sex &amp; Candy&quot; (Capitol)</td>
</tr>
<tr>
<td>CHRIS CORNELL &quot;Sun Shower&quot; (Atlantic)</td>
</tr>
<tr>
<td>CREED &quot;My Own Prison&quot; (Wink-Up)</td>
</tr>
<tr>
<td>SEVENDUST &quot;Black&quot; (TNT)</td>
</tr>
<tr>
<td>CAROLINE'S SPINE &quot;Salience&quot; (Hollywood)</td>
</tr>
</tbody>
</table>

### Infiltrating

CREED "Torn" (Wink-Up)

Generous spins from KILO(17), XRXQ(17), WYKT(14), KIJO(12), WYKY(12), WYLD(12), KXSW(11), WAAF(11), and WYTH(11) help Creed claim this week's highest debut position with "Torn."
GAVIN ROCKS

MOST ADDED
OVERCAST (57)
COALESCE (56)
HUMPMUSCLE (46)
25 TA LIFE (43)
W.A.S.P. (41)
HOLLOW (41)

TOP TIP
NEW YORK’S HARDEST 2
Various Artists
(Black Pumpkin)
Big spins courtesy of WASH190, WRBC20, WNYK13, WKLY10, WKTA88, and WYUM69 help N.Y.’s hardest grab this week’s top debut spot.

RECORD TO WATCH
STUCK MOJO
“Rising” (Century Media)
This honor is usually reserved for full-lengths, but Stuck Mojo’s brutal performance at this year’s Gavin Rocks Boat Bash allows us to say that the band’s single is will be Number One Most Added next week.

Hard Rock

<table>
<thead>
<tr>
<th>TW</th>
<th>SPINS</th>
<th>TREND</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>PRO-PAIN - Pro-Pain (Mavrick/Rax Head)</td>
<td>366 +42</td>
</tr>
<tr>
<td>2</td>
<td>DEFTONES - Around The Fur (Maverick)</td>
<td>360 -29</td>
</tr>
<tr>
<td>3</td>
<td>JUDAS PRIEST - Jugulator (CRC/Inter national)</td>
<td>335 -44</td>
</tr>
<tr>
<td>4</td>
<td>RAMMSTEIN - Sehnsucht (Sash)</td>
<td>322 +27</td>
</tr>
<tr>
<td>5</td>
<td>INCUBUS - Science (Immortal/Epic)</td>
<td>307 -1</td>
</tr>
<tr>
<td>6</td>
<td>COURSE OF EMPIRE - Telepathic Last Words (TVT)</td>
<td>305 +83</td>
</tr>
<tr>
<td>7</td>
<td>METALLICA - Reload (Elektra/EGG)</td>
<td>269 -35</td>
</tr>
<tr>
<td>8</td>
<td>TWO - I A Pig (Nothing/Interscope)</td>
<td>268 +15</td>
</tr>
<tr>
<td>9</td>
<td>MISERY LOVES COMPANY - Not Like Them (Earache)</td>
<td>237 -24</td>
</tr>
<tr>
<td>10</td>
<td>WRIGGLES - Occupational Hazard (Warner/Reprise)</td>
<td>219 +25</td>
</tr>
<tr>
<td>11</td>
<td>LIFE OF AGONY - Soul Searching Sun (Reedrunner)</td>
<td>212 -1</td>
</tr>
<tr>
<td>12</td>
<td>HATESPEED - Satisfaction Is The Death Of Desire (Victory)</td>
<td>211 -37</td>
</tr>
<tr>
<td>13</td>
<td>FU MANCHU - The Action Is Go (Metal Blade)</td>
<td>207 -45</td>
</tr>
<tr>
<td>14</td>
<td>DEICO - Serpent Of Delight (Roadrunner)</td>
<td>206 -58</td>
</tr>
<tr>
<td>15</td>
<td>KMFDM - KMFDM (Wax Track/TVT)</td>
<td>199 +9</td>
</tr>
<tr>
<td>16</td>
<td>GOD DESTRUCTION - The Grand Gimpore (Metal Blade)</td>
<td>197 -14</td>
</tr>
<tr>
<td>17</td>
<td>FULL ON THE MOUTH - Collide (Pionet Music Group)</td>
<td>194 +9</td>
</tr>
<tr>
<td>18</td>
<td>OZZY OSBOURNE - The Ozman (Ep)</td>
<td>193 -11</td>
</tr>
<tr>
<td>19</td>
<td>TESTAMENT - Demoniac (Mayhem/Fierce/Burzun Offerings)</td>
<td>183 -35</td>
</tr>
<tr>
<td>20</td>
<td>YNGWIE MALMSTEEN - Face In The Animal (Mercury)</td>
<td>179 +85</td>
</tr>
<tr>
<td>21</td>
<td>KISS - Camule Of Souls (Mercury)</td>
<td>164 -13</td>
</tr>
<tr>
<td>22</td>
<td>OVERKILL - From the Underground and Below (CSC International)</td>
<td>164 -56</td>
</tr>
<tr>
<td>23</td>
<td>MESHUGGAH - The True Human Design (Nuclear Blast)</td>
<td>161 -17</td>
</tr>
<tr>
<td>24</td>
<td>STRATOVARIUS - Visions (F.A.D.)</td>
<td>159 +22</td>
</tr>
<tr>
<td>25</td>
<td>SOIL - Soil (Olympic Records)</td>
<td>150 -8</td>
</tr>
<tr>
<td>26</td>
<td>DAY IN THE LIFE - Opiumhead (Building/TVT)</td>
<td>147 -47</td>
</tr>
<tr>
<td>27</td>
<td>ENTOMOSED - To Ride, To Shoot Straight, To Speak The Truth (Music For Nations)</td>
<td>145 -4</td>
</tr>
<tr>
<td>28</td>
<td>NEW YORK’S HARDEST 2 - Various Artists (Black Pumpkin)</td>
<td>144 NEW</td>
</tr>
<tr>
<td>29</td>
<td>ADE FREHLEY - Loaded Deck (Megaron)</td>
<td>142 +10</td>
</tr>
<tr>
<td>30</td>
<td>CRISIS - The Hollowing (Metal Blade)</td>
<td>142 -27</td>
</tr>
<tr>
<td>31</td>
<td>DREAM THEATER - Falling Into Infinity (Elektra Entertainment Group)</td>
<td>138 -20</td>
</tr>
<tr>
<td>32</td>
<td>MORTAL KOMBAT - Annihilation (TVT)</td>
<td>137 -14</td>
</tr>
<tr>
<td>33</td>
<td>WING COMMANDER - Prophecy (Eld America)</td>
<td>133 +39</td>
</tr>
<tr>
<td>34</td>
<td>JUDAS PRIEST - Live At Midnight (Columbia/CRG)</td>
<td>129 NEW</td>
</tr>
</tbody>
</table>

SWING KIDS
Roadrunner’s Jen Meola, WNHU’s Ron Tvt’s Anya Feldman, WSOU’s Jenn Kajzer, Columbia’s Ben Berkman, and WRHU’s Joe Carrano are just some of the people shown here celebrating the discovery of the host hotel.

THE A TEAM
Elektra’s Mike DePippa, Revelation’s Jason Upright, Bob Krawower, Smitty, and Ignition’s Cheryl Valentine are seen here battling San Diego’s heavy gravitational pull.

Smith (East), Stuck Mojo ”Rising” (Century Media), Ty Tabor, Moon/Powerman (Metal Blade), Union, Mayhem/Fierce... Add for Feb. 23/25 include Earth Crisis, Live (Victory), Far, “Mother Mary” (Immortal/Epic), In Cold Blood, Hell on Earth (Vivendi). Iron Maiden, Matched (Capitol), Nebula, Let It Burn (Tea Pee), Punent, Stench, The Collection (Nuclear Blast), Seminose, Closing Time (MCA). Two, Voyeurs (Nothing/Interscope), Voyagers (Nuclear Blast).

Hard Kopy BY ROB FRIED

Caught on Film

The following is a visual display of some of this year’s Gavin Seminar activities. Children under 15 years of age and ultra-conservative readers should seriously consider ignoring this page. Gavin is not responsible for any seizures and /or intense feelings of envy that may occur after scanning the following shots.

LET THE GAMES BEGIN
Unnecessary Evil panelists (l-r) Nuclear Blast’s Steve McKnight, KCSU’s Steve Blade, Joey Severance, The Syndicate’s Marc Meltzer, WVU’s Tink, and Mayhem/Fierce’s Chainsaw

Editor: ROB FRIED • Assistant: HEATHER WHITAKER

54
Rocks Chartbound

*MOONS'ELL (67) Century Media
*25 TA LIFE (58) Triple Crown
*OVERCAST (24) Edson
*HOLLOW (31) Independent
*QUINTA NE AMERICANA (19) Cherry Disc
Dropped: #38 Paradise Lost, #42 Accept, #43 Sker, #44 Kreator, #46 Brutal Truth

TOP REQUESTS
- PRO-PAIN
- DEFTONES
- JUDAS PRIEST
- METALLICA
- GOD DETHRONED

CHEERS!
- WDMB’s Leather Daddy, Fierce’s Chainsaw, Ignition’s Cheryl Valentine, TVT’s Anya Feldman, FMQB’s Bram Teitelman, The Syndicate’s Dave Ciancio, KCSU’s Stef Wood, and Immortal’s Tom Bout hold an impromptu AA meeting during TVT Record’s Showcase Night.

POWER DINNER
Fiend, Geffen’s Dennis Blair, Smitty, Gavin’s Heather Whitaker, and McGathy’s Steve Krucher discuss plans to take over the music industry.

PLAY STATION FOLLIES
Nuclear Blast’s Sean McKnight picks his teeth while The Syndicate’s Marc Meltzer and Earache’s Rob Gill have a good laugh over WCWP’s D.J. Peluso weak Madden ’98 skills. In the back, Century Media’s Andrew Sample discovers a new pattern for his quilt back home.

ANYA SANDWICH
Sevendust’s Morgan Rose, Vinny Hornsby, and Bull are stuck on TVT’s Anya Feldman.

LOVE IN AN ELEVATOR
WXJM’s Suzanna Paradise, Smitty, KGLT’s John Logsdon, McGathy’s John Bambino, WKTA’s Scott Davidson, Geffen’s Dennis Blair, and KJHK’s Trevor Ruder toast to surpassing the elevator’s weight capacity.

2wo

Executive Producer: Trent Reznor
Produced by Bob Marlette
Additional Production by Dave “Rave” Ogilvie

METAL RADIO
ADD DATE:
FEB. 23rd & 24th
INFO: 800-992-6553
http://www.two-online.com
### MOSTADDED
**ERIC CLAPTON**  
*(45/45reports)*  
**ROBBIE ROBERTSON**  
*(32/32reports)*  
**ANI DIFRANCO**  
*(24/35reports)*  
**LOU DONNON WAINWRIGHT III**  
*(11/13reports)*

### TOP TIP
**ERIC CLAPTON**  
"My Father's Eyes"  
*(Reprise)*

File under "no-brainer." Out-of-the-box and straight into the Top 20 at #20, with a #1 spot Trend of +577.

### RECORD TO WATCH
**ANI DIFRANCO**  
"Little Plastic Castle"  
*(Nighttime)*

The Gavin Seminar debuts on the airwaves as 24 more add in, bringing the total to 35 stations, debut #50, 221 spins, +119.

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### Seminar Performers Release Powerful New Music

By Kent Zimmerman

Whether by design or lack of the draw, Gavin gatherings usually attract a large contingent of performers whose records are launched by a live appearance at our Seminar. Here's a list of some great records that are now being released by musicians you may have bumped into at the hallways of last week's Gavin Seminar.

**FARM DOGS**

*Immigrant Sons (Sire)*

This time around, Farm Dogs have rocked up their sound considerably. Fronted by lyacist/singer Bernie Taupin and made up of fragments of Rod Stewart's touring band (an American bassist from Shery Crow and Lowen & Navarro). *Immigrant Sons* is both a literary find and a back-beaten, guitar-strumming firebrand.

"Founding" themselves as a band and then assembling a finely blended piece of adult-appealing tunes (which contains some of Taupin's best writing), *Immigrant Sons* is testimony to what happens when you work hard all your life, hone your craft, hold your liquor, and retain a boisterous yen to create honest music. Founded on a foundation of American roots and interpreted by mostly European refugees, Farm Dogs' music is tinged in American romance. Their boundless love for the USA shines through on songs like "Foreign Windows" and "Distance to the Mountain," while less pleasant experiences with the female species are chronicled in songs like "Daria" and "Bird of Prey."

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### Gavin A3

Blue entries highlight a stronger performance than on the combined A3

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### Gavin February 13, 1998

STEV POLTZ  
*One Left Shoe (Mercury)*

San Diego's Steve Poltz lugged his equipment around nationwide as a member of the Rugburns, but he found his fortune penning a single for his pal, Jewel. Now he's confident enough to give his own music a go as a soloist. *One Left Shoe,* sparingly produced by Steven Soles (Victoria Williams, Peter Case), utilizes the talents of Van Dyke Parks, arranger Jimmie Haskell, photographer Henry Diltz, and artists Jewel, Benmont Tench, Jim Keltner, Lee Sklar, and the Mighty Mighty Bosstones horns, giving Poltz's music almost equal parts "in my room" intimacy and tongue-in
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**Royal Fingerbowl My Money**

FROM THE ACCLAIMED NEW ALBUM

**happy birthday, Sabo!**

NEW ORLEANS MUSIC AWARDS:

BEST BAND OF '97

BEST ALBUM OF '97
1998

www.americanradiohistory.com
cheek humor with references to innocent first love, soap-on-a-ropo, and John Kruk strung throughout. It's "Silver Lining" that will imminently grab radio's attention, while 13 more stories will bolster Pollitz's stature as an American songwriter.

**SEМИСONСOМ "Closing Time" (MCA)**

Semisonic's "Closing Time" has the potential to resonate in quite a few different formats, giving the band potential to spread their music across the radio dial. Concise and hooky, the vocal work reminds us of Jay Ferguson on the first couple Spirit albums.

**JУLES SHEAR**

Between Us (High Street/Windham Hill)

Assembling the duets for Between Us didn't generate as much red tape as Jules Shear originally feared. Only one legal eagle stood in the way of his artistic collaborations, while 15 other singer-songwriters heeded Jules' creative call. By keeping the performances basic, the personalities are clear in all the interpretations. Of course, Jules penned all of the entries, sometimes with the eventual participant in mind. Most of the best songs (like "The Last in Love" or "Set Up Hollow") feature singer-songwriters like Paula Cole and Margo Timmins, while the dude side of the void is filled by performances by Ron Sexsmith and Freedy Johnston. Most all of the artists are well known, friends inside the wide spectrum of Triple A.

**MARY LOU LORD**

Got No Shadow (WORK)

Major label trappings become Mary Lou Lord, who has cooked up a serious stew of 13 new songs. When we were previewing depth tracks to possibly play on this year's Seminar GRIDdle, Mary Lou's "His Lamest Flame" immediately came to mind. By spreading her modus operandi—from rock to soft punk to singer-songwriter—Lord careers across a wide avenue of styles and possibilities. Her gig with Whiskeytown during the Seminar was so crowded, even her own label reps were shut outside, forced to listen to the music through the vents. Hot, indeed.

**WHИSKΕΤΟΝ**

"Yesterday's News" (Outpost/Mood Food)

As Norm Winer asked at the A3 panel discussion session, are you willing to go back and recommit to Whiskeytown, now that they've tossed out big? Check it out, a radio version actually longer (and hotter) than the original.

**AГΕNTS ОF GOOd**

"Come On (Let Your Blood Come Alive)" (RCA)

According to an unofficial poll inside the Internet's Velvet Rope, Agents of Good Roots were voted the best band performing at the Seminar. "Come On" is the band's Alternative track, something you might consider commandeering, depending on your marketplace.

**ТRAIN**

"Meet Virginia" (Aware/Columbia)

The Aware compilation label has an impressive track record when it comes to finding new talent like Hootie or Edwin McCain. San Francisco's Train plays in a Counting Crows/Dog's Eye View vein. "Meet Virginia" is the band's impressive opening track.

**Spin Trends**

1. Eric Clapton +377
2. Robbie Robertson +128
3. Ani Difranco +119
4. Agents of Good Roots +92
5. Natalie Imbruglia +84
6. Fleetwood Mac +82

**A3 Gridbound**

*ROBBIE ROBERTSON* (Capitol)

BOX SET (Capitol)

JAMES INTYVELO (RCA)

LON G JOURNEу HOME (RCA)

TED HAWKINS (Evidence)

FASТRAIL (Hollywood)

NATALIE IMBRUGLIA (RCA)

FARM DOGS (Sire)

MARIA MILDAUR (Telarc-Blues)

DАVID PОE (Sire Musiс)

JУLES SHEAR (High)

CHЕRI KИNТH (E-Quarеd)

JУLES SHEAR (High)

JАMES IХA (Virgin)

KRISTEN HERSH (Rykо)

MAК CАRL & BИG DАНСЕ (Rусо)

*COTTON MATHER* (Copper)

**TERRY CALLIER** (Virgin)

*TRIBUTE TO HOUND DOG* (Telarc Blues)

TAYLOR (Alligator)

CORNERSHOP (Capitol)

RЕTH ORTON (Dеducted)

RADIOHEAD (Capitol)

Dropped: #43 Dar Williams, #46 Bruce Cockburn, #47 Jonny Lang, #48 Smashmouth

**ANI DIFRANCO**

**LITТLE PLaСIC CASTLE**

A surprise every time.

*Righteous Babe Records Radio 95*, Buffalo, NY 14205 radio contact: 448 (716) 852-8020 • 446 (716) 852-0241 • RighteousBabe@sb.net

The new studio album, in stores

EVERYWHERE
This Year's A3 Winners
Gavin Awards and GRIDdle Picks

Another Year of Gavin Awards.
One of the great things about "Big Gavin" (a.k.a. the Seminar) is that our format shines brightly in the company of the entire industry. Despite (or maybe because of) the saturation attendance of the annual A3 Summit in August, we're always quite amazed at the quality of the attendance at our big February soiree. This year was no exception, as attendance records (and bar tabs) were shattered by curious attendees. For us, it's a validation that A3 is extremely viable in context to the entire industry, it's proof that we remain an important link when it comes to raising ratings, breaking artists, and selling music.

This year's A3 Awards presentation was helped along by a stunning performance by the Farm Dogs, now on the Sire label. Apart from their brisk 35 minute set, dawned Bernie Taupin and Jim Cregan eventually served as light-hearted MC's, reciting (and sometimes playfully mispronouncing) the names of the nominees and hacking out the awards. Bernie may have been a little apprehensive at first, but it didn't take the master lyricist long to feel the family vibes from our lunch crowd. After reading the first round of nominees myself (I figured Bernie would read the winners), I ended up handing the entire agenda over to the Dogs, who made quite a party of it. We're happy to report that all winners were present, accounted for, and/or represented, save for KGSR (who were moving studios) and Beth Orton (who carefully arranged for KMTT's Chris Mays to pick up their award).

On the GRIDdle. We've done so many GRIDdles, we've actually—honestly—lost count. So at this year's "Big Gavin" GRIDdle, we attempted to include some new faces and GRIDdle virgins, no mean feat, though not before a well-received acoustic performance from Mercury's Steve Poltz. Poltz, while deadly with a witty verse, proved to be quite the self-contained, ass-kicking music machine. With his engaging and charming personality—and by playing solo acoustic—Poltz retained the simple glow of his record, smoothly presenting his material, throwing in a humorous blend of radio names, and ending his mini-set with a priceless cover of TLC's "Waterfall" (complete with a white rap coda). Once again, Bruce Warren's GRIDdle music selection succeeded in providing ample discussion issues as well as aural surprises. Bruce's job was especially difficult, considering a lot of the high profile studio projects are still not finished. Here are the top five finishers with a little commentary from yours truly:

GRIDdle A3 Song Winners
1. "One Belief Away" - Bonnie Raitt (Capitol)
   Overall Score: 7.7
   Some of you cried "foul" when we played the very first video to make it onto a GRIDdle. But we thought it was an interesting experiment, because Forsberg's clip clocked in at just over two minutes, and she's an artist being presented visually, which keeps us in step with the rest of the formats. The downside is that programmers seemed distracted by the visual presentation, commenting rather humorously on the visual elements. Still, Forsberg's entry scored extremely well.

2. "Lost Count" - Ebba Forsberg (Maverick)
   Overall Score: 6.4
   Some of you cried "foul" when we played the very first video to make it onto a GRIDdle. But we thought it was an interesting experiment, because Forsberg's clip clocked in at just over two minutes, and she's an artist being presented visually, which keeps us in step with the rest of the formats. The downside is that programmers seemed distracted by the visual presentation, commenting rather humorously on the visual elements. Still, Forsberg's entry scored extremely well.

3. "Little Plastic Castle" - Ani DiFranco (Righteous Babe)
   Overall Score: 6.1
   Ani DiFranco, besides being a prolific performer, is a keen subject for A3 debate. Many feel she's an artist well worth rallying behind, whose A3 radio following is long overdue. Having built a substantial following on her own, the analysis of her original ska-bout single may have helped contribute to 24 more A3 adds this week. Label representatives in the audience also provided a passionate argument for A3 to take Ani's music seriously.

Tied with "Upspin" - Agents of Good Roots (RCA)
   Overall Score: 6.1
   The idea was to take a successful new act and play a possible hit track. The result was consistent to the response of the first track, which put the Agents into the Top 10 this week. Looks like we have a viable band as opposed to merely a hit track.

5. "Meet Virginia" - Train (Aware/Columbia)
   Overall Score: 5.9
   While many of you met the band during their performance a few days before the GRIDdle, the electronic response to "Meet Virginia" was a signal that perhaps the Bay Area has yet another great band to offer the Triple A radio community.

The single & music video airing nationally

From the motion picture soundtrack

This A3 Winner's story continues next week...
Most Added

Kevin Gordon (17)
Chris Knight (13)
Jim Lauderdale (13)
Blue Highway (8)
Continental Divide (8)
Reno Brothers (8)

Top Tip

The Apostle Soundtrack
(Rising Tide)

Incredible compilation of gospel numbers performed by the likes of Patty Loveless, Lyle Lovett, Johnny Cash, The Carter Family, and Emmy Lou Harris and Robert Duvall.

Need I say more?

Record to Watch

Chris Knight
(Decca)

On the air at: KCSS, KFAL, KYCY, KSYM, WBLU, WNCW, WRUU, WYLS, KFDI, KYI, WMLB, KSUT, KJMR, WCBN, WDBM, WMYK, WMNF, KAZU, KNOT, KPIG, and KCMU among others.

Gavin Americana

The Other Country

Twang Diego

“Awesome” is the most appropriate word for the 1998 Gavin Seminar.

The Americana portion of the event started Thursday evening, when Mexican beer, margaritas, and mucho music set the theme for the “Run for the Border” cocktail party that included spell-binding performances by Atlantic’s The Great Divide and Rounder’s Heathen Myles and the Blazers.

Friday afternoon (some needed a few extra hours sleep) during “Promotive Programming and Creative Marketing” panel, The Woodys (Rounder Records) twanged their way into the hearts of attendees, who insisted on two encores. After the music, a format specific discussion began. The panel consisted of both programmers and label folks, whose different perspectives added texture to the discussions. Topics included how to improve the relationship between radio and record, how to develop an identity for your radio station, and whether or not we should be headling for a singles approach to programming, something that will continue to be discussed over the coming months. Saturday began with a breakfast meet and greet with Virgin Record’s recording artist Loudon Wainwright III. Loudon said he came with the intention of playing serious fare—but he also reserved his right to bring laughter to the room, and he did. His new release Little Ship should be on your desks now. Saturday afternoon, the Americana Awards Luncheon (award winners are listed on pages 6 and 7) started with the presentation of the Americana Horizon Award to Late Night With Conan O’Brien for his contributions to Americana music in 1997. The award was accepted by comedian Robert Schimmel, who used the opportunity to test some new material on the crowd. Then Chris Knight performed, literally bringing the house down, during “The Hammer Going Down,” a light fixture fell from the ceiling, emphasizing the importance of what was taking place in the room. The amazing showcase lured up to all the buzz surrounding the release of Knight’s debut record on Decca.

The off-site music and around San Diego was unbelievable as well, especially performances by Jesse Dayton and Whiskeytown at the Casbah, BR5-49 at 4th & B, and Junior Brown and Jack Ingram at the Belly Up Tavern in Solano Beach.

Then there was the trip to Tijuana—which, by the way, makes Las Vegas look like a nature preserve—Toby French, Paula Erickson, Jeff House and I found it necessary to go south of the border to celebrate Americana’s successful seminar. It’s a fascinating place and one of the few spots on this continent that you can smoke a cigar in a pharmacy. Jeff and Toby spent some time at the definitely not world famous Bambi Club, where we hear Vinny Ezparza spends his free time.

And, as incredible as the Americana component was to the Seminar, believe it or not, there were other great things to do and see. Some highlights were: Keynorse speaker Depak Chopra giving meaning to the word “soul,” high-fiving Mick Jagger as he walked through the hotel lobby, “The A3 Glory & Consequence: From Notable Successes to Bad Habits” panel, “Country’s Three Cs: Consolidation, Competition, and Congestion,” and “The Professionalization of Non-Commercial Radio,” which focused on improving non-commercial radio by employing commercial techniques.

For four days, programmers and music industry people from all aspects of the business congregated to exchange ideas and information. That’s pretty incredible!

Chartbound

Libbi Bosworth (Freedom)
Prickly Pair (Roadhouse)
Victoria Williams (Atlantic)
Monk Wilson (Tangible)
Ray Campi Quartet (Mount Pleasant)
Continental Divide (Pirouette)
Lonesome Brothers (Tail Hill)
Craig Chambers (Air Records)

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Singles

**By Dave Sholin**

**ROBYN**

*"Do You Really Want Me" (RCA)*

97 was all good for this Swedish teen sensation. Now with a pair of top five tracks to her credit, Robyn makes sure the streak continues by dropping the single that's been programmers' consensus pick for months. Great response at early believers like KROB-Houston, where it's been getting plenty of spins since the start of the year.

**CHRIS BRAIDE**

*"If I Hadn't Got You" (Atlantic)*

Not surprisingly, the first offering by British newcomer Chris Braide got a big thumbs-up during the "Top 40 Jukebox Jury" at Gavin, coming in number three overall and ranking number two with the 12-member jury of PDs and MDs. Braide co-produced his album, *Life in a Mirror Key*, with David Stewart formerly of the Eurythmics, and co-wrote this rhythm ric pop gem with Chris Difford of Squeeze fame. One helluva impressive debut.

**IVY MARKAYTI**

*"My Hip Life" (National Record Co.)*

A fun storyline is matched by an up-tempo melody on this track co-written by a singer-songwriter who is poised to make a splash for herself and this new label. Can find a warm reception at Top 40 and A/C.

**CODE RED**

*"This Is Our Song" (Polydor/A&M)*

This foursome from the UK had their coming out party in San Diego, where they put in a strong performance just before the "Top 40 Roundtable." Providing smooth harmony as the backbone to this melody ballad, Code Red has the goods to capture the public's interest in a big way. Their album *Scarlet* arrives in mid-April.

**HANSON**

*"Weird" (Mercury)*

Less than a year after exploding on the scene with "MMMBop," the three Hanson brothers find themselves with several Grammy nominations, including a nod for Best New Artist. This fourth single from *Middle of Nowhere* once again demonstrates the versatility of this young trio and should continue to keep them front and center for weeks to come.

**SHE MOVES**

*"It's Your Love" (Geffen)*

Coming off a solid run with the title track from their debut album, *Breaking All the Rules*, this trio showcases a more emotional side on this sweet mid-tempo ballad. Once again, stellar production by the Berman Brothers deserves special mention.

**ARETHA FRANKLIN**

*"A Rose Is Still a Rose" (Arista)*

Impressive early airplay for Lady Soul's finest effort in a long, long time. Written and produced by Lauryn Hill of the Fugees, leave it to a true musical treasures for just the perfect interpretation. Already on at WTTG-Washington, D.C., KTFM-San Antonio, KMEL-San Francisco, 99.1 KGGI-Riverside, KWNZ-Reno, OC104-Ocean City, Md., KHTN-Merced, Modesto, and 92Q-Baltimore.

**CROSSOVER PICK**

**ARETHA FRANKLIN**

*"Betcha Never Heard Nuthin' Like This Before!" (Southpaw/Delishious Vinyl)*

"Betcha never heard nuthin' like this before!" I concur with this challenge, thrown down on the Oakland-based duo's opening album cut and next hot single, "Never

**PETE CASE**

*Full Service No Waiting (Vanguard)*

After changing the face of the L.A. rock scene with the Plimsouls, Peter Case took on the role of the authentic folk singer and highway troubadour. So it's sort of poetic that he's ended up on the same label that's hosted Joan Baez, John Hammond, Eric Anderson, and lots of other legends. Full Service No Waiting features Case's trusty Gibson guitar, Lee Oskar harps, and strong, smoky voice. With his firm West Coast ties, Case's folk is the stuff good travelogues are made of. We like "Let Me Fall" and "On the Way Downtown," written for his children. —Kent Zimmerman

**THE WHOРИDAS**

*WhoRidin' (Southpaw/DeLishious Vinyl)*

With his chil-
ERIC CLAPTON

MY FATHER'S EYES

FROM HIS FORTHCOMING ALBUM: PILGRIM

PRODUCED BY ERIC CLAPTON AND SIMON CLIMIE

ALBUM IN STORES MARCH 10
U.S. TOUR STARTS MARCH 30TH
ONYX

SHUT 'EM DOWN '98

ALBUM IN STORES 4/21