



COMING...

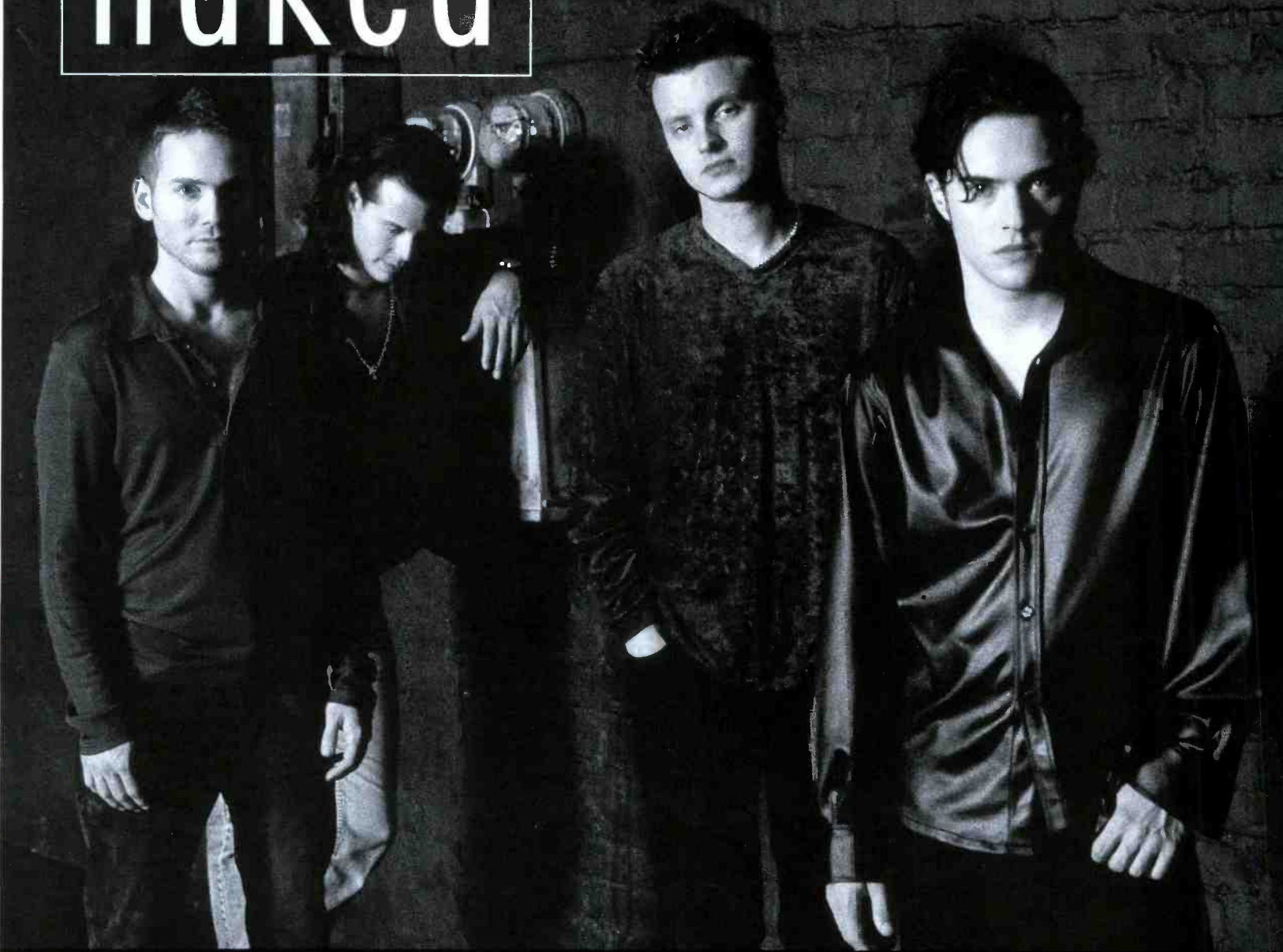
[www.epiccenter.com](http://www.epiccenter.com)



"Epic" and  Reg. U.S. Pat. & Tm. ©11. Music Produced by ©11 Sony Music Entertainment Inc.



# naked



**AUDIENCE REACH...OVER 1 MILLION!!**

**One of the smoothest sounding records on the station. It has the makings of a multi-demo success."**

**—Dan Persigehl - PD, KZZP - Phoenix**

## *RAINING ON THE SKY*

**#1 WINNER OF 1998 GAVIN JUKEBOX JURY!!**

Already Getting Naked:

KZZP-Phoenix  
WVRV-St. Louis  
WXRV-Boston  
KINK-Portland

KZZO-Sacramento  
WKOC-Norfolk  
WBOS-Boston  
WXLE-Albany

KLLC-San Francisco  
WOMP-Wheeling  
KKZN-Dallas  
WDCG-Raleigh

WXXM-Philadelphia  
WKZL-Greensboro  
KMTT-Seattle  
WXIS-Johnson City

**OVER 35,000 SOUNDSCANNED**

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

**red  
ant**



© 1997 Red Ant LLC



# GAVIN PICKS

## Singles

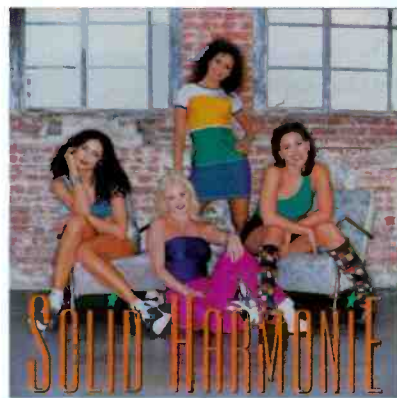
BY DAVE SHOLIN



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

Since taking honors as the best scoring newcomer at this year's "Top 40 Jukebox Jury," the buzz on this track has been doing nothing but getting louder. Expect it to bust out in a big way with audience reaction to follow quickly.

**SOLID HARMONIE**  
"I'll Be There for You"  
(Jive)



Not surprising that this foursome considers the Backstreet Boys "big brothers," since they both come from the same camp. Thanks to B96-Chicago MD Erik Bradley for spotting this one early and turning me on to the group and their music. Here's the first of several rhythmic/pop hits Solid Harmonie will be delivering in the months ahead.

**SISTER 7**  
"Know What You Mean" (Arista Austin)

Stunning debut by a band

who can score on several format fronts with this release. Producer Danny Kortchmar oversaw this

effort, which gets ink as Hot A/C's Top Tip this week. Melody and lyric make it worthy of strong consideration.

**DAFT PUNK**  
"Da Funk"  
(Virgin)

Happy to see this track resurface. Those who enjoyed enormous success with "Around the World" can testify to the power of this European group's highly inventive sound. Off to a

great start with impressive play at some key alternative outlets.

**CROSSOVER PICK**  
**DR. DRE & L.L. COOL J.**  
"Zoom"  
(Interscope/Aftermath)

Only takes a few seconds to figure out there's something very special going on here.

Two of hip-hop's top talents created this track for Warren Beatty's upcoming film *Bulworth*, and the result is a production destined to blow up in no time at all.



## Albums

**KEITH WASHINGTON**  
*KW* (Silas Records/MCA)

Keith Washington is back with a third album that should, finally, establish him as one of the Urban Landscapes true soul men. Washington is a first-rate balladeer, whose smooth vocal delivery has captivated female radio listeners for years. After a two-year hiatus, Washington returns with an album of contemporary and traditional R&B grooves that's perfectly suited for the challenge of (re-)introducing him to today's young urban record buyers and radio listeners. With *KW*, Washington's unique blend of smoldering soul and upbeat R&B has the right '90s flavor. —QUINCY MCCOY

**THE MAVERICKS**  
*Trampoline* (MCA)



The cuts included on *Trampoline* are best described as pop music that's reminiscent of the '50s and '60s, when interesting arrangements were integral to the music and tempos were subject to experimentation. Like madmen, Raul and the boys throw caution to the wind, not merely capitalizing on previous successes, but venturing out into new territory. The record is captivating, filled with remarkable tracks like the rockabilly gospel "Save a Prayer," the Orbison-influenced "To Be With You," and the saucy rhythms of the "Melbourne Mambo." This last one could be the pop instrumental hit of the decade in waiting. And really, if country radio can enthusiastically embrace Clay Walker's Caribbean-flavored "Then What," then the Latino-laced "Dance the Night Away" should be the country hit of the summer. —CHRIS MARINO

## Sho-Dates

**March 22**

**Neil Sullivan** WBBO-Monmouth-Ocean, N.J.

**Jimmy Barreda** KJ103-Oklahoma City

**Nikki Garrett** RCA Records

**Stephanie Mills, Andrew Lloyd**

**Webber, Doug Stanny** (High

Lonesome)

**March 23**

**Jimmy Steal** KDMX-Dallas

**Chaka Khan, Ric Ocasek, Louise**

**Goffin, Damon Alborn** (Blur), **Rico**

**Luna** (Nu Flavor)

**March 24**

**Lena Lovich, Maia Sharp, Sharon**

**Corr** (The Corrs)

**March 25**

**Jimmy Harnen** DreamWorks

**Bill Shahan** WWSR-Charleston, W. Va.

**Russ Maloney** WLHM-Logansport,

Ind.

**Hoyt Axton, Aretha Franklin, Elton**

**John, Nick Lowe, Michael Stanley,**

**Jeff Healey**

**March 26**

**Angie Logan** WQMZ-Charlottesville,

Va.

**Kevin Weatherly** KROQ-Los Angeles

**Bill Mitchell**



**Diana Ross, Steven Tyler**

(Aerosmith), **Charly McClain, Ronnie**

**McDowell, Teddy Pendergrass,**

**Dean Dillon**

**March 27**

**Darryn D.** WKKV-Milwaukee

**Steve Suter** WLTS-New Orleans

**Lee Gerald** Asylum Records

**Michelle Madison** Elektra

Entertainment

**Debbie Sims** WBLK-Buffalo, N.Y.



**Dave Koz,**

**Mariah**

**Carey,**

**Andrew**

**Farriss**

(INXS), **Jann**

**Arden,**

**Stacy Ferguson** (Wild Orchid)

**March 28**

**Michael Powers** Mercury Records

**John Foster** KXXO-Olympia, Wash.

**Mark Lennon** (Venice), **Cecilia**

**Dangcil** (dancer), **Charlie McCoy,**

**Reba McEntire, James Saul Atkins**

(EMF)

# GAVIN

Miller Freeman Entertainment Group

140 Second Street

San Francisco, CA 94105

Phone: (415) 495-1990

Fax: (415) 495-2580

http://www.gavin.com

e-mail: editorial@gavin.com

CHIEF EXECUTIVE OFFICER **DAVID DALTON**

CHIEF OPERATING OFFICER **BOB GALLIANI**

EDITOR-IN-CHIEF **REED BUNZEL**

MANAGING EDITOR **ALEXANDRA RUSSELL**

DESIGN DIRECTOR/PRODUCTION CONTROLLER

**DODIE SHOEMAKER**

ART DIRECTOR **PETER GRAME**

**POP/MAINSTREAM**

SENIOR EDITOR **QUINCY MCCOY**

MANAGER **SANDY SKEBE**

EDITOR **ANNETTE M. LAI**

ASSISTANT **ANNA CALIX**

ASSISTANT **AYOKA MEDLOCK**

ASSISTANT **LILY SHIH**

**ROCK**

SENIOR EDITOR **KENT ZIMMERMAN**

SENIOR EDITOR **KEITH ZIMMERMAN**

ASSOCIATE EDITOR **SPENCE ABBOTT**

ASSOCIATE EDITOR **VINNIE ESPARZA**

ASSOCIATE EDITOR **MAIT BROWN**

RESEARCH COORDINATOR **JOHN FOJTIK**

**COUNTRY/AMERICANA**

EDITOR **JAMIE MATTESON** (Country)

EDITOR **CHRIS MARINO** (Americana)

COUNTRY CHART EDITOR **JEFF HOUSE**

AMERICANA ASSISTANT **TOBY FRENCH**

**JAZZ/SMOOTH JAZZ & VOCALS**

SENIOR EDITOR **KENT ZIMMERMAN**

SENIOR EDITOR **KEITH ZIMMERMAN**

ART PRODUCTION **RENÉ BRUCKNER,**

**CHARLES MACNULTY**

EDITORIAL ASSISTANTS **SEAN CURRAN, KATHRYN**

**GALLAGHER, JASON OLAINÉ, JUSTIN TORRES**

CONTRIBUTING EDITOR **JAAN UHELSZKI**

HEAD OF SALES AND MARKETING

**LOU GALLIANI** (805) 542-9999

FAX: (805) 542-9997

**RICK GALLIANI** (415) 459-3703

FAX: (415) 485-1799

**TOP 40 MARKETING**—**STEVE RESNIK**

(818) 951-6700, FAX: (818) 951-6800

**A/C MARKETING**—**MEL DELATTE**

(310) 573-4244, FAX: (310) 573-4289

**RAP MARKETING**—**JOHN AUSTIN**

(215) 924-7823, FAX: (215) 424-5491

**COUNTRY & AMERICANA MARKETING**—

**PAULA ERICKSON**

(615) 255-5010, FAX: (615) 255-5020

**COLLEGE/CLASSIFIED MARKETING**—

**PARKER GIBBS** (415) 495-1990 EXT. 647

**CORPORATE ACCOUNT MARKETING**—**ERIC SHADE**

(888) 785-0956, FAX: (805) 544-0662

CHIEF FINANCIAL OFFICER **BETTY HOLLARS**

MANAGER, MEDIA SERVICES **DAVE ROTHSTEIN**

OFFICE MANAGER/ASSISTANT TO CEO

**SANDRA DERIAN**

CREDIT & ACCOUNTS RECEIVABLE

**JENNIFER M. DETWEILER**

RECEPTIONIST **LISA GRIFFIN**

EXECUTIVE DIRECTOR, INFORMATION SERVICES

**JOHN VERNILE**

MANAGER, INFORMATION SERVICES **WALT REED**

ASSISTANT, INFORMATION SERVICES,

**LARRY SHORT**

WEB MANAGER, GAVIN.COM **KEVIN KLEIN**

EXECUTIVE DIRECTOR, CONVENTION SERVICES

**NATALIE DUTSMAN**

**CATHERINE RYAN** Assistant

GAVIN SEMINAR SPECIAL COUNSEL

**RON ALEXENBURG**

CONSULTING EDITOR, 40TH ANNIVERSARY

COORDINATOR **BEN FONG-TORRES**

NASHVILLE OFFICE

209 10th Avenue South, Suite 510,

Nashville, TN 37203

(615) 255-5010, FAX: (615) 255-5020

**Miller Freeman**

A United News & Media company

GAVIN MARCH 20, 1998





# Active Rock

UNDER RE-CONSTRUCTION

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

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

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

email: fiend@mail.gavin.com

### MOUNTAIN SPINZ

Reporters: **KDOT, KILO**

- 119 METALLICA "The Unforgiven II" (Elektra)
- 116 FOO FIGHTERS "My Hero" (Roswell/Capitol)
- 101 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 86 PEARL JAM "Given To Fly" (Epic)
- 81 MARCY PLAYGROUND "Sex & Candy" (Capitol)

### MIDWEST SPINZ

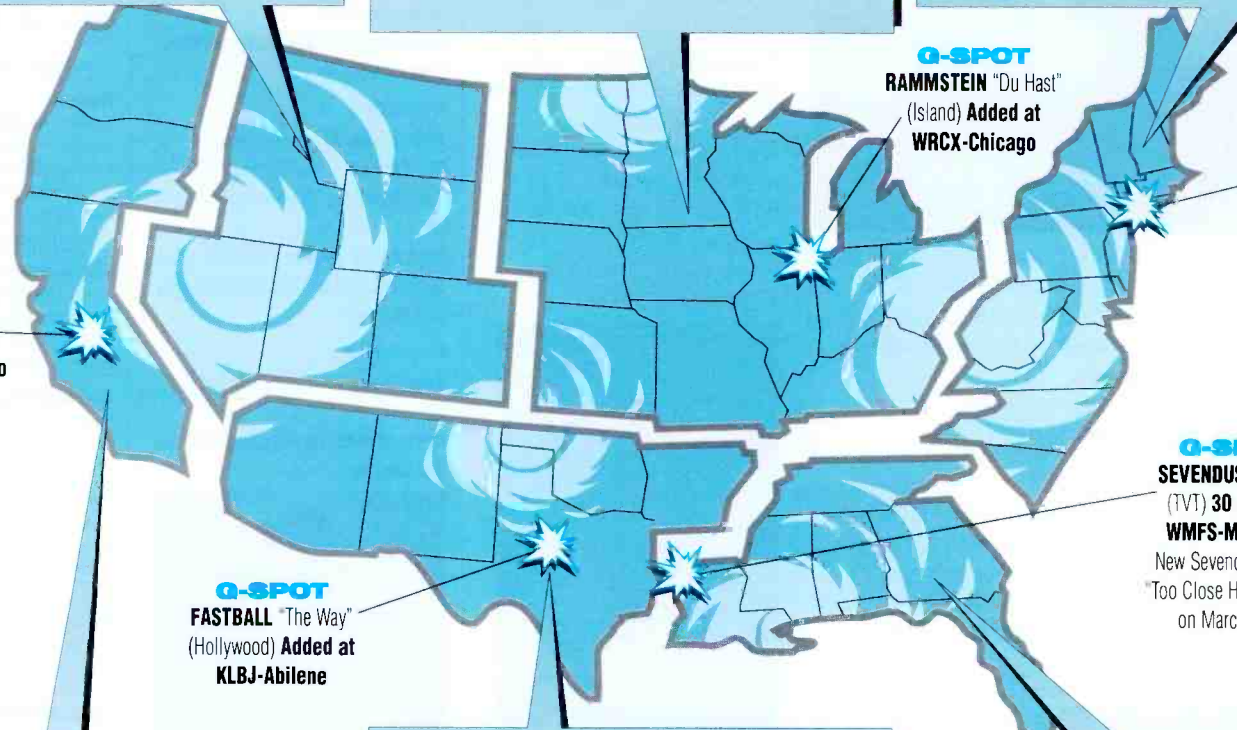
Reporters: **93X, KIBZ, KZZK, WBUZ, WLZR, WMMS, WRCX, WTFX, WYKT**

- 262 VAN HALEN "Without You" (Warner Bros)
- 177 MARCY PLAYGROUND "Sex & Candy" (Capitol)
- 172 KENNY WAYNE SHEPARD "Blue On Black" (Revolution)
- 164 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 161 METALLICA "The Unforgiven II" (Elektra)

### EAST COAST SPINZ

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

- 133 FOO FIGHTERS "My Hero" (Roswell/Capitol)
- 117 MARCY PLAYGROUND "Sex & Candy" (Capitol)
- 113 VAN HALEN "Without Your" (Warner Bros)
- 102 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 92 PEARL JAM "Given To Fly" (Epic)



### WEST COAST SPINZ

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

- 70 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 67 VAN HALEN "Without You" (Warner Bros)
- 65 FOO FIGHTERS "My Hero" (Roswell/Capitol)
- 60 JERRY CANTRELL "Cut You In" (Columbia/CRG)
- 57 PEARL JAM "Given To Fly" (Epic)

### SOUTHWEST SPINZ

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

- 181 METALLICA "The Unforgiven II" (Elektra)
- 168 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 164 VAN HALEN "Without You" (Warner Bros)
- 163 CHRIS CORNELL "Sun Shower" (Atlantic)
- 162 MARCY PLAYGROUND "Sex & Candy" (Capitol)

### SOUTHEAST SPINZ

Reporters: **KTUX, WXTB, WMFS**

- 107 DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen)
- 92 METALLICA "The Unforgiven II" (Elektra)
- 82 CHRIS CORNELL "Sun Shower" (Atlantic)
- 78 JERRY CANTRELL "Cut You In" (Columbia/CRG)
- 78 VAN HALEN "Without Your" (Warner Bros)

### Most Added

- BROTHER CANE (24)**  
"I Lie In The Bed I Make" (Virgin)  
KBAT, KEYJ, KFMW, KIBZ, KILO, KISS, KISW, KLBJ, KRZR, KSJO, KTUX, KXXR, KZRK, WCCC, WMFS, WTOS, WXRK, WYKT, KZZK, WAAF, KRXQ, KUPD, WRCX, WLZR
- METALLICA (10)**  
"Fuel" (Elektra/EEG)  
KBAT, KFMW, KTUX, WMMS, WTOS, KZZK, KRXQ, WXRK, KRZR, WYKT
- CREED (4)**  
"Torn" (Windup)  
KISS, KISW, KXXR, KUPD
- STABBING WESTARD (2)**  
"Save Yourself" (Columbia/CRG)  
KISW, WTOS
- HURRICANE (2)**  
"Step Into My World" (Warner Bros.)  
KEYJ, KTUX

### Top Ten SpinZ

1. VAN HALEN "Without You" (Warner Bros) 741
2. DAYS OF THE NEW "Shelf In A Room" (Outpost/Geffen) 712
3. METALLICA "The Unforgiven II" (Elektra) 688
4. MARCY PLAYGROUND "Sex & Candy" (Capitol) 664
5. FOO FIGHTERS "My Hero" (Roswell/Capitol) 628
6. JERRY CANTRELL "Cut You In" (Columbia/CRG) 571
7. CHRIS CORNELL "Sun Shower" (Atlantic) 547
8. PEARL JAM "Given To Fly" (Epic) 531
9. KENNY WAYNE SHEPARD "Blue On Black" (Revolution) 507
10. OUR LADY PEACE "Clumsy" (Columbia/CRG) 455

### Top 5 Demands

- VAN HALEN**  
"Without You" (Warner Brothers)
- MARCY PLAYGROUND**  
"Sex & Candy" (Capitol)
- JERRY CANTRELL**  
"Cut You In" (Columbia/CRG)
- CHRIS CORNELL**  
"Sun Shower" (Atlantic)
- METALLICA**  
"The Unforgiven II" (Elektra/EEG)

### Infiltrating

- STABBING WESTARD**  
"Save Yourself" (Columbia/CRG)  
Generous spins from KUPD (20), WMFS (18), WAAF (16), KXXR (15), KFMW (12), KDOT (11), KILO (11), KISS (11), WLZR (11), KIBZ (9), KZRK (9), WRCX (9), KEYJ (7), KRZR (7), KTUX (7), WXRK (7), KIOZ (6), and WCCC (5) help Stabbing Westward claim this week's highest debut spot.



# Gavin Rap Retail

2W	LW	TW	Singles
1	1	1	<b>PUFF DADDY &amp; THE FAMILY</b> - Been Around The World (Bad Boy/Arista)
2	2	2	LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)
5	6	3	<b>L.L. COOL J</b> - 4,3,2,1 (Def Jam Recording Group)
—	24	4	<b>RAKIM</b> - Saga Begins (Universal/MCA)
6	7	5	<b>BUSTA RHYMES</b> - Dangerous (Flipmode/Violator/Elektra/EEG)
4	4	6	MASE - What You Want (Bad Boy/Arista)
7	5	7	QUEEN PEN - All My Love (Lil' Man/Interscope)
3	3	8	BIG PUNISHER - I Ain't A Player (Loud)
14	13	9	<b>MASE</b> - Feel So Good (Bad Boy/Arista)
9	8	10	EPMD - Richter Scale (Def Jam Recording Group)
<b>NEW</b>	11	11	<b>DMX</b> - Get At Me Dog (Def Jam Recording Group)
11	11	12	MILITIA - Burn (Red Ant)
12	14	13	<b>ICE CUBE</b> - We Be Clubbin' (A&M)
16	18	14	<b>WYCLEF JEAN</b> - Gone 'Til November (Columbia/CRG)
<b>NEW</b>	15	15	<b>MOS DEF</b> - Body Rock Feat. Q-Tip & Tash (Rawkus Entertainment)

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

Compiled by Matt Brown and Justin Torres

# Mixshow REAL SPINZ

TW	Spinz	Trend
1	84	-10
2	72	-8
3	68	0
4	62	-7
5	55	-4
6	50	-7
7	42	-6
8	41	-11
9	38	-9
10	35	N
11	35	+7
12	35	-3
13	35	-11
14	34	-5
15	31	N
16	30	+1
17	29	0
18	26	-8
19	25	-9
20	24	N

a coordinator on the project, and hats off to **Billy Johnson, Jr.** of **Rap Sheet**, who got his editorial swerve on as a liner note writer.



Zenobia Simmons

Between the notes, the artwork, and the sounds, the entire project shines...On the rap-erotic tip, check for the **Punany Poets**, a Bay-Area based collective of poets and performers who turn up the heat on issues of love, sex, safety, and hip-hop. Their art is available in two mediums: *Punany, the Hip-Hop Psalms*, a book conceived by Punany founder



(l-r): Jessica Holter and Punany model **Eebony** keep it hot.

**Jessica Holter**, and a slammin' 5-song demo putting the poetry to music. Only call Jessica for the demo and book if you're serious at (510) 658-1237...Urban music director **Ahsan** has been doin' his thing at **WRSU-New Brunswick**. The station now boasts six hip-hop shows, so you need to holla at him (732) 932-7800 ext. 979...All accounts confirm that the **BMCP Conference at U. Mass** was phat this past weekend! **Lord Tariq & Peter Gunz** set it off live, and the fashion show was even hotter than last year. The panels included "Politics and Music," "Radio, Black Music, and the Internet," "Internships: Behind the Scenes," and "What Is Hip-Hop?" featuring **Grandmaster Caz** and **PeeWee Dance**. Each was well attended and effective in satisfying those students and executives who were hungry for information. **WTCC's James Lewis**, and **BMCP divas Suki, Shannon**, and **Kendra** get mad props for putting on a great event. In attendance were the finest college promoters out there, including **Crusader Ray Tamarra**, **Dwight Willacy** from **Atlantic**, **Big Will** of **Label Records**, and **Gee Street** kingz **Nelson** and **Pecas**...**Aisha** from **Epic**, **Gavin** Award winner **Chris Atlas** of **Tommy Boy**, and **Interscope's Pierre Diaz**...*like that*. One Love. ●

**New E-mail Address!**  
[Thembisa@mail.gavin.com](mailto:Thembisa@mail.gavin.com)

## Rap Picks

### KOMPOZUR "Take Your Time" (All Net)

Taking a strong cue from Junior's "Mama Used to Say," Kompozur blasts onto the scene with an impressive lead single. The duo keeps it wholesome without losing the intensity of their timely message, which is aimed at young people in the fast lane. The crisp production and moderate pace of the radio edit has dayparted rotation all over it. The All Day Remix, however, boasts an up-tempo drum pattern and a thick bassline tailor made for the mix. For wax, contact Anthony at All Net (513) 381-8266.

### SPEED KNOT MOBSTERS "In Your World" feat. Twista, Mayze & Malif (CWAL/Atlantic)

After putting in work with his amazing-yet-slept-on sophomore album *Adrenaline Rush*, Twista has joined forces with Speed Knot Mobsters for the smash radio has needed to put the world's fastest rapper over the top. Before long, you'll hear this infectious, body-rockin' jam everywhere! And yes, that is Christopher Williams on the hook. Contact Dwight or Just O at Atlantic (212) 707-2424.

### GOODIE MoB "They Don't Dance (No Mo)" (LaFace)

If you're not bangin' this, you've forgotten something: Goodie MoB is one of the most progressive, insightful groups to emerge from our format; the people love 'em. The video is the perfect combination of hilarious and next-level, and it's impossible to keep the body from bouncin' to this ill track! Call Taiye at (404) 869-4050.

**1996 Women Mean Business**  
**1997 A Salute to Women in the Game**  
**Gavin Rap Continues to Celebrate Women In Entertainment**  
**MAY 22, 1998**  
**Women Runnin' The Game**  
 The 3rd Annual Women In Rap Special  
 From the Heavyweights of Hip-Hop

Ad Close: April 15  
 Contact John Austin for placement NOW  
 (215) 924-7823

**GAVIN**



**MOST ADDED**



**M J G**  
*In the Middle of the Night*  
 (Remix)  
 (Suave/Universal)  
**X-ECUTIONERS**  
*Raida's Theme/Musica*  
*Negra (Aspbodel)*



**DJ HONDA**  
*On the Mic*  
 (Relativity)  
 DJs are claiming their props this year! Honda scores 17 adds and is Chartbound.

**RECORD TO WATCH**



**JEMINI THE GIFTED ONE**  
*Who Wanna Step II Dis?*  
 (Brainchild)  
 Jemini snags Third Most Added this week with 23 adds on his independent debut.

# Gavin Rap

2W	LW	TW	
1	1	1	<b>GANG STARR</b> - Royalty (Noo Trybe/Virgin)
\$	4	2	<b>MOS DEF</b> - Body Rock Feat. Q-Tip & Tash (Rawkus Entertainment)
3	2	3	<b>BULWORTH</b> - They Talk About It...Feat. KRS-ONE, Method Man, Prodigy, KAM (Interscope)
\$	3	4	<b>RAKIM</b> - Saga Begins (Universal/MCA)
10	6	5	<b>SUNZ OF MAN</b> - Can't Be Touched (Wu-Tang Records/Red Ant)
\$	5	6	<b>CAUGHT UP SNDTRK.</b> - Snoop Doggy Dogg & Kurupt: Ride On/Gang Starr:Work (Noo Trybe/Virgin)
28	10	7	<b>RUFUS BLAQ</b> - Artifacts of Life/Out Of Sight (A&M)
9	7	8	<b>ONYX</b> - Shut Em Down (JMJ/Def Jam Recording Group)
14	11	9	<b>LA' THE DARKMAN</b> - Heist Of The Centry (Big Beat/Atlantic)
\$	13	10	<b>BUSTA RHYMES</b> - Turn It Up (Flipmode/Violator/Elektra/EEG)
\$	8	11	<b>LUNIZ</b> - Hypnotize Feat. Redman (C-NOTE/Noo Trybe)
—	23	12	<b>BLACK EYED PEAS</b> - Fallin' Up/Que Dices? (Interscope)
7	9	13	<b>SENSELESS SNDTRK.</b> - Gravediggaz:Unexplained/RZA:12 Jewelz (Gee Street)
\$	14	14	<b>JAY-Z</b> - City Is Mine (Roc-A-Fella/Def Jam)
15	12	15	<b>KILLAH PRIEST</b> - One Step/Fake MC's (DGC)
20	16	16	<b>MOOD</b> - Karma (Blunt Recordings)
—	30	17	<b>SCARFACE</b> - My Homies Feat. 2Pac & Master P (Rap-A-Lot)
<b>NEW</b>		18	<b>CAPPADONNA</b> - Run (Razor Sharp/Epic Street)
\$	15	19	<b>2 PAC</b> - Do For Love (Amaru/Jive)
<b>NEW</b>		20	<b>POLY-RHYTHM ADDICTS</b> - Not Your Ordinary (Nervous)
—	34	21	<b>SPORTY THEIVZ</b> - Mac Daddy/Street Cinema (Roc-A-Blok)
\$	18	22	<b>ICE CUBE</b> - We Be Clubbin' (Heavyweight/A&M)
30	28	23	<b>DIVINE STYLER</b> - Before Mecca (DTX Records)
13	17	24	<b>DAS EFX</b> - Rap Scholar Feat. Redman (EastWest/EEG)
32	33	25	<b>TIMBALAND &amp; MAGOO</b> - Clock Strikes (Atlantic)
—	35	26	<b>WHORIDAS</b> - Never Heard (Delectious Vinyl/V2/BMG)
27	31	27	<b>M.O.P.</b> - Handle Ur Bizness (Relativity)
19	19	28	<b>JOHN FORTE'</b> - All You Gotta Do/Hot (RCE/Ruffhouse/Columbia/CRG)
24	24	29	<b>TONE KAPONE</b> - Down For Mine (Freeze Records)
<b>NEW</b>		30	<b>COCO BROVAZ</b> - Black Trump Feat. Raekwon (Duck Down/Priority)
\$	27	31	<b>EPMD</b> - Do It Again (Def Jam Recording Group)
<b>NEW</b>		32	<b>CARDAN</b> - Jam On It Feat. JD (Penalty Recordings)
31	29	33	<b>ONE TOUGH COP SDTRK.</b> - feat. Sadat X, Diamond D & Nikki Bond: Feel It (H.O.L.A.)
26	32	34	<b>MONEY BOSS PLAYERS</b> - Area Code 212/Dollar Bill (Warning/Qwest/Warner Bros.)
36	36	35	<b>24/7</b> - 24/7 (Loud)
<b>NEW</b>		36	<b>BEDROOM WIZARD</b> - Skillz in '98 feat. Mad Skillz (Unsigned Recordings)
21	25	37	<b>RIDE SOUNDTRACK</b> - Wu-Tang & Onyx: The Worst/Noreaga & Nas: Blood Money Pt. II (Tommy Boy)
38	38	38	<b>FUNKDOOBIEST</b> - Act On It feat. Kam (BuzzTone)
34	37	39	<b>N.O.T.S. CLICK</b> - Work Is Never Done Feat. Big L (Official Jointz)
17	22	40	<b>CANIBUS</b> - How We Roll/Various Freestyles (Universal/MCA)

\$—Indicates GAVIN Rap Retail Action.

**Chartbound**

**GOODIE MOB**-They Don't Dance (No Mo') (LaFace)  
**CAM'RON**-Pull It/357 (Unentertainment/Epic)  
**DJ HONDA**-On the Mic (Relativity)

**Up & Add 'Em**

**TOO \$HORT**-Independence Day feat. Keith Murray (Short) **3/26**  
**RASCALZ**-Northern Touch (Remix) (Figure IV) **3/26**  
**MOKA ONLY**-Ow (Hand Solo) **4/9**

## Like That!

BY THEMBISA S. MSHAKA

### Telling HERstory



March is **Women's History Month**, a perfect time to reflect upon the contributions women make to the world. We females have mastered the art of balance—successfully juggling careers, family, and community. We're even getting better at rewarding ourselves for thriving in the midst of it all by becoming more health-conscious and spiritually grounded. Radio, in recognition of its significant and highly influential female demographic, has taken a cue and found a wonderful way to attract, support, and affirm its female listeners. Look for station sponsored Women's Expos to crop up all over America.



**Sassy singer Terry Ellis (center) snaps a flick with T and Cathy, Director of A&R, Alien Records while promoting her new fragrance Southern Exposure**

**Queen Latifah, VIBE Editor-in-Chief Danyel Smith, and Debra Martin Chase of Brown House Productions.**

The Expo was informative, safe, and fun for all ages. It even happened in conjunction with a job fair, an added networking opportunity for the women in attendance. Kudos to KMEL's staff for connecting with the community in an intelligent and exciting way...Props also go out to **Rhino** for going where no box set has gone before: into the crates for women's contributions to hip-hop. *Fat Beats & Bra Straps* is a three-CD box set of epic proportion, including acts from the '70s to the present. With an



**Ladies first (l-r): Thembisa, Debra Martin Chase, Queen Latifah, Danyel Smith, Tamu DuEwa**

**KKBT**-Los Angeles and **WGCI**-Chicago have had great success with theirs in recent years. San Francisco's **KMEL 106.1** came away victorious after putting on one of their own, the **Universal Women's Expo**, which took place at the Oakland Convention Center at the end of February. The Expo seamlessly combined an exhibit hall, live performances by **Jody Watley, Salt & Pepa** and **Terry Ellis**, and panels featuring amazing women executives, authors, and motivational speakers, including **Tina McElroy Ansa** and **Essence** Editor-in-Chief **Susan L. Taylor**. I had the pleasure of moderating the "Women in Entertainment" panel featuring



entire CD devoted to classics, battle rhymes and posse cuts, and new emcees, the listener gets to reminisce while they soak up a thorough education of the female's place in hip-hop. After just one listen, you'll marvel at how powerful and emotive women are when we take to the mic. I have a new appreciation of the diversity women rappers offer to the genre. **Zenobia** put it down as

Editor: **THEMBISA S. MSHAKA** • Rap Assistant: **AYOKA MEDLOCK**  
 Rap reports accepted Thursdays 9 a.m.-4 p.m.  
 Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580  
 By email: rapreports@mail.gavin.com





## On-line

BY QUINCY MCCOY

# Memorize and Solve

**M**y wife and I have been researching schools for our five-year old, who begins kindergarten in the fall. The reason for our search is that our son Louie is very artistic. He's already playing keyboards and guitar; the latter is the love of his young existence, and by all indications will certainly be central to his life. He loves to draw pictures of his heroes—Bob Marley, Ziggy Marley, and Seal. Other favorite subjects include Jamaica, cheetahs, leopards, guitars, Spiderman, and Michael Jordan. We're looking for a creative school that will accept his dreadlocks, develop his musical inclination, offer a diverse and open-minded atmosphere; one that has a fun approach to learning.

It's not an easy task today, especially in the conservative state of California, which has a State Board of Education filled with political appointees who lack any educational background. The State Board has changed the language of what is required for a good education, eliminating all the verbs that have to do with creativity and replacing them with two words: memorize and solve. With "memorize and solve" as their foundation, they've diminished the innovative teaching methods that encourage children to ask questions and help them begin to make order out of chaos—essential qualities to prepare *anyone* for the real world.

The "memorize and solve" policy is the result of shameless second-guessing from outsiders. It has led to an approach to learning that hampers creative development and social skills. I believe that it also represents the abdication of artistic freedom and judgment for both students and teachers. What does all this have to do with radio? Plenty.

Teaching, like radio, is a craft. Perfecting your teaching skills—or your radio skills—takes years of experimenting and innovation in order to gain access and learn to direct your creative output.

Organizations both public and private face a common need to create in order to keep pace with rapidly changing markets. More important, our human need responds negatively to a *lack* of creativity. In work or school, we develop strong feelings of frustration, burnout, and anger when deprived of the



*Like a good school, creative radio stations employ innovative methods to reach their listeners (students) and involve them in the process of winning (learning).*

vibrancy of creation. "Memorize and solve" educational systems suppress creativity and are indistinguishable from radio stations programmed solely with a "research and deploy" mentality.

Radio-by-the-numbers is boring, predictable, and formula driven. All events—music, news, information, and canned entertainment—are tightly scheduled and modulated. Creative stations, on the other hand, stretch the rules and encourage personnel to "play and employ." Like a good school, creative radio stations employ innovative methods to reach their listeners (students) and involve them in the process of winning (learning).

America's growing dependence on research disturbs me. We now love to create by consensus; we're afraid to allow room for what made us great—singular artistic visions. Instead, from the political arena all the way to the Broadway stage, consumer research is a determining factor and the research is founded on the old advertising adage that the customer is always right—even if the

customer has no experience, knowledge, or taste.

Focus group results are replacing personal belief and creative vision. In Washington, President Clinton doesn't make a move without checking with his pollsters. He's not leading, he's just mirroring the general psyche of the country. Hollywood movie endings are reshot until test audiences give a favorable score. The result is the same repetitive storyline in movie after movie. In an effort to increase circulation, many newspapers across the country are using reader-preference surveys to determine what stories should be priorities. Get your crime and disaster right here! In a recent article in the *New York Times*, 20-year veteran movie producer Garth Drabinsky bragged about transferring Hollywood practices of research to the stage. He hired a polling firm to calibrate audience reactions in order to find out what's working and what's not. Drabinsky altered one play's script 20 times based on these polls. His hit Broadway show *Ragtime* has now earned

over \$17.5 million. This has led other producers and theater owners to become assembly line manufactures of art by using similar surveys and exit polls to attract the demographically correct. If Broadway—one of the last bastions of unfettered creativity—won't take a chance on risky art anymore, where are we headed?

Of course, radio has been dependent on research for decades. And today with consolidation, we're also answering the call of the sales imperative—be popular, be accessible, get more quarter hours than the other guys. We have market research companies that tell us what the listeners want to hear. Every company has a simple process to insure you that your station is liked. They systematically exclude music that provokes the strongest reaction—positive or negative—resulting in music that is predictable, homogenized, upbeat, and most important, *safe*. And when it comes to choosing new music, the rule is, just stick with the tried and the true artists; always be suspicious of newcomers. Memorize and solve.

If all this research really works, why are we constantly late on picking up on new musical trends? Rap, alternative, and electronica music dominate retail sales with little or no radio airplay. Artists like DJ Shadow, Gangstarr, and Hum sell out venue after venue without the aid of radio. They don't need it, because the energy of their creativity has an aura of excitement that doesn't need hot rotations to reach listeners. They're *already* connecting with the listeners on an emotional level.

If polling really worked, people wouldn't distrust politicians and their motives, Hollywood wouldn't fear the independent filmmaker and their ability to incorporate reality into entertainment, and there would be more hit shows on Broadway than Off Broadway.

I think we should end our heavy dependency on research. We should enter a creativity rehabilitation school, where we can be reminded—as I am everyday when I look at my son, hear a great radio station, or see an inspiring film—of the richness of the particular, not the abstractions of the general.



## Sylk E. Fyne

**RAW SYLK** in stores **March 24th**

R&B Mainstream Monitor 25\* AIRPOWER-22\*  
 Monitor Crossover 17\*-12\* GREATEST GAINER • Rap Monitor 4\*-3\*  
 Rhythm Top 40 Monitor 15\*-14\* • Billboard Hot 100 Singles 29\*-21\*  
 Billboard Hot R&B Singles 12\*-12\* • Billboard Hot Rap Singles 7\*-4\*

**TOP SOUNDSCAN MARKET RANKINGS:**

San Francisco 8-3 Washington, DC 15-8 Atlanta 6-2 Houston 19-6

**#1** in Phoenix, Sacramento, Charlotte, Columbus,  
 Grand Rapids, Green Bay, Roanoke, Syracuse, Tucson



ON at **BET**



#174

"Pick up the phone, dial your number **CLICK...**"

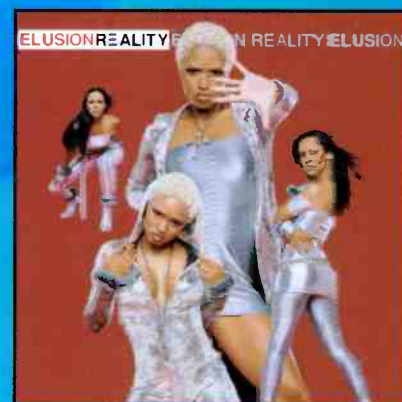
R&R UC 26\* • R&B Mainstream Monitor 36\*

BDS 779 Total plays, 6.8 million in audience • 10,000 single sales

Billboard Hot 100 Singles - New 75\* • Billboard Hot R&B Singles - New 34\*

**...THINK ABOUT IT!!!**

## Elusion



# This is the 411.

888.RCA.JAM1



## Robyn

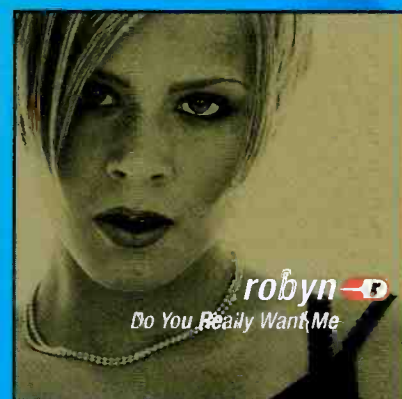
Not just your average.....girl!!!!  
**DO YOU REALLY WANT ME (QDIII Mix)**

**SPINNIN' @**

WCDX-Richmond 10x  
 KDKO-Denver 12x

KTBT-Baton Rouge 23x  
 WROU-Dayton 11x

WJUC-Toledo 22x  
 WBTT-Dayton 11x



## 4KaST

7 Day **4KaST**

Every Day And Night, You're Gonna **MISS MY LOVIN'...**  
**IMPACTING 3/23**

"The 4KaST is mostly sunny with high rotation and great phones."

— Gerod Stevens, OM-WQUE, New Orleans

"Smooth R&B track that ALL radio can appreciate."

— Big Daddy, AKA Terry Monday, PD-KJMM/KVSP, Oklahoma City

"They can sing, it's a great song and I expect EVERYBODY to give it great airplay. It's a safe song!"

—Quinn Echols, PD-KDKS, Shreveport

"You don't want to Miss this one. It's for ALL demos." —Don Cody, PD-WTMG, Gainesville

ON at **BET**



The RCA Records Label is a unit of BMG Entertainment • Tmk(s) ®Registered Marca(s) Registrada(s)™ © General Electric Co., USA • is a trademark of BMG Music • © 1998 BMG Entertainment





# Gavin Urban Landzcape

A GAVIN ORIGINAL

PRIME PROPERTY

### WEST COAST

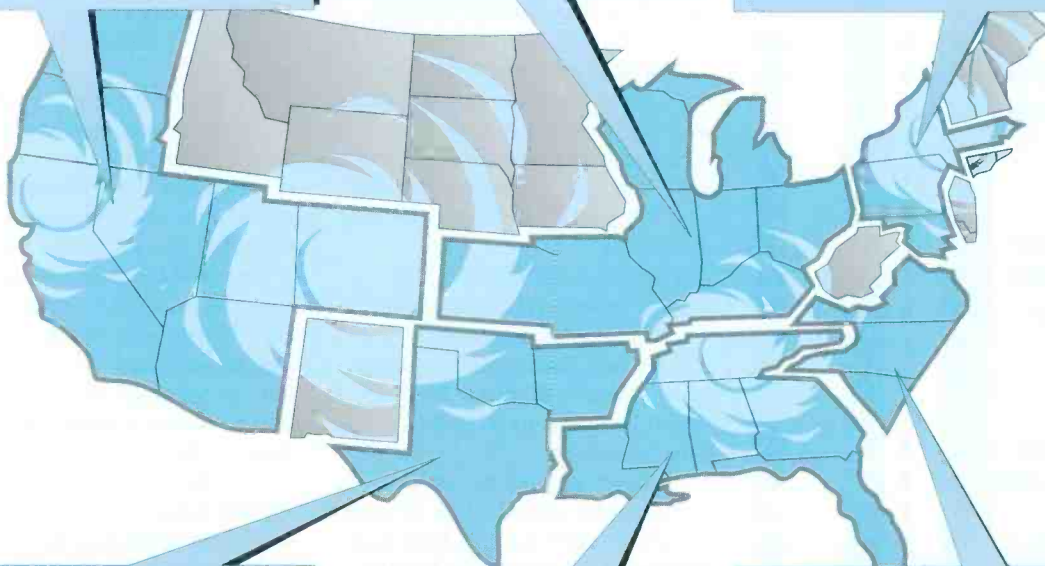
**MONTELL JORDAN +40** "Let's Ride" (Def Jam)  
**RANDY CRAWFORD +37** "Bye Bye" (Atlantic)  
**BUSTA RHYMES +33** "Turn It Up/Fire It Up"  
 (Flipmode/Violator/Elektra)  
**BILLY PORTEE +31** "Borrowed Time"  
 (DVB/A&M)  
**JANET JACKSON +28** "I Get Lonely" (Virgin)

### MIDWEST

**JANET JACKSON +66** "I Get Lonely" (Virgin)  
**CHICO DEBARGE +62** "No Guarantee"  
 (Kedar/Universal)  
**JON B. +61** "They Don't Know"  
 (YabYum/550 Music)  
**MYA +48** "It's All About Me" (Interscope)  
**MONTELL JORDAN +47** "Let's Ride" (Def Jam)

### EAST COAST

**MYA +50** "It's All About Me" (Interscope)  
**CHICO DEBARGE +49** "No Guarantee"  
 (Kedar/Universal)  
**NEXT +47** "Too Close" (Arista)  
**JANET JACKSON +45** "I Get Lonely" (Virgin)  
**DAVINA +39** "Come Over To My Place"  
 (Loud/Interscope)



### SOUTHWEST

**THE JACKSON 5 & PUFF DADDY +68**  
 "I Want You Back" (Motown)  
**SMOOTH -68** "Strawberries" (Perspective/A&M)  
**CHICO DEBARGE +42** "No Guarantee"  
 (Kedar/Universal)  
**GOODIE MOBB +40** "They Don't Dance No  
 Mo" (LaFace/Arista)  
**QUEEN PEN +30** "Party Ain't..." (Lil' Man/Interscope)

### SOUTHEAST

**JANET JACKSON +128** "I Get Lonely" (Virgin)  
**SWV +124** "Rain" (RCA)  
**ARETHA FRANKLIN +92**  
 "A Rose Is Still A Rose" (Arista)  
**QUEEN PEN +92** "Party Ain't A Party"  
 (Lil' Man/Interscope)  
**MONTELL JORDAN +75** "Let's Ride" (Def Jam)

### CAROLINAS/VIRGINIA

**GOODIE MOBB +129** "They Don't Dance No  
 Mo" (LaFace/Arista)  
**JANET JACKSON +126** "I Get Lonely" (Virgin)  
**PUBLIC ANNOUNCEMENT +92** "Body  
 Bumpin'" (A&M)  
**THE JACKSON 5 & PUFF DADDY +71** "I  
 Want You Back" (Motown)  
**DAVINA +64** "Come Over..." (Loud/Interscope)



### MOST ADDED

**MYA (34)**

*It's All About Me* (Interscope)  
 WILD, WKGN, KBCE, WTLZ, WKYS, WEUP,  
 KHRN, WPHI, WDZZ, KYEA, WJMG, WJMZ,  
 WJZD, WJNN, KDKO, WHRK, WGCI, WJHM,  
 WIBB, WMNX, KZWA, WOWI, KCEP,  
 WTMP, WQHH, WCDX, WIZF, WPAL,  
 KKDA, WGZB, WZAK, WFXE, KMJM, KSJL  
**ALI (27)**

*Love Letters* (Island)

WZHT, WKGN, WTLZ, KJMM, KVSP, KMJJ,  
 WEUP, KHRN, WPHI, WDZZ, KYEA, WJMG,  
 WJZD, WJNN, WIBB, WMNX, WQMG,  
 KZWA, WTMP, WQHH, WIZF, WPAL,  
 WGZB, WZAK, WFXE, WPLZ, WYNN  
**MJG (27)**

*In The Middle Of The Night*

(Suave/Universal)  
 WKGN, WTLZ, KJMM, KVSP, KTBT, KMJJ,  
 WBLX, KHRN, WDZZ, KYEA, WJMG,  
 WJZD, WJNN, WZFX, WIBB, KXHT, KZWA,  
 WOWI, WTMP, WQHH, WIZF, WPAL, KKDA,  
 WGZB, WFXE, WPLZ, WYNN  
**NADANUF (17)**

*6:00 A.M.* (We Be Rollin')

(Warner Bros.)  
 WKGN, KBCE, KTBT, KMJJ, KHRN, KYEA,  
 WJMG, WJZD, WJNN, WZFX, WIBB,  
 WMNX, KZWA, WAMO, WPAL, WJTT, WPLZ  
**A TOWN PLAYAS (14)**

*Player Can't You See*

(Elektra/EEG)  
 WJMG, WJZD, KJMM, KVSP, KTBT, KMJJ,  
 KHRN, WJNN, WIBB, KZWA, WTMP, WPAL,  
 WJTT, WYNN

### BLACK A/C

Most Played Current Hits

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

## TOP TEN SPINZ

1	SWV "Rain"	3329	3444
2	OL' SKOOL "Am I Dreamin'"	3097	3187
3	DESTINY'S CHILD "No, No, No"	3133	3419
4	K-CI AND JOJO "All My Life"	2938	3356
5	NEXT "Too Close"	2609	2777
6	PUBLIC ANNOUNCEMENT "Body Bumpin'"	2251	2549
7	ARETHA FRANKLIN "A Rose Is Still A Rose"	2340	2543
8	MARY J. BLIGE "Seven Days"	2480	2751
9	MISSY "MISDEMEANOR" ELLIOTT "Beep Me 911"	2445	2471
10	LSG "Curious"	2401	2500

SPINZ LAST WEEK

SPINZ THIS WEEK

## Q - FILE

Need to get a hold of Quincy??? E-Mail him at:  
[quincy@mail.gavin.com](mailto:quincy@mail.gavin.com)

We are also taking playlists by E-Mail!!! E-Mail Anna at:  
[anna@mail.gavin.com](mailto:anna@mail.gavin.com).

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

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

Editor: QUINCY MCCOY • Assistant: ANNA CALIX

Urban reports accepted through Tues. 3 p.m. • Station Reopening Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580



**MOST ADDED**



**ERIC CLAPTON**  
(12/28 reports)  
**GREGG KARUKAS**  
(11/33 reports)  
**SPYRO GYRA** (11/14 reports)



**TOP TIP**

**MARILYN SCOTT**  
"Starting to Fall"  
(Warner Bros.)  
Marilyn Scott adds a sophisticated jazz vocal flair to the Smooth Jazz chart with an impressive debut at #33.

**RECORD TO WATCH**

**ERIC CLAPTON**  
"Need His Woman"  
(Duck/Reprise)  
Eric Clapton experiments with studio loop rhythms and smooth textures instead of his patented blues guitar licks.

**Gavin Smooth Jazz Vocals**

LW	TW	Artist - Title (Label)	Reports	Adds	Spins	Differences
1	1	<b>PAUL HARDCASTLE</b> - Cover To Cover (JVC)	52	0	870	-56
8	2	<b>BONEY JAMES</b> - Sweet Thing (Warner Bros.)	46	0	762	+88
3	3	<b>THOM ROTELLA</b> - Can't Stop (Telarc Jazz Zone)	50	1	762	0
5	4	<b>BRIAN TARQUIN</b> - Last Kiss Goodbye (Instinct)	51	1	734	+12
7	5	<b>CHIELI MINUCCI</b> - It's Gonna Be Good (JVC)	58	0	720	+24
2	6	AVENUE BLUE featuring JEFF GOLUB - Nightlife (Bluemoon/Atlantic)	46	0	708	-111
6	7	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	62	0	708	-1
4	8	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	52	1	659	-99
10	9	<b>KENNY G</b> - My Heart Will Go On (Arista)	39	1	625	+32
12	10	<b>EVAN MARKS</b> - Coast to Coast (Verve Forecast)	48	0	624	+62
11	11	<b>DOWN TO THE BONE</b> - From Manhattan to Staten (Nu Groove)	51	1	583	+18
14	12	<b>RANDY CRAWFORD</b> - Every Kind of Mood (Bluemoon/Atlantic)	48	0	559	+10
9	13	CANDY DULFER - For the Love of You (N2K Encoded Music)	47	0	550	-71
15	14	<b>JOHN TESH</b> - Grand Passion (GTSP/Mercury)	45	0	526	+1
19	15	<b>DEAN JAMES</b> - Intimacy (Brajo)	45	0	506	+9
16	16	RICK BRAUN - Body and Soul (Bluemoon/Atlantic)	39	1	505	-18
18	17	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	47	0	484	-20
13	18	THE RIPPINGTONS featuring RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	48	2	474	-83
17	9	JOYCE COOLING - Playing It Cool (Heads Up)	47	0	466	-49
24	20	<b>MELROSE PLACE JAZZ</b> - Braxton Brothers (Windham Hill)	53	3	453	+14
21	21	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	32	0	443	-17
26	22	<b>BRIAN CULBERTSON</b> - Secrets (Bluemoon/Atlantic)	43	0	421	+7
28	23	<b>BRIAN BROMBERG</b> - You Know That Feeling (Zebra)	51	2	414	+40
27	24	<b>BRIAN HUGHES</b> - One 2 One (Higher Octave)	47	2	414	+7
20	25	RICHARD SMITH - First Kiss (Heads Up)	40	1	379	-87
23	26	CHARLES FAMBROUGH - Upright Citizen (Nu Groove)	41	0	374	-72
22	27	DAVID BENOIT - American Landscape (GRP)	29	0	366	-82
30	28	PETE BELASCO - Get It Together (Verve Forecast)	35	3	323	-22
29	29	BOB JAMES - Playin' Hooky (Warner Bros.)	33	2	321	-48
35	30	<b>CHRIS CAMOZZI</b> - Suede (Discovery/Sire)	41	2	319	+59
33	31	<b>DENNY JIOSA</b> - Jazzberry Pie (Blue Orchid)	37	3	313	+1
31	32	DIANA KRALL - Love Scenes (Impulse!)	32	0	302	-37
—	33	<b>MARILYN SCOTT</b> - Starting to Fall (Warner Bros.)	35	2	299	N
25	34	PHILIPPE SAISSE - Next Voyage (Verve Forecast)	24	0	285	-130
36	35	<b>VANESSA WILLIAMS</b> - "Next" (Mercury)	24	0	270	+12
32	36	KIRK WHALUM - Colors (Warner Bros.)	31	0	268	-48
45	37	<b>PHIL PERRY</b> - One Heart One Love (Windham Hill Jazz/Peak)	25	2	240	+33
34	38	KENNY G - Greatest Hits (Arista)	19	0	240	-25
39	39	LOREENA McKENITT - The Book of Secrets (Warner Bros.)	21	0	238	-11
38	40	PIECES OF A DREAM - Pieces (Blue Note)	26	1	233	-19
42	41	<b>BOB MAMET</b> - Adventures In Jazz (Atlantic)	30	3	226	+11
44	42	<b>CHRIS BOTTI</b> - Midnight Without You (Verve)	23	2	223	+15
46	43	<b>A TWIST OF JOBIM</b> - Various Artists (i.e. music)	19	1	212	+13
40	44	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	23	0	212	-14
43	45	YULARA - Cosmic Tree (Higher Octave)	22	1	203	-5
50	46	<b>480 EAST</b> - Eastside (Boomtang/Cargo)	29	9	199	+15
47	47	<b>JEANNE NEWHALL</b> - Bedouin's Paradise (Marzipan Music)	25	1	198	+2
—	48	<b>SOUNDSCAPE</b> - Surreal Thing (Instinct)	23	1	196	N
37	49	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	19	0	178	-79
—	50	<b>KIM WATERS</b> - Love's Melody (Shanachie)	30	7	176	N

create the same kind of forward momentum to really catch the ears of our listeners!"

WJZZ is just in the process of finishing up their Winter book campaign by giving away a trip a day to the Caribbean. They kicked off that promotion by doing an island remote featuring their morning show host Teri Webb. On March 27, WJZZ begins broadcasting from London to kick off its daily London vacation giveaways, which begins on April 6.

"Mornings on Smooth Jazz are difficult dayparts," said Ann. "This is a way to get people to hear something different in morning drive. Hopefully it will drive more listeners into that time slot, as well as feature our big promotion."

WJZZ has been adopting the remote strategy tie-in for the last few Arbitron books. Prior to the London and Caribbean campaigns, Music Director **Michael Tozzi** staged live remotes in Bermuda, Paris, and Rome.

Of course as Program Director, Gress had the enviable task of supervising the proceedings in Paris and Rome, and plans to be on hand in London when they again beam the signal overseas. It'll also give her a chance to meet some of the lucky winners. "Our listeners are awesome," she says, "When we did our remote from Paris, we did it from the Planet Hollywood. It was funny standing over the beautiful Avenue Champs Elysees, and all of a sudden,

seeing a neon green Philadelphia Eagles jacket coming down the street. 'Look! There's a WJZZ listener!'"

WJZZ plans to bolster the promotion with direct mail marketing from their database, using a piece depicting the WJZZ sunscape logo superimposed behind Big Ben.

**KOZ DEBUTS NEW RADIO SHOW**  
An excited **Dave Koz** phoned us from Los Angeles last week, the day **AMFM Networks** announced the formation of his brand new syndicated show.

"I'm happy to have been able to select my own team and put everything into the show that I ever wanted," said Koz. "**David Kantor** and **AMFM Networks** are ready to take this show into the future with me."

*The Dave Koz Radio Show* will begin broadcasting weekly April 4 and 5. Each two-hour show will feature an artist interview as well as other entertaining Smooth Jazz tidbits. Keyboardist **Keiko Matsui** is slated to be one of the first guests.

Over the next two weeks, the affiliate relations staff at AM/FM will begin contacting stations about carrying the show. Don't be left out! Contact **Melody Talkington** at AM/FM Networks today! (972) 239-6220. ●

**SJ&V Chartbound**

- GREGG KARUKAS** (i.e. music)
- ERIC CLAPTON** (Duck/Reprise)
- KEIKO MATSUI** (Countdown/Unity)
- B-TRIBE** (Atlantic)
- BILL EVANS** (Escapade)
- JONATHAN CAIN** (Higher Octave)
- HIROKO KOKUBU** (JMI/JVC)
- PHAJJA** (Warner Bros.)
- DAKOTA MOON** (Elektra/EEG)
- \***SPYRO GYRA** (GRP)

- RICK RHODES** (Award)
- RIPPINGTONS** (Best of) (GRP)
- \***ALISON BROWN QUARTET** (Compass)
- \***MICHAEL BOLTON** (Columbia)
- STEVE NIEVES** (JMI/JVC)
- \***MARCUS MILLER** (PRA/GRP)
- PATSY MEYER** (Hearts of Gold)

**Dropped:** #41 Yanni, #48 Special FX, #49 Finger Roll, Earl Kugh, Marion Meadows.

**SJ&V Spin Trends**

1. **MARILYN SCOTT +118**
2. **GREGG KARUKAS +91**
3. **BONEY JAMES +88**
4. **KEIKO MATSUI +83**
5. **EVAN MARKS +62**

**Jazz Chartbound**

- \***MARK ELF** (Jen Bay)
- \***LOSTON HARRIS** (N2K Encoded Music)
- \***CHARLIE HADEN/KENNY BARRON** (Verve)
- \***ERNEST RANGLIN** (Island)
- \***RUBEN WILSON** (Jazzateria)

**Dropped:** #40 George Rabbal & Co., #44 Melissa Walker, #45 Fred Sanders, #46 Midnight in the Garden, #48 Harry Connick, Jr., #49 Geri Allen.

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



**MOST ADDED**

- MARK ELF (41)
- LOSTON HARRIS (36)
- CHARLIE HADEN/  
KENNY BARRON (31)
- JACKIE McLEAN SEPTET (28)
- BRAD MEHLDAU (27)



**TOP TIP**

**CHARLIE HUNTER & POUND FOR POUND**  
*Return of the Candyman*  
(Blue Note)  
Jazz radio gives Charlie Hunter's more tempered jazz sound a resounding thumbs up and a healthy debut at #36.

**RECORD TO WATCH**



**LOSTON HARRIS**  
*Comes Love*  
(N2K Encoded Music)  
Loston Harris is the latest piano discovery to grace jazz airwaves. Thirty-six out-of-the-boxers display great taste.

# Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
2	1	TIM HAGANS & MARCUS PRINTUP (Blue Note)	75	0	68	6	1
3	2	RAY BRYANT (JMI/JVC)	78	0	57	18	3
5	3	FRED HERSCH (Nonesuch)	74	1	61	8	4
4	4	HOWARD JOHNSON & GRAVITY feat. TAJ MAHAL (Verve)	74	1	59	8	6
1	5	CLAIRE MARTIN (Honest/Linn)	75	1	54	17	3
6	6	LIVE AT SMALLS (Impulse!)	73	0	51	18	4
19	7	ERIC REED (Impulse!)	81	4	30	38	9
8	8	ALLEN FARNHAM (Concord Jazz)	76	5	50	17	5
11	9	KENNY DREW, JR. (Arkadia Jazz)	74	1	46	21	6
10	10	RAY BARRETTO (Blue Note)	73	1	48	16	8
7	11	BARBARA MORRISON (Chartmaker)	72	0	47	18	7
15	12	ARKADIA ALL-STARS (Arkadia Jazz)	65	1	34	26	5
26	13	JOEY & "PAPA" JOHN DeFRANCESCO (HighNote)	76	5	18	40	15
14	14	MOSE ALLISON (Blue Note)	68	0	31	22	15
17	15	CHARLIE BYRD TRIO (Concord Jazz)	66	1	26	28	11
18	16	JIM CIFELLI NEW YORK NONET (Short Notice Music)	63	1	27	28	7
9	17	MINGUS BIG BAND (Dreyfus Jazz)	59	0	35	17	7
13	18	JOHN PISANO (Pablo)	61	1	32	20	9
23	19	MARK ISHAM (Columbia/CRG)	61	0	22	32	7
25	20	MARK SHIM (Blue Note)	60	2	18	33	8
12	21	STEFHANE GRAPPELLI/MARTIN TAYLOR (Honest/Linn)	53	0	35	12	6
32	22	MICHAEL WOLFF TRIO (Varese Sarabande)	69	4	7	38	20
39	23	TOM HARRELL (RCA Victor)	71	8	7	28	30
24	24	BUSTER COOPER & THURMAN GREEN (Chartmaker/Blue Lady)	59	0	12	35	12
27	25	PAUL ARSLANIAN (DBK Jazz)	51	0	21	26	4
21	26	ERIC ALLISON (Contemporary)	53	0	23	21	9
35	27	LYNNE ARRIALE TRIO (TCB)	63	5	6	34	18
29	28	CHARLIE HADEN (Verve)	54	0	16	25	13
33	29	DEWEY REDMAN (Palmetto)	52	2	15	21	14
36	30	PATRICK WILLIAMS (EMI)	58	4	10	20	24
16	31	JIMMY PONDER (Highnote)	39	0	28	10	1
38	32	PAUL BOLLENBACK (Challenge)	51	3	10	25	13
42	33	MARC JOHNSON (Verve)	57	3	5	20	29
20	34	TEDDY EDWARDS (Highnote)	39	0	23	11	5
28	35	CALDERAZZO/WATTS/GAGNON (Lost Chart)	40	0	20	15	5
—	36	CHARLIE HUNTER QUARTET (Blue Note)	67	8	0	19	41
22	37	TERELL STAFFORD (Candid)	38	0	20	13	5
34	38	DAVELL CRAWFORD (Bullseye/Rounder)	44	0	11	19	14
43	39	WESLIA WHITFIELD (HighNote)	49	4	3	24	18
50	40	MARK VINCI (Iris)	48	4	4	17	23
—	41	GLORIA LYNNE (HighNote)	51	7	1	16	27
30	42	DOUG LAWRENCE (Fable)	35	0	12	13	10
31	43	PAQUITO D'RIVERA & UNITED NATION ORCH. (Jazz MCG)	34	0	13	12	9
—	44	ROMANE (Music Masters)	42	4	1	18	20
—	45	TOM TALBERT JAZZ ORCHESTRA (Chartmaker)	41	4	1	16	20
37	46	HERBIE MANN (Lightyear)	31	0	8	15	8
47	47	JOE LOVANO & GONZALO RUBALCABA (Blue Note)	32	1	6	12	13
—	48	NEW YORK VOICES (RCA Victor)	31	0	6	12	13
41	49	HANK CRAWFORD & JIMMY McGRUFF (Milestone)	28	1	10	8	10
—	50	MIKI COLTRANE (Chartmaker)	40	6	0	13	21

**On Z Corner** BY KEITH ZIMMERMAN

## Ch-ch-changes, and London Remotes



**MULLEN NAMED NEW PD AT WQCD**  
John Mullen has been appointed Program Director at WQCD (CD101.9), replacing Steve Williams, who departed to program KSSJ-Sacramento on the West Coast. Mullen was formerly Operations Coordinator and Emmis programming exec Steve Smith's right-hand man, overseeing the formatics of WQCD as well as Emmis sister stations Hot 97 (WQHT) and KISS/FM (WRKS), New York's urban A/C outlet. Prior to his affiliation with Emmis, Mullen worked at WBLS back when GAVIN Urban Editor Quincy McCoy was PD there. Before that, he worked as a night producer with Hot 97 when the station had major dance leanings.

"I've worked with and learned from many New York radio legends—Steve Smith, Tony Gray, Quincy McCoy, and Frankie Crocker—so how can I go wrong?" he enthused. "I'm excited, and it's a new chapter for WQCD. [Last week] we just moved the station to an all-digital studio on Hudson Street in Greenwich Village." That puts all three facilities under one roof.

In terms of direction, Mullen emphasized that "the texture of the radio station will remain 'Smooth' and fit what the audience expects. I already have an all-star lineup on the air, including Pat Prescott on mornings and Ray White doing afternoons."

Mullen did hint that he has his own ideas about how to inject more passion on the CD101.9 airwaves, and spoke of the need to "Emmis-ize" the sound of the station by making it more artist-intensive and add some Manhattan-styled showmanship.

One way would be to give high-profile Smooth Jazz artists an on-air

presence on CD101.9, similar to what Emmis did when it brought Isaac Hayes or Valerie Simpson and Nicholas Ashford aboard to pull down airshifts on KISS. Look for the possibility of Mullen hiring an artist to co-host some day-parts—perhaps Prescott's morning drive show.

**BLIMEY! WJZZ GOES TO LONDON**

Gone are the low-key days when Smooth Jazz radio listeners preferred a music-intensive environment with no cash prizes or contest giveaways. Today, many of the top Smooth Jazz stations are going vacation-giveaway crazy, since the research says that's what kind of contests people like to hear about on the air. Paul Goldstein recently threw down the gauntlet at WNUA-Chicago and is now giving away a trip on the air every day. As a result, the station's visibility—both in the market and among its listeners—has risen significantly, as have the ratings. Many of Paul's contemporaries have since reevaluated their positions and stepped up their own contest promotions.

Last week we spoke with Ann Gress, Program Director at WJZZ-Philadelphia. Ann was excited to read our article on London's Jazz FM because, starting March 30, the station is broadcasting its morning drive show live from London as a way to kick off its spring book promotion. Ann looks back at her decision to step up vacation giveaways after WNUA's success.

"We both started giving away trips about the same time," recalls Gress. "Then WNUA switched to a 'trip a day' when Paul Goldstein came to town. At the time, we were qualifying people all week long and would give one away at the end of the week. We clearly saw the difference between the men and the boys, and wanted to

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





## Country Notes BY JAMIE MATTESON

# Radio Remembers, Part II

In last week's issue, several radio programmers shared their thoughts regarding the recent CRS-29. While we don't have space to run all the responses we've received, we felt there were still several that needed to be shared. A highlight for Gavin Country last week was a phone call from CRB Executive Director Paul Allen, who praised our coverage of CRS and again stressed the empowerment we all get from sharing feedback and ideas.

"Bringing the seminar downtown was a drastic improvement. It created more flexibility and made it easier to attend a variety of events. Plus, being able to walk outside and experience different venues made you feel like a human being.

"The 'Town Meeting' panel was excellent. There was great dialogue between the panelists and the attendees, and even though people disagreed, it was important that they felt they could stand up and speak honestly. Many times at seminars, people are too afraid to bring up certain issues or to really say what's on their minds.

"As our keynote speaker, Garth provided a visionary look at what country could be in the future; an inclusive versus exclusive format.

"Not coming from a country background, I think it is great that in this format—and especially at CRS—you can reach out and touch so many artists in one fell swoop. I was able to see a lot of artists perform this year, and I came away being very impressed with the Wilkinsons, Amanda in particular."

—John Sebastian, PD, KZLA-Los Angeles

"I felt the best session was 'The Covey Leadership Center: Leading Your Team Into the Next Millennium.' It let us know that, while radio is a great workstyle/lifestyle choice that satisfies many of our creative and monetary needs, we still need to take care of the person inside. Without our insides being nurtured, and in turn giving us stuff with which to nurture others, we have no basis to enjoy life. Radio is a pretty crazy business, and lately, even crazier. People tend to lose perspective. The session helped to redevelop perspective in a humanistic way. It was great stuff!

"Downtown was also fantastic. No

more Opryland muzak in the bathrooms or being stuck out in the sticks where going out to eat meant the Cracker Barrel. It finally felt like a hip conference. I can't wait for next year!" —Lincoln Zeve, President/CEO, WHYL-Carlisle, Penn.

"I thought the 'Artist Liner' session would have been more effective if there had been only one line per record label. If a label has, say, four artists recording liners, there should be only one line of radio



Group hug! (l-r): MCA's Bill Macky, KBST's J.B. Cloud, KCKI's Jerry Austin, MCA's Kim Sexton, Gavin's Jeff House, and WUSW's Billy Cannon.

people formed. Once someone reaches the first artist, they simply slide over to the next three artists on the label. It would have been much simpler than having a separate line for each artist.

"I also had mixed feelings about the 'World's Largest Music Meeting' session. It was basically a good idea, but I thought the songs should have been sung by the actual artists instead of demo singers. With all due respect to the experts on the panel, I didn't think it was a benefit to simply hear their opinions on the music. Next year they should make it a roundtable discussion.

"In regards to the 'Town Hall/Pay for Play' panel, I felt it was a total tap dancing session. I went into that meeting with a pretty good understanding of what Pay for Play is. I think most people went in and also came out thinking it was a strictly 'money for playing a record' hype thing. Honestly, I am not sure at this point if I am for or against it. I do believe CBS should step up and admit what everyone else knows—they're in this venture totally for the revenue, not for, as they say,

'Expanding the lifegroup.' They should be in it for the revenue; I don't understand why they would say otherwise. We are in the entertainment business. It is—or at least should be—the goal of every radio station in America to maximize their commercial inventory and achieve high ratings.

"As for the seminar moving downtown, I think we would have been better off staying at Opryland. I didn't get to see many people because everyone was so spread out.

"Decca's new artist Shane Stockton really impressed me. He's gonna be a star!" —Steve Chase, APD, KUBL-Salt Lake City

"It was good to get the Pay for Play issue on the table, especially since so many

people had so many misconceptions. Hopefully, the prospect of dictated playlists has been put to rest, and we can get on with something more important—like how to use radio to directly link the consumer's dollar to the on-sale product.

"On the issue of consolidation, it's worth noting that Clear Channel's Mark Mays, Citadel's

Larry Wilson, and ARS' John Gehron are all known for their belief in the value of quality people. And their message was clear: the most talented, most creative, and most innovative people will be around when all the dust settles after consolidation.

"As for performances, I was amazed by Sons of the Desert's performance of 'Leaving October' during the New Faces show. It is a great song written and performed by someone with real passion. I was impressed." —Ken Boesen, PD, KSKS/KNAX-Fresno

"This year's CRS-29 was a step in the right direction. The kick-off with Garth was an event and something country needs more of. The sessions were improved with speakers from outside the industry such as motivational speaker Al Ries. If the board can continue this trend, it can only help.

"However, I learned more after meeting a homeless man on the streets of Nashville, someone who wasn't phased that Garth's new single might be played at A/C radio, whether or not 'Pay for Play' takes shape, or what direction the format is heading. He just took the Jackson I handed him and went back into the darkness he called home. I walked away with more knowledge from him than a room filled with people pontificating about a business that thrives today, but, like the homeless man, has difficulty visualizing the future." —Dan Pearman, PD, KYNG-Dallas

**GAVIN EXCLUSIVE**

You didn't think an Irish "Turkey" like myself would miss an opportunity like this? Happy St. Patrick's Day! Jimmy Harnen DreamWorks Records

Bad luck of the Irish! Leprechauns around the world are hanging their heads in shame as their fellow "con," DreamWorks' Jimmy Harnen, garners some shameless promotion.



# Gavin Country

REPORTS THIS WEEK: 200 LAST WEEK: 200

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	TRISHA YEARWOOD - Perfect Love (MCA)	11	200	0	7373	+162	144	52	4	0
1	2	CLINT BLACK - Nothin' But The Tailights (RCA)	11	197	0	7190	-183	137	54	4	2
4	3	DAVID KERSH - If I Never Stop Loving You (Curb)	14	200	1	7166	+178	127	66	7	0
7	4	CLAY WALKER - Then What (Giant)	12	199	0	6719	+570	105	75	19	0
5	5	WADE HAYES - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	19	192	2	6542	-269	107	64	14	7
6	6	DIXIE CHICKS - I Can Love You Better (Monument)	18	191	1	6477	+243	104	66	19	2
9	7	THE KINLEYS - Just Between You And Me (Epic)	13	199	0	6300	+248	83	75	39	2
12	8	JODEE MESSINA - Bye Bye (Curb)	11	200	0	6105	+461	69	86	45	0
13	9	MARTINA McBRIDE with JIM BRICKMAN - Valentine (RCA)	9	196	0	6049	+421	76	76	37	7
11	10	TRACE ADKINS - Lonely Won't Leave Me Alone (Capitol Nashville)	10	200	0	5996	+283	68	81	49	2
15	11	SHANIA TWAIN - You're Still The One (Mercury)	7	200	1	5456	+424	44	83	66	7
14	12	TOBY KEITH - Dream Walkin' (Mercury)	9	200	0	5388	+237	35	95	64	6
3	13	COLLIN RAYE - Little Red Rodeo (Epic)	14	164	1	5182	-1830	92	30	20	22
8	14	WYNONNA - Come Some Rainy Day (Curb/Universal)	14	177	1	5135	-982	60	61	37	19
18	15	MICHAEL PETERSON - Too Good To Be True (Reprise)	9	200	2	5027	+292	27	82	79	12
17	16	PATTY LOVELESS - To Have You Back Again (Epic)	8	200	1	4981	+155	20	87	84	9
19	17	FAITH HILL - This Kiss (Warner Bros.)	5	199	2	4977	+345	17	94	81	7
20	18	RANDY TRAVIS - Out Of My Bones (DreamWorks)	4	200	0	4820	+490	13	86	95	6
21	19	TRACY BYRD - I'm From The Country (MCA)	8	196	1	4661	+363	24	69	79	24
29	20	GARTH BROOKS - Two Pina Coladas (Capitol)	2	195	25	4357	+1282	11	74	80	30
22	21	MILA MASON - Closer To Heaven (Atlantic)	15	179	0	4222	-59	23	69	58	29
24	22	MINDY McCREADY - You'll Never Know (BNA Records)	11	193	3	4165	+198	6	72	82	33
25	23	ALABAMA - She's Got That Look In Her Eyes (RCA)	7	192	3	3906	+212	4	61	89	38
26	24	LONESTAR - Say When (BNA Records)	9	185	3	3519	+131	5	45	81	54
32	25	STEVE WARINER - Holes In The Floor Of Heaven (Capitol Nashville)	4	191	26	3479	+941	4	32	94	61
27	26	SONS OF THE DESERT - Leaving October (Epic)	10	173	3	3417	+278	5	49	79	40
28	27	SHERRIE AUSTIN - Put Your Heart Into It (Arista)	8	181	6	3374	+298	4	49	68	60
30	28	GARY ALLAN - It Would Be You (Decca)	6	180	7	3314	+370	4	38	80	58
33	29	JOHN MICHAEL MONTGOMERY - Love Working On You (Atlantic)	3	187	29	3301	+883	1	30	94	62
16	30	GEORGE STRAIT - Roundabout Way (MCA)	11	121	0	3220	-1713	44	22	30	25
34	31	MARK WILLS - I Do (Cherish You) (Mercury)	4	176	27	2753	+591	0	20	75	81
31	32	MELODIE CRITTENDEN - Broken Road (Asylum)	12	151	0	2692	+72	6	33	49	63
10	33	ALAN JACKSON - A House With No Curtains (Arista)	10	109	0	2645	-3071	20	31	41	17
35	34	THE LYNNS - Woman To Woman (Reprise)	6	149	8	2264	+134	1	23	50	75
36	35	RICOCHET - Connected At The Heart (Columbia/CRG)	7	135	2	2226	+109	0	26	48	61
40	36	MARK CHESNUTT - I Might Even Quit Lovin' You (Decca)	3	149	35	2176	+607	0	12	59	78
43	37	KENNY CHESNEY - That's Why I'm Here (BNA Records)	3	160	54	2164	+796	0	9	53	98
38	38	LILA McCANN - Almost Over You (Asylum)	4	134	12	2044	+250	0	17	45	72
41	39	KEITH HARLING - Papa Bear (MCA)	4	147	24	2037	+476	0	7	63	77
46	40	SAMMY KERSHAW - Matches (Mercury)	2	144	53	1980	+741	0	7	51	86
37	41	THE MAVERICKS - To Be With You (MCA)	8	118	4	1927	+66	0	19	48	51
44	42	MATT KING - A Woman's Tears (Atlantic)	5	108	11	1474	+174	1	8	36	63
45	43	NITTY GRITTY DIRT BAND - Bang, Bang, Bang (Decca)	4	90	6	1388	+131	0	11	30	49
—	44	HAL KETCHUM - I Saw The Light (MCG/Curb)	3	100	34	1281	NEW	0	4	35	61
39	45	MATRACA BERG - Back In The Saddle (Rising Tide)	7	69	0	1244	-452	1	13	30	25
—	46	LEANN RIMES - Commitment (MCG/Curb)	1	86	85	1196	NEW	1	6	24	55
—	47	KEVIN SHARP - Love Is All That Really Matters (Asylum)	2	90	26	1168	NEW	0	4	27	59
—	48	BELLAMY BROTHERS - Catahoula (Intersound)	6	54	1	878	+19	1	8	18	27
50	49	PERFECT STRANGER - The Truth Is Lyin' Next To You (Curb)	6	53	1	866	-29	0	6	26	21
—	50	TY HERNDON - A Man Holdin' On (Epic)	1	76	70	791	NEW	0	1	16	59

## Top Ten Up & Coming

Rpts.	Adds	Spins	Wks	
61	22	778	2	SHANE STOCKTON - What If I'm Right (Decca)
61	55	749	1	* CHELY WRIGHT - I Already Do (MCA)
58	47	754	1	* NEAL MCCOY - Party On (Atlantic)
53	13	663	2	JIM COLLINS - My First, Last, One & Only (Arista)
51	6	702	3	THE RANCH - Just Some Love (Capitol Nashville)

Rpts.	Adds	Spins	Weeks	
39	5	537	2	THE THOMPSON BROTHERS - Back On The Farm (RCA)
32	9	466	1	* GREAT DIVIDE - Never Could (Atlantic)
32	23	357	1	* CHRIS CUMMINGS - I Waited (Warner Bros.)

## Most Added



LEANN RIMES (85)

"Commitment" (MCG/Curb)

TY HERNDON (70)

"A Man Holdin' On" (Epic)

CHELY WRIGHT (55)

"I Already Do" (MCA)

KENNY CHESNEY (54)

"That's Why I'm Here" (BNA)

SAMMY KERSHAW (53)

"Matches" (Mercury)

## Spinincreases

GARTH BROOKS +1282

"Two Pina Coladas" (Capitol)

CLAY WALKER +570

"Then What" (Giant)

RANDY TRAVIS +490

"Out Of My Bones"

(DreamWorks)

JODEE MESSINA +461

"Bye Bye" (Curb)

SHANIA TWAIN +424

"You're Still The One" (Mercury)

## Top Requests

CLAY WALKER

"Then What" (Giant)

FAITH HILL

"This Kiss" (WB)

GARTH BROOKS

"Two Pina Coladas" (Capitol)

SHANIA TWAIN

"You're Still The One" (Mercury)

JODEE MESSINA

"Bye Bye" (Curb)

## Record to Watch

KENNY CHESNEY

"That's Why I'm Here" (BNA)



WE SAY: "With songs like these, Kenny is sure to advance to the next level of stardom."

RADIO SAYS: "One of the most passionate records I've heard in a long time." Steve Chase, KUBL-Salt Lake City, Utah MD

STATS: 47\*-37\*/4th Most Added with 54



*"By the time they reached it, the pass was already in the shadow of the mountains. And as they moved slowly up between the darkening banks of trees, they looked back and saw the shadow spread east like a stain behind them until only the distant plains retained the sun. Above the trees on either side, sheer gray walls of rock encompassed them, making echoes of the children's calls and the murmur of the cattle."*

—THE HORSE WHISPERER, NICHOLAS EVANS

where it was more about creating an atmosphere and not being as concerned with having a 'hit single.'"

In fact, although a variety of tracks will, no doubt, find their way onto Americana airwaves, the only single that will be released to country radio is "A Soft Place to Fall," by MCA newcomer Allison Moorer. Moorer will also be seen performing her song during a barn dance scene in the film. "Allison Moorer was cast the way an actress would be cast," explains Nelson. "First [Robert Redford] approved the song, but then she had to go meet him because she was going to be on camera. Her song is [key, because it underlies] probably the single-most emotional scene."

Country veteran Don Edwards also appears both in the film and on the soundtrack. His character, Smoky, is the grizzled right hand man to Redford's whisperer Tom Booker. Edwards' performance of "Cowboy Love Song" as well as Texas hero Don Walser's "Big Ball's in Cowtown"—both also from the barn dance sequence—close the circle of new and old music during a pivotal moment that ultimately sets in motion the film's unexpected conclusion.

*The Horse Whisperer* explores the fragile bridges people build between love and trust and fear. It is a love story, but not always a traditional one, involving a young girl, her mother, and a horse. And the songs included on the soundtrack echo the struggles of each character, their triumphs and tragedies, and will surely become a magical touchstone for the audience.

By appealing to mainstream country fans (via Allison Moorer, George Strait, and the Mavericks) while also including the likes of Gillian Welch, Steve Earle, and Lucinda Williams, *The Horse Whisperer* soundtrack could

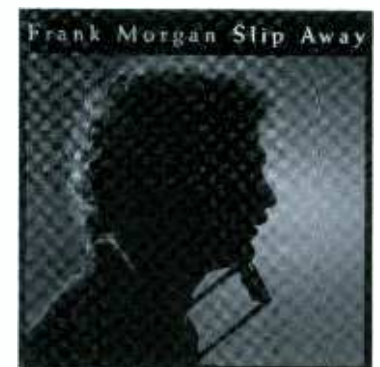
be the bridge Americana music has been seeking. Explains Brown, "When it comes to music that isn't considered 'mainstream'—like jazz, Americana, or real R&B, for example—it often takes an outside vehicle to expose people to it. This soundtrack could be an important milestone for Americana.

"The world needs to hear this music in order to know it exists and to know how wonderful it is." ■



and  
**T-Bone Wolk**  
Present:

Singer/Songwriter  
**FRANK MORGAN**  
*Slip Away*



Featuring:

**T-Bone Wolk**,  
Guitars/Bass, Accordion,  
Mandolin, Keyboards

**Larry Campbell**,  
Stringed Instruments

**Mindy Jostyn**,  
Violin

**Mickey Curry, Frank Villardi,**  
**Steve Holley, Chris Parker**  
Drums and Percussion

Release Date: 3/31/98  
File Under: AMERICANA

*"Frank's song Newsboy absolutely killed me! The quiet desperation portrayed in the lyric really moved me."*

Chris Keaton  
Still Working Music Group

Info/Interviews  
888-853-5807

http://www.sayseebone.com  
ssbone@ma.ultranet.com  
Distributed Nationally by:  
Touchwood NYC, NY

**T-Bone Wolk**: Label Owner  
**Kimball Packard**: Label Mgr.



**Al Moss • Mick Wainman**  
P.O. Box 941189  
Atlanta, Georgia 31141

770•662•9463  
770•496•0979  
Fax 770•496•0216

# AMERICANA

Promoting *Real* Country Music  
& Country Roots Music  
to Gavin Americana

Reporters  
and  
Anyone Else  
with the  
Courage,  
Wisdom,  
Foresight,  
& Good Taste  
to Play It.



AMOSSPROMO@aol.com



actors and directors in this world, but Redford's whole deal is about integrity," he enthuses.

An initial meeting with Nelson, Brown, the film's co-producer Patrick Markey, and longtime Redford associate John Bissell ("Redford's ears," Brown calls him) proved that the project was in the right hands. "John had been talking with Redford about some of the artists that they'd envisioned being on the soundtrack, and it turned out to be some of the same people I had been thinking about—Emmylou [Harris], Dwight Yoakam. Then we started bringing up other names, and it was obvious we were on the same page."

The resulting *Horse Whisperer* soundtrack roster reads like an Americana who's-who: the Mavericks; Lucinda Williams; Dwight Yoakam; Emmylou Harris; the Hill Country Flatlanders. Yes, you read that right—the Flatlanders.

"It was a coup," admits Brown of the seminal Americana supergroup's reunion, but what better voices to anchor a sweeping tale of love and loss set in the wilds of Montana than the hard-battled-won delivery of Joe Ely, the rough-hewn drawl of Butch Hancock, and the high lonesome cry of Jimmie Dale Gilmore.

"Robert Redford's objective was to create a western movie, not a country movie," Nelson explains. "It takes place in 'the west.' The one thing he especially didn't want was a contemporary, commercial, mainstream country record. He wanted something that would embrace the spirit of the west and not be so slick and obvious."

Because *The Horse Whisperer* is set in modern-day Montana, this distinction becomes especially important. There is a spirit and lore that belongs solely to the American west—sweeping landscapes, desolate beauty—and much of the music included on *The Horse Whisperer* soundtrack echoes these images. Like Redford's *A River Runs Through It*, the landscape again becomes a character, furthering

and tangling plotlines just as much as any actor. And whether listening to Iris DeMent's "Whispering Pines," Steve Earle's "Me and the Eagle," or George Strait's take on the cowboy classic "Red River Valley," the land is there—lonely, vast, and untamed.

"The original concept was that it would be a totally 'Western' album, which probably would have had to be old standards or something," remembers Brown. "Eventually we agreed that we should include [some] old western music, but [that we should] blend it with new songs inspired by those styles—everything from country to folk—to show how western music has evolved."

"Western." It's a term both Nelson and Brown use repeatedly to describe *The Horse Whisperer* project. And it's a term that has been slowly vanishing from country music's vocabulary. We're not going to give you a long history lesson here, but there was a time—not so long ago—that "western music" was viewed as a legitimate second arm of the country music animal. Somewhere along the line, though, the western aspect became relegated to the fringe, as did the acts that embraced it.

But the tide is turning back, and Americana radio is riding the first wave. Inspired by *Dead*

*Man Walking's* powerful soundtrack, Brown sought out artists who understood the moods and atmospheres of Evans' story, who could capture hard emotions with brutal-yet-beautiful words. This was exactly what Redford wanted for *The Horse Whisperer*.

"Everybody wanted to be on this soundtrack," reveals Brown. "We had to constantly evaluate the tone of the movie, re-examine the feel we wanted for the soundtrack, and select carefully. Once it was done, it was absolutely everybody we wanted."

"So many times, filmmakers want the obvious," says Nelson. "They're much more concerned with what's commercial, because they want to sell the movie. It was such a dream to work on an album



*"It was such a dream to work on an album where it was more about creating an atmosphere and not being as concerned with having a 'hit single.'"*

—KATHY NELSON, WALT DISNEY MOTION PICTURE GROUP

**ONLY ON ARK21... OUTLAW MUSIC FOR OUTLAW RADIO**

**SEE! WAYNE HANCOCK**  
Touring across this great land

**HEAR! WAYLON JENNINGS**  
On your desk April 24<sup>th</sup>

**ADD! LEON RUSSELL**  
Hank Wilson Vol. III  
on March 31<sup>st</sup>

CONTACT KAREN LEE (818) 325-1215 ★ MARK NAYLOR (818) 325-1273

©1998 ARK 21 ★ WWW.ARK21.COM **ARK21**



# THE HORSE WHISPERER

## Can a Star-Studded Soundtrack Bring Americana to the Masses?

By Alexandra Russell

**M**usic, it's said, is one of the strongest memory triggers we have. And it's true; everyone has songs that can instantly take them back to a specific time or place. This is the idea that movie soundtracks revolve around. The best soundtrack cuts return us to particular scenes with an intensity that's hard to duplicate. Who, after seeing *Reservoir Dogs*, can listen to "Stuck in the Middle With You" without at least a slight cringe? Who can hear the Bee Gees' "Stayin' Alive" without doing their best John Travolta impersonation? Great soundtracks keep the movies we love alive in our memory.

Kathy Nelson is a soundtrack expert. After 10 years with MCA Soundtracks—during which time she oversaw soundtrack projects for films as diverse as *Beverly Hills Cop 1 and 2*, *The Commitments*, *Pulp Fiction*, and *Thelma & Louise*—she

jumped to the Walt Disney Motion Picture Group. As President of Music for the film company, she is involved in all music—songs and scores—for all live action films released by Disney. It's a dream job, she says, and soon after arriving, she was approached about a dream project: Robert Redford's adaptation of Nicholas Evans' best-selling novel *The Horse Whisperer*.

With no Disney affiliate label in Nashville (Disney has since opened Lyric Street), Nelson turned to MCA Nashville President Tony Brown. "I knew it was going to be a very complicated project, and an important movie," explains Nelson, "and I needed to work with someone

who had a great relationship with a huge number of artists, because I wasn't sure who we were going to use. I knew I had that in Tony Brown."

Brown, for his part, was thrilled at the prospect. "There are a lot of famous



# Counterpoint is in tune with AMERICANA®

The leader in AMERICANA™ promotion

**JON GRIMSON**

**TIFFANY SUITERS**

COUNTERPOINT MUSIC GROUP

Creative Radio Promotion & Marketing

P.O. Box 24650 | Nashville, Tennessee 37202-4650

615.352.0420 | FAX 615.353.0410

EMAIL jgrimson@americana-music.com | www.americana-music.com

Gavin Americana  
1996, 1997 & 1998  
Independent Promotion  
Company of the Year





## Hole in the Wall

The Hole in the Wall has been featuring live music, without exception, everyday since its opening in 1974. Essentially a little neighborhood bar that sits directly across from the University of Texas at Austin, the club was the early home of artists like Nancy Griffith, Timbuk 3, and the Reverend Horton Heat. "It's a cozy little room steeped in Austin musical history," says *The Austin Statesman*. Besides being a place to play for developing artists, the club is also frequented by established performers, who will often share the stage with younger talent. Owner Doug Cugini remarks, "Over the years lots of prominent musicians have stood up and played here, including Emmylou Harris, Bonnie Raitt, and Doug Sahm, who hangs out at the Hole in the Wall and has many fond memories." "With the city growing at such velocity, it's one of the last remaining strongholds," remarks Doug Sahm, adding "its like playing your living room."

## Threadgill's

Opened in 1933, this now famous restaurant was once a gas station and beer joint owned by Kenneth Threadgill, who is said to have received the first beer license in Travis County. The honky-tonk soon became a hot spot where, on Wednesdays, local musicians would gather to play for the patrons. The tradition soon became known as the "Wednesday Night Supper Sessions." In 1961, an 18 year old college dropout named Janis Joplin sang for the first time in public at Threadgill's. Says current owner Eddie Wilson, "Mr. Threadgill was a yodeler in the Jimmie Rodgers vein, and one of the few authority figures she respected." Wilson, who bought the place in 1981 and turned the joint into an award-winning restaurant, still holds the Wednesday Night Supper Sessions. Artists like Jimmie Dale Gilmore, Tish Hinojosa, and the late Walter Hyatt have been known to drop by and jam. Recordings of the Sessions are available on Watermelon Records.

*Special thanks to Casey Monahan, Director of the Texas Music Office, Office of the Governor, Cornell Hurd, and the folks at Watermelon Records (Eric, Tristan, and Hienz) for their time.*

—Chris Marino

### ANTONE'S

#### THURSDAY

ROUNDER RECORDS PRESENTS: Pat Boyack and the Prowlers Wylie & the Wild West Susan Tedeschi

#### FRIDAY

ANTONE'S RECORDS PRESENTS: The Keller Brothers Guy Forsyth Doyle Bramhall II Doug Sahm, Kim Wilson & Angela Strehli

#### SATURDAY

Paula Nelson Band Cadillac Vodoo Choir Lee Rocker Chris Whitley The Scabs

### THE CONTINENTAL CLUB

#### THURSDAY

Jim Campilongo & the 10 Gallon Cats Kim Lenz & Her Jaguars Bill Kirchen & Too Much Fun Gene Summers James Intveld

#### FRIDAY

WATERMELON RECORDS PRESENTS: Duane Jarvis The Good Sons Don Walser & Pure Texas Damon Bramblett Asylum Street Spankers

#### SATURDAY

Jamie Hartford Eric Heatherly Neal Coty Kim Richey

### THE BROKEN SPOKE

#### THURSDAY

The Geezinslaws Susanna Van Tassel Johnny Bush

### THREADGILLS

#### WEDNESDAY

"Wednesday Night Supper Sessions" Hosted by Champ Hood

### GRUENE HALL

#### FRIDAY

Seconds Flat

#### SATURDAY

Clay Blaker

### HOLE IN THE WALL

#### THURSDAY

The Goin' Along Feelin' Just Fines Prescott Curlywolf Morningwood Cher U.K.

#### FRIDAY

Sugar Free Records Presents: Fernando birddog Chris Mills Jon Langford and Skull Orchard

#### SATURDAY

Farmer Not So John Gerald Collier Mount Pilot Todd Thibaud

### CACTUS CAFE

#### THURSDAY

Janis Ian Show of Hands Jules Shear Nils Lofgren

#### FRIDAY

Clovis Hart-Rouge Michael Fracasso Chuck Prophet Jeb Loy Nichols

#### SATURDAY

Don McCalister Jr. Grace Braun Kimmie Rhodes Molly Ivans, Honkytonk Sweetheart and Friends Jo Carol Pierce

**Plus, don't miss these fine showcases:**

### LA ZONA ROSA

#### FRIDAY

Chris Knight Holly McNarland Big Knight Joe Ely

#### SATURDAY

Sixteen Deluxe The Specials A3 Spacehog

### LIBERTY LUNCH

#### THURSDAY

Cotton Mather Spoon Liquor Giants Tommy Keene Apples in Stereo

#### FRIDAY

Reckless Kelly The Damnnations The Gourds The Old 97's Kelly Willis

#### SATURDAY

Muddy Frankenstein Seagull Screaming Kiss Her Kiss Her Buffalo Daughter

little big man  
**JONO MANSON**

A whole new way to walk the line,  
let your backbone slip, cry you a tear,  
and get your mojo working.

Americana Adds March 23

"A rippling blend of blue-eyed soul,  
country-rock and funky-ed R&B"—*No Depression*

Produced by Eric "Roscoe" Ambel



Contact: Ray Mancison 212-387-8900 ext 235  
67 Irving Place South, 3rd floor, New York, New York, 10003.  
Paradigm Records is a Paradigm Associated Label

# BRUCE HENDERSON

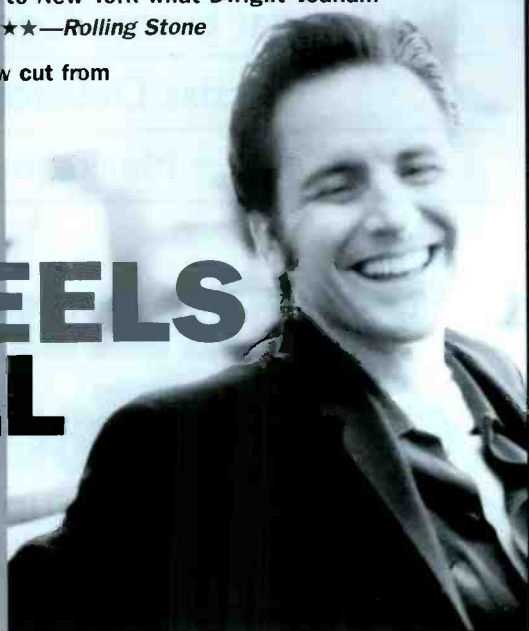
"An impressive debut that's a country-rocker to the core."—*Gavin*

"Savvy and accessible."—*USA Today* "Best Bets"

"Bruce Henderson is to New York what Dwight Yoakam is to Los Angeles."★★★—*Rolling Stone*

"I Can Drive"—the new cut from  
*The Wheels Roll*.

# THE WHEELS ROLL



STEREO



Wheel, and Ernest Tubb, you'll also want to stick around for the show. Says Texas icon Don Walser, "all the greats have—and still do—play at the Broken Spoke. It is here where real country is made, and may it last forever."

## Cactus Cafe

Founded in 1970 and located inside the Texas Union at the University of Texas at Austin, the Cactus Club is said to be the premier listening room in Austin. And indeed, the relatively intimate venue features some of the best acoustic music anywhere. Shawn Colvin, Townes Van Zandt, Joe Ely, Robert Earl Keene, and Lucinda Williams have all been booked here. "The Cactus is a really great acoustic room," says Joe Ely, adding affectionately, "I remember when Butch Hancock played there once for more than a week. He played three- to four-hour sets of only songs he wrote, and he never repeated the same song twice. It was incredible."

## Continental Club

When owner Morin Scott opened the Continental in 1957, it was a fashionable supper club featuring the popular Big Bands of the time. Beginning about a decade later and continuing on into the '70s, the club went through quite a few incarnations—including stints as a pool hall and as one of Austin's first topless bars. But in the late '70s and under new management, the Continental Club returned to its musical roots, this time with a distinctly Austin attitude. Current owner Steve Wertheimer remarks, "In 1978, this guy named Roger One Knite, a local club owner, leased the club. That's when guys like Stevie Ray [Vaughan] and Joe Ely started to play here." Wertheimer, who purchased the club in 1987, has restored the Continental to much of its 1957 appearance and now regularly features acts such as Junior Brown, Toni Price, the Derailers, and Cornell Hurd, who calls the Continental Club "the crown jewel of Austin."

## Gruene Hall

About 45 minutes south of Austin, in New Braunfels, is historic Gruene Hall. Built in 1878, it is Texas' oldest and without a doubt, most famous dance hall. For years the hall served as the center of social activities for the town of Goodwin (which has since changed its name, first to Gruene and finally to New Braunfels), used for everything from badger fights to election polling. Its antiquity has made it a popular site for films and videos and Gruene Hall has been the location for a number of commercials, music videos, and feature films, including most recently the John Travolta film *Michael*. But ultimately, it is live performances that have made Gruene Hall legendary. Past performers include Lyle Lovett, the Texas Tornados, Patsy Montana, Hal Ketchum, and Jerry Jeff Walker, who in 1989 recorded *Live at Gruene Hall* for his own Tried and True imprint. "It's a great place to play," says Walker. "It's an old setting that takes you away from the 'fern bar' stuff. Pick-up trucks, blue jeans, and everybody has a great time."



**BUILDING  
SUPPORT  
FROM THE  
GROUND  
UP**

- Press & Promotion
- Special Events Coordination
- Artist Development
- Marketing



**Grassroots  
Media**

TRACI THOMAS

(615) 340-9596 Fax (615) 340-9597

e-mail Groots@mindspring.com

1815 Division St., Suite 202, Nashville, TN 37203

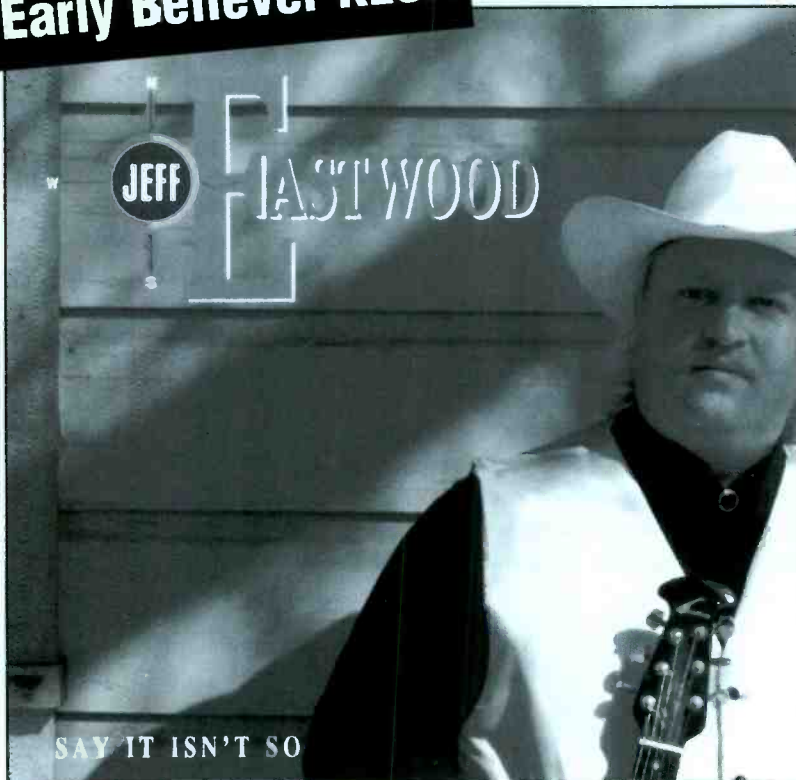


Media Records has arrived  
with it's Debut Album

# Jeff Eastwood "Say it Isn't So"

At Radio Soon  
In stores March 30

**Early Believer KLOA**



Make  
Space  
Now!



**MEDIA  
RECORDS**

First Track  
To Radio  
"Country  
Living"

*More Artists  
Coming Your Way!*

Media Records (909) 677-8288 [www.srhhold.inland.net](http://www.srhhold.inland.net)  
Head of Promotions & Consultant for Media Records Artie Kornfeld (805) 252-9272  
Promotions: Kim @ Michele Clark Promtion (609) 232-7775  
Debbie Green @ BGM (210) 654-8773

Antone's, the Cactus Cafe, and the Hole in the Wall have been instrumental in launching—and, more important, *sustaining*—the careers of many of the Lone Star State's best. Artists like Stevie Ray Vaughan, Kelly Willis, Doug Sahm, Junior Brown, and Jimmie Dale Gilmore honed their skills on Austin stages, and the cycle continues. Even now, young artists gather in Austin to make the club scene, hoping some of the history, heritage, and talent will rub off.

Each year since 1987, Austin's South by Southwest Festival has brought the music industry to town and introduced it to these new faces. And each year, acts are discovered, deals are signed, and Austin's reputation grows a little more. This year as SXSW gets underway, we decided to take a closer look at some of the clubs that have given the city its soul.

—CHRIS MARINO

## Antone's

Also known as "Austin's Home of the Blues," Antone's opened its doors in 1975 and quickly became the roadstead for legions of blues greats like B.B. King, John Lee Hooker, Fats Domino, and the late Muddy Waters. In fact, the late Clifton Chenier was its first performer. And though marquee acts regularly perform at Antone's, it has been—and still is—a haven and proving ground for developing young artists. Stevie Ray Vaughan, Lou Anne Barton, and the Fabulous Thunderbirds all honed their chops at Antone's. The club, which has moved quite a few times over the years (starting out on 6th Street and eventually landing at 213 West Fifth last year), remains one of the country's premier blues venues. In 1987, proprietor Clifford Antone started his own record label (Antone's Records) with the intent of making the music heard in his club available to everyone. Says Omar Dykes of Omar and the Howlers, "Wherever Clifford has a stage and brings along his address book, it's history in the makin'. Antone's is a blues club like no other."



## The Broken Spoke

Opened November 10, 1964, the Broken Spoke has since become one of the premier dance clubs in Texas. Owner James White says he was inspired to open the now legendary establishment after exposure to dance halls around Austin as a child. "My parents used to take me to dances around the Austin area and I always had a good time," he remembers. "So I thought it would be neat to have a place of my own." The Spoke has appeared in numerous films and videos, and inside you'll find a room filled with memorabilia that White has accumulated over the years; this alone makes a trip to the Broken Spoke worthwhile. But with a stage that has been graced by the likes of Willie Nelson, George Strait, Bob Wills, Asleep at the





# Austin

## A Musical History Tour

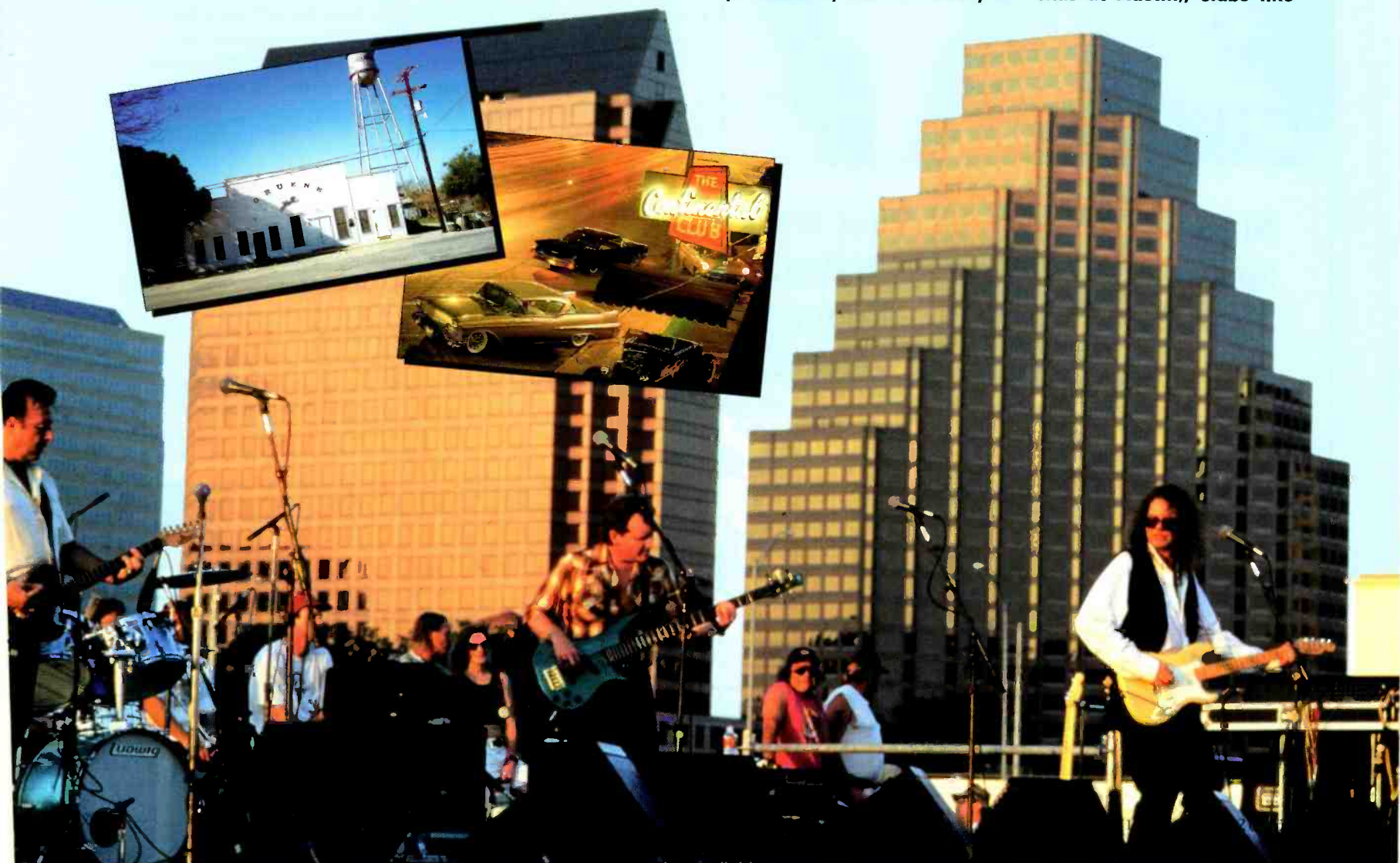
By Chris Marino

**F**or the outsider, everything in Texas has always seemed larger than life. As kids, most of us saw Texas on TV as big cowboys on big horses, riding around big ranches that had big cactus, drinking at big saloons, and dancing to big Texas swing bands. In fact, there are volumes of jokes and lore dedicated to Texas' grandiosity. And as inaccurate as many of these images may be, Texas has made sizable contributions to these United States, and when talking about music, Texas is king.

Of all the cities in Texas where musical roots run deep—and they run deep in quite a few—none is as prolific as Austin. Since the mid-'70s Austin has been a Mecca for roots rock, blues, country, alternative, and folk music. One reason often

cited for Austin's rise in status as a music community during that time is Willie Nelson's return to the city after establishing himself as an important national artist. Casey Monihan, Director of the Texas Music Office in Austin, remarks, "the modern Austin music scene really began when Willie moved back from Nashville. He had national success based out of Austin. After that a lot of people in Austin and around Texas started getting record deals."

Nelson's success may have been an inspiration to legions of Texas musicians and songwriters, but Austin's legendary club landscape also played a vital role in the development of the city's music scene. Supported by a vibrant student population (provided by the University of Texas at Austin), clubs like





interpretation is fresh. The string arrangements on "House of Secrets," "Worst of All," "Christmas Past," and "Learning How to Live" are magnificent, adding an extra dimension to these fine, bucolic songs. "Graveyard Song" knocks me dead, but the whole CD is so wonderful from beginning to end, it makes it difficult to pick favorites. Give a listen and see what I mean; with a little luck, maybe some music loving PDs from mainstream country radio will give this record a chance!

**KIERAN KANE**  
**Six Months, No Sun**  
**(Dead Reckoning)**



On *Six Months, No Sun*, Kane's writing never gives way to wonderment, instead expressing an acceptance of life's stark realities. His ability to make simple, poignant songs that evoke pastel-like images is truly a gift, and his melodies are both seductive and addicting. Add to his own formidable talent a great cast of supporting musicians, including Harry Stinson, Mike Henderson, Tammy Rogers, and John Jarvis, and you've got one damn fine record. I can't get enough of the addict's anthem "Physical Thing," the chilling "Kill the Demon," the soul searching harmonies on the title cut, or the politically incorrect "(You're Just) Takin' Up Space." And although a good deal of the material is emotionally charged, Kane is never pedantic. Also of note is Kieran's amazing version of the timeless "What a Wonderful World."



Stopping by Sunny 95.9 FM are Michael and Dyann of The Woodys, seen with air personality Tim Swoape (far right).

**INDUS**  
 Society Scenestealer

**NEW RELEASE!**

<http://www.arsdata.com/indus>

From moment to moment, Jim Roll sings like the high-strung smart-mouthed bastard son of Neil Young, Captain Beefheart, Beck, Bob Dylan, Elvis, Lou Reed and a few other immensely talented musical lunatics. He's also that rare writer-performer who moves you one instant and in the next is funny as hell—usually while he's poking you right in the center of a raw nerve.

- Dave Marsh

Jim Roll is one of the rising stars of the new "alternative country" movement.

-Clemens Bodo Friedrich  
 Music Network  
 Bremen, Germany

**Old Love**

It's a great accent to any AAA format. Great "phones" on Old Love!

Tommy Lee Johnson  
 WICR FM 92.7 Chicago

**Never Gonna Dry**

One of the best alt-country/folk CDs of the year!

-Raymond Swennen  
 Roots Revival ATL 115.9  
 Bree, Belgium

His tales will move you... as he elegantly weaves his music between rock and traditional forms of American roots music.

Chad Williams  
 WICR FM 92.7  
 Ann Arbor

**Jim Roll**  
 ready to hang

**COMING SPRING 1998**

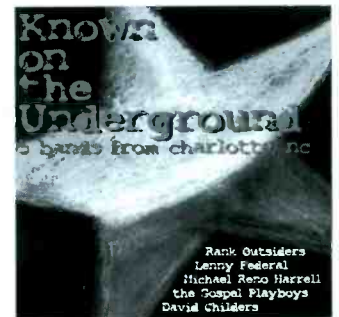
**Add Date: March 30th**

One Man Clapping Records, 2032 N. Racine Chicago, IL 60614  
 phone: 773/935-3527 fax: 773/327-8881

THE EVIDENCE IS CONCLUSIVE, GREAT MUSIC IS COMING OUT OF NORTH CAROLINA ON **RANK RECORDS**



MICHAEL RENO HARRELL  
 "WAYS TO TRAVEL"



"KNOWN ON THE UNDERGROUND"  
 5 bands from charlotte, nc



RANK OUTSIDERS  
 "CHECK POINT"

**COMING SPRING 1998**

DAVID CHILDERS  
 "TIME MACHINE"

RANK RECORDS  
 P.O. BOX 501974  
 CHARLOTTE, NC 28250  
 704-286-4728  
[www.rankrecords.com](http://www.rankrecords.com)



# The NEW WAVE of American music. Get behind it before it gets past you.



**THE DERAILERS**  
*Reverb Deluxe*  
 The world's hardest rockin' 'heavy western' band.  
 #1 Gavin Americana for 7 consecutive weeks!  
 (Sire/Watermelon 31004)



**DON WALSER**  
*Down At The Sky-Vue Drive-In*  
 "As unlikely as it seems, Don Walser may be the missing link between Buddy Holly and the Butthole Surfers."  
 - SF Bay Guardian  
 New Album In April  
 (Sire/Watermelon 31017)



© 1998 Sire Records



**MOST ADDED**

**MAVERICKS (15)**

**ALEJANDRO ESCOVEDO (14)**

**RAMBLIN' JACK ELLIOTT (11)**

**V/A "WHERE HAVE ALL THE FLOWERS GONE" (11)**

**RENO BROTHERS (8)**

**TOP TIP**

**SARA EVANS**

*Three Chords and the Truth (RCA)*

Evans is incredible. She could turn Black Sabbath's "Sweet Leaf" into a country ballad. This Pete Anderson-produced record is a must for anyone claiming to love country music. Already on air at KFDI, WVLS, WJJC, KFAL, KSYM, and WCBN.

**RECORD TO WATCH**

**RAMBLIN' JACK ELLIOTT**

*Friends of Mine (Hightone)*

The legendary Elliott gets together with buds Guy Clark, John Prine, Tom Waits, and Emmlou Harris, among others, for some incredible music making. Playing on KFDI, KPFA, KSYM, WJJC, and KBCS.

# Gavin Americana™

The Other Country

LW	TW		Rpts.	Adds	H	M	L
3	1	<b>CHRIS KNIGHT</b> - Chris Knight (Decca)	72	4	39	21	12
2	2	<b>JIM LAUDERDALE</b> - Whisper (BNA Records)	69	1	31	26	12
1	3	THE WOODYS - The Woodys (Rounder)	72	1	36	12	24
6	4	<b>CHERI KNIGHT</b> - Northeast Kingdom (E-Squared)	68	0	26	24	18
4	5	THE DERAILERS - Reverb Deluxe (Watermelon/Sire)	62	0	30	17	15
5	6	JAMIE HARTFORD - What About Yes (Paladin)	61	0	29	19	13
9	7	<b>AUSTIN LOUNGE LIZARDS</b> - Employee Of The Month (Sugar Hill)	60	2	16	27	17
8	8	PETER CASE - Full Service No Waiting (Vanguard)	62	3	19	18	25
7	9	ROBIN & LINDA WILLIAMS - Devil Of A Dream (Sugar Hill)	60	0	17	24	19
11	10	<b>PAUL BURCH</b> - Pan-American Flash (Checkered Past)	53	4	19	22	12
12	11	<b>BLUE HIGHWAY</b> - Midnight Storm (Rebel)	54	2	17	17	20
10	12	APOSTLE - SOUNDTRACK - Various Artists (Rising Tide)	57	0	13	18	26
19	13	<b>MIKE IRELAND &amp; HOLLER</b> - Learning How To Live (Sub Pop)	53	7	13	20	20
17	14	<b>KEVIN GORDON</b> - Cadillac Jack's #1 Son (Shanachie)	56	6	8	23	25
25	15	<b>THE MAVERICKS</b> - Trampoline (MCA)	56	15	11	15	30
13	16	THE HOLLISTERS - Land Of Rhythm And Pleasure (Freedom)	52	1	9	24	19
16	17	HANGDOGS - East Of Yesterday (Crazyhead)	51	0	10	16	25
15	18	TOM T. HALL - Home Grown (Mercury)	49	1	13	14	22
14	19	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	39	0	19	13	7
20	20	<b>MICHAEL RENO HARRELL</b> - Ways To Travel (Rank Records)	47	1	7	20	20
18	21	RICKY SKAGGS - Bluegrass Rules (Rounder)	40	0	16	14	10
26	22	<b>CARRIE NEWCOMER</b> - My True Name (Philo/Rounder)	45	3	6	16	23
23	23	<b>JERRY JEFF WALKER</b> - Cowboy Boots And Bathin' Suits (Tried & True)	39	1	9	20	10
29	24	<b>CONTINENTAL DIVIDE</b> - Feel Good Day (Pinecastle)	43	3	7	13	23
28	25	THOMPSON BROTHERS BAND - Blame It On The Dog (RCA)	37	2	10	11	15
21	26	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	35	0	12	11	12
24	27	FRED EAGLESMITH - Lipstick Lies & Gasoline (Razor & Tie)	32	0	13	12	7
22	28	BOBBY HICKS - Fiddle Patch (Rounder)	39	0	8	9	22
27	29	ROBBIE FULKS - South Mouth (Bloodshot)	32	0	7	19	6
36	30	<b>RENO BROTHERS</b> - Three Part Harmony (Pinecastle)	37	8	3	11	23
30	31	<b>CRAIG CHAMBERS</b> - The Cowboy's Conscience (WR Records)	35	1	4	13	18
N	32	<b>RAMBLIN' JACK ELLIOTT</b> - Friends Of Mine (Hightone)	31	11	4	11	16
32	33	LONGVIEW - Longview (Rounder)	37	0	3	6	28
N	34	<b>KATE WALLACE/MICHAEL CAMP</b> - Two Lane America (New Pair O' Dimes)	32	5	2	10	20
39	35	<b>LOUDIN WAINWRIGHT III</b> - Little Ship (Charisma)	23	1	8	10	5
N	36	<b>MICHAEL FRACASSO</b> - World (In A Drop Of Water) (Rounder/Bohemia Beat)	30	4	3	7	20
35	37	RAY CAMPI QUARTET - Train Rhythm Blue (Mouth Piece)	27	0	2	14	11
N	38	<b>SARA EVANS</b> - Three Chords and the Truth (RCA)	24	4	4	12	8
N	39	<b>CHRIS WHITLEY</b> - Dirt Floor (Messenger)	24	4	5	9	10
37	40	RECKLESS KELLY - Millican (Cold Spring)	23	0	6	10	7

## Americana Inroads

BY CHRIS MARINO



### Have You Hurd?

SXSW kicks off this weekend, with hundreds of bands scheduled to play at various clubs throughout Austin. And while most events are officially sanctioned, there are some gems that you won't find on the schedule.

One of the most anticipated of these is the **Cornell Hurd Band's**



performance outside the **Texacalli Grille** on Saturday at 1 p.m. A local hot spot known for its eclectic mix of clientele (politicians, musicians, and high-tech workers feel equally comfortable dining there), the Texacalli is filled with musical memorabilia from floor to ceiling. Owned by Hurd's washboard player **Danny Roy Young**, the restaurant not only serves up great vittles, it also sells the band's records and merchandise. Says Hurd, "The get together is essentially an in-store that has grown over the last couple of few years."

That's an understatement. The so-called "get together" has, in a very short period of time, become a who's-who of Texas and Americana greats. Legends **Johnny Bush** and **Johnny Gimble** have played with the band; so have **Bill Kirchen**, **Roy Heinrich**, and **Don Walser's** fiddle player **Howard Kalish** to

name a few. In the audience last year were **Doug Sahn**, **Rosie Flores**, **Dale Watson**, and the **Derailers**, who are always a threat to rush the stage and perform. Hurd's only concern this year is the weather. "If it rains we move it inside, and then it becomes a little crazy," he says, "because the Texacalli Grille is a converted Taco Bell." Like the little dog says, "Yo quiero Taco Bell." **The Texacalli Grille** is located at 534 East Oltorff, between Congress and I-35 in Austin. ●

### Americana Picks

**MIKE IRELAND & HOLLER**  
**Learning How to Live (Sub Pop)**

With all the retro-trendiness of the '90s, it's sometimes easy to get stuck in the role of imitator without actually bringing anything new to the art you're honoring. Don't get me wrong—there are quite a few bands that do a great job of carrying on tradition, but



Ireland (formerly with the **Starkweathers**) and his band don't just piece together the past, they take classic country to another level. His songs (Ireland penned all except "Cry" and "Banks of the Ohio") are deliberately pop in the best sense of the overused word, and while the arrangements harken back to Nashville in the '70s, Ireland's

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

### Chartbound

- GREAT DIVIDE** (Atlantic)
- JOLENE** (Sire)
- TODD THIBAUD** (Doolittle)
- BALL, THOMAS, NELSON "SING IT!"** (Rounder)
- PRICKLY PAIR** (Rockhouse)
- LOST CONTINENTALS** (Landslide)
- KUDZU KINGS** (Independent)
- V/A "JUKEBOX CANTINA"** (Hayden's Ferry)



also knows a great song when he hears one), *RH* is brimming with airplay contestants. Davis' energy is contagious, and in the past he's opened for A3 core artists like Bob Dylan, Suzanne Vega, Shawn Colvin, Blues Traveler, and Little Feat. At times you'll hear the remnant spirits of early Graham Parker and R.E.M., surrounded by hooks and choruses galore. Single is "Buried Alive," although we're extremely fond of "Dancing in the Rain," "That's What Love Is," "The Key," and "Falling Down."

**ALANA DAVIS**  
**"Crazy"**  
 (Elektra/EEG)

For our money, this song is just as snappy and hook-laden as "32 Flavors" and then some. "Crazy" is a seamless collaboration between producer and performer, an excellent opportunity to sample some of Alana Davis' own songwriting.

**TRAIN**  
**"Meet Virginia"**  
 (Aware/Columbia)

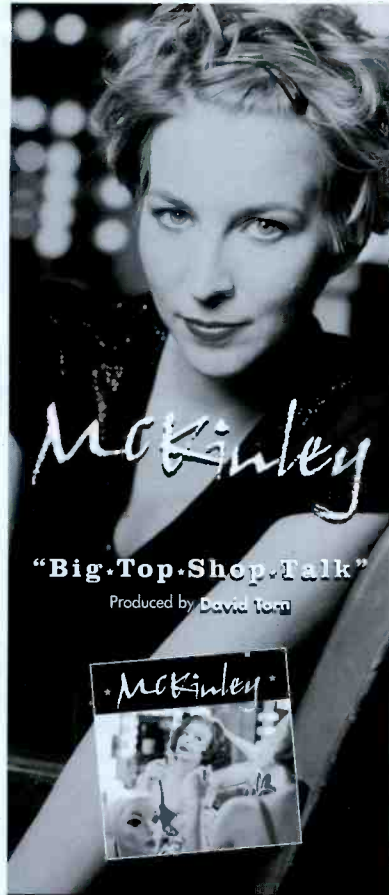
Fronted by vocalist Patrick Monahan, Train is an impressive Bay Area quintet whose music has been scattered across the country on Aware's groundbreaking samplers. Since their impending "awareness"



though, the band has picked up some valuable technical allies, including producer Matt Wallace (Dog's Eye View, Paul Westerberg) and Counting Crows keyboardist Charlie Gillingham, and if the Crows' audio stamp persists, that's probably because CC guitarist David Bryson mixed the album as well. All of which would mean diddley if the songs weren't there. We suggest "Meet Virginia" and "If You Leave."

**MULU**  
**Smiles Like a Shark**  
 (Dedicated)

Lately there's been an outbreak of boy/girl electronica-synth duos floating across the Atlantic. Thanks to aggregations like Everything But the Girl, which begot Sneaker Pimps and now Mono, the sexes have melded in the studio. And like label-mate Beth Orton, Mulu quietly surfs the radio void between Alternative and textural A3. As technology continues to blossom, it's a certainty we'll be hearing more and more "couples" adapting technology to their own musical influences—in this case, Thomas Dolby and OMD. "Filmstar" was a European single.



★ **Featuring the Song:** ★  
**"Citizen Kane"**

**Radio Promotion**  
**Samson Music/George Gerrity**  
 888.656.0634  
**M3/Kevin Sutter** 425.649.1525  
**ACME/Jim Robinson** 303.546.0200

**Early Action**

- KWR
- KERA
- KSUT
- KRVM
- WDET
- KOTR
- WYCE
- WHFC
- KRCC
- WEBX
- WUKY
- KRTM
- WOBR
- DISH CD
- KLRR
- KTAO
- KAEP



**samson™**  
**MUSIC**  
 www.samsonmusic.com  
 A GOLD CIRCLE COMPANY

©1998 GOLD CIRCLE ENTERTAINMENT, INC.

**EMER KENNY**  
*The New Single*  
**"HEAVEN"**

*On your desk now.*

From the  
 Triloka/Mercury  
 Release  
**EMER KENNY**

CONTACT DAVID EINSTEIN AT (212) 333-8196  
 OR SHIVA BAUM AT (310) 996-7921



VISIT TRILOKA ON THE NET AT:  
<http://www.triloka.com>



© 1998 Mercury Records, a PolyGram company



# Gavin A3 Boomer Grid

SPINS in **BLUE** are ADDS

Artist - Title (Label)	KXL	WAPS	WPOS	WBZC	WCRE	WCLZ	WDET	WEEK	WEEB	WFRU	WFRK	WFLV	WIS	WKZE	WMAX	WRMM	WRNV	WRNY	WNCB	WNCV	WNUV	WRLT	WRNR	WRNY	WRX	WRSI	WVOD	WVRV	WVCD	WVLE	WVPP	WVRT	WVRV	WYEP
ERIC CLAPTON (Reprise)	34	5	32			17	8					2	10	16		35	17	20	10	3	24	8	24	10		19	38		26	13	35	32	11	
BONNIE RAITT (Capitol)	7	3	23			8	9	14	3			7		12		25	13	15	6	3	12	26	4		11	25		26	21	13	29	10		
AGENTS OF GOOD ROOTS (RCA)		8	11		6	5		21				5				16	7	10	14	8	3	7	14	10		20	24	14	11	11	30	12		
ROBBIE ROBERTSON (Capitol)	6	6			6	4	16	7	3	6		9		6		12	8	10	5	4	15	18	12		11	18				28	8	17	8	
MARC COHN (Atlantic)	7	4	9		6							5		12		20	14	12	9	8	3	7	5	28	7	12				6		15	20	
SARAH McLACHLAN (Netwerk/Arista)	26	4	31		4					6	8	9	2	12		22	14	20				16	16				8	22	42		16	5	7	
ANI DIFRANCO (Righteous Babe)				8	9	4	16	7	50	8		10		16		10	12	7	16	15	4	14						27		17	9	15	13	
KENNY WAYNE SHEPHERD (Revolution)		4						7	3				11			12	8	7			17	9	10		24						11	10		
PETER CASE (Vanguard)		11			3	5	16	19	17	8	12	4	3	12		6	6	10	15	16	15	6	9	14	6	20				3		11	8	
LORRENA McKENITT (Warner Bros.)	6				6	2				6		8		16		18	12	17			24	8	17	2		22			51	6	15	5	5	
CHRIS STILLS (Atlantic)		5		8	5	14	17	50				5				15	6	10	13	8	15	9	14	10	2	24				5	5	12	9	
THE VERVE (Virgin)		7	22							5			12			23	10				24	14	14				25	31	47	13	15	1	7	
FASTBALL (Hollywood)			24	12	3			14	3		8		16			9					17	14				13		19	33	10		14	6	
B.B. KING (MCA)	12	5		9				7				7		16		9	14	10	11			14	14								8		7	
ALANA DAVIS (Elektra/EEG)	13	5		11		5		17		12	2		16			7	15	11			17		25		9			24	5			9		
PEARL JAM (Epic)		7	25			5		7					10			13					3	13			10		41		15	21	11	7		
NATALIE IMBRUGLIA (RCA)			40													11	7				6	5	25		21	22		47			1			
MATCHBOX 20 (Lava/Atlantic)			31		3							5	2			13					6	21				39		50		8				
PAULA COLE (Warner Bros.)	7															7	15				1		28			40	11	56			5	5		
STEVE POLTZ (Mercury)	4	4		6	5	10	12	24				5		6		4	5	3	16	15	7	12	9	8	17			7	20	9	14	8		
THIRD EYE BLIND (Elektra/EEG)			49										23								7	17				40	22	39						
ROLLING STONES (Virgin)			24					24					11	16		10	10	10			5		21	7							19			
NAKED (Red Ant)	7	11			8			7					2			7	10	9			8				24	21		23				14		
MARCY PLAYGROUND (Mammoth)			33																			29	7				25		46		16	11		
MARY LOU LORD (WORK)	7	10	6	9	5		15	3	8	12	5	5				4	7	10	8	6	5		4	24				6	10	10	5			
FREDDY JONES BAND (Capricorn)				3	8	17							11			4	4	14			18	8			25									
MARK KNOPFLER (Mercury)			10	5	4					4	7		12		24		7			3	8	5									8			
SEMISONIC (MCA)	8					21							6		9	6	7	7			24	5	4		20		22	12	4		10	8		
SING IT (Rounder)	4		9	9	16	7	7	7	12	7			12			6	15	9	16	15		9		4										
TODD THIBAUD (Doolittle)	3	3		9	6	8	3		4				6		6	8	8	4	6	18												6		
GREEN DAY (Reprise)			34	4									11														27	19	42			14		
LISA LOEB (Geffen)	4		9										12		18	10	10				5		17			30		24	3	5				
JOLENE (Sire)	4	5	9			13	50	6	4	2	5	6							16	15	9			8	4	24			6					
WHISKEYTOWN (Outpost)					5					10	8	9	7			8						5	6	9	24		22		11	16		6		
STEVE EARLE (E-Squared/Warner Bros.)	2												16		15	8	15	4			6	8		6	20					6				
VICTORIA WILLIAMS (Atlantic)				9	15	8	3	6	12	7			12		8	6	10		16	15		9	4		19				6				6	
REBEKAH (Elektra/EEG)	7	3	8	3	12	21			8			16				7	7				6				11			11	6			4		
JONATHAN BROOKE (Refugee/MCA)	10	6	9	4	17			9	12	5			16			7	9	6											7			15		
JAMES IHA (Virgin)	9		12	5	6	14		5		2						5		4	6	17			2					3	10	15	6			
MAX CARL & BIG DANCE (Mission)			10		7	15	50	7									5				3	6												
DAVID POE (550 Music)	7	6	10	3	4	12		6	4	5	17								8	6					13				9		11	10		
EBBA FORSBERG (Maverick)	13	5	3		2	8										5		8				18	9	2					15	6		16	5	
BOX SET (Capricorn)	4				5	8	7											5	4	6	8													
BLUES TRAVELER (A&M)				9	3			7					11			10	12				6		7		13		13				4			
CHERI KNIGHT (E-Squared)	3		9	6	17	13		9	12	4			12						16	15				8									7	
RADIOHEAD (Capitol)								17	6													17	4			12		45	6	4	11		5	
BEN FOLDS FIVE (Caroline)			24	12		5						13										1					28	12	40					
BOB DYLAN (Columbia/CRG)						13	8		10		9		16			8												15						6
LOUDON WAINWRIGHT III (Charisma)				9	3	14	13		5	4																								6
KATHLEEN WILHOITE (V2)	5				6	8	13	24	3		5																							

## A3 Picks

### STEVE POLTZ One Left Shoe (Mercury)

To see Steve Poltz play live is to "get" him. Extremely smart with a lyric line, Poltz injects a lot of his appealing stage personality onto his first single, "Silver Lining," a minimally-produced number that's grabbing airplay on stations not often known for playing bare-boned, under-produced songs. And now, after a six-week head start at radio, Poltz' new album finally hits the retail bins this week. Producer Steven Soles supplies the kind of production reserved for troubadours, using a host of familiar sidemen and '70s legends including Van Dyke Parks, arranger Jimmie Haskell, and even photographer Gary Burden—Poltz is obviously hearing a retro sound in his head. However, as is

the case with his writing partner Jewel, who also keeps her songs uncluttered, retro is only retro if the audience is so rooted. The end result here is songs that seem fresh and baggage-free. Since we're on the subject of roots, Poltz' songs do resemble the early work of Michael Franks, another San Diego native who successfully mixed whimsy with a friendly voice. Album tracks: "Good Morning," "Forbidden Fruit," and "The Great Mystery."

### KYLE DAVIS Raising Heroes (N2K)



If this major label debut sounds like a third album, that's because it is. Kyle Davis personifies "do-it-yourself" artists of the 1990s, releas-

ing two previous independent albums that simmered in and around the mid-Atlantic region. Part of his indie days included working with producer Don Dixon, whom he met at a college circuit booking showcase. For *Raising Heroes*, the Virginia-born Davis resumed his association with Dixon, who lends a confident hand to this N2K debut. Overseen by Phil Ramone (who







**MOST ADDED**

**ALANA DAVIS (23/46 reports)**

**A TRIBUTE TO LOWELL GEORGE**

**(13/13 reports)**

**WHERE HAVE ALL THE FLOWERS GONE?**

**(12/17 reports)**

**LISA LOEB (10/31 reports)**

**TOP TIP**

**DAVID POE**

*(550 Music)*

**EBBA FORSBERG**

*Been There*

*(Maverick)*

Two new artists, two highest debuts.

Both racking up 20% spincreases.

**RECORD TO WATCH**

**THE SPECIALS**

*Guilty 'Til Proved Innocent!*

*(Way Cool)*

Where do the original ska-heads go for music? Why Triple A, of course. 27 stations and 188 spins on "It's You."

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:  
KENT/KEITH ZIMMERMAN

LW		TW		COMBINED		LW		TW		COMMERCIAL		LW		TW		NON-COMMERCIAL	
	1		1		1		1		1		1		1		1		1
	4		2		2		2		2		2		2		2		2
	2		3		3		3		3		3		3		3		3
	9		4		4		4		4		4		4		4		4
10	5		5		5		5		5		5		5		5		5
3	6		6		6		6		6		6		6		6		6
5	7		7		7		7		7		7		7		7		7
8	8		8		8		8		8		8		8		8		8
12	9		9		9		9		9		9		9		9		9
7	10		10		10		10		10		10		10		10		10
14	11		11		11		11		11		11		11		11		11
13	12		12		12		12		12		12		12		12		12
20	13		13		13		13		13		13		13		13		13
6	14		14		14		14		14		14		14		14		14
11	15		15		15		15		15		15		15		15		15
17	16		16		16		16		16		16		16		16		16
19	17		17		17		17		17		17		17		17		17
16	18		18		18		18		18		18		18		18		18
18	19		19		19		19		19		19		19		19		19
29	20		20		20		20		20		20		20		20		20
21	21		21		21		21		21		21		21		21		21
15	22		22		22		22		22		22		22		22		22
23	23		23		23		23		23		23		23		23		23
25	24		24		24		24		24		24		24		24		24
26	25		25		25		25		25		25		25		25		25
28	26		26		26		26		26		26		26		26		26
22	27		27		27		27		27		27		27		27		27
37	28		28		28		28		28		28		28		28		28
30	29		29		29		29		29		29		29		29		29
32	30		30		30		30		30		30		30		30		30
24	31		31		31		31		31		31		31		31		31
27	32		32		32		32		32		32		32		32		32
43	33		33		33		33		33		33		33		33		33
33	34		34		34		34		34		34		34		34		34
31	35		35		35		35		35		35		35		35		35
35	36		36		36		36		36		36		36		36		36
48	37		37		37		37		37		37		37		37		37
36	38		38		38		38		38		38		38		38		38
38	39		39		39		39		39		39		39		39		39
47	40		40		40		40		40		40		40		40		40
<b>NEW</b>	41		41		41		41		41		41		41		41		41
<b>NEW</b>	42		42		42		42		42		42		42		42		42
44	43		43		43		43		43		43		43		43		43
34	44		44		44		44		44		44		44		44		44
50	45		45		45		45		45		45		45		45		45
<b>NEW</b>	46		46		46		46		46		46		46		46		46
39	47		47		47		47		47		47		47		47		47
46	48		48		48		48		48		48		48		48		48
<b>NEW</b>	49		49		49		49		49		49		49		49		49
<b>NEW</b>	50		50		50		50		50		50		50		50		50

TODD SNIDER

"i am too"

"There are two things you absolutely cannot fake in pop music: bad attitude and good craftsmanship. As luck would have it, both of those assets are present on Todd Snider's third album, *Viva Satellite*"

- Request, February '98

The First Track From The Forthcoming Album  
**viva satellite**

Produced and Recorded by John Hampton Mixed by Michael Barbiero  
Get AMP'd at MCA Records Online: [www.mcarecords.com](http://www.mcarecords.com)

**MCA**  
RECORDS  
A UNIVERSAL COMPANY



much time and agony when we released Vol. 2 of *Local Live* this past January (which features the Grifters, Vena Cava, Railroad Jerk, Scud Mt. Boys, Richard Buckner, and others).

During SXSW, KVRX will broadcast its annual "3x5," which showcases three bands playing live on air each night. This year, we have scheduled **Citizens Utilities, Firewater, the Handsome Family, Glyn Styler, Calexico, To Rococo Rot, and Brian Jonestown Massacre** among many others.

\*\*\*

**Adds for March 23/24:** Gaunt (Warner Bros.), Zeke (Epitaph), New Bomb Turks (Epitaph), Gas Huffer (Epitaph), The Humpers (Epitaph), Red Aunts (Epitaph), Hasil Adkins (Fat Possum), Brandtson (Deep Elm), Ilium (Hefty), The Faint (Saddle Creek), Drill Team (Reprise), Arto Lindsay (Bar/None), Propellerheads (DreamWorks), Mach Five (Island), To the Moon Alice (dv8). ●

**Chartbound**

- SERVOTRON (Lookout!)
- MULER (Dedicated)
- THE POSIES (Pop Llama)
- QUADRAJETS (Estrus)

**The Gavin Alternative Video Magazine arrives April 3rd**

**Reach ALL of the Alternative reporters for Gavin, R&R, BDS and Album Network.**

**Send us just one 3/4 inch video tape and we'll do the rest.**

**Call Rick Galliani for costs and availability: 415-459-3703**



**FOUR SONGS FROM THE DEBUT ALBUM**  
**VISUAL AUDIO SENSORY THEATER**  
 HERE | TOUCHED | DIRTY HOLE | PRETTY WHEN YOU CRY

**ALBUM IN STORES APRIL 28**  
 Produced and recorded by FRED MAHER Mixed by ANDY WALLACE  
 "Touched" co-produced by JON CROSBY Management: RON LAFITTE

For more information contact MIKE DEPIPPA and CHRIS ELLES at (212) 275-2860  
 www.elektraz.com

on electric compact discs and cassette tapes. © 1998 Elektra Music Group, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited.

**GAVIN CLASSIFIEDS**

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

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

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

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

**Opportunities**

**12-YEAR COUNTRY/SOFT ROCK JOCK AVAILABLE**, call 408-287-9445. I do news too! **Passionate About Music:** Experienced, versatile and highly motivated individual seeking a position in the music industry. Hoping to expand and improve the CA music scene. Previous experience: 1 year at record label, 4 years college radio, independent promotions, and 1 and a half years mobile DJ. Please call Pamela: (619) 221-8268.  
**Morning AT, 14 Years Experience**, seeks new challenges. Good phones & fun. Will

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

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

consider all shifts. Call Kevin at 517-739-0328. **Growing Radio Group in Southeast Missouri** looking for full-time AT. Formats include top-rated Classic Rock, AC, A3 and Country. **Benefits and Holidays.** Accepting T&R immediately: Withers Broadcasting, c/o Jeremie Hughes, 901 S. Kingshighway, Cape Girardeau MO 63703. EOE.

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

**LIVE AND WORK IN THE CITY WHERE EVERYONE WANTS TO BE!**  
 Raleigh, NC's "Oldies 100.7" Seeking full & part timers to join our seasoned, professional on-air staff! Knowledge of the oldies format a must. T&R asap to: Joe Dawson, Program Director, Oldies 100.7, 3100 Smoketree Ct., STE 700, Raleigh, NC 27607. EOE.

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

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

**RADIO BROADCAST MAINTENANCE TECHNICIAN KFI/KOST/KACE** Radio in Los Angeles needs individual to maintain broadcasting equip. in studios and transmitters component level repair. Remote broadcasts, maintain antennas, STL, satellite, phone, computer, and T1 digital systems. Min 5 yrs. broadcasting exp. min. 2 yrs exp w/50 w tube and solid state transmitters and assoc. equip. Digital audio system exp. Must read schematics and have writing documentation skills. Valid FCC general class radio telephone license. Motivated self-starter. 24 hrs, 7 days a week availability. Call Ernie Kristof at 213-251-3169 or fax resume to 213-487-1650. EOE.

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

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

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



**MOST ADDED**

- CLUTCH (27)**  
**TUSCADERO (26)**  
**POLARA (26)**  
**THE SPECIALS (23)**  
**MORCHEEBA (20)**

**TOP TIP****TORTOISE**

TNT  
*(Thrill Jockey)*

No surprise here. Tortoise nabs this week's highest debut spot, coming in at number 24 with a total of 20 reports.

**RECORD TO WATCH****SPACEHOG**

*The Chinese Album*  
*(Sire/Warner Bros.)*

The Hogs crack the chart at number 41 this week with album number two. Heavy hitters so far include KGLT, WBNY, WICB, WMNF, and WTSR.

# Gavin College

2W LW TW

1	1	1	<b>NEUTRAL MILK HOTEL</b> - In the Aeroplane Over the Sea (Merge)
2	2	2	<b>HALO BENDERS</b> - The Rebels Not In (K)
11	10	3	<b>GASTR DEL SOL</b> - Camoufleur (Drag City)
4	3	4	<b>AIR</b> - Moon Safari (Source/Caroline)
—	35	5	<b>BUFFALO DAUGHTER</b> - New Rock (Grand Royal)
6	4	6	<b>KRISTIN HERSH</b> - Strange Angels (Rykodisc)
26	11	7	<b>SWERVEDRIVER</b> - 99th Dream (Zero Hour)
5	7	8	<b>JESUS LIZARD</b> - Jesus Lizard (Jetset)
21	17	9	<b>BEDHEAD</b> - Transaction de Novo (Trance Syndicate)
14	8	10	<b>DJ SPOOKY</b> - Synthetic Fury EP (Asphodel)
3	6	11	<b>HIGH LLAMAS</b> - Cold and Bouncy (Alpaca Park/V2)
25	13	12	<b>DMITRI FROM PARIS</b> - Sacrebleu (Atlantic)
12	21	13	<b>MARY LOU LORD</b> - Got No Shadow (WORK)
—	20	14	<b>THE REVEREND HORTON HEAT</b> - Space Heater (Interscope)
19	14	15	<b>THE DONNAS</b> - American Teenage Rock-N-Roll Machine (Lookout!)
—	40	16	<b>BIG BAD VOODOO DADDY</b> - Big Bad Voodoo Daddy (Coolsville)
24	16	17	<b>GOLDIE</b> - Saturnzreturn (frr/London)
22	22	18	<b>CURVE</b> - Come Clean (Universal)
7	5	19	<b>DJ SHADOW</b> - Preemptive Strike (Mo'Wax/frr/London)
13	15	20	<b>ANI DIFRANCO</b> - Little Plastic Castle (Righteous Babe)
48	31	21	<b>MUSTER</b> - Stratosphere (Up)
8	12	22	<b>UNWOUND</b> - Challenge For a Civilized Society (Kill Rock Stars)
9	9	23	<b>HEPCAT</b> - Right On Time (Hellcat)
<b>NEW</b>	24	<b>TORTOISE</b> - TNT (Thrill Jockey)	
—	47	25	<b>COME</b> - Gently Down the Stream (Matador)
—	29	26	<b>TOWA TEI</b> - Sound Museum (Elektra/EEG)
—	42	27	<b>GOOD RIDDANCE</b> - Ballad From The Revolution (Fat Wreck Chords)
30	32	28	<b>TULLYCRAFT</b> - City of Subaru (Cher Doll)
35	43	29	<b>GAZE</b> - Mitsumeru (K)
28	33	30	<b>CAP 'N JAZZ</b> - Alphabetapolothology (Jade Tree)
10	18	31	<b>HUM</b> - Downward is Heavenward (RCA)
17	19	32	<b>MOND</b> - Formica Blues (Mercury)
32	28	33	<b>SAMIAM</b> - You Are Freaking Me Out (Ignition)
18	25	34	<b>BUNNYGRUNT</b> - Jen-fi (No Life)
16	26	35	<b>PEE SHY</b> - Don't Get Too Comfortable (Blue Gorilla/Mercury)
15	23	36	<b>AUTOUR DE LUCIE</b> - Immobile (Netwerk)
—	38	37	<b>BRAN VAN 3000</b> - Glee (Capitol)
34	34	38	<b>TEEN IDOLS</b> - Teen Idols (Honest Don's)
27	36	39	<b>BLACK GRAPE</b> - Stupid Stupid Stupid (Radioactive)
23	24	40	<b>JUNE OF 44</b> - Four Great Points (1/4 Stick)
<b>NEW</b>	41	<b>SPACEHOG</b> - The Chinese Album (Sire/Warner Bros.)	
36	41	42	<b>16 HORSEPOWER</b> - Low Estate (A&M)
38	39	43	<b>SKATALITES</b> - Ball Of Fire (Island Jamaica)
39	46	44	<b>DROPKICK MURPHYS</b> - Do or Die (Hellcat)
<b>NEW</b>	45	<b>TRANS AM</b> - The Surveillance (Thrill Jockey)	
33	37	46	<b>DUMP</b> - A Plea for Tenderness (Brinkman)
29	30	47	<b>HOME</b> - 13: netherregions (Jetset)
<b>NEW</b>	48	<b>SUPERDRAG</b> - Head Trip in Every Key (Elektra/EEG)	
<b>NEW</b>	49	<b>HOT WATER MUSIC</b> - Forever and Counting (Doghouse)	
42	—	50	<b>VARIOUS ARTISTS</b> - Deutcher Funk (Caipirinha)

## Inside College

BY MATT BROWN  
 & VINNIE ESPARZA



### None of the Hits All of the Time

Seeing as how we're fixin' to be at South by Southwest this week, we figured it would be a spiffy idea to spotlight the pride of Austin, college station **KVRX**. We decided to let them tell us a bit about their station and their latest CD release, *Last Night As I Lay Screaming: KVRX Local Live 2*.

Here now, in the words of Music Director David Shaenfield, is the essence of KVRX:

"None of the Hits, All of the Time" is more than just a catchy slogan; it's the philosophy that drives the University of Texas at Austin's student run radio station KVRX. The station will celebrate its 10th anniversary on April 11 of this year. When we began, the station's call letters were KTSB, but this was changed after the U.S. Military informed us the call letters already meant something to them. We had no choice—they had more missiles.

In its infancy, the station broadcast over community cable systems. Today, the station broadcasts at 3000 watts of power, which covers all of Austin and half-way down to San Antonio [Where they make Pace® salsa—*edl*].

So how did a little station turn into the 3000 watt bastard child of the Austin music scene? Well, shortly after its inception, KVRX (then KTSB) applied to the FCC for 91.7 FM, the last remaining non-commercial frequency available in Austin. At the same time, another community station, KOOP, filed for the same frequency. What followed was a long, drawn-out legal battle. Finally, in June 1993, both stations asked the FCC to approve a time-share agreement for the frequency. This was approved and the station hit the air on November 15, 1994.

What makes KVRX different

from the rest of radio in Austin is its diversity. DJs are encouraged to explore genres that would otherwise get no airplay. Within a single hour, a listener may hear electronic, Gamelan, hip-hop, death metal, country, blues, salsa, and of course, rock & roll. In addition, the station focuses on Texas artists. Not only your stereotypical songs about cow shit and cactus—although those get played too—but we want to prove that Texas music can be just as diverse as the rest of the world.

In addition to supporting local and homestate artists, the station has hosted a live-in-the-studio program every Sunday night since the fall of 1995. Every week a local artist plays in our studio for about an hour. This has proved to be one of KVRX's most popular shows. Local favorites such as **Sixteen Deluxe**, **Paul Newman**, **High Noon**, and **Don Walser** have all participated.

Selections from these broadcasts, along with tracks from visiting bands are featured on two CDs that the station has released in the past two years. The first, *Cooking by Strobe Light: KVRX Local Live Vol. 1*, was a true learning experience for the station. We liked the idea of releasing a CD, but we had to study production and marketing to ensure its success. The whole process took about six months from conception to release. To raise money for the project, we had an on-air pledge drive.

My advice to other stations considering the same type of project: make a schedule and stick to it. Also, try and make friends with people who have CD and printing resources, as this is where the bulk of the costs come from. All the lessons we learned saved

Associate Editors: MATT BROWN and VINNIE ESPARZA

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

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





# naked

RAINING ON THE SKY

**"Thanks to alternative  
and rock radio for your  
continued support of  
'Raining on the Sky'"**

**R&R: #37      Virtually Alternative: #36**  
**Spins: 789      Spins: 879**

**ON:**

**WHMP, WLIR, WKRL, WBZU, WKRO, WRXQ, KFTE, KHLR, KROX, KACV, WGRD, WXEG,  
WPGU, WXDG, KNSX, WWDX, KKND, WLUM, WIXO, KEDG, KRZQ, KMTT, WBOS, WXLE,  
WRLT, WCLZ, KKZN, KINK, KZON, KNRQ, KTOZ, WMRQ**



**R&R: "New & Active"  
#82 spins**

**Billboard Monitor:  
Chartbound**

**New This Week:**

**WBZF  
KNRQ  
WEJE  
WRVZ  
KZYR**

**ON:**

**WEOX, WHHG, WRXQ, KFEF, KHLR, WIXO, KNSX, KNRX,  
KKND, WLUM, KSPI, KTCL, XHRM, KPOI, KHTZ**

# ultrahorse

**The pleasure and pain of an automobile**

**911  
RECORDS**

enhanced **CD**



# BE ON THE LOOKOUT

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

Field any questions, comments or laments to Spence D. @

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

e-mail: dookey@gavin.com

## MARCH 24

v/a  
 Black Lab  
 Cornelius  
 Daft Punk  
 Drill Team  
 Evan Jaron  
 Foil  
 Hellbillies  
 The Hunger  
 Imani Coppola  
 Jim Morgan  
 Junkie XL  
 Matchbox 20  
 Pussy Galore  
 Pussy Galore  
 Pussy Galore  
 Samiam  
 Shift  
 Spiritualized  
 Steve Stoll  
 Superdrag

After The Flood (World Domination)  
 "Time Ago" (Geffen)  
 Fantasma (Matador)  
 "Da Funk" (Virgin)  
 Hope and Dream Explosion (Reprise)  
 "And Then She Says" (Island)  
 Spread It All Around (Mute/13th Hour)  
 Cavalcade of Perversions (Wingnut)  
 Cinematic Superthug (Universal)  
 "I'm A Tree" (Columbia)  
 Ordinary Time (Grace Note/Ichiban Int.)  
 Saturday Teenage Kick (ESP/Roadrunner)  
 "Real World" (Atlantic)  
 Dial M For Motherfucker (Matador)  
 Right Now! (Matador)  
 Sugarshit Sharp (Matador)  
 You Are Freaking Me Out (Ignition)  
 "I Want To Be Rich" (Columbia)  
 "Come Together/L.A.G.W.A.F.I.S." (Arista)  
 the blunted boy wonder (Novamute)  
 Head Trip In Every Key (Elektra)

## MARCH 30

Brother Cane  
 Chocolate Weasel  
 Morcheeba  
 PapaMcoy  
 Pure  
 Pure  
 Sean Lennon  
 The Shining Path  
 Slowpoke  
 Trunk Federation  
 Tuscadero  
 Wank  
 Weapon of Choice

Wishpool (Virgin)  
 Spaghettification (NinjaTune)  
 "Let Me See" (Sire/China)  
 Amarcord (No Records)  
 "Chocolate Bar" (Mammoth)  
 Feverish (Mammoth)  
 "Home" (Grand Royal)  
 The Shining Path (Caroline)  
 "Lorraine" (DGC)  
 "Truck Lover" (Alias)  
 "Paper Dolls" (Elektra)  
 Get A Grip On Yourself (Maverick)  
 Nutmeg Fantasy (Loosegroove)

## APRIL 7

Alana Davis  
 Bassholes  
 Ben Harper  
 Dogon  
 Eve6  
 Getaway People  
 Jerry Cantrell  
 Long Fin Killie  
 New Bomb Turks  
 Perfume Tree  
 Pete Droge  
 Slowpoke  
 Stabbing Westward  
 Steve Roach  
 Suicide Machines  
 Tones On Tail  
 The Verve  
 Zeke

"Crazy" (Elektra)  
 Long Way Blues 1996-1998 (Matador)  
 "Mama's Trippin' (Remix)" (Virgin)  
 The Sirius Expeditions (New Dog)  
 Eve6 (RCA)  
 The Getaway People (Columbia)  
 Buggy Depot (Columbia)  
 Amelia (Beggars Banquet)  
 At Ropes End (Epitaph)  
 Feeler (World Domination)  
 Spacey and Shakin' (Fifty Seven/Epic)  
 Virgin Stripes (Geffen)  
 Darkest Days (Columbia)  
 Dust To Dust (Projekt)  
 Battle Hymns (Hollywood)  
 Everything (Beggars Banquet)  
 "Lucky Man" (Virgin)  
 Kicked In The Teeth (Epitaph)

## APRIL 13

Bernard Butler  
 Clutch  
 Fang  
 Lisa Gerrard & Pieter Bourke  
 Sonic Youth  
 Soul Asylum  
 Tuscadero

People Move On (Creation/Columbia)  
 The Elephant Riders (Columbia)  
 American Nightmare (Wingnut)  
 Duality (4AD)  
 "Sunday" (Geffen)  
 "I Will Still Be Laughing" (Columbia)  
 My Way or the Highway (Elektra)

## APRIL 20

Guster  
 Hayden  
 Lenny Kravitz  
 Max Cavalera  
 Natacha Atlas  
 Perfume Tree  
 Pizzicato 5  
 Scott Thomas  
 v/a  
 Sportsguitar

"Airport Song" (Sire/Hybrid)  
 "The Hazards" (Geffen)  
 "If You Can't Say No" (Virgin)  
 Soulfly (Roadrunner)  
 Halim (Beggars Banquet)  
 Feeler (World Domination)  
 Happy End of You (Remix LP) (Matador)  
 "Black Valentine" (Elektra)  
 Singles Going Home Alone (Matador)  
 Happy Already (Matador)

## APRIL 28

Gas Huffer  
 Humpers  
 Massive Attack  
 v/a  
 Red Aunts  
 Suncatcher

Just Beautiful Music (Epitaph)  
 Euphoria, Confusion, Anger, and Remorse (Epitaph)  
 "Teardrop" (Virgin)  
 Ninja Cuts 3: Funkungfusion (NinjaTune)  
 Ghetto Blaster (Epitaph)  
 Suncatcher (Restless)

# JUNKIE XL

## billy club

**GOING FOR ADDS MARCH 24**

**BILLBOARD MAGAZINE** says: "Billy Club has the same anthemic party feeling as the Chemical Brothers' 'Block Rockin Beats'"

**ALREADY SPINNING AT:**

WFMX  
 WLUM  
 KNDD  
 KITS  
 WRKO

91X  
 WBCN  
 XHRN  
 KBRS  
 KROX

**FOR MORE INFORMATION, CONTACT: LULU COHEN 212 274 7548**

© 1998 Roadrunner Records www.roadrunnerrecords.com **ROADRUNNER RECORDS**

## The Gavin Alternative Video Magazine arrives April 3rd

Reach ALL of the Alternative reporters for Gavin, R&R, BDS and Album Network.

Send us just one 3/4 inch video tape and we'll do the rest.

Call Rick Galliani for costs and availability: 415-459-3703



# Gavin Alternative

## No Static at All BY SPENCE D.

### Shuffling Discs

Things Probably Sitting on Your Desk That You Should Really Lend an Ear To

In last week's special I tackled a serious subject: Consultants. The feedback is still rolling in, so this week, I figured I'd focus on something a little more lighthearted in scope. Following the recent GAVIN seminar in San Diego, we heard GAVIN about some of the hot picks as chosen by GAVIN MD of the Year winners. Now it's time for me to flex my own musical taste, and hopefully open your ears to some sounds that may have been overlooked.

#### LIBIDO *Killing Some Dead Time* (Velvet)

**Emphasis Track:** "Supersonic Daydream"

**Who's Spinnin' It:** WHTG, WDST, KNRX, WWDX, WHMP, WKRL, 91X, KCXX

**Why You Should Be Spinnin' It:** This Norwegian trio's atmospheric pop sensibility is perfect for the format.

**For the Adventurous:** Listen to "Strange News," with its hypnotic shimmer guitar, shuffle rhythm, and bizarre, other worldly yet brilliant chorus.

#### ULTRAHORSE *The Pleasure and Pain of an Automobile* (911/Red Ant)

**Emphasis Track:** "Telecom"

**Who's Spinnin' It:** KPOI, WLUM, WEQX, WHTG, WIXO, KNRX, KKND, WKRL, KNSX, KSPI, WRXQ, KTOZ, KTCL, KFTE, XHRM, WDST, KHLR

**Why You Should Be Spinnin' It:** Off-center, buzzing guitar-driven pop augmented by a "Symphony for the Devil" conga drum beat. Close in sonic proximity to the Eels.

**For the Adventurous:** The gurgle chug liquidity of "Immune" and the electro skip pulse of "Landfill."

#### BLACK GRAPE *Stupid Stupid Stupid* (Radioactive)

**Emphasis Track:** "Marbles"

**Who's Spinnin' It:** WEQX, KACV, WFNX, WEJE, XHRM, WEND, WWCD, CFNY, WRXQ, WOXY, KLZR, WHTG, WHMP, KSPI, WBTZ, WDST, KROX, KDGE, KTBZ, KPKX

**Why You Should Be Spinnin' It:** Hallucinogenic funk licks coated

with sticky riffs and rubber band rhythms.

**For the Adventurous:** Both "Spotlight" (imagine if the Beatles had slept with George Clinton) and "Money Back Guaranteed" are brilliant, booty shakin' no-brainers.

#### PROPELLERHEADS *Decksanddrumsandrockandroll* (Dreamworks)

**Emphasis Track:**

"History Repeating"

**Who's Spinnin' It:** XHRM, WBTZ, WKRL, KSPI, KGDE, WEQX, WDST, KNSX, CIMX, WOXY, WBER (WFNX, WXDG, CIMX, WBER, WBZU, WOXY, and XHRM are spinning alternate tracks, too).

**Why You Should Be Spinnin' It:** Big beat blow-out. Wonderful electronic bravado that rocks.

**For the Adventurous:** "Winning Style," "Bang On!," "Spybreak," and "Better?"

#### DRILL TEAM *Hope and Dream Explosion* (Reprise)

**Emphasis Track:**

"Hold You Down"

**Who's Spinnin' It:** WRXQ, WHMP, WXDG, KFTE, KJEE, WLUM, WKRL, WFNX, WOXY, WGRD, KPOI, KHLR

**Why You Should Be Spinnin' It:** Guitars, pop drenched feedback, and harmonious vocal interchange that jumps right out at you.

**For the Adventurous:** The icy "Peppermint," the slam-bam of "Over-flow," and sweet chug of "Frosting."

#### JUNKIE XL *Saturday Teenage Kick* (Roadrunner)

**Emphasis Track:** "Billy Club"

**Who's Spinnin' It:** WBER, WFNX

**Why You Should Be Spinnin' It:** Remember Urban Dance Squad?

They pioneered the metal-pop-hip-hop slam back in the late '80s. Well, Junkie XL is former UDS frontman Rudeboy, backed by technotronic shotgun ecstasy.

**For the Adventurous:** "X-Panding Limits" and the title track "Saturday Teenage Kick." Both rock in a grungy, industrialized, catchy way.



#### BOND *Bang Out of Order* (WORK)

**Emphasis Track:** "Nothing Fits (Fictitious Circle)"

**Who's Spinnin' It:** WENZ, WPLA, WDST, WHTG, KACV, KNSX

**Why You Should Be Spinnin' It:** Computerized rhythms lead into serpentine vocals and crunchy guitar, creating an edge of hypnotic gloss.

**For the Adventurous:** The ping-ponging "Starbucked," the shifting ebb and flow of "Retronoyoko."

#### PEE SHY *Don't Get Too Comfortable* (Mercury)

**Emphasis Track:** "Mr. Whisper"

**Who's Spinnin' It:** WHTG, KSPI, WAVE, KNSX, WXDG, WDST, WHTG, WPBZ, KHLR

**Why You Should Be Spinnin' It:** Great melding of piano, plinky guitar, and lightly raspy female vocals

**For the Adventurous:** The acoustic enhancement of "Bathroom Floor" and the thick rock veneer of "Big Blue Sky."

#### ECONOLINE CRUSH *The Devil You Know* (Restless)

**Emphasis Track:** "Home"

**Who's Spinnin' It:** KKND, CFNY, WWDX, KLZR, WQXA, WHTG, WBER, WKRO, KDGE, WKRL, KJEE, WPBZ, WOXY, KMYZ, WIXO, WBZU, WRXQ

**Why You Should Be Spinnin' It:** Pummeling guitar and machine gun rhythms provide an aggro-convulsive beat that grabs you by the throat.

**For the Adventurous:** The pounding omniscity of "Surefire" and the more electronically inclined title track.

#### BRAN VAN 3000 *Glee* (Capitol)

**Emphasis Track:** "Drinking in L.A."

**Who's Spinnin' It:** WBTZ, WFNX, XHRM, WDST, CIMX, WOXY, KACV, CFNY, WBER, WPGU, KKDM, WPLA, KNRX, KSPI, KTCL, 99X, KEDJ, WBRU, WBZU, WROX, KGDE

**Why You Should Be Spinnin' It:** Superb mix of ethereal female vocals, upfront drum loops, and keyboard melodies: it's just catchy as hell. Besides, everyone dreams of drinking in L.A.

**For the Adventurous:** The mesmerizing eccentricity of "Couch Surfer" and the warped country twang beatology of "Supermodel."

## Data

### MOST ADDED

#### THE URGE (23)

*Jump Right In* (Epic)  
WHTG, WQBK, KXPX, WEDG, WDXD, WPGU, KLZR, WEND, KKDM, WNNX, WHMP, WBZU, WWCD, WPBZ, WKRL, WPLA, KGDE, KNRX, KROQ, XHRM, KEDJ, KITS, KHLR

#### ALANIS MORISSETTE (16)

*Uninvited* (Maverick)  
KKNB, WQXA, WMAD, KFTE, WEDG, WDXD, WXEG, KKDM, WNNX, WHMP, WROX, KLYY, WWDX, WPLT, KTEG, WEQX

#### GOO GOO DOLLS (14)

*Iris* (Warner Bros.)  
WEDG, KENZ, WDXD, WXEX, WPGU, KLYY, WOSC, WPLT, WXDG, KTEG, WEQX, KGDE, WKRO, KEDJ

#### THE SPECIALS (10)

*It's You* (Way Cool/MCA)  
KFTE, KPOI, WEDG, KENZ, WGRD, WROX, KLYY, KGDE, KJEE, KEDJ

#### ATHENAEUM (10)

*What I Didn't Know* (Atlantic)  
KFTE, KPOI, KXPX, KPNT, WPGU, KNRX, KLZR, KMYZ, KRZQ, KGDE

### MOST REQUESTED

#### FASTBALL

*"The Way"* (Hollywood)

#### SEMISONIC

*"Closing Time"* (MCA)

#### EVERCLEAR

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

#### BLINK 182

*"Dammit"* (Cargo/MCA)

#### MARCY PLAYGROUND

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

### MOST BUZZ

#### JERRY CANTRELL

*"Cut Me In"* (Columbia)

#### FASTBALL

*"The Way"* (Hollywood)

#### SEMISONIC

*"Closing Time"* (MCA)

#### MONO

*"Life In Mono"* (Mercury)

#### PEARL JAM

*"Wishlist" & "In Hiding"* (Epic)

### MOST LIKELY TO

### SUCCEED

What's movin' up the charts, baby,

#### STABBING WESTWARD

*"Save Yourself"* (Columbia)

#### GOD LIVES UNDERWATER

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

#### HARVEY DANGER

*"Flagpole Sitta"* (Slasb/London)

#### GETAWAY PEOPLE

*"She Gave Me Love"* (Columbia)

#### THE SPECIALS

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

#### AGENTS OF GOOD ROOTS

*"Come On"* (RCA)



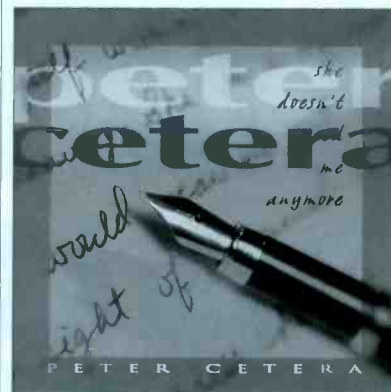
## A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
32	9	378	+49	<b>JAMES HORNER</b> - Southampton (Sony Classical/WORK)
30	1	473	+78	<b>BACON BROTHERS</b> - Boys in Bars (Bluxo)
30	9	364	+126	<b>38 SPECIAL</b> - Saving Grace (Razor & Tie)
28	12	309	+155	<b>FULL MOON BAY</b> - Paradise (Hudson Valley)
25	2	470	+41	<b>EDWIN McCAIN</b> - I'll Be (Lava/Atlantic)
24	4	307	+73	<b>MATT GARBO</b> - Secrets (CMI Productions)
21	13	276	+158 *	<b>RICHIE SAMBORA</b> - Hard Times Come Easy (Mercury)
20	5	223	+56	<b>DAVE ROBYN</b> - This Ain't Good (High Time)
20	9	241	+117 *	<b>SHAWN COLVIN</b> - Nothin On Me (Columbia/CRG)
20	5	244	+104	<b>DANA MASE</b> - A Little Light (Water)
19	3	210	+38	<b>NATHAN WHITT</b> - Shadow Jumpin' (Lick)
18	8	186	+78 *	<b>AALIYAH</b> - Journey To The Past (Atlantic)
18	6	157	+52 *	<b>PATTY O'HARA</b> - I Love You (J-Bird)
18	3	289	+62	<b>THE TUESDAYS</b> - It's Up To You (Arista)
17	8	192	+76 *	<b>DENIECE WILLIAMS</b> - Standing (Harmony)
16	3	145	+21 *	<b>JANN ARDEN</b> - Wishing That (A&M)
16	3	166	+19	<b>GINAMARK BAND</b> - Fools Gold (Melody Fair)
15	2	221	+47 *	<b>NA LED</b> - The Rest Of Your Life (NLP)
15	7	163	+91 *	<b>JOE'S BAND</b> - Better Man (Rag)

**Drops:** Julie Eisenhower, Linda Hornbuckle, Barbra Streisand, Joey Lawrence, Jim Brickman with Ashton & Raye, Third Eye Blind, The Verve and Jimmy Ray. \* Indicates Debut

Dain Craig, KSFI-Salt Lake City  
 Julie Deppish, KKIQ-Pleasanton, Calif.  
 Bernie Eagan, WENS-Indianapolis  
 Scott Emerson, A&M Records  
 Joe Hann, WRCH-Hartford, Ct.  
 Ann Hesen, Reprise Records  
 Reid Holsen, KELO-Sioux Falls, S.D.  
 Bob Hylka, WJTW-Joliet, Ill.  
 Mary Ellen Kachinske, WQAL-Cleveland  
 Dana Keil, Elektra Entertainment  
 Cheryl Khaner, RCA Records  
 Dave Koz  
 Annette M. Lai, GAVIN  
 Charlie Lombardo, WALK-Long Island, N.Y.  
 Donna Miller, KOSO-Modesto, Calif.  
 Donny Osmond  
 Andrea Paulini, Windham Hill Records  
 Leonard Peace, WKTI-Milwaukee  
 Angela Perelli, Star 98.7-Los Angeles  
 Julie Rhodes, WZDQ-Jackson, Tenn.  
 Mark Rizzo, Arista Records  
 Donna Rowland, WBEB-Philadelphia  
 Lily Shih, GAVIN  
 Greg Simms, Star 100.7-San Diego  
 Julie Stoeckel, KLLC (Alice)-San Francisco  
 Linde Thurman, Elektra Entertainment  
 Etoile Zisselman, Arista Records ●

### PETER CETERA "She Doesn't Need Me Anymore" (River North)



Seen schmoozing at NARM in San Francisco this week, Peter Cetera presents the latest from his greatest hits album, *A Collection*. A signature sound from a core artist for the format. An early believer is KVIL-Dallas.

### LISA LOEB "Let's Forget About It" (Geffen)

A darling of the modern and hot A/C set, Loeb has recently been opening for Sarah McLachlan's tour (not too shabby, huh?). She brings us the second single from her album, *Firecracker*.

### REACT "Can't Keep My Hands Off You" (Berman Brothers/Columbia/CRG)

I've loved the hook to this song since the first time I heard it at the end of January. As we step into spring, are you looking for a tune to put some spark into your playlist? Check out this debut from React. Pure pop as produced by hitmakers the Berman Brothers.

## A/C Picks

### MARIAH CAREY "My All" (Columbia/CRG)

This Mariah Carey/Walter Afanasieff love song will appeal to both mainstream and hot stations; the album version is torchy and heart-rendering, while the "Classic Radio Club Mix" puts a different spin on the song, adding tempo and brightness.

## S/P/W

### SPINS PER WEEK PER STATION

<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	26.13
<b>CELINE DION</b> - My Heart Will Go On (550 Music)	25.03
<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	24.99
<b>MATCHBOX 20</b> - 3 AM (Lava/Atlantic)	23.70
<b>BILLIE MYERS</b> - Kiss The Rain (Universal)	23.61
<b>JOHN TESH &amp; JAMES INGRAM</b> - Give Me Forever (GTSP/Mercury)	23.58
<b>LOREENA McKENNITT</b> - The Mumpers' Dance (Warner Bros.)	23.26
<b>BACKSTREET BOYS</b> - As Long As You Love Me (Jive)	22.61

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

## SPINCREASES

### RANKED INCREASE IN TOTAL SPINS

<b>MICHAEL BOLTON</b> - Safe Place From The Storm (Columbia/CRG)	639
<b>ELTON JOHN</b> - Recover Your Soul (Rocket/Island)	431
<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	425
<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	304
<b>AMY GRANT</b> - Like I Love You (A&M)	301
<b>SARAH McLACHLAN</b> - Adia (Nettwerk/Arista)	296
<b>KATHY MATTEA</b> - Patiently Waiting (Mercury)	286
<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	234

# PAUL LESLIE



NEARLY **90% Call-In Approval**

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

## "All That I Am"

FROM THE DEBUT ALBUM... NOW OR NEVER

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

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

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



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



**MOST ADDED**



**KATHY MATTEA (34)**  
**MICHAEL BOLTON (29)**  
**SARAH McLACHLAN (27)**  
**MADONNA (16)**  
 \* **NATALIE IMBRUGLIA (14)**  
 \* **THE CORRS (14)**

**TOP TIP**

**KATHY MATTEA**  
*"Patiently Waiting"*  
 (Mercury)

This week's Number One Most Added doesn't have to wait any longer at the likes of KKCW, WEIM, WHAI, WDEF, WDMG, KAYL, KLWN, KMXL, WFDL, KORQ, KBLQ, KOJM, KGY, and more.

**RECORD TO WATCH**

**THE TUESDAYS**  
*"It's Up to You"*  
 (Arista)

On fire at Top 40 and Hot AC, this Norwegian quintet sets its sights on conquering the mainstream world, too.

**Gavin A/C**

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	6	170	0	4248	+200	80	42	35	12
2	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	23	162	2	4233	+11	81	39	34	8
3	CELINE DION - My Heart Will Go On (550 Music)	16	149	0	3730	-320	61	40	38	8
4	<b>JOHN TESH &amp; JAMES INGRAM</b> - Give Me Forever (GTSP/Mercury)	10	158	4	3725	+117	66	40	31	14
5	<b>FLEETWOOD MAC</b> - Landslide (Reprise)	9	152	6	3265	+49	51	36	32	24
6	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	10	137	5	2843	+234	42	29	31	29
7	BACKSTREET BOYS - As Long As You Love Me (Jive)	21	124	5	2804	-383	40	31	35	15
8	<b>ELTON JOHN</b> - Recover Your Soul (Rocket/Island)	7	142	7	2740	+431	32	29	51	23
9	<b>DARYL HALL and JOHN OATES</b> - The Sky Is Falling (Push/BMG)	8	125	0	2571	+69	39	26	36	17
10	<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	5	122	16	2208	+425	24	25	33	30
11	<b>AMY GRANT</b> - Like I Love You (A&M)	8	119	11	2075	+301	19	23	40	27
12	<b>LOREENA McKENITT</b> - The Mummers' Dance (Warner Bros.)	11	86	6	2000	+199	37	16	22	8
13	VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	16	95	0	1901	-315	18	31	24	19
14	<b>EDDIE MONEY</b> - Can You Fall In Love Again (CMC International)	10	91	4	1776	+58	23	22	25	15
15	<b>VENICE</b> - Running Home (Vanguard)	9	79	1	1635	+66	22	21	22	13
16	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	36	80	0	1613	-212	14	21	28	13
17	GARY BARLOW - Superhero (Arista)	9	87	0	1565	-644	10	21	37	16
18	<b>MICHAEL BOLTON</b> - Safe Place From The Storm (Columbia/CRG)	4	112	29	1563	+639	7	18	36	34
19	<b>DAKOTA MOON</b> - A Promise I Make (Elektra/EEG)	8	95	5	1557	+124	8	20	37	23
20	<b>JOHN WAITE</b> - Imaginary Girl (Mercury)	5	78	5	1328	+160	8	19	31	19
21	<b>STONE RAIN</b> - The World Today (Uvula)	8	64	0	1302	+80	16	19	18	11
22	<b>CHUCK JACKSON &amp; DIONNE WARWICK</b> - If I Let Myself Go (Wave Entertainment)	13	65	2	1299	+36	18	17	16	13
23	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	23	67	0	1193	-309	11	13	23	13
24	<b>SIMON APPLE</b> - It's Over (Trunk)	10	59	5	1087	+132	10	16	20	13
25	BRYAN ADAMS - Back To You (A&M)	16	60	1	1066	-274	7	15	23	11
26	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	7	56	14	1056	N	16	5	18	11
27	MATCHBOX 20 - 3 AM (Lava/Atlantic)	23	44	1	1043	-223	19	11	7	6
28	<b>PAULA COLE</b> - Me (Imago/Warner Bros.)	8	60	5	1037	+131	5	17	26	8
29	<b>RICK MONROE</b> - Life Goes On In L.A. (Divorce)	8	54	3	1028	+30	8	19	17	10
30	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	29	60	0	1010	-4	6	10	23	15
31	<b>DIANA KRALL</b> - Peel Me A Grape (Impulse!)	8	60	8	956	+125	4	18	20	11
32	<b>SPICE GIRLS</b> - Too Much (Virgin)	11	54	3	909	+4	7	11	19	11
33	<b>KENNY G</b> - My Heart Will Go On (Arista)	5	66	9	862	+94	4	6	23	22
34	<b>MICHAEL DAMIAN</b> - Why Not Me? (Weir Brothers)	8	47	4	821	+51	3	15	20	9
35	<b>SARAH McLACHLAN</b> - Adia (Network/Arista)	3	68	27	757	N	4	3	18	25
36	BLESSID UNION - Light In Your Eyes (Capitol)	19	45	0	706	-363	2	9	17	13
37	<b>JANIS IAN</b> - Getting Over You (Windham Hill)	5	44	3	633	N	1	10	14	14
38	<b>SARAH McLACHLAN</b> - Sweet Surrender (Network/Arista)	23	34	0	624	-269	6	7	11	8
39	<b>LOVERBOY</b> - Secrets (CMC International)	8	39	2	602	N	4	7	14	13
40	<b>PETER TRIPP</b> - Back Alley (Dolphin)	8	40	2	597	N	1	11	14	12

**Inside A/C**



By ANNETTE M. LAI

**And the Winner Is...**

The Academy Awards will be handed out Monday night, so, in what's become an annual tradition, GAVIN polled some of the A/C community to see who they thought would win the prized statuette for "Best Original Song from a Motion Picture." Needless to say, it looks like "My Heart Will Go On," which has already been awarded a Golden Globe Award, is a slam dunk—but hey, upsets are known to happen. (P.S. Voters are listed per song, alphabetically by last name.) Thanks to all of you who voted.

**"GO THE DISTANCE" - HERCULES**

Elaine Locatelli, Columbia Records  
 Brian Walker, WRZI-Elizabethtown, Ky.  
 Thom Walsh, KUDL-Kansas City  
**"HOW DO I LIVE" - CON AIR**  
 Christian Dady, KYMN-Northfield, Minn.  
 Mark Edwards, WLIT-Chicago  
 Jill Ramsdell, McD Promotion  
 Michael Rogers, KAKQ-Fairbanks, Ak.

**"JOURNEY TO THE PAST" - ANASTASIA**

Kevin McDonald, McD Promotion  
**"MISS MISERY" - GOOD WILL HUNTING**  
 Tom Callahan, Callahan & Assoc.  
 Tom Mazzetta, Mazzetta Promotion  
 Meg MacDonald, Vanguard Records  
 Scott Meyers, Polygram/GTSP Records

**"MY HEART WILL GO ON" - TITANIC**

Lisa Adams, KBBT-Portland  
 Rich Anhorn, KHMx-Houston  
 Mark Anthony, KMXL-Joplin, Mo.  
 Mark Barnowski, Entertainment Promotions  
 Bill Cason, Mercury Records  
 Johnny Chiang, KOST-Los Angeles

**Chartbound**

	Reports	Adds	SPINS	TREND
HARRY CONNICK JR. - "Learn to Love" (Columbia/CRG)	41	1	555	+20
TAMMY TRENT - "Welcome Home" (River North)	39	2	540	+46
CHRIS BRAIDE - "If I Hadn't Got You" (Atlantic)	36	1	435	+19
FICTION - "I Could Cry" (High Time)	35	6	506	+91
* KATHY MATTEA - "Patiently Waiting" (Mercury)	34	34	286	+286

Total Reports This Week: 177 Last Week: 178  
 Editor: ANNETTE M. LAI  
 Assistant: LILY SHIH  
 A/C reports accepted: Mondays 8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.  
 Station Reporting Phone: (415) 495-1990  
 GAVIN Fax: (415) 495-2580



**MOST ADDED**



**SARAH McLACHLAN (21)**  
**SISTER 7 (13)**  
 \* **MADONNA (7)**  
 \* **SHAWN COLVIN (7)**  
 \* **ALANIS MORISSETTE (7)**

**TOP TIP**

**SISTER 7**

*"Know What I Mean"*  
 (Arista Austin)

Nearly doubling its spins, Sister 7 adds 13 more believers, including WMTX, KBBT, KBBT, KACW, KROG, Y93, WCVQ, KDEC, KSCQ, WTBX, KZXR, and KKBj/FM.

**RECORD TO WATCH**

**ROBYN**

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

Swedish teen sensation makes some more friends this week with adds at WKHI, KNNN, WSPT, KEMB, WHSB, and KQMX.

**Gavin Hot A/C**

TW	Reports	Adds	SPINS	TREND	
1	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	99	0	3877	-243
2	MATCHBOX 20 - 3 AM (Lava/Atlantic)	97	0	3868	-71
3	LOREENA MCKENITT - The Mummies' Dance (Warner Bros.)	102	0	3751	-101
4	NATALIE IMBRUGLIA - Torn (RCA)	105	1	3482	+246
5	CELINE DION - My Heart Will Go On (550 Music)	91	0	3415	-314
6	BILLIE MYERS - Kiss The Rain (Universal)	90	0	3066	-137
7	ERIC CLAPTON - My Father's Eyes (Duck/Reprise)	98	2	2936	+169
8	SMASH MOUTH - Walkin' On The Sun (Interscope)	76	0	2620	-88
9	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	81	1	2572	-90
10	THE VERVE - Bitter Sweet Symphony (Virgin)	84	3	2539	+113
11	MADONNA - Frozen (Maverick/Warner Bros.)	94	7	2421	+299
12	BEN FOLDS FIVE - Brick (550 Music)	77	1	2323	-137
13	BACKSTREET BOYS - As Long As You Love Me (Jive)	70	1	2113	-18
14	GREEN DAY - Time Of Your Life (Reprise)	69	0	2028	-223
15	PAULA COLE - Me (Imago/Warner Bros.)	85	0	1975	+97
16	MARCY PLAYGROUND - Sex and Candy (Capitol)	59	4	1644	+269
17	LISA LOEB - I Do (Geffen)	62	0	1635	-449
18	EDWIN McCAIN - I'll Be (Lava/Atlantic)	65	5	1490	+204
19	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	51	0	1454	-143
20	JIMMY RAY - Are You Jimmy Ray? (Epic)	57	1	1424	-39
21	TONIC - If You Could Only See (Polydor/A&M)	49	2	1364	-129
22	FLEETWOOD MAC - Landslide (Reprise)	50	2	1244	+60
23	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	52	0	1182	-217
24	SUGAR RAY - Fly (Lava/Atlantic)	44	0	1088	-39
25	JANET JACKSON - Together Again (Virgin)	38	0	996	-66
26	CHUMBAWAMBA - Tubthumping (Republic/Universal)	47	0	992	-96
27	SARAH McLACHLAN - Adia (Nettwerk/Arista)	58	21	921	~
28	AQUA - Turn Back Time (MCA)	41	1	862	+65
29	ELTON JOHN - Recover Your Soul (Rocket/Island)	45	2	860	+40
30	THE TUESDAYS - It's Up To You (Arista)	41	4	845	+62
31	BLESSID UNION - Light In Your Eyes (Capitol)	33	0	826	-58
32	MEREDITH BROOKS - What Would Happen (Capitol)	31	1	774	-312
33	SHANIA TWAIN - You're Still The One (Mercury)	36	1	773	-65
34	PISTOLEROS - My Guardian Angel (Hollywood)	32	2	651	+44
35	FASTBALL - The Way (Hollywood)	35	6	640	~
36	ROBYN - Show Me Love (RCA)	26	0	621	-152
37	TONIC - Open Up Your Eyes (Polydor/A&M)	33	3	616	+17
38	SISTER HAZEL - All For You (Universal)	26	0	610	-277
39	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	22	0	573	-141
40	CHUMBAWAMBA - Amnesia (Republic/Universal)	30	2	568	~

**Hot Stuff** BY RON FELL



**Thanks and Good bye**

You may know by now that I have left GAVIN after 24 wonderful years as its Adult Contemporary Editor. Those years—nearly half of my life—have been wonderful, mostly because of all of the great friends I've made in the format, both at radio and in the music business.

I'm proud of the people in Adult Contemporary radio and those who make and promote A/C music. There is no classier group anywhere. If you care about the format and its music, keep the faith and speak up.

Thanks to my friends and co-workers past and present at GAVIN, most particularly **Diane Rufer**, **Annette M. Lai**, and **Lily Shih**, who worked so hard to make

GAVIN's A/C department grow. Thanks to everyone for your support of me and GAVIN's A/C department over the past quarter century. We've all come a long way.

So what's next for me? I don't want to limit my options, but I'll bet we meet again. I know nothing will compare with my GAVIN experience, but I also know the knowledge I gained at GAVIN can enhance some enterprise.

In the meantime, I can be reached at my personal e-mail address of [RonF104801@aol.com](mailto:RonF104801@aol.com).

Best regards to all,



Ron Fell



RCA recording artist Jai recently dazzled a sold-out crowd in San Francisco. Posing for the cameras after-show are (l-r): Tom Smith, RCA Sales; Hugh Surratt, VP, Marketing; Annette M. Lai, Gavin; Jai; Ron Fell, and the label's Regional Promotion Manager Eric Baker.

Total Reports This Week: 109 Last Week: 113

Editor: ANNETTE M. LAI • Assistant: LILY SHIH

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

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

**Chartbound**

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
SISTER 7 - "Know What You Mean" (Arista Austin)	31	13	442	+212	* TREANA - "Naked on You" (Backyard/All American)	18	3	355	+24
SHAWN COLVIN - "Nothin' on Me" (Columbia/CRG)	28	7	379	+123	* 'N SYNC - "I Want You" (RCA)	16	2	366	+8
AMY GRANT - "Like I Love You" (A&M)	25	1	440	-50	* ROBYN - "Do You Really Want Me" (RCA)	16	6	295	+151
DARYL HALL & JOHN OATES - "The Sky Is Falling" (Push/BMG)	20	1	395	-8	* FIONA APPLE - "Shadowboxer" (Clean State/WORK)	16	3	266	+53
JAMES HORNER - "Southampton" (Sony Classical/WORK)	19	2	285	-29	* DAR WILLIAMS - "What Do You Hear in These Sounds" (Razor & Tie)	14	1	276	+14



# DON'T MAIL YOUR CD TO RADIO!

Let GAVIN do it for less  
than it would cost you  
to do it yourself.

ALL formats  
ALL reporters to  
ALL trades

Any day of the week.

CALL LOU GALLIANI 805-542-9999

## GO Chart

**GO MOST ADDED**  
\*\*KENNY WAYNE SHEPHERD (15)  
\*\*SARAH MCLACHLAN (15)  
BACKSTREET BOYS (12)

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

TW		SPINS	TREND
1	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	3974	-149
2	<b>SAVAGE GARDEN</b> - Truly, Madly, Deeply (Columbia/CRG)	3632	+23
3	BILLIE MYERS - Kiss The Rain (Universal)	3597	-105
4	<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	3540	+464
5	MATCHBOX 20 - 3 AM (Lava/Atlantic)	3410	-66
6	LOREENA MCKENITT - The Mummies' Dance (Warner Bros.)	3377	+18
7	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	3218	+311
8	<b>'N SYNC</b> - I Want You Back (RCA)	2888	+163
9	<b>BEN FOLDS FIVE</b> - Brick (550 Music)	2698	+156
10	JIMMY RAY - Are You Jimmy Ray? (Epic)	2651	-208
11	THE VERVE - Bitter Sweet Symphony (Virgin)	2557	+50
12	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	2545	+211
13	<b>K-CI &amp; JOJO</b> - All My Life (MCA)	2430	+231
14	BACKSTREET BOYS - As Long As You Love Me (Jive)	2392	-27
15	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	2378	-52
16	JANET JACKSON - Together Again (Virgin)	2287	-41
17	<b>AQUA</b> - Turn Back Time (MCA)	2076	+210
18	<b>MARCY PLAYGROUND</b> - Sex and Candy (Capitol)	1972	+240
19	<b>THE TUESDAYS</b> - It's Up To You (Arista)	1928	+230
20	<b>ROBYN</b> - Do You Really Want Me (RCA)	1816	+253
21	<b>CHUMBAWAMBA</b> - Amnesia (Republic/Universal)	1789	+288
22	<b>PAULA COLE</b> - Me (Imago/Warner Bros.)	1788	+175
23	<b>EDWIN McCAIN</b> - I'll Be (Lava/Atlantic)	1543	+106
24	SPICE GIRLS - Too Much (Virgin)	1533	-28
25	<b>WILL SMITH</b> - Gettin' Jiggy Wit It (Columbia/CRG)	1531	+124
26	GREEN DAY - Time Of Your Life (Reprise)	1512	-192
27	SMASH MOUTH - Walkin' On The Sun (Interscope)	1485	+20
28	<b>TONIC</b> - Open Up Your Eyes (Polydor/A&M)	1320	+46
29	<b>USHER</b> - Nice & Slow (LaFace/Arista)	1252	+111
30	JANA - Near Me (Curb)	1148	-27
31	ALL SAINTS - I Know Where It's At (London/Island)	1021	-107
32	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	988	-9
33	ROBYN - Show Me Love (RCA)	884	-6
34	<b>FIONA APPLE</b> - Shadowboxer (Clean Slate/WORK)	862	+101
35	USHER - You Make Me Wanna... (LaFace/Arista)	857	+18
36	<b>SARAH MCLACHLAN</b> - Adia (Nettwerk/Arista)	815	<b>N</b>
37	SHANIA TWAIN - You're Still The One (Mercury)	782	+61
38	<b>BRIAN MCKNIGHT</b> - Anytime (Motown)	769	<b>N</b>
39	LISA LOEB - I Do (Geffen)	734	-56
40	AEROSMITH - Pink (Columbia/CRG)	721	-14

### Crossover

#### URBAN/DANCE

- MASE feat. TOTAL - "What You Want" (Bad Boy/Arista)
- JANET JACKSON - "I Get Lonely" (Virgin)
- ARETHA FRANKLIN - "A Rose Is Still a Rose" (Arista)
- S.O.A.P. - "This Is How We Party" (Crave)
- REACT - "Can't Keep My Hands Off of You" (Berman Brothers/CRG)
- DUKE - "So in Love With You" (RU/Universal)

#### ALTERNATIVE

- SARAH MCLACHLAN - "Adia" (Nettwerk/Arista)
- FASTBALL - "The Way" (Hollywood)
- OUR LADY PEACE - "Clumsy" (Columbia/CRG)
- MONO - "Life in Mono" (Echo/Mercury)
- SMASH MOUTH - "Why Can't We Be Friends?" (Interscope)



## Up &amp; Coming

Reports	Adds	SPINS	TRENDS	
61	10	974	+144	<b>HANSON</b> - Weird (Mercury)
49	—	974	+24	<b>JONNY LANG</b> - Missing Your Love (A&M)
44	13	934	+333	<b>JANET JACKSON</b> - I Get Lonely (Virgin)
43	3	927	+42	<b>JAMES HORNER</b> - Southampton (Sony Classical/WORK)
42	2	76€	+210	<b>SHE MOVES</b> - It's Your Love (Geffen)
34	2	833	+48	<b>FLEETWOOD MAC</b> - Landslide (Reprise)
32	11	443	+106	<b>ELTON JOHN</b> - Recover Your Soul (Rocket/Island)
31	1	1169	-6	<b>MASE</b> - What You Want (Bad Boy/Arista)
31	2	627	+131	<b>INNER CIRCLE</b> - No! About Romance (Sound Bwoy)
31	18	331	+180	<b>KENNY WAYNE SHEPHERD</b> - Blue On Black (Revolution)
30	8	446	+194	<b>BARENAKED LADIES</b> - Brian Wilson (Reprise)
28	16	245	+148	<b>REBEKAH</b> - Sin So Well (Elektra/EEG)
28	25	68	+36	* <b>S.O.A.P.</b> - This Is How We Party (Crave)
26	11	307	+127	<b>REACT</b> - Can't Keep My Hands Off Of You (Berman Brothers/Columbia/CRG)
26	10	293	+125	<b>GARRISON STARR</b> - Superhero (Geffen)
23	3	419	+97	<b>SAMANTHA COLE</b> - Without You (Universal)
22	3	532	-14	<b>WYCLEF JEAN</b> - Gone 'Til November (Columbia/CRG)
21	3	433	-36	<b>BEHAN JOHNSON</b> - World Keeps Spinning (RCA)
21	4	364	+36	<b>IVY MARKAITY</b> - My Hip Life (National)
19	—	739	+23	<b>TIMBALAND &amp; MAGOO</b> - Luv 2 Luv U (Atlantic)
19	1	505	+127	<b>LSG</b> - Curious (EastWest/EEG)
19	2	339	+48	<b>JAMES IHA</b> - Be Strong Now (Virgin)
19	8	204	+107	<b>SHAWN COLVIN</b> - Nothin On Me (Columbia/CRG)
18	5	369	+94	<b>FASTBALL</b> - The Way (Hollywood)
18	5	261	+100	<b>DANA CALITRI</b> - She Wants It All (Universal)
17	—	502	+114	<b>SYLK-E. FYNE</b> - Romeo And Juliet (RCA)
17	1	492	-32	<b>ALLURE</b> - Last Chance (Crave)
16	3	370	+93	<b>ARETHA FRANKLIN</b> - A Rose Is Still A Rose (Arista)
16	1	293	+2	<b>CHRIS BRAIDE</b> - If I Hadn't Got You (Atlantic)
16	2	248	+29	<b>FATBOY SLIM</b> - Going Out Of My Head (Astralwerks)
15	8	198	+63	* <b>OUR LADY PEACE</b> - Clumsy (Columbia/CRG)
14	1	353	+2	<b>MONTELL JORDAN</b> - Let's Ride (Def Jam Recording Group)
13	1	359	+97	<b>LORD TARIQ &amp; PETER GUNZ</b> - Deja Vu (Codeine)
13	2	212	+32	<b>FREE CLINIC</b> - Searching For Something (Free Clinic)
13	10	117	+33	* <b>JAI</b> - Heaven (M&G/RCA)
12	—	408	+60	<b>OL' SKOOL</b> - Am I Dreamin' (Universal)
12	1	189	-24	<b>DRU HILL</b> - 5 Steps (Island)
12	4	165	+74	* <b>SISTER 7</b> - Know What You Mean (Arista Austin)
11	—	275	+4	<b>AMBER</b> - One More Night (Tommy Boy)
11	1	244	+42	* <b>VOICES OF THEORY</b> - Say It (H.O.L.A./Island)
11	2	212	+148	* <b>PUBLIC ANNOUNCEMENT</b> - Body Bumpin' Yippie-Yi-Yo (A&M)
11	7	153	+120	* <b>XSCAPE</b> - The Arms Of The One Who Loves You (So So Def/Columbia/CRG)
11	6	146	-32	* <b>NAKED</b> - Raining On The Sky (Red Ant)
11	3	136	-66	<b>ZOBA</b> - Fax Me (Starbound)
10	1	330	-59	<b>MARY J. BLIGE</b> - Seven Days (MCA)
10	—	279	+58	<b>PRINCE BE</b> - Gotta Be... Movin' On Up (V2)
10	—	269	+63	* <b>EVERCLEAR</b> - I Will Buy You A New Life (Capitol)
10	2	217	+10	* <b>TAMIA</b> - Imagination (Qwest/Warner Bros.)
10	1	156	+1	* <b>NEILSON HUBBARD</b> - Paper Star (E Pluribus)

**Drops:** #35-Eoyz II Men, #38-Chumbawamba ("Tubthumping"), #40-Aerosmith, M. Caray ("Breakdown"), SWV, Touch the Sky, R. Sambora, Rolling Stones, Kai, E. Sermon, K. Murray & Redman, Cornershop, Presidents of the U.S.A., C. Cornell

\* Indicates Debut

cold," Clarke drove to a radio convention in L.A. and recalls, "although I'd been a major market PD just a few months earlier, the same people who bought me dinner [when I was] at B94 didn't buy me so much as a drink or hors d'oeuvre. Although I'm hardly one to hold grudges, I've never forgotten this. I learned a lot about who my friends were—and weren't—that weekend."

Now happy and successful in Rochester, Ingram says he counts his friends and blessings "a little more carefully."

Among his many unforgettable radio moments, Clarke says these stand out in his memory: "multiple GAVIN nominations and two awards, which hang proudly in my office; meeting **Dr. Don Rose** and **Dan Ingram**, whose illegitimate son I occasionally claimed to be at Z100; and doing a **KZZP** remote with traffic backed up for miles, asking listeners to honk their horns and hearing what sounded like everyone doing it for miles."

Standout songs he had a hand in breaking nationally, he says, are "Turn Me Loose" by **Loverboy** (my first gold record), **Nikki French's** "Total Eclipse of the Heart," which [98PXY's APD/MD] **J.J. Rice** brought into the office saying, "You have to hear this"; after one listen, we knew it was a smash and 98PXY was first in the country to play it. And **Paula Cole's** "Where Have All the Cowboys Gone," which we went on out-of-the-box."

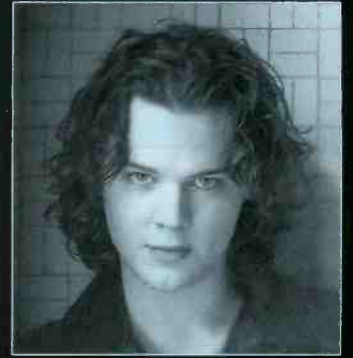
Few care more about radio or get as passionate about Top 40 as Clarke Ingram, who counts among his strongest influences "listening to **KQV**-Pittsburgh and **WFIL**-Philadelphia, both were great AM Top 40 stations that gave me a gut instinct for fast-paced, tightly formatic CHR which I still use today. And I would surely not be in the PD chair at all if it were not for four great programmers who have taught me much of what I know—**Bobby Christian**, **Steve Kingston**, **Guy Zapoleon**, and **Steve Rivers**."

Calling himself "fortunate to do what I do," Clarke concludes, "I have always tried to bring a certain personality of my own to the stations I program. Once in a while, I hear someone talk about 'Clarke Ingram's style of radio' or 'Clarke Ingram-type CHR.' That is the ultimate compliment. I take that responsibility very seriously."

Happy 20th, Clarke, and here's to a Top 40 Anniversary two decades from now. ●

## ARTIST PROFILE

## CHRIS BRAIDE



**HOMETOWN & BIRTHDATE:** "Warrington (near Liverpool), England; February 6, 1974."

**LABEL:** Atlantic

**SENIOR VP, PROMOTION:** Danny Buch

**DEBUT SINGLE:** "If I Hadn't Got You"

**DEBUT ALBUM:** *Life in a Minor Key*

**MAJOR MUSICAL**

**INFLUENCES:** "Stevie Wonder, Marvin Gaye, Squeeze, and Prince (the Artist)."

**HOW WERE YOU**

**DISCOVERED?** "I was spotted busking (read: street performing) in Liverpool by someone at Zomba Music and offered a publishing deal when I was 17."

**THINGS THAT MAKE YOU**

**HAPPY:** "Having a musical idea, turning it into a song, and people liking it."

**THINGS THAT MAKE YOU**

**SAD:** "Cruelty to people and animals."

**PET PEEVE:** "London traffic."

**FAVORITE FOOD:** "Crispy duck and pancakes."

**LEAST FAVORITE FOOD:**

"Mussels."

**FAVORITE WAYS TO RELAX:**

"Spending quality time with my friends."

**SOMETHING PEOPLE WOULD**

**BE SURPRISED TO KNOW**

**ABOUT YOU:** "Cathy Dennis, the pop singer, was once my landlord."

**BRAIDE ON WORKING WITH**

**PRODUCER DAVE STEWART:**

"He was as mad as a hatter, but he was fun to work with and I learned a lot from him."

**FUTURE AMBITIONS:** "To win a Grammy."



**MOST ADDED**

**S.O.A.P. (25)**

**SARAH McLACHLAN (21)**

**BACKSTREET BOYS (20)**

**KENNY WAYNE SHEPHERD (18)**

**REBEKAH (16)**

**TOP TIP**

**ELTON JOHN**

*"Recover Your Soul"*  
(Rocket/Island)

Chart gains combined with 11 adds including KDWB, Star 94, WZNY, WSPK, and KDUK, set this track in motion to become EJ's first hit as "Sir Elton."

**RECORD TO WATCH**

**KENNY WAYNE SHEPHERD**

*"Blue on Black"*  
(Revolution)

Spins more than double as Top 40 audiences get acquainted with the remarkable talent of this young guitar playing singer/songwriter.

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>CELINE DION</b> - My Heart Will Go On (550 Music)	16	175	0	8664	-602
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	22	160	0	7670	-352
3	MATCHBOX 20 - 3 AM (Lava/Atlantic)	20	154	0	6889	-426
4	<b>MADONNA</b> - Frozen (Maverick/Warner Bros.)	5	177	3	6411	+620
5	BILLIE MYERS - Kiss The Rain (Universal)	28	150	2	5993	-341
6	<b>K-CI &amp; JOJO</b> - All My Life (MCA)	16	149	5	5937	+367
7	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	8	162	1	5610	+466
8	BACKSTREET BOYS - As Long As You Love Me (Jive)	21	125	0	5150	-326
9	<b>'N SYNC</b> - I Want You Back (RCA)	10	142	3	5084	+110
10	JANET JACKSON - Together Again (Virgin)	21	125	0	5050	-424
11	LOREENA McKENITT - The Mummers' Dance (Warner Bros.)	15	137	0	4903	-335
12	<b>BEN FOLDS FIVE</b> - Brick (550 Music)	12	142	2	4382	+119
13	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	20	130	1	4363	-194
14	<b>WILL SMITH</b> - Gettin' Jiggy Wit It (Columbia/CRG)	17	110	2	4014	+124
15	JIMMY RAY - Are You Jimmy Ray? (Epic)	11	119	0	3913	-811
16	THE VERVE - Bitter Sweet Symphony (Virgin)	17	128	4	3862	-68
17	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	6	135	3	3617	+165
18	<b>MARCY PLAYGROUND</b> - Sex and Candy (Capitol) †	19	134	5	3543	+467
19	<b>ROBYN</b> - Do You Really Want Me (RCA)	7	137	5	3520	+564
20	<b>AQUA</b> - Turn Back Time (MCA)	8	133	2	3457	+240
21	<b>USHER</b> - Nice & Slow (LaFace/Arista)	13	96	2	3203	+214
22	SMASH MOUTH - Walkin' On The Sun (Interscope)	29	87	0	3095	-453
23	<b>THE TUESDAYS</b> - It's Up To You (Arista)	6	122	6	2960	+342
24	USHER - You Make Me Wanna... (LaFace/Arista)	29	80	0	2957	-662
25	<b>CHUMBAWAMBA</b> - Amnesia (Republic/Universal)	8	121	4	2790	+547
26	<b>PAULA COLE</b> - Me (Imago/Warner Bros.)	8	112	3	2535	+203
27	GREEN DAY - Time Of Your Life (Reprise)	16	86	0	2498	-689
28	<b>BRIAN McKNIGHT</b> - Anytime (Motown)	10	72	14	2452	+260
29	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	18	76	1	2409	-298
30	SPICE GIRLS - Too Much (Virgin)	11	78	0	2147	-833
31	<b>EDWIN McCAIN</b> - I'll Be (Lava/Atlantic)	19	92	2	2112	+184
32	ROBYN - Show Me Love (RCA)	27	64	0	1905	-776
33	<b>TONIC</b> - Open Up Your Eyes (Polydor/A&M) †	9	84	4	1713	-27
34	<b>DESTINY'S CHILD</b> - No, No, No (Columbia/CRG)	15	53	6	1583	+164
35	<b>BACKSTREET BOYS</b> - Everybody (Jive)	6	83	20	1422	N
36	<b>KP &amp; ENVYI</b> - Swing My Way (EastWest/EEG)	10	49	8	1418	N
37	JANA - Near Me (Curb)	10	61	1	1392	-158
38	ALL SAINTS - I Know Where It's At (London/Island)	11	49	0	1368	-843
39	LISA LOEB - I Do (Geffen)	21	51	0	1311	-345
40	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	10	55	1	1306	N

† = Daypart

Total Reports This Week 203 Last Week 205

**Chartbound**

	Reports	Adds	SPINS	TREND
<b>SARAH McLACHLAN</b> - "Adia" (Netwerk/Arista)	68	21	1046	+649
<b>DAKOTA MOON</b> - "A Promise I Make" (Elektra/EEG)	66	7	1195	+181
<b>FIONA APPLE</b> - "Shadowboxer" (Clean Slate/WORK)	66	4	1183	+97
<b>NEXT</b> - "Too Close" (Arista)	42	7	1236	+311

**Inside Top 40** BY DAVE SHOLIN



## 20 Years of Top 40

### For 'PXY's Clarke Ingram

When **98PXY (WPXY)**-Rochester OM/PD **Clarke Ingram** was born, it was 1957 and **Bill Gavin** was just about to start *The Gavin Report*. A little over 20 years later, Clarke hit commercial radio airwaves for the first time at **WXKX (96KX)** in his hometown of Pittsburgh. At the



Clarke Ingram

time, Ingram was a student at Point Park College and PD of campus station **WPPJ**.

**Sam Zema**, a member of his student airstaff, told him of a field trip one of his classes had taken to 96KX, and of a rumor that they were searching for weekend air talent. In a heartbeat, Clarke rushed a tape to 96KX PD **Kevin Metheny**, who called and wanted to hear an entire show—unscoped.

Ingram remembers "carefully planning an entire show and performing it on the air." But after going over the tape, he was less than thrilled. The result? Clarke says he "went into the studio the next day, and with very few changes, did *exactly* the same show again." The tape went over well and with an extra nudge from night jock **Dennis Elliott**, Ingram landed his first job. "I've always tried to remember Dennis and Sam over the years," says Clarke. "We hired Dennis at **WZPT** in Pittsburgh a few years ago, and Sam did swing for me here in Rochester until recently."

Metheny left for **WEFM**-Chicago several months later, only to be replaced by former 96KX PD **Bobby Christian**, who was returning to

the station for a second tour of duty.

Upon Christian's re-entry, Clarke remembers, "he took me under his professional wing and in a very short period of time, I went from part-time, to full-time, to nights, to MD, to APD. I certainly owe him much of my career. Bobby is still a brilliant man, and we've remained friends to this day."

The first of Clarke's many on-air successes was doubling the nighttime numbers on 96KX. Competition eventually arrived in the form of **WBZZ (B94)** under the direction of PD **Steve Kingston**, who ended up bringing Ingram on board. Doing nights there, he enjoyed the distinction of beating **KDKA**—an unprecedented feat at the time.

Then, it was on to **KZZP**-Phoenix, where he met Group PD **Guy Zapoleon**, and had some of the highest ratings in the history of the market. Not long after, Clarke had his first PD gig at **KRQ**-Tucson. He transformed the then "sleepy, adult station into a flame-throwing Top 40" and in less than a year, KRQ had a 23-share, 12-plus, and was the highest-rated station in the nation!

But it was after he left Tucson to program his old station, **B94**, that he learned the most important lesson of his career. All seemed "perfect on paper," he says. "Then I ran head-on into a GM who would ultimately go through 11 PDs in 11 years, and I learned very quickly that the world was not going to be conquered by me. Although the ratings did go up, he and I did not mesh well and six months later it was over."

With his career "almost stopped

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

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

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



# THAT'S SHO-BIZ

By Dave Sholin

Upheaval once again at **WBL**S-New York where PD **Lee Michaels** is no longer in charge. Any truth to those whispers of consultant and former **WRKS**-New York PD **Vinny Brown** sliding into the chair?



L.A.'s 'Jammin' Oldies' outlet **Mega 100** signs former **KKFR**-Phoenix PD **Don Parker** as OM. Parker will work hand-in-hand with PD **Harold Austin** and APD/MD **Ricci Filiar**.

Quite a turnout in the Northwest last weekend as well-wishers partied with **GAVIN** Large Market PD of the Year **Ken Benson** and his wife **Lori**. Benson,



who leaves **KKRZ**-Portland to become VP/Programming at **MTV**, is seen here with a couple of other ex-Z100 staffers—one-time PD **Sean Lynch**, who's now at **Priority**, and the station's former MD **Connie Breeze**, who's currently handling West Coast promo for



**Motown**. And what would the celebration be without a hug from **GAVIN**'s **Annette M. Lai**, who vowed to switch from soaps and become **MTV**'s most loyal viewer.

**Interscope**'s **Paula Tuggey** resigns to join **DreamWorks**, where she'll be reunited with friends **Bruce Tenenbaum** and **Mark Gorlick**.

Longtime Seattle-based **A&M** VP

Promotion Operations **Lori Holder-Anderson** has left the label. Expect her to stay put in the Emerald City and play a key role in another entertainment-based firm (hint: don't rule out the possibility of another label affiliation). She can be reached at (206) 842-2851.

Scratch the talk about **WJMN**-Boston MD **Cat Collins** making a move anytime soon. He plans to continue to Jammin' in Beantown for the foreseeable future.

**Michael Newman**, who just signed on with **Steve Smith's Radio and Ratings Consultancy**, signs on another client, **KWIN**-Stockton.

What does the future hold for **KKPN**-Houston?

**Steve Hoffman**, last in Las Vegas as OM of **KEDG** "The Edge," has taken on PD duties at **KCAL**-Riverside.

Madison, Wisconsin radio legend **Jonathan Little** steps down as GM of **WMMM/WYZM/WOLX** in the Mad City. **Woodward Communications** VP **Susan Knaack** tacks on GM duties in his stead. Contact Jonathan at (608) 271-8884.

The San Jose radio community is in mourning over the loss of **KOME**/FM Sr. AE **Dayton Phillips**, who suffered a heart attack last weekend while playing softball. Phillips, 58, was one of the good ones and was former GM at **KOON**-Safinas and **KHQT** "Hot 97.7"-San Jose. Details in News next week.

**Will Sinclair** finalize its purchase of Heritage New Orleans properties **WEZB**, **WRNO**, **WBYU**, and **KMEZ** by the end of June? What are the odds of holding on to **B97**, but spinning off the remaining trio?

Some tweaking goin' down at **KEZR**-San Jose, which is leaning in more of a modern A/C direction as the morning team of **Sean King**, **Steve Dini**, and newsperson **Bill Polish** exits. No word on a replacement.

**Z100**-New York inks **WIOQ**-Philly nighttimer **Billy Hammond** for late nights in the Big Apple.

## Todd Joins Richards Consulting

Veteran programmer Mark Todd has signed with **Bill Richards Radio Consulting** as a Senior Associate. "Mark's extensive background in programming will be a tremendous asset to our client base," says company founder **Bill Richards**. "Not only has he had considerable success as a programmer in his own right, but he's also worked with some of radio's best talent, from **Scott Shannon** to **Steve Rivers**, and this will be a great background to draw upon."

## Geffen Top 40 Reorganizes



"In the past year, Geffen has strengthened its position in the pop marketplace by aggressively signing new acts," says Geffen head of promotion **Bob Catania**. "In order to best serve the needs of these artists and radio, I am pleased to announce three individuals who will be responsible for our efforts at the Top 40, **Rhythm Crossover**, and **A/C** formats."

**Steve Kline** is the label's new head of Top 40 promotion; **Tracy Skelly** is West Coast Top 40 Director and **Kevan Rabat** will handle East Coast duties.

"I'm grateful to Bob for presenting Tracy, Kevan, and myself with this incredible opportunity," said Kline. "We embrace the challenge of guiding the label to the next level at [these] formats."

## LaGambina to Red Ant

**Doug LaGambina** has been named National Director of Alternative Promotion for **Red Ant Entertainment**. **LaGambina** comes to **Red Ant** from **Revolution Records**. "Doug rocks, alternatively speaking," says **Red Ant** VP Pop Promotion **Margaret LoCicero**. "I'm very excited that he's decided to bring his inimitable promotion talents to **Red Ant**."

Also at the label, **Jim Stein** is upped to West Coast Director of Top 40 and Hot A/C and **George Silva** takes on similar East Coast duties.

## Costner Raps for Gee Street

**Shawn "Pecas" Costner** becomes Director of Rap Promotions at **Gee Street Records**, responsible for mixshow and DJ connections. "Shawn's knowledge of hip-hop and the streets gives him the perfect qualifications for this position," says label President and founder **Jon Baker**. "His strong relationships also make him a great asset to the **Gee Street** team." **Costner** comes to **GS** from **Dream Team Marketing & Promotions**, an independent marketing firm based in NYC.



## Keeping Up With Jones

**Jones Radio Network** has hired **Tom Watson** to head up its soon-to-be-launched **Jones Radio Programming Services** division as Managing Director. Using state-of-the-art methods and technology, **JRPS** will provide customized, multi-format consulting services, localized voice tracking, research, talent coaching, and on-site assistance to radio stations. "We could not have found a more qualified individual to run this segment of our business," says **Phil Barry**, VP of Programming for **Jones**.

**Jones Radio** network also announced this week a partnership with **WSIX**/FM-Nashville to produce and distribute **Nashville Nights**, a music intensive show featuring live performances and interviews with country's hottest stars. The five-hour, five nights a week program will be delivered via satellite to accommodate 7 p.m.-midnight in all time zones.

F.O.R. #226

# Friends of Radio

Bernie Taupin



**Current project:**

*Farm Dogs* Immigrant Sons (*Sire Records*)

**Hometown:**

*Lincolnshire, England*

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

*American Forces Network and Luxembourg*

**What stations do you listen to now?**

*KCRW-Los Angeles*  
*"Morning Becomes Eclectic."*

**What do you like most about your new album and why?**

*It's simple, rootsy, and honest with good songs.*

**Someone you'd still like to work with in the future?**

*I've always fancied writing with Rodney Crowell. When he gets it right he's the best of what there is. Who knows, perhaps we could write another "Till I Gain Control Again."*

**A song you wished you'd written?**

*There are several, but off the top of my head, Jackson Browne's "Sleeps Dark and Silent Gate" [is one that comes to mind.] It's an intensely moving song that doesn't kowtow to any conventional song-writing structure. Besides, how can you fault a song that has the line, "Don't know what love has got to do with happiness."*

**Your proudest career achievement to-date:**

*Being on stage with John Lennon at Madison Square Garden.*



# News/Talk, Urban Tops In Top 10 Radio Markets

How do individual formats shape up within the top 10 markets? Interep's new listenership analysis shows that News/Talk is the listeners' top choice, drawing a 16.5 share of the audience. Urban places second with a 10.1 share, while Top 40 comes in third with a 9.7 share. Details for the top five formats:

■ **News/Talk:** CBS dominates the format with a 7.3 share, almost half of all AQH for the format in the top 10 metros.

■ **Urban:** Chancellor has the strongest share (4.4) in this format, with properties in five out of the top 10 markets. Emmis comes in second with WRKS in New York, and Radio One places third.

■ **Top 40:** Chancellor leads in this format as well, with a 4.3 share vs. Emmis' 2.3, with CBS and Jacor placing as also-rans.

■ **A/C:** Highest share in this format also belongs to Chancellor, with a 4.0, with Bonneville placing second (1.4) with four A/C stations in the top 4 metros, followed by ABC (1.0) and Cox (.7).

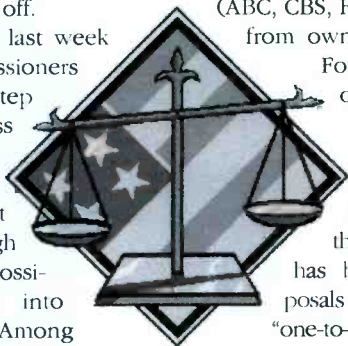
■ **Spanish:** Two major players rule this format, with Spanish Broadcasting (3.0 share) and Hefel (2.9) in a tight battle for first. Golden West is third with a .8 share coming from KSCA-Los Angeles, but a pending sale will give this station—and the #1 slot—to Hefel.

## FCC Mulls Ownership Rule Changes One-to-a-Market, TV Duopoly Due for Summer Action

BY TONY SANDERS

The FCC opened a new inquiry into radio and TV ownership rules last week, but any changes the Commission may be contemplating are still a long way off.

The action taken last week by the five commissioners was just the first step in a formal process of letter writing, note-taking, and rule-drafting that will go on through most of 1998 and possibly could stretch into early next year. Among other things up for review and comment are: the local radio and TV ownership limits; the rules prohibiting common ownership of a daily newspaper and a broadcast



station in the same market; the rules prohibiting ownership of a TV station and a cable system in the same market; and the dual-network rule, which prevents one company from owning two of the Big Four (ABC, CBS, Fox, NBC) TV nets or from owning one of the Big Four plus either UPN or The WB.

Separate from this inquiry, and due for some formal action by the Commission this summer, the FCC has been reviewing proposals to change both the "one-to-a-market" rule, which prohibits owning a TV and radio station in the same market, and the TV duopoly rule, which prohibits controlling two TV stations with overlapping grade B signal contours.

## Sports Byline, Prime Sports Merge

Two powerhouses of syndicated sports programming have announced a merger. Effective March 16, Radio Shows' Prime Sports overnight and weekend deliveries will bond with Sports Byline USA's eight hours of daily overnight service.

"We are pleased to become a part of such a large and successful sports network," said Prime Sports Radio Exec. VP David Lynch of Sports Byline, which is heard on 250 stations nationally and internationally on the Armed Services Network. "Our affiliates can only

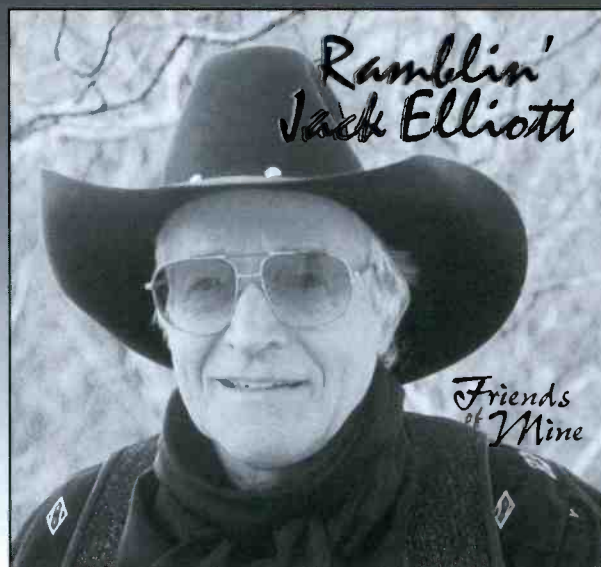
benefit from this alignment, and we look forward to an ongoing collaboration."

Ron Barr, Chairman and host of Sports Byline USA, added, "we're thrilled to add Prime Sports affiliates to our growing network. I'm proud of our ratings success and our relationships with affiliates and sponsors. We will continue to produce quality sports programming."

Sports Byline USA is the largest nightly sports talk radio network in the country and will celebrate its 10th year in October.

## Ramblin' Jack Elliott

*Friends Of Mine*



*He traveled with Woody Guthrie, influenced Bob Dylan and inspired a young Mick Jagger to buy his first guitar. Ramblin' Jack is an American treasure, a living link between the musical traditions of the past & the modern American roots scene. On Friends Of Mine he is joined by some of contemporary music's most influential writers and performers*

*featuring duets with:*

*Guy Clark                      Peter Rowan  
Nanci Griffith                Rosalie Sorrels  
Arlo Guthrie                    Tom Waits  
Emmylou Harris               Jerry Jeff Walker  
John Prine                        Bob Weir*

**HIGHTONE RECORDS**

**ON YOUR DESK AND LOOKING FOR ADS NOW!!**

*HighTone Records 220 4th St #101, Oakland, CA 94607  
www.hightone.com*

*HighTone Compact Discs are distributed in the US by Rhino Records Inc/WEA  
Radio promotion: Darrell Anderson 510-763-8500  
email: dander959@aol.com*



## The G-files

### ACQUISITIONS

- CLEAR CHANNEL agreed to pay \$57 million for 40 percent of Mexican broadcasting firm Grupo Acir, which holds some 164 radio stations in over 70 markets.
- JOURNAL BROADCASTING inked a deal to buy seven Boise stations for \$16 million from American General Media. Stations include KCID AM/FM, KGEM/AM, KSRV/AM, KJOT/FM, KQXR/FM, and KSRV/FM.
- CUMULUS BROADCASTING announced the purchase of eight more stations this week in three separate markets. Four of the acquisitions come from Jim Ingstad for an undisclosed sum (estimated at just over \$7 million) and include Nostalgia-oriented KLXX/AM, Classic Rocker KBYZ/FM, Oldies-formatted KACL/FM, and Country outlet KKCT/FM, all in Bismarck, N.D. Cumulus also agreed to buy A/C-formatted WTWR/FM in Toledo from Lesnick Communications for \$2.8 million. Additionally, Cumulus entered into an agreement to purchase three stations from Mustang Communications for \$2 million, including Christian-formatted KEXO/AM, Sports/Talk KQIL/AM, and Country-oriented KKNN/FM, all in Grand Junction, Colo. Cumulus now owns (pending FCC approval) 141 stations.
- BONNEVILLE INTERNATIONAL swapped News-formatted WTOP/AM and \$8 million cash for First Virginia Communications' Country-formatted WUPP/FM, both in Washington. Bonneville is operating WUPP under a time brokerage agreement until the deal closes and is simulcasting WTOP's current format.
- SLOAN BROADCASTING purchased KTUC/AM and KSJM/FM in Tucson from Maloney Broadcasting for \$6.5 million.
- HOLSTON VALLEY announced it would buy Summit Broadcasting's Country-formatted WMEV AM/FM in Johnson City-Kingsport for \$1.7 million. Media Services Group's Scott Knoblauch and George Reed initiated the deal.
- BREWER BROADCASTING agreed to buy Nostalgia-oriented WBAC/AM and A/C-formatted WALV/FM in Chattanooga from Thomason Broadcasting for \$1.6 million.
- SANDAB COMMUNICATIONS inked a deal to purchase Nostalgia-formatted WOCN/FM in South Yarmouth, Mass. from Cape Cod broadcasting for \$1.2 million.

### MISCELLANY

- AFTRA filed an unfair labor practices case against CBS with the national Labor Relations Board, claiming that CBS violated federal law when it altered corporate benefit plans prior to bargaining with the union.
- HEFTEL cash flow was up 88 percent in 4Q 1997 vs. the same period in '96, delivering an earnings increase of almost 20 percent for the quarter.

## BP Launches Hands-Free "Total Radio"

Seattle-based Broadcast Programming has launched Total Radio, a new "virtual" radio format service to provide stations hands-free, voice tracked digital programming.

Total Radio is designed to deliver complete localized music formats or dayparts to a station direct via satellite from studios in Seattle. "In the era of ownership consolidation, it's apparent that there's now a desire for com-

pletely voice tracked dayparts and formats," commented BP President/General Manager Edie Hilliard. "It's only natural that we would add voice tracking and direct delivery to our services."

"With our direct digital delivery and format coordination, we're providing the first truly hands-free local programming solution," added Klem Daniels, Director of Total Radio for BP.

# Richard Branson: Small is Beautiful...and Profitable

Richard Branson, inventor of the Megastore concept, mastermind of the early rapid growth of Virgin Records, and owner of a burgeoning international airline business, nevertheless promotes the philosophy that "small is beautiful."

Keynoting the 40th anniversary NARM convention of retailers and suppliers in San Francisco earlier this week, the adventure-seeking entrepreneur declared that a strong brand is far more important than size and that "fun" is an essential ingredient for success. He could have been describing a successful radio station's relationship with its audience when he said, "When a company believes in itself and is having fun, the net result is customers who enjoy the product and keep coming back."

But that is where the parallel with radio ends. In contrast with the new breed of radio combines, which tend to be large companies made up of lots of individual brand identities, Branson described Virgin as a "big brand made up of lots of small companies."

"Virgin's priorities are the total opposite of its conventional, large competitors. Convention dictates that a company look after its shareholders first, its customers next, and worry about its employees last of all. At Virgin we take a very different view...Virgin's employees matter the most."

If you doubt the philosophy, follow the growth of new record label V2, which has a five-year war chest. Look out for Virgin Cola, coming to the U.S. soon after racking up UK sales of \$75 million with just four employees. And expect a new line of Virgin apparel to be merchandised through existing retail stores. "We don't plan to be selling too many suits," quipped Branson.

And don't rule out Branson's entry into the U.S. radio scene. Apart from the

possibility of involving radio operators in the UK and Branson is always looking for ways to internationalize Virgin's brand image.

### Attention radio.com.

How would you like to draw on the strength of the Virgin brand to boost your internet image?

Richard Branson recently told GAVIN that, when he introduces an on-line music retail outlet to the US in the summer, he "might work with radio" in order to kick start the service.

Watch Gavin for further details.

In his NARM address, Richard Branson struck out at "self-appointed moral guardians" who have pressured the music industry to tighten controls on "questionable lyrics."

"As an industry, we haven't stood up and defended our artists," he said. "It's time that we took a more collective pride in what we offer as a global market. The words of our musicians are the popular poetry of the 20th Century, whether it's folk, hip-hop, or jazz."

## Russell Promoted to Managing Editor

As part of GAVIN's realignment, former Assistant Editor Alexandra Russell has been promoted to the position of Managing Editor, effective immediately. She will work directly with Editor-in-Chief Reed Bunzel to manage the editorial resources of GAVIN, GAVIN GM, and other products to be announced.

"Every solid publication has a strong managing editor at the helm, and it became obvious to me over the last few months that Alex, without question, was that person at GAVIN," commented Bunzel. "I look forward to working with her on a daily basis to help us steer this publication into the new millennium."

"This is a great opportunity," Russell added. "I'm grateful to Reed, David [Dalton], and the rest of GAVIN's senior staff for the faith they've shown in my abilities. GAVIN's about to take a great leap forward, and I'm happy to part of that change."

## Sanders Named East Coast Bureau Chief

GAVIN GM Contributing Editor Tony Sanders has been added to the GAVIN staff as East Coast Bureau Chief, effective immediately. Sanders, who previously served as Managing Editor of *Radio Business Report*, will be based in Washington, D.C., and will cover radio and record industry issues there and in New York.

"Over the past year Tony developed for GAVIN GM some of the most insightful and probing stories covering the radio industry," GAVIN Editor-in-Chief Reed Bunzel observed. "When we decided to expand our editorial base on the East Coast, he was the obvious choice. The fact is, Tony gets it."

"I'm really very excited to be part of the GAVIN team and to be working with such a great group of writers and reporters," Sanders said. "I'm looking forward to digging up important news stories and to keeping that programming perspective up front. We'll leave the boring business news for somebody else to follow."



THE

# GREAT DIVIDE

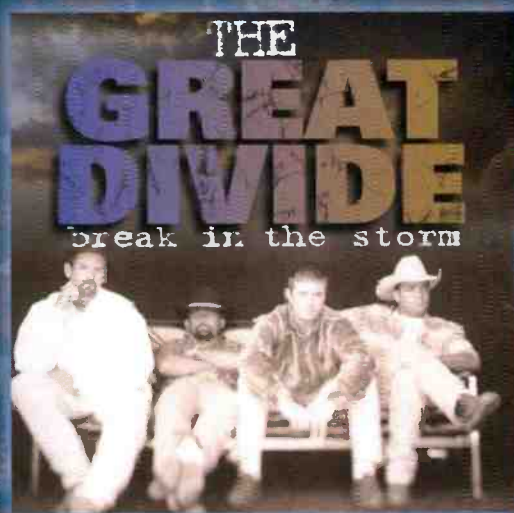
APPEARING

SOUTH-BY-SOUTHWEST SHOWCASE

March 19th

THE CONTINENTAL CLUB

11:00 P.M.



83086

*The new album*

*BREAK IN THE STORM featuring "Never Could"*



TRUST THE MUSIC



# GAVIN NEWS

**"The world needs to hear this music in order to know it exists and to know how wonderful it is."**

— Tony Brown  
see story page 33

## Gavin Realigns Editorial Team To Reflect Radio, Record Priorities

Ask anyone in the radio or music business, and they'll tell you that "business as usual" isn't so usual anymore.

That's the thinking behind a major realignment at GAVIN that restructures the editorial department to reflect the new realities of both industries. Rather than maintain a dozen individual format departments, each of which focuses on a specific programming niche or demo group, GAVIN has created a new model in which radio's major formats are clustered under two broader programming "umbrellas." The Pop/Mainstream division, supervised by newly appointed Sr. Editor Quincy McCoy, encompasses Top 40,

A/C, Hot A/C, Urban, and Hip-Hop; the Rock section, headed by Kent and Keith Zimmerman, will cover Alternative, A3, Active Rock, and College. GAVIN's Nashville office will continue to focus specifically on Country and Americana, while Jazz and Smooth Jazz will remain an independent format grouping.

"As record labels develop more and more product that targets a broader range of consumers, and radio groups consolidate stations under more generalized format umbrellas in order to control specific listener demos, the way people in both industries

look at data and information has changed dramatically," GAVIN CEO David Dalton observed upon announcing the change. "We're thrilled to be moving in a direction that parallels developments in the two industries we serve."

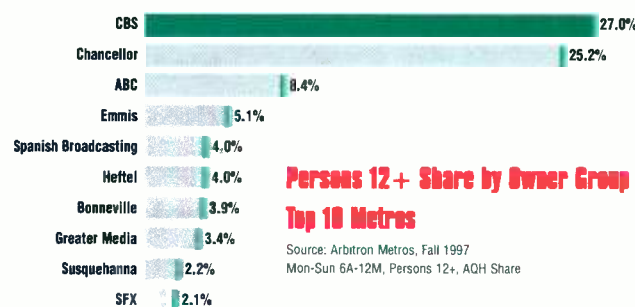
"After thorough analysis, it became evident that consolidation rapidly is changing the way we all conduct business," added GAVIN Editor-in-Chief Reed Bunzel. "This realignment allows us to expose more people to more quality information about the radio and record industries than ever before. As we all know, the key in this business is 'time spent listening.'"

## CBS, Chancellor Get 50%+ Of Top 10 AQH Listening

While it's common knowledge that CBS Radio tops the list of industry revenue earners, the mega-group also leads in average quarter hour share within the top 10 markets. In fact, the country's two largest groups

together control more than 50 percent of the AQH in these metros.

According to a new report compiled by Interep, CBS controls 27 percent of listening, followed by Chancellor at 25.2 percent.



## Galliani Named Gavin COO

GAVIN Commercial Director Bob Galliani has been

named Chief Operating Officer of the company, it was announced by CEO David Dalton earlier this week. In his new position Galliani, who has served in several capacities at GAVIN, will be responsible for all operational and administrative matters dealing with the publication and ancillary products and services.

Commenting on Galliani's promotion, Dalton said, "In the record industry Bob was the consummate promotion executive. Joining GAVIN, Bob developed excellent sales and marketing skills and, as Commercial Director, he has had a dynamic effect on GAVIN's revenues. I'm delighted that Bob will now be able to lead from the front."

"I'm delighted to represent GAVIN as its new COO," Galliani commented. "To be even a small part of Bill Gavin's legacy is an honor, and working in San Francisco with an incredible staff at a publication with the history and reputation for honesty that GAVIN has, while being supported by a world class parent company, is about as good as it gets."



### You Need More Than Time 'n' Temp

Thirty-two years ago—in the March 18, 1966 edition of this publication—Bill Gavin went "On the

Record" with this sage advice:

"Have you heard about the parent rebellion? It's beginning to look as if the hand that rocks the cradle has also taken control of the radio dial at the breakfast table.

"In several cities, conventional Top 40 formats that had been comfortably number one all day long have been recently passed by middle roaders (middle of the road stations). In other cities, where Top 40 morning men have something to say besides time 'n' temp, they are doing better than ever. And in one major market, a Top 40 morning show that features two LP cuts per hour more than doubled its format competitor on a one-month (ratings) breakout.

"There are better ways of playing the top hits than grinding them out by the numbers. There are better ways of being a disc jockey than parroting the time and temp. A poverty of the spoken word can be enriched by variety of music; a tiresome repetition of a tired Top 40 can be enlivened by a disc jockey with something to say; a combined monotony of words and music is a proven way to lose a daytime audience.

"The name of the game is entertainment."

—BEN FONG-TORRES



## New Gavin Team Line-Ups Announced

GAVIN's new Pop/Mainstream division encompasses current-based Top 40, A/C, Hot A/C, Urban, and Hip-Hop. Led by former Urban Landscape Editor Quincy McCoy, this team also includes Pop Manager Sandy Skeie (who will retain his duties as Associate Publisher of GAVIN GM) and Editor Annette M. Lai, who most recently served as Associate Editor of GAVIN. The team also will include several heavy hitters culled from the radio industry, to be announced shortly.

The Rock Division will be headed by GAVIN veterans Kent and Keith Zimmerman, and will focus on Alternative, A3, Active Rock, and College. The team also will include Associate Editors Spence Abbott, Vinnie Esparza, and Matt Brown, plus Research Coordinator Jon Fojtik.

Ron Fell is relinquishing his duties as A/C Editor to take on a book project for GAVIN. The work will draw on his extensive pop music knowledge and serve as a reference tool for radio. More details will be available closer to publication.

## Hollars Named Gavin CFO

GAVIN veteran Betty Hollars has been promoted to the position of Chief Financial Officer of the company, effective immediately. Hollars, who joined GAVIN in 1971, previously had served as General Manager.

"As Bill Gavin's second hire, Betty knows how things tick and knows how to make things

tick at GAVIN," CEO David Dalton commented. "Her new role is the latest in many important responsibilities at GAVIN."

"I'm thrilled to be part of an incredible team at GAVIN," commented Hollars. "Knowing Bill and Janet [Gavin] the way I did, I know they both would be happy to see the company going in this direction."



AS TOLD TO CHRIS MARINO

# Roland Swenson

## On South by Southwest and the Birth of a Notion

Founded in 1987 by Roland Swenson, Lewis Myers (who left the organization five years ago), Lewis Black, and Nick Barbaro, South by Southwest has since set a new standard for regional music gatherings. When the conference started, Swenson was manager of a small indie label, Moment Productions, which had a distribution deal through Enigma; Black and Barbaro were, respectively, editor and publisher of the Austin Chronicle.

"Like most people in the business I started out as a fan," says Swenson. "When I was in college, my roommate, who was a friend of mine from high school, and some other friends started a band, and since I was the guy who had a car, I became the manager. I'm not a musician, so that role sort of fell to me. That's how I got started."

I had gone to the New Music Seminar in New York probably three times before we started South by Southwest. One of the things that was real attractive about it was its music focus and all the clubs in the evening. Being from Austin, club-hopping was kind of a way of life; we had all these clubs that were very close to each other and that booked regional music year-round, so I immediately recognized that, "Hey we could do something like this in Austin."

I went to the University of Texas at Austin, and am a home-bred native, so I knew one of the problems of being in the music business in Texas—or pretty much anywhere besides New York, Los Angeles, or Nashville—was the kind of isolation

**"I was aware that there needed to be more interaction between the artists and music business people here in the hinterlands and those in the major markets. We were looking for a way to bring people from the industry down to Austin to look at what was going on."**

that was really easy to fall into. It was hard to interact with the music industry as a whole, simply because we didn't run into people in restaurants, bars, and concerts—at least not the way you can if you live in [one of the major cities]. So I was aware that there needed to be more interaction between the artists and music business people here in the hinterlands and those in the major markets. We were looking for a way to bring people from the industry down to Austin to look at what was going on. [To experience us] on our home turf.

When we started South by Southwest, we didn't really have the expectation that it would be a national or international thing, so we

focused on our region—Texas and the 5 states around us—and we got newspapers and news weeklies to act as our co-sponsors; we asked them to send their writers, asked them to help pick the bands from their areas.

Surprisingly, from the first year we ended up with people that came in from New York, Los Angeles, and Nashville, because they were interested in meeting our artists and business people. We were initially thinking maybe we would have an event for maybe 150 to 300 people, and we ended up with over 700 people the first year. It just kept growing after that.

Now we also produce North by Northwest in Portland and North by Northeast in Toronto; they're the same kind of regional showcases that South by Southwest has become known as. And in Austin, we are now three events in one. We have the South by Southwest Film Festival, the South by Southwest Interactive Media Festival, and then the music festival.

We added those other two festivals five years ago, and response has been amazing. We knew that this would be a great place to hold a film festival—and we knew that combining it with the music and the interactive media was going to be a winning formula.

We are always pretty careful not to take too much credit for the acts. They break because they are good acts, not just because they play South by Southwest. This year's model is Hanson, who came down here in 1994 and hooked up with a guy who became their manager and then signed them up with Mercury. In my opinion, anything that makes teenage girls scream is a good thing. **GAVIN**

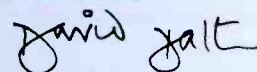
## First Words

**Who on Earth would listen to "a guy who didn't finish high school, travels in hot air balloons, and is basically technically challenged?" When that "guy" is billionaire entrepreneur Richard Branson, describing himself in that self-effacing summary, people listen.**

**I have seen him pull off enough crazy schemes (and fail in a few) since we first met in the '70s to know that when he talks of "attacking Coca-Cola" with his own Virgin cola, I should take him seriously.**

**That's also why I warm to his philosophy of practicing "business unusual" and building a brand that draws on the values of "quality, competitiveness, innovation, and fun."**

**In restructuring the way we operate at GAVIN, we have sought to reflect some of the significant changes which have taken place in radio and the record business. But at the same time, if convention is "the enemy of progress," as Richard contends, then you can expect GAVIN to attempt some challenging innovations as we try to serve you better in the future. Look out for some new ideas and fresh faces in the coming weeks.**



**David Dalton, CEO**

# Inside

- 6 News
- 10 That's Sho-Biz  
Friends of Radio *Bernie Taupin*
- 21 Classifieds
- 29 That's Right, You're Not From Texas  
*...But Texas wants you anyway.*  
Americana Editor Chris Marino takes you on a musical history tour of Austin just in time for South by Southwest.
- 33 The Horse Whisperer
- FORMATS**
- 11 Top 40 *Clarke Ingram*  
20 Years of Top 40  
Top 40 Profile: *Chris Braide*
- 13 Go Chart
- 14 Hot A/C  
Hot Stuff *Thanks and Goodbye*
- 15 Adult Contemporary  
Inside A/C *And the Winner Is...*
- 17 Alternative  
*Shuffling Discs*
- 20 College *None of the Hits, All of the Time*
- 22 A<sup>3</sup> Album Adult Alternative
- 26 Gavin Americana™  
*Have You Hurd?*
- 36 Country  
Country Notes  
*Radio Remembers, Part II*
- 38 Jazz  
On 2 Corner *Ch-ch-changes, and London Remotes*
- 39 Smooth Jazz & Vocals
- 40 Urban Landscape  
Urban On-line  
*Memorize and Solve*
- 43 Rap  
Like That! *Telling HERstory*
- 45 Active Rock

## NEXT WEEK

### Radio and the Internet

*Kent Zimmerman explores the growing resources available for programmers online. From show prep and information links to station and music sites. Plus, content designers pick their faves.*

# GAVIN

Founded by Bill Gavin—1958

GAVIN is published 50 weeks a year on Friday of each week. Subscription Rates \$325 for 50 issues or \$180 for 25 issues. Subscription and circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved. Materials may not be reproduced in any form without the publisher's permission.  
©1998 GAVIN, Miller Freeman Entertainment Group  
140 Second Street, San Francisco  
California 94105, USA

**Miller Freeman**  
A United News & Media company





"Mariah's classic ballads always had passionate lyrics, and My All is no exception. This is one of her most intimate & emotional singles to date."

*Tom Poleman, Program Director, Z100/NEW YORK*

"The simplicity of this song will make it a huge hit. This is the one we've been waiting for."

*Dan Kieley, Program Director, KIISFM/LOS ANGELES*

"Initial listener response to My All has been phenomenal. Her gentle vocals guided by an acoustic guitar complete this brilliant mainstream pop song."

*John Ivey, Program Director, KISS108/BOSTON*

"Strong lyrics, Passionate vocals make this the most accessible pop song on the album. Mariah is giving Top Forty a winner for our Spring & Summer weeks."

*Rob Morris, Program Director, KDWB/MINNEAPOLIS*

"Her performances of My All on the American Music Awards & Rosie O'Donnell confirmed my belief this is destined to become another M.C. classic."

*Erik Bradley, Music Director, B96/CHICAGO*

"Without question, the standout song from an already great album. A beautiful traditional ballad reminiscent of her #1 hits of the past. A must play."

*Tim Richards, Program Director, KRQ/TUCSON*

# MARIAH CAREY MY ALL

THE NEW SINGLE.

From the album that also includes the hits Honey, Butterfly, The Roof and Breakdown.

"Butterfly"—Over 8 million albums sold worldwide

The only female artist ever to have 7 consecutive albums reach Triple Platinum in the U.S.!

VHI—Artist Of The Year

**DON'T MISS MARIAH ON BET'S "PLANET GROOVES"**

**TUESDAY, MARCH 24 & THE WORLD MUSIC AWARDS, WEDNESDAY, MAY 6.**



**MY ALL B/W BREAKDOWN**  
Single In Stores  
Tuesday, April 21.

COLUMBIA  
WWW.MC-CAREY.COM



© COLUMBIA A & E, U.S. Pat. & Tm. Off. MARIAH CAREY/EPIC/A&M 1998 SONY MUSIC ENTERTAINMENT INC.

Produced and Arranged by  
Mariah Carey and Walter Afanador  
Management: Callin-Morey Associates



THE MOST TRUSTED NAME IN RADIO SINCE PATSY CLINE DROVE EVERYBODY CRAZY

ISSUE 2198

MARCH 20 1998



# GAVIN

*You are here*



**If Not...  
You Should Be!**

**Gavin Americana Travels South By Southwest**

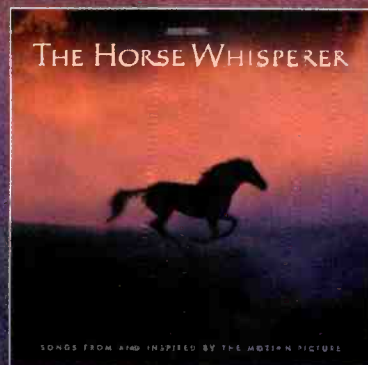


**W**ith this album, inspired by *The Horse Whisperer*, we wish to pay tribute to the uniquely American sound of traditional western music. A diverse group of artists generously collaborated on this project. New recordings of old cowboy ballads by some of the most respected artists in the contemporary music world combine with original pieces to echo the spirit and values of the ranching life of the wide open West . . . a life that sadly seems to be disappearing.

As we race toward the end of the century, our lives are too often invaded by e-mail, cell phones, faxes and other mind numbing contrivances. We might take a moment, sit back and imagine a simpler place, a place where the family, the livestock, the weather, and "getting the hay up" are all that ultimately matter.

It has been said about ranching, "You choose this life," a simple statement that I've reflected upon many times. It is a life of hardship, discipline and austerity that most of us couldn't endure, but is so fulfilling for those who have made that choice, humbly serving as stewards of the last remaining family ranches of the American West. Their commitment to the land assures the rest of us that it won't disappear.

*Robert Redford*



GOING FOR ADDS NOW  
STREET: APRIL 7

# THE HORSE WHISPERER

EXECUTIVE SOUNDTRACK PRODUCER: ROBERT REDFORD  
SOUNDTRACK PRODUCERS: TONY BROWN, JOHN BISSELL, PATRICK MARKEY, KATHY NELSON  
MUSIC SUPERVISORS: JOHN BISSELL, KATHY NELSON

**MCA**  
NASHVILLE  
A COMMERCIAL MUSIC COMPANY



THE MOST TRUSTED NAME IN RADIO SINCE THE BIRTH OF ROCK & ROLL

ISSUE 2197

MARCH 20 1998



# GAVIN

A ROBERT REDFORD FILM

## THE HORSE WHISPERER



IRIS DEMENT  
STEVE EARLE  
DON EDWARDS  
THE FLATLANDERS

EMMYLOU HARRIS  
THE MAVERICKS  
ALLISON MOORER  
GEORGE STRAIT

DON WALSER  
GILLIAN WELCH  
LUCINDA WILLIAMS  
DWIGHT YOAKAM

SONGS FROM AND INSPIRED BY THE MOTION PICTURE