THE MOST TRUSTED NAME IN RADIO SINCE JOHNNY MATHIS WALKED IN A WINTER WONDERLAND

ISSUE 2235     DECEMBER 4 1998

GAVIN

Silver

Anniversary

adult contemporary turns 25
the Temptations stay

Gavin A/C 17*
R&R A/C 26* Most Added!

WWLI Providence
WLIF Baltimore
WEEB Philadelphia
WTVR Richmond
WSHH Pittsburgh
WKWK Wheeling
KVIL Dallas
KMGL Oklahoma
WBVR Memphis
WLQT Dayton
WVEZ Louisville
WFMK Lansing
WLIT Chicago
WLTQ Milwaukee
WLTE Minneapolis
KSNE Las Vegas
K$JN Modesto
KKCW Portland, OR
KISC Spokane
and many more!

lionel richie

i hear your voice

Gavin A/C 10*
R&R A/C 13*

WLTW New York
WALK Long Island
WWLI Providence
WLIF Baltimore
WSHH Pittsburgh
WDOK Cleveland
KVIL Dallas
KOXT San Antonio
WLMG New Orleans
WRVR Memphis
WPCH Atlanta
WBBQ Augusta, GA
WRRM Cincinnati
WLIT Chicago
WTPI Indianapolis
WLTQ Milwaukee
KUDL Kansas City
WLTE Minneapolis
KSNE Las Vegas
KKCW Portland, OR
KOSI Denver
and many more!
Worst Case Scenario
“We have found that most radio listeners haven’t really noticed that we’ve been off the air. Some have even indicated they enjoy the silence, and we’re doing more research into the idea of radio silence—broken up with a few commercials, of course.”

The Party Never Ends
In the process of celebrating Gavin's 40th Anniversary, we discovered another party-worthy candidate. Turns out that A/C—as named and defined by Bill Gavin—is a quarter century old! So, let the festivities continue with Top 10 lists, then and now photos, and more.

Just a Phone Call Away
A little over a month ago, many parts of Texas were deluged by torrential rains. Though the floods have since subsided, KNBT-New Braunfels’ community involvement in the aftermath of the storms continues, most recently with a benefit concert the likes of which Comal County had never seen before.
...which is why we've picked The Big Easy—New Orleans—as the site of the 1999 GAVIN Seminar, February 17-21.

There are two types of radio people: those of you who've been to a GAVIN Seminar and those who haven't. If you're one of the thousands fortunate enough to be a GAVIN regular, you already know you're going to experience the best meeting in all of radio. And, if you've never been before, but are considering it this year, keep in mind that GAVIN does it like no one else.

Each year, we put together a package of music-intensive format "huddle" one-on-one debates, jukeboxjuries, cutting edge performances, enlightening keynote presentations, and the best damned party this side of Mardi Gras... Maybe the other side, too.

As you probably know, GAVIN doesn't do the standard "talking-heads-at-a-table"-type of thing. We bring radio to you with actual music meetings, research studies, planning sessions and marketing strategies—all designed to be informative and fun!

Get a jump on the new millennium. Don't be left out in the cold (literally) as the final year of the 20th Century starts to wind down. Come to GAVIN '99 in New Orleans and make your job fun again!

TO REGISTER, CALL (415) 495-1990x632 TODAY!

These dynamic individuals didn't get to where they are today by doing things the easy way... but they've all shared their wisdom at the GAVIN Seminar.

Rupert Murdoch  Ahmet Ertegun  Deepak Chopra  Clive Davis  Chris Blackwell  Russ Solomon
Labels, IBM to Test Music Downloads; Madison Project to Launch Next Year

By Tony Sanders

Virtually all of the major labels appear to have decided to jump into cyberspace and test an online, digital delivery system designed by IBM. According to a report in London's Financial Times, IBM has persuaded Sony, Warner, EMI, and Universal to participate in "The Madison Project," a digital distribution system designed to deliver music recordings to personal computers. Most label execs GAVIN spoke with offered only a "no comment," while IBM's own bigwigs told GAVIN earlier this week, "we've got nothing to report." One label exec, who spoke on condition of anonymity, said: "We've only signed on for a test. That doesn't mean we've agreed on a specific system yet."

Other industry sources tell GAVIN that IBM is not the only company planning to test a digital-distribution system for the record industry. Two competitors, Liquid Audio and AT&T's a2b, are also said to be set for testing, and the Financial Times reports that Universal, part of Canada's Seagram, "was understood to have discussed developing its own technology" with AT&T.

Diane Warren is the artist who defines A/C music and radio. You may not recognize her voice, her face, or even her name, but her talent has touched the hearts of A/C audiences for years."

Dana Keil, Elektra Entertainment
—See Page 18

Fitzgerald Exec. VP at Warner Bros.

Now it's official: Rich Fitzgerald has been named Executive Vice President of Marketing for Warner Bros. Records. In his new position, Fitzgerald will oversee all aspects of marketing for Warner Bros. and Reprise releases, and also will be involved in developing marketing strategies for the labels' Jazz, Country, and Urban music divisions. Fitzgerald had served as Exec. VP/General Manager of Reprise Records since 1995.

Announcing the appointment, Warner Bros. CEO/Board Chairman Russ Thyret commented, "There is no more important function a record company can fulfill than the successful marketing of the music with which we have been entrusted, and there is certainly no more qualified an individual to carry out that job than Rich, one of the most personable, intelligent, and well-liked executives in the business."

Virgin Acquires Higher Octave

Virgin Records America has acquired Higher Octave Music, increasing its presence in the Adult Contemporary market. The acquisition boosts Virgin's market share to an estimated 30-35 percent of the A/C genre. Earlier this year, Virgin acquired the Narada label. Under the agreement, Higher Octave will operate independently and will benefit from the Virgin Records marketing umbrella that also oversees Narada, Dome, and Real World.

"We've been impressed with the way Higher Octave Music has forged its own path to success," said Virgin Exec. VP Ken Pedersen. "Throughout the past 10 years, they have helped to redefine the New Age genre. We welcome their unique style to our family and we will support them in expanding their own niche."

Stephen Pollan to Address Gavin Seminar

This just in: Stephen Pollan, best-selling author and one of America's foremost personal finance mentors, is coming to the Gavin Seminar in New Orleans to offer his insights on personal finance.

As we near the year 2000 we all have questions about our future welfare: How can you get job security? How can you protect yourself in the job market? How can baby boomers best plan for retirement...and how can Gen-Xers start investing so they aren't left out in the financial cold? Pollan, lawyer, investment banker, and author of Live Rich and Die Broke, literally scripts out scenarios designed to help people deal with such "life-changing" events as getting a raise, buying or selling a house, and thriving after being downsized.

Pollan is one of America's most trusted and admired financial advisors, and the author of more than a dozen books. A practicing attorney, he has a financial and legal consulting practice in New York City. He has served as Sr. VP of National Westminster Bank and CEO of a closed-end investment company listed on the American Stock Exchange, and has appeared on many television programs as a regular financial commentator and resident expert. Pollan is scheduled to address the Gavin Seminar on Saturday, February 20.
PROMO-rama

- KHKS 106.1 KISS/AM-DALLAS, TEX. IS GIVING AWAY tickets on-air and at on-site events to its "Kissmas Party." The concert, scheduled for December 11, features Five, Monica (pictured), Fastball, and Sweetbox. Winners will also receive four tickets to Six Flags Holiday in the Park.

- WUSL POWER 95/AM-PHILADELPHIA DECLARED November 24 "A Day of Giving," encouraging listeners to help those in need. The morning crew gave away donated microwaves and Thanksgiving dinners provided by a local charity, while other staffers visited children in hospitals and brought them gifts. Listeners called in with their personal commitments and revisited their previous acts of giving.

- Z100-NEW YORK'S "JINGLE BALL '98" FEATURING Shania Twain, the Goo Goo Dolls, 'NSync, and '80s sold out in just five minutes on November 21, making it one of the fastest sell-outs in Madison Square Garden history. Just-added artists include Eagle-Eye Cherry, Shawn Mullins, and Monica. All ticket sales proceeds go to charities, including the Lupus Foundation of America and SHARPS, a Self-help group for women with breast or ovarian cancer.

- Y107-LOS ANGELES TEAMED WITH SAMUEL ADAMS/ Boston Beer for the station's first food drive on November 24. The station collected 34,807 pounds of food, from over 3,000 contributors during their 18-hour live broadcast from the Sport Chalet in Huntington Beach. All proceeds went to the Second Harvest Food Bank of Los Angeles and Orange County.

- IN 17 HOURS, KBCO-BOULDER SOLD ALL 25,000 COPIES of its CD KBCO Studio C Volume 1. Available at Blockbuster Music stores in the Denver/Boulder area beginning November 27, the release features sessions by visiting artists in KBCO's in-studio facility. Performers include Sarah McLachlan, Marc Cohn, Willie Nelson with Emmylou Harris (pictured), Dr. John, Kenny Wayne Shepherd, and Heather Nova. Proceeds from sales benefit the Boulder County AIDS Project.

- WFYI (FLY 92): ALBANY WILL HOLD ITS THIRD ANNUAL "Jingleball Rock" party on Saturday, December 12, at Northern Lights in Clifton Park. Jennifer Paige and Collage are scheduled to perform. All proceeds will benefit the Center for the Disabled.

Research Group Closes Two Divisions

Seattle-based The Research Group is shuttering at least two of its divisions today (December 4), fueling speculation about the survival of the company as a whole. The company reportedly has been hit hard both by industry consolidation and the departure two years ago of founder Bill Moyes, who split from the firm to establish Moyes Research Associates.

GAVIN has learned that staffers were informed Monday prior to Thanksgiving that the Music Services and Virtual Radio divisions would be closing down; currently there is no word on the fate of the company as a whole. The Music Services division is the service through which the Research Group consults client stations with weekly music lists. Virtual Radio is the process by which programming is delivered to stations (many of them Capstar properties) from a remote site. A source within the company told GAVIN that it's possible the entire company could fold and come back in "another, smaller form." Research Group Chairman Larry Campbell did not return GAVIN's phone calls about the divisional closings or about the fate of research projects currently in the field. "Through the late 1970s and all of the 80s the Research Group was the standard that the industry looked to in strategic planning," one industry analyst told GAVIN. "They did it through a combination of perceptual research, but they also conducted focus groups and music testing. Just about any company that was a leader in their market worked with the Research Group at some point if they were in the top 50.

Stone Sr. VP/GM at McClusky

Rick Stone has been named Senior VP/General Manager of Jeff McClusky & Associates as the company opens a new West Coast office. "Jeff's 20 years of promotion experience, as well as his strategic marketing skills, will give us a high-level presence at this critical period," commented company President Jeff McClusky from the firm to establish Moyes Research Associates.

The DJ's Voice

As we wind down this 40th anniversary year at GAVIN, here are a couple of final tidbits from the pen of our founder, Bill Gavin:

- Remember, it is not just the record companies and dealers who are hurt by tape bootlegging. Singers, musicians, writers, producers, publishers are all being robbed of royalty payments just as effectively as if by a professional pickpocket. These creative people have done a lot to help radio, just as radio has helped them. Maybe it's time for radio to help in another way. (February 8, 1974)

- We understand that some stations have banned the playing of Pete Seeger's "Little Boxes." Reason given is a reference to the artist's having allegedly claimed the Fifth Amendment in a (Congressional) committee hearing. A radio station is needless sensitive, I think, if it fears condemnation for playing the record. Playing a man's song does not imply an endorsement of his political views. A song should stand or fall on its own merit. (December 13, 1963)

- I think most broadcasters would agree that in the long run, the ratings battles are fought mostly on the microphones rather than on the turntables. The right music, good news, sharp promos and contests, smooth production and then what? Then comes the personal part of radio: the DJ's voice. And he had better have something worthwhile to say. (August 13, 1964)

Albright Prez at McVay Country

McVay Media has announced that Jaye Albright, Director of Country Programming for Jacor, will join the radio consulting group as President, Country Division.

Albright brings over 20 years of experience to her new position at McVay Media. "Albright brings a wealth of experience and the ability to multitask in consulting, promotion, and marketing," said McVay Media President Mike McVay. "Her radio consulting background is unparalleled. McVay clients will get the benefit of Jay's extensive experience, spanning from her most recent activities with the USA's second largest radio company to her past consultancy with Broadcast Programming, and before that, Drake-Chenault."
Going Places and Slovaking Things

By Ben Fong-Torres

In the Soup, Gary Owens and I packed 'em into the Book Soup on Sunset Blvd. the other night. Sure, the store's annex is tiny, but the main thing is we packed 'em in. And, thanks to Gary, I packed a lot of book promotion into the event. First, he interviewed me about the book, *The Hits Just Keep On Coming*.

Amazon.com Unveils “Best” CDs of ‘98

Amazon.com has unveiled the “100 Best CDs of 1998,” including a broad range of well-known artists and lesser-known talents in a wide range of musical categories.

From Waverly Records...

Your Favorite Instrumentals From The Past...

A New Christmas Single This Year - Vocal & Instrumental

**TOM FERGUSON**

*I'd Love To Share Christmas With You!*

E-mail: tomm@waverlyrecords.com • Music: www.waverlyrecords.com

Voice: (718) 956-9656
Sampling, Software and "The Future" Dominate Arbitron "Fly-In"

With apologies to a certain TV talk show host, here are the top ten items (in no specific order) that came up at Arbitron's recent "Consultant Fly-In" in Columbia, Md.

1. CONTINUOUS MEASUREMENT is not likely in current two-survey markets. Arbitron Executive VP Pierre Bouvard admitted that customer reaction has been negative to the idea of taking the current sample in those markets and stretching it to cover 48 weeks of surveys. That loud noise you hear is the sight of relief from PDs in the 170 or so two-survey markets who now won't have to prep for year-round ratings scrutiny.

2. WEIGHTING FOR ASIAN ETHNICITY was examined by Arbitron but will not be happening. Although that portion of the populace accounts for 18 percent of the total in San Francisco (highest in the nation), and is also significant (5 percent or higher) in New York, L.A., San Diego, and Seattle, apparently the diverse nationalities under the "Asian" umbrella make it too difficult to design a proper sample frame. Just a guess: if there was a huge advertiser interest, Arbitron might re-examine this, specifically when the results of the 2000 census become available.

3. ARBITRON NEEDS TO INCREASE SAMPLE SIZES. That was the input from those attending the fly-in, and Arbitron agreed. Arbitron Research Exec VP David Lapovsky commented that "our samples are getting thin" (even with increases in recent years). Arbitron President Steve Morris was to have addressed this issue at the just-concluded Arbitron Radio Advisory Council meeting. Due largely to concerns about sample sizes, a proposal to have five-year age breaks within the 10-year demo cells, while examined, was determined not feasible at this time.

4. NEW ARBITRENDS SOFTWARE IS COMING. Effective with the first phase results from the winter '99 sweep, the new Windows-compatible software will allow for faster downloading. Be aware that delivery will only be via the Internet, so make sure your station is technically ready to receive the new trends download.

5. MAXIMISER '98 IS ON THE WAY OUT. Okay, keep the cheers to a minimum. Containing sporadic software bugs and not appreciated by many programmers as much as "Classic Max," Max '98 will be replaced by a new "Software Suite," known currently as "PD Advantage." (Last year at the fly-in they were calling it "PD Paradise.") In addition to offering zillions of ways to break out the numbers, PD Advantage also will include access to "mechanical" diary (a crucial tool, I've found) printouts, and a look at diarykeeper comments. PD Advantage will be priced according to market size, from 2 to 8 percent of your basic license agreement with Arbitron.

Timing on the introduction of PD Advantage is up in the air—depending on how quickly Arbitron's internal software folk can first deal with the Y2K challenges. Stay tuned. Likely mid-'99.

6. DESKTOP DIARY REVIEW DELAYED. Touted at last year's fly-in, the service whereby you could pore through your diaries via your in-house computer (rather than having to go to Columbia) is also subject to new priorities such as the Y2K bug. As Pierre Bouvard put it, "We would like to be able to put out a winter 2000 survey." Thus, goodies such as the desktop diary review get shoved back. Likely new debut: Late '99 at the earliest.

7. TAPSCAN. You might wonder how the acquisition of Tapscan's radio software resources fits in. Seems they've been told to focus on sales software applications.

8. NEW DIARY TEST: Winter 2000. In order to keep the diary relevant in an age of growing Internet and satellite audio streams, Arbitron will test a new design aimed at capturing "radio" from those sources. That's the good news. The bad news is that a new test diary format will likely not be fielded until the winter 2000 sweep, according to Arbitron's Lapovsky. Given that, implementation would probably not be until 2001 at the earliest. Perhaps that timetable is one reason Lee Abrams has approached Arbitron about some custom measurement aimed at XM when that satellite service debuts.

9. AT-WORK ZIP CODES COMING SOON. Effective with the receipt of your fall '98 ratings, Maximiser '98 will allow you to profile the at-work zips of your listeners. Arbitron says only 20 percent of diarykeepers live/work in the same zip, so this breakout can offer all sorts of new marketing and sales payoffs.

10. THE METER IS ALIVE AND WELL. The future of radio measurement (9), the passive Portable Meter (PPM), continues to perform well in tests in Manchester, England. The next step will be a larger (300 person) study overseas with a parallel diary survey, designed to see what, if any, differences there would be if the meter were adopted. (Be assured: there will be notable differences.) If you want more details and or my advice, just give me a call in Carmel, Calif. at (831) 626-6070. Now fasten your seatbelts for the fly-in tour.
Atlantic’s Mary Conroy
On the Music
And the Memories

BY ANNETTE M. LAI
AND ALEXANDRA RUSSELL

ed, I thought it was a bad joke, but it wasn’t. Oops, cancel that add.
"Most recently, Edwin McCain’s ‘I’ll Be’ was a tough one; we’re a year and beyond on this record, but it’s a hit.”

PASSION PLAY:
"Early on I remember working Foreigner’s ‘I Want to Know What Love Is,’ and radio telling me they couldn’t play it because his vocal was ‘too strained.’

Now A/C has grown up with the demo and isn’t afraid to play something with passion in it."

DREAM ON: "I think it would’ve been amazing to work Celine Dion. It was sort of slow going until the movie hit...nice to watch that develop. The three artists I have not met but would still like to, because they were important to me at some time in my life, are Bob Dylan, Paul McCartney, and James Taylor.

"I spent three days on a corporate jet with Bette Midler, and that was an amazing experience—six cities in three days to promote her last album for us. She started out in Boston, went to Baltimore, flew to Dallas, went to Denver, flew to Nashville, and then did Milwaukee in the afternoon. I was a little nervous about that trip, because she was more than a recording star, but she was the most amazingly down-to-earth person. She was incredible.”

REALITY CHECK. "Sometimes you get so caught up in the business of this business, you forget what you do. I think the most amazing thing is listening to fans talk about how an artist’s music has changed or impacted their life. It’s nice to know you’ve had a part in that by getting that music on the radio.”

t’s been nearly two decades since Mary Conroy was a first grade teacher dreaming of a more exciting career path. This week, to coincide with A/C’s Silver Anniversary, Conroy, now VP of A/C Promotion for Atlantic Records, shares a few of her more vivid memories with GAVIN:

GETTING STARTED: "In 1980, I got on a temp program with Warner Communications—it wasn’t Time-Warner back then; I was an assistant for four years. My first day was right after John Bonham of Led Zeppelin had died, and the phones were going nuts. I remember thinking, ‘am I crazy for doing this?’"

PROMOTION TO PROMOTION: “Guenther Hauer taught me to respect the programmers. He would always return calls—from the largest markets to the smallest—and he did it with respect. When Guenther retired, Vince Farao asked me to try it. I’ll always be grateful to him for giving me the shot...and to Executive VP Andrea Gans for being amazing to work with now.

THE HONEYMOON: "I remember working Julian Lennon’s ‘Valotte,' Phil Collins ‘One More Night,’ and the Honeydrippers ‘Sea of Love.’ I thought, ‘this is a piece of cake.’ Then reality struck..."

TOUGH BREAKS: "You’re usually proudest of the toughest, and I remember those being Alannah Myles’ ‘Black Velvet.’ Marc Cohn’s ‘Walking in Memphis,’ and Bette Midler’s ‘Wind Beneath My Wings.’ I remember trying to work Billy Joe Royal’s ‘Burn Like a Rocket’ when the Challenger exploded... you’re targeting one or the other, you’re going to lose one side. It has to be a little less narrow.”

TWO WEEKS AGO, he did New York radio for me. I find dealing with him an honor and a great experience. He’s a really wonderful person to work with.”

BELIEVE IT OR NOT: “I was working Phil Collins’ ‘I Wish It Would Rain Down,’ which featured an Eric Clapton guitar solo. Programmers actually told me that they’d be happy to play it without the guitar solo. Excuse me, we’re talking Eric Clapton here—that won’t be happening...”

"Most recently, Edwin McCain’s ‘I’ll Be’ was a tough one; we’re a year and beyond on this record, but it’s a hit.”

DISPELLING MYTHS: “A/C is currently disproving the notion that the format doesn’t sell records. Phil Collins has been consistently selling 40,000 for five weeks, and though that may initially be because it’s a greatest hits collection that fans will buy right away, you don’t sustain those kinds of numbers without a hit, which ‘True Colors’ is—and no other format has really been playing it. We’re over 300,000 scanned. Kudos to A/C for supporting it: ‘A/C was also responsible for breaking LeAnn Rimes into the bigger pop arena beyond country with ‘How Do I Live?’ I think Mercury would say the same about Shania Twain. Those records came from Country to A/C, and though it doesn’t happen often, it can happen.”

TEACHER’S PET: “Phil Collins impresses me immensely. He’s been an artist for 20-plus years and..."

two weeks ago, he did New York radio for me. I find dealing with him an honor and a great experience. He’s a really wonderful person to work with.”
Photo Opportunities

Soul brothers
Raphael Saadiq and D'Angelo take a break from recording at Electric Lady studios, where the two collaborated on a track for D'Angelo's upcoming second album. (Saadiq is readying his debut, as well.)

Larry King & John Blasucci

A.C. Impact Date December 7th

Journal Broadcast Group's KMXZ-Tucson

First industry gig and career highlights: I started at age 14 in Ephrata, Washington. In chronological order, the last 30 years have taken me to places like: Corvallis, Ore.; Spokane, Wash.; Davenport, Iowa (KZTV, my first PD gig); Miami; Los Angeles (as a jock at KJ), San Diego (PD of KFMB AM/FM, where I put the original B-100 on the air in 1976); New York (PD of 90X/WRQ); Los Angeles (PD of KHTZ, now KSL); From there, I became Director of Consultation for Drake/Cheekault. Then, I jacked at KF when it was Top 40, Philadelphia (PD of WWXH), San Diego (My second time, 1984, when I re-formatted B-100 as Hot A/C and began doing mornings with 'The Rich Brothers'). Seattle (GM for KMGL, now KNN), where I also did mornings). I've been in Tucson since 1992 (I came in as equity partner of a station that went broke. A year later, I became PD/morning host for A/C KKLD, now KMMX).#1 Stations you've admired—then and now: I still think KJ-R Seattle and WCFL-Chicago (mid- to late-60s) were the best radio stations ever. My varied format and market experiences have exposed me to numerous excellent stations—I've always appreciated full-service A/Cs and personality-driven formats, regardless of music style.

Mentors: I learned a lot by listening to great stations like Pat O'Day's KJR and Gary Taylor's KJRR. Later I got to work with brilliant programmers like Michael O'Shea, Sam Holman, Rob Sicco, Paul Jowel, Jim Wood, Kurt Hansen, and Jarchi Kaye. My most recent growth can be attributed to GM Steve Weder, consultant Gary McCartie, and researcher Bob Harper. But I am most inspired by my family and my wife Debbie.

Define KMXZ: We're a Mainstream A/C, which by definition is maturing by the moment— not a bad thing, because so is the available audience. We target adults 35 to 49, primarily women. KMXZ is song-driven, so there are no real "core" artists. Musically, we're not early on anything. Occasionally, something still comes "out of the box," like the Celine R. Kelly duet. We research gold, but use charts and gut for currents and recurring. We play 12 units in morning drive, 10 the rest of the day, with a "9-in-a-row 9 to 5" two-stop dock for the workday. The music ratio is equally '90s, '80s and '70s, which works out to be about 25% current/recurrent.

You're designing KMXZ's next billboard campaign. Which elements would you choose to best represent the station? The morning team, the rest of the silent, a composite listener with her family, and the city of Tucson.

Station you monitor: I'm aware of all the stations we cross. That includes a Top 40, Oldies, Country, and Classic Hits. I am constantly searching market monitors for stations that play smart so I can borrow ideas.

Bosss and corporate communication: Steve Weder is GM and Buddy Van Aarsdale is OM. Journal Broadcast Group is recruiting its first group PD. The corporate people are great because they came up through programming teams (Carl Gardner is VP/Radio, Doug Keil is President).

Best KMXZ promotion and why? "One thousand cash winners in one weekend—up to $1,000 each—just for displaying a 94.9 Mix FM window sticker. It's an awareness and curve promotion with immediate visual impact. I've run this promotion seven times in five markets.

Favorite movie of all time: Xanadu (real?)

Favorite current movie: Ever After: A Cinderella Story

Favorite album from the past year? Elvis Costello & Burt Bacharach's Painted From Memory.

Best job before this one? My 10 years at KFMB/FM-San Diego. I got to start up the same station twice. First as a high energy Top 40, which became the first major market contemporary FM in the country to be number one 12+ ( Arbiton Fall, 1977). After being away for six years I returned to begin the Hot A/C version that won 25-54 adults from 1985-89.

Larry King & John Blasucci

Worls Apart
After a nearly six-month lockout, the National Broadcasters Association and the Air Personality Union are finally showing signs that the 145-day radio blackout may be coming to an end. After an intense weekend-long bargaining session, during which jocks and owners compromised on key economic issues, both sides seemed to be encouraged. Negotiators are scheduled to meet as early as tomorrow to further review their positions.

The six-month dispute, which revolves around the question of how wealthy owners and air personalities will divide billions in revenue, has left radio listeners feeling that the industry has sold its soul. The focus on money (by owners, the broadcast association, and air personalities) has alienated listeners who turn to radio for entertainment. Tommy Colango, a longtime radio listener in Cleveland, is an example of impending fan apathy. "I won't listen when the stations sign back on, because I don't have the attachment to the radio anymore. I just don't have it. The whole climate has become so money-oriented. I know it's a business, but to me, they've done something that might seriously affect the golden goose: the listeners. Believe me, I'll go on living."

Last week, as owners and personalities began to move closer to an agreement that would turn radio stations back on across the country, a poll conducted by GAVIN/creativradio inc. indicated that average radio listeners don't care if the power is even turned on again. Of 1,118 adults questioned about their level of interest, only 13 percent said they were "very" interested in radio, while another 26 percent said they were "somewhat" interested, 61 percent of the listeners questioned had a "lower opinion" of radio today than before the power was pulled.

Perhaps the listeners just don't miss radio yet. Maybe the alternatives (tape and CD players in cars, TV traffic and weather reports, and the Internet) have filled the void. Statistically, radio listenership has been declining steadily in the last few years, and some analysts believe that the owners and personalities might have overplayed their cards. "I think the general public, to a large extent, resents the owners and personalities who make a lot of money and continue to force more and more commercials down the listeners' throats," said one consultant, who wished to remain anonymous.

"The personalities just want their fair share of the pay-for-play revenue," said union representative Billy "Show Me the Money" Boggs, referring to the new agreement between the radio and record industries that contracts time for music that is played on the air. "Let's face it," Boggs continued, "many of our guys were making good incentives before this plan was instituted by the larger companies seeking non-traditional revenue. If we're forced to play the music, we should be compensated equally."

The union has also spoken out harshly against radio industry "outsourcing." "Replacing original, distinct, and diverse local programming with outsource news or entertainment shows will not be tolerated," stressed Boggs.

"The 60/40 split over pay-for-play is still one of the biggest boundaries we face," says NBA commissioner Melvin Michaels. "Our owners feel that if any agreement is going to be reached, the union will have to give in on the $100,000 minimum starting wage for major markets...and the bonus structure for all air personalities, no matter the market size, is unreasonable. The owners are standing firm on the 15-minute hour minimum commercial rule in all dayparts. How do programmers and personalities expect to get paid if the owners can't pay their debts to service and investors?"

New York morning personality "Sweet in the Morning" says he understands the fans' resentment over the blackout. "We're going to need some new listeners, because we've ticked off the old one—and they should be ticked off! They have stuck with us through long commercial breaks, hypertexting, and no one being funny. Now radio has become so 'we, me, me' instead of 'them, them, them, the listeners' that we're losing our base.

"We're not in as much demand as we'd like to think we are," continues Sweet. "For a while we were there; we had great personalities on the air in all dayparts. It wasn't unusual to hear one great jock after another. We had programmers who really knew what the community wanted. We played music that made our phone lines explode. Man, our listeners were afraid not to listen, because they thought they would miss out on something.

Richard Lipschitz, Director of Research for the Radio Recovery Center, believes, "Assuming the blackout ends soon, I think the business of radio will have a quick road to recovery. We have found that most radio listeners haven't really noticed that we've been off the air. Our research indicates that they are used to sloppy board work, technical breakdowns, and long periods of silence on the air. Some have even indicated they enjoy the silence, and we're doing more research into the idea of radio silence—broken up with a few commercials, of course."

"I think, to hardcore radio fans, this money thing has distracted the owners and personalities from what we want—to be entertained," says former listener Linda Emerson from Madison, Wis. "Late at night, before I went to sleep, I would turn it on just for company. You know, it was like having a friend in the room. I hate to say it, but my mother was right: money corrupts everything. It's tragic for everyone."

Meanwhile across the country, thousands of microw波, free radio stations continue to pop up. The FCC has shut down nearly 300 stations in the last few months, but the grassroots movement has picked up public support. FCC spokesman Ken Ford says, "To allow any individuals to start deciding that they can use vacant frequencies is to allow the system to break down."

A microbroadcaster, who wouldn't publically identify himself, told GAVIN, "The FCC is beholden to the big companies. What we're doing is a classic case of civil disobedience. What's important is that there be a much broader range of news, culture, and viewpoints on the air. The public is just beginning to find out what consolidation means—and this is the backlash."

---

**NEWMAINSTREAM**

**Listeners Voice Apathy About Radio's Return from Black-Out**

**BY QUINCY MCCOY**
n the process of celebrating GAVIN'S 40th Anniversary, we stumbled upon another party-worthy recipient. Turns out that A/C—as named and defined by Bill Gavin—is a quarter century old! So, the festivities continue.

Members of the A/C community were asked to develop their own Top Ten lists, based on any of the following topics: A/C's most important artists, A/C songs that will live forever, people who made a difference in the format, or personal moments in the biz. Of course, there was also an option to come up with an original list—and we got several creative ones! Plus, we asked for your opinions on which artists best define A/C.

Thanks to all of you who participated for turning back the clock...and special kudos to those brave enough to send along your photos from days gone by. The format has grown by leaps and bounds—and still it continues to thrive and seek new frontiers—while remaining the most listened-to music format, a fact you should all be very proud of.

Here's to A/C's next 25 years and beyond.
—ANNETTE M. LAI

MARK ANTHONY, PD/MD
KMXL-JOPLIN, MO.

Most Important Artists of the Past 25 Years
1. The Beatles
2. Elton John
3. Billy Joel
4. Madonna
5. The Eagles
6. Fleetwood Mac
7. Chicago/Peter Cetera
8. The Eagles
9. Lionel Richie
10. Celine Dion

DEFINING ARTIST

THE CARPENTERS
"Go back to the '70s when A/C was being born out of the old 'Easy Listening' format. One group that helped launch A/C (with both a teen and adult audience) was the Carpenters, who gave the format 15 Number One hits! Their music was 'adult,' yet the Carps were mere kids when they first hit, thus being 'contemporary.'"
—JON KONJOYAN, JK PROMOTION

ANONYMOUS
(ED. NOTE: I RECEIVED THIS FAX WITH NO NAME. IF YOU CARE TO IDENTIFY YOURSELF, CALL ME, AND WE'LL CREDIT YOU NEXT ISSUE. THANKS.)

Most Important A/C Artists of All-Time
"This was tough because certain A/C artists, like the Carpenters, aren't played on most A/C stations anymore."
1. Elton John
2. Hall & Oates
3. Billy Joel
4. Fleetwood Mac
5. Phil Collins/Genesis
6. Madonna
7. Chicago/Peter Cetera
8. The Eagles
9. Lionel Richie
10. Celine Dion

R GI
December 4, 1998
“IT’S JUST NOT CHRISTMAS”
THE NEW SINGLE FROM

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Presents

KENNY ROGERS
Christmas from the Heart

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NOVEMBER 18, 1998 - JANUARY 3, 1999
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Let It Play, Let It Play, Let It Play

KFMN KATW WJDF WHTG
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WOYS KLKC WMVA WPXZ
WAYN KLMJ WQXQ WRZI
WJTW KLOG WSNU WSNN
KLWN KMVX WZDQ WLTQ
WATD KMXL KOSI WTCB
KAYL KNTI KQIS WMJY
KCCR KOKO KSFI WPEZ
WRJC KTHO KWAV WGLM
WDMG WBLG WCTW

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Management:
Jim Mazza, Dreamcatcher Management
Ken Kragen, Kragen & Company

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A 17-SONG COLLECTION
WITH 11 BRAND NEW SONGS.
**DEFINING ARTIST**

**PHIL COLLINS**

“For my money, I say Phil Collins best defines A/C radio. During his run of popularity, in my opinion, he has bridged a gap between A/C and Top 40 as well as prospering in both formats. He continues to be an A/C core artist and will be for the foreseeable future. Furthermore, he’s a nice guy who’s finished first...so, why not give him the nod?”

—JEFF BALL, WHIZ AM & FM-ZANESVILLE, OHIO

1. Phil Collins/Genesis
2. Whitney Houston
3. Lionel Richie

**JEFF BALL, PD/MD**

WHIZ AM/FM-ZANESVILLE, OHIO

**A/C Songs That Will Live Forever**

1. Whitney Houston, “I Will Always Love You”
2. Bryan Adams, “Everything I Do (I Do It For You)”
3. Celine Dion, “Because You Loved Me”
4. Celine Dion, “My Heart Will Go On”
5. Carole King, “It’s Too Late”
6. Elton John, “Candle in the Wind ’97”
7. Roberta Flack, “Killing Me Softly”
8. Lionel Richie, “All Night Long”
10. Madonna, “Cherish”

**MARK BARNOWSKI**

ENTERTAINMENT PROMOTIONS

Top 10 Reasons We’re Still in the A/C Promotion Business and Celebrating Gavin’s 25 Year A/C Anniversary

1. Gavin is a leader, not just someone waiting to celebrate something along with my 25-year class reunion.
2. I’m finally in the demo.
3. Thanks to Gavin, I’ve spent the last 25 years avoiding a real job.
4. Two weeks of vacation over Christmas x 25 years = 50 weeks.
5. Been waiting for new congressional hearings on pop radio.
6. Knew someday I might have a chance to promote a Rolling Stone’s song in mainstream A/C.
7. Sometimes you have to wait 25 years just to get paid.
8. People in the A/C format are some of the nicest in the business.
9. Great music...great stations.
10. Gavin’s 25-Year A/C Anniversary is, of course, Gavin.

**DAVE BARTLEY, MD**

WKDD (KICKS 106.9)-COOKEVILLE, TENN.

**A/C Songs That Will Live Forever**

2. Dobie Gray, “Drift Away”
3. Elton John, “Daniel’s Song”
4. The Beatles, “The Long and Winding Road”
5. James Taylor, “Fire and Rain”
6. Carly Simon, “You’re So Vain”
7. Simon & Garfunkel, “Bridge Over Troubled Water”
8. Buzzy D. Men, “End of the Road”
10. Celine Dion, “The Power of Love”

**DONNA BRAKE**

DONNA BRAKE PROMOTION

**A/C’s Most Influential Artists**

“I tried to cut this list ten, but I simply can’t; so I’m sending my list of 20...”

(Alphabetically) Bee Gees, Michael Bolton, Mariah Carey, Chicago, Phil Collins, John Denver, Neil Diamond, Celine Dion, The Eagles, Gloria Estefan, Fleetwood Mac, Whitney Houston, Billy Joel, Madonna, Harry Manilow, Lionel Richie, Kenny Rogers, Rod Stewart, Barbra Streisand, James Taylor

**JOHN BRACE**

DONNA BRAKE PROMOTION

“My broadcasting career spans only nine years, so all my choices are fairly recent.”

(Alphabetically) Bette Midler, Boogie Woogie Bugle Boy

**MARK EDWARDS**

VP/PROMOTIONS

WLIT (LITE)/FM-CHICAGO

MARK EDWARDS, VP/PROMOTIONS

WLIT-Chicago’s Top Ten “Live Life” In-Studio Performances

(Alphabetical)

The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys
The Beach Boys

**JIM BRICKMAN**

The Corrs

**AMY GRANT & DAUGHTER**

A CU~8 Speedwagon

**TIM CALLAHAN & ASSOCIATES**

Most Important A/C Artists

(Alphabetical) Michael Bolton, Phil Collins, Neil Diamond, Celine Dion, Gloria Estefan, Whitney Houston

**GAVIN’S FIRST A/C CHART**

Bill Gavin printed his first Adult Contemporary chart in the issue of July 13, 1973 and the Top 20 looked like this:

1. JIM CROCE - Bad, Bad Leroy Brown
2. SEALS & CROFTS - Diamond Girl
3. DIANA ROSS - Touch Me in the Morning
4. WINGS - Live and Let Die
5. MAUREEN MCGOVERN - The Morning After
6. DAWN - Say, Has Anybody Seen My Sweet Gypsy Rose
7. BOBBY GOLDSBORO - Summer (First Time)
8. GILBERT O’SULLIVAN - Get Down
9. HELEN REDDY - Delta Dawn
10. THE CARPENTERS - Yesterday Once More
11. BETTE MIDLER - Boogie Woogie Bugle Boy
12. LOBO - How Can I Tell Her
13. VICKI LAWRENCE - He Did It With Me
14. MICKEY NEWBY - Sunshine
15. CHARLIE RICH - Behind Closed Doors
16. CHARLIE DANIELS - Uneasy Rider
17. MIKE CURB CONGREGATION - Small, Small World
18. JUD STRUNK - Next Door Neighbor’s Kid
19. ARLO GUTHRIE - Gypsy Davy
20. JIM STAFFORD - Swamp Witch

David Foster, E. Karl, Jimi Kaye, Jerry Leesha, Sandy Lifani, Mary Catherine-Snead, Diane Warren

**DEFINING ARTIST**

**NEIL DIAMOND**

“An artist that I think has defined A/C for the last 25 years is Neil Diamond. His staying power and timeless songs were and still are to some extent, a perfect marriage with the A/C demo.”

—MARK BARNOWSKI, ENTERTAINMENT PROMOTIONS

“The one artist who defines A/C Radio for me is Neil Diamond. His music has crossed over from rock to easy listening, but the format that I think he would call home is A/C. Diamond has been writing and performing songs with great lyrics and music for five decades. To this day, we play some of his greatest hits from the ‘50s on through to the ‘90s.”

—TRACY ELLIS, KMAS-SHELTON, WASH.
CONGRATULATIONS
Making musical history together
Molding the future together...

Gavin AC ~ 25 years

Warner Bros. Records
Bette Midler
Goo Goo Dolls
Rod Stewart
Paula Cole
Tom Petty
Madonna
Loreena McKennitt
R.E.M.
Marilyn Scott
Pretenders
Faith Hill
Paul Simon
Seal
k.d. lang
Cher

Valarie Moses, New York
212-275-4536

Nancy Stein, Los Angeles
818-953-3559
### DEFINING ARTIST

**SHAWN COLVIN**

"Defining today's A/C stations with the Hot and Adult Top 40-leaning A/Cs, I would say multi-Grammy winner Shawn Colvin takes that pick!" —MARK BARNOWSKI, ENTERTAINMENT PROMOTIONS

**TRACY ELLIS, PD**
**KMAS-SHELTON, WASH.**

**Most Important A/C Artists of All-Time**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>(alphabetical)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Billy Joel</td>
<td>(group &amp; individuals)</td>
</tr>
<tr>
<td>2.</td>
<td>Whitney Houston</td>
<td>Chicago</td>
</tr>
<tr>
<td>3.</td>
<td>Elton John</td>
<td>Diana Ross</td>
</tr>
<tr>
<td>4.</td>
<td>Celine Dion</td>
<td>Simon &amp; Garfunkel (group &amp; individuals)</td>
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<tr>
<td>5.</td>
<td>Barbra Streisand</td>
<td>Barbra Streisand</td>
</tr>
<tr>
<td>6.</td>
<td>Kenny Rogers</td>
<td>Neil Diamond</td>
</tr>
<tr>
<td>7.</td>
<td>The Carpenters</td>
<td>Carly Simon</td>
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<tr>
<td>8.</td>
<td>Lionel Richie</td>
<td>Poco &amp; Parthenon</td>
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<tr>
<td>9.</td>
<td>Kenny Loggins</td>
<td>Whiner Shade of Pale</td>
</tr>
<tr>
<td>10.</td>
<td>Whitney Houston</td>
<td>&quot;What Becomes of the Broken Hearted&quot;</td>
</tr>
</tbody>
</table>

**DAVID FORMAN, PRESIDENT**
**FIRST MUSIC**

**My "No Burn-Out" Top Ten**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>(alphabetical)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Mary Black, &quot;Columbus&quot;</td>
<td>&quot;Take the Waltz&quot;</td>
</tr>
<tr>
<td>2.</td>
<td>Leonard Cohen, &quot;Dreams&quot;</td>
<td>&quot;Stay&quot;</td>
</tr>
<tr>
<td>3.</td>
<td>Gipsy Kings, &quot;Volaré&quot;</td>
<td>&quot;Walk On By&quot;</td>
</tr>
<tr>
<td>4.</td>
<td>Isaac Hayes, &quot;Woll on By&quot;</td>
<td>&quot;Caruso&quot;</td>
</tr>
<tr>
<td>5.</td>
<td>Bill Medley, &quot;Brown-Eyed Woman&quot;</td>
<td>&quot;White Shade of Pale&quot;</td>
</tr>
<tr>
<td>6.</td>
<td>Poco &amp; Parthenon, &quot;Whiner Shade of Pale&quot;</td>
<td>&quot;What Becomes of the Broken Hearted&quot;</td>
</tr>
<tr>
<td>7.</td>
<td>Steve Winwood, &quot;Face the Music and Dance&quot;</td>
<td>&quot;Celine's music&quot;</td>
</tr>
</tbody>
</table>

**LINDA FRANCESCE, PD/MD**
**WFAS-FM, HARTSDALE, N.Y.**

**Most Important A/C Artists of All-Time**

1. Billy Joel
2. Elton John
3. Paul McCartney
4. Sting
5. Kenny Loggins
6. James Taylor
7. The Eagles
8. Steve Nicks
9. Fleetwood Mac
10. Chicago

**JOE HANN, MD**
**WRCH-HARTFORD, CONN.**

**WRCH's Top 10 A/C Artists of the Past 25 Years**

1. Barbra Streisand
2. Neil Diamond
3. Kenny Rogers
4. Carly Simon
5. The Carpenters
6. Lionel Richie
7. Elton John
8. Billy Joel
9. Whitney Houston
10. Celine Dion

**LOUIS KAPLAN, PD & JULIE NAKAHARA STOECKEL, APD/MD ALICE@97.3 (KLLC) SAN FRANCISCO**

**A/C Songs That Will Live Forever**

"Chronologically...kind of:

1. Hall & Oates, "You Make My Dreams Come True"
2. Barry Manilow, "Weekend in New England"
3. Alan Parsons Project, "Eye in the Sky"

**DANA KEIL, SENIOR DIRECTOR**
**ADULT FORMATS**
**ELEKTRA ENTERTAINMENT**

**Top Ten A/C Songs That Will Live Forever**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>(alphabetical)</th>
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</thead>
<tbody>
<tr>
<td>1.</td>
<td>Michael Bolton, &quot;When I'm Back on My Feet Again&quot;</td>
<td>&quot;Butterfly Kisses&quot;</td>
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<tr>
<td>2.</td>
<td>Toni Braxton, &quot;Unbreak My Heart&quot;</td>
<td>&quot;One Moment in Time&quot;</td>
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<tr>
<td>3.</td>
<td>Eric Clapton, &quot;Tears in Heaven&quot;</td>
<td>&quot;You Light Up My Life&quot;</td>
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<tr>
<td>4.</td>
<td>Sting, &quot;For Your Eyes Only&quot;</td>
<td>&quot;Against All Odds&quot;</td>
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<tr>
<td>5.</td>
<td>Phil Collins, &quot;Against All Odds&quot;</td>
<td>&quot;I Will Always Love You&quot;</td>
</tr>
<tr>
<td>6.</td>
<td>Joe Hannon, &quot;My Heart Will Go On&quot;</td>
<td>&quot;I Will Always Love You&quot;</td>
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</tbody>
</table>

**DEFEINING ARTIST**

**CELINE DION**

"Celine Dion defines the A/C format at present. She's the best singer since Barbra Streisand. She is the core artist at A/C." —JEO HANN, WRCH-HARTFORD

"The artist I think defines A/C Radio is Celine Dion, because she consistently delivers the songs that people want to hear, especially women. And although her ballads are what make it into the Top 10 time and again, she is not limited to them." —BOBBY LINDBERG, KQKR/FM-CARROLL, IOWA

"One artist that defines A/C radio at this point would have to be Celine Dion. She is hot and she is everywhere. She is to the format right now what Barry Manilow, Neil Diamond, Phil Collins, Gloria Estefan, Elton John, and Rod Stewart have been in the past."

—JOHN PATRICK, WBXX (B-95)-BATTLE CREEK, MICH.

"Right now, Celine Dion defines A/C music. Where some formats' strength is based in the rhythm of the music, A/C's strength has always been in the lyrics. That's why a song like 'Butterfly Kisses' can emerge and do so well. There are too many songs released where the music fights the lyrics and you can't understand the words and the message. Celine's music is pure, the lyrics are powerful, and her voice is the best our generation has heard. Celine will carry this format into the new millennium with grace and dignity."

—SCOTT TAYLOR, KOSI-DENVER

**A/C NUMBER ONES**

<table>
<thead>
<tr>
<th>Year</th>
<th>Artist</th>
<th>(alphabetical)</th>
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<tbody>
<tr>
<td>1973</td>
<td>BOBBY GOLDSTERN - Summer (First Time) (UA)</td>
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<tr>
<td>1974</td>
<td>MARIA MULDAUR - Midnight At the Oasis (Reprise)</td>
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<tr>
<td>1975</td>
<td>CAPTAIN &amp; TINNILE - Love Will Keep Us Together (A&amp;M)</td>
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<tr>
<td>1976</td>
<td>CHICAGO - If You Leave Me Now (Columbia/CBS)</td>
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<tr>
<td>1977</td>
<td>BARBRA STREISAND - Evergreen (Columbia/CBS)</td>
<td></td>
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<td>1978</td>
<td>BILLY JOEL - Just the Way You Are (Columbia/CBS)</td>
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<tr>
<td>1979</td>
<td>RAMOLY VANWORMER - Just When I Needed You Most (Bearsville)</td>
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<tr>
<td>1980</td>
<td>KENNY ROGERS - Lady (Liberty)</td>
<td></td>
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<tr>
<td>1981</td>
<td>DIANA ROSS &amp; LIONEL RICHIE - Endless Love (Motown)</td>
<td></td>
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<tr>
<td>1982</td>
<td>CHICAGO - Hard to Say I'm Sorry (EMI/Warner Bros.)</td>
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<td>1983</td>
<td>LIONEL RICHIE - All Night Long (Motown)</td>
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<td>1984</td>
<td>LIONEL RICHIE - Stuck on You (Motown)</td>
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<td>1985</td>
<td>KOOL &amp; THE GANG - Cherish (Relto/Polygram)</td>
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<td>1986</td>
<td>MIAMI SOUND MACHINE - Words Get in the Way (Epic)</td>
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<td>1987</td>
<td>ATLANTIC STARR - Always (Warner Bros.)</td>
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<tr>
<td>1988</td>
<td>BRENDA RUSSELL - Piano in the Dark (A&amp;M)</td>
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<tr>
<td>1989</td>
<td>ROY ORBISON - You Got It (Virgin)</td>
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<tr>
<td>1990</td>
<td>PAUL YOUNG - Oh Girl (Columbia/CBS)</td>
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<tr>
<td>1991</td>
<td>AARON NEVILLE - Everybody Plays the Fool (A&amp;M)</td>
<td></td>
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<tr>
<td>1992</td>
<td>ERIC CLAPTON - Tears in Heaven (Duck/Reprise)</td>
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<tr>
<td>1993</td>
<td>MARIAH CAREY - Dreamlover (Columbia/CBS)</td>
<td></td>
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<td>1994</td>
<td>JOH SEGADA - If You Go (SBK/EMI)</td>
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<td>1995</td>
<td>MARTIN PAGE - In the House of Stone and Light (Mercury)</td>
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<tr>
<td>1996</td>
<td>CELINE DION - Because You Loved Me (Sony Music/Sony)</td>
<td></td>
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<tr>
<td>1997</td>
<td>SHAWN COLVIN - Sunny Came Home (Columbia/CBS)</td>
<td></td>
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</tbody>
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16 • GAVIN December 4, 1998
DEFINING ARTIST

WHITNEY HOUSTON

"Whitney Houston defines A/C Radio for us because anything she sings—fast or slow—becomes a hit and people eat it up! Celine Dion is fast becoming that way, also!" —KEVIN KELLOGG, WBDL-REEDSBURG, WIS.

Top Ten A/C Artists of All-Time
Celine Dion
Whitney Houston
Mariah Carey
Billy Joel
Hall & Oates
Phil Collins
Elton John
Michael Bolton
Barry Manilow
The Beatles

Bette Midler, "Wind Beneath My Wings"
Van Morrison, "Moondance"
Snead O'Connor, "Nothing Compares 2 U"
Paul Young, "Everytime You Go Away"

KEVIN KELLOGG, PD/MD
WBDL-REEDSBURG, WIS.

JON KONJOYAN
JG PROMOTION

Top Ten Favorite A/C Hits That I've Promoted

1. Sting, "If I Ever Lose My Faith in You"
2. K.d. lang, "Constant Craving"
3. Peter Cetera & Chaka Khan, "Feels Like Heaven"
4. The Pretenders, "I'll Stand By You"
5. Annie Lennox, "Why"
6. Radiohead, "High & Dry"
7. Fleetwood Mac, "Landslide"
8. Bonnie Raitt, "You"
10. Suzanne Vega, "Luka"

ANNETTE M. LAI
EDITOR, GAVIN

When Gavin A/C Was Born, I Was Listening To (Among Other Things) (alphabetical)
The Carpenters, "Top of the World"
The Def-April, "It's a Lovebeat"
John Denver, "Rocky Mountain High"
Elton John, "Crocodile Rock"
Donny Osmond, "The Twelfth of Never"
Vicki Lawrence, "The Night the Lights Went Out in Georgia"
Wings, "Live and Let Die"

JERRY A/C-TION CAPTAIN" LEMBO
PRESIDENT, JERRY LEMBO
ENTERTAINMENT GROUP

Ten Special Moments I Remember (From the dozens I will never forget) (alphabetical by artist)
1. Tony Bennett doing MTV Unplugged.
2. Playing charity softball games with the Michael Bolton Bombers.
3. The first time I heard Mariah Carey sing "Vision of Love."
4. Shawn Colvin winning a Grammy Award for "Sunny Came Home."
5. Neil Diamond performing Songs From the Brill Building at Sony Studios.
6. Singing the background vocals to "Goodnight Saigon" with Billy Joel on stage at Madison Square Garden.
7. Getting a thank you hug from Carole King for the airplay on "Now and Forever (from A League of Their Own)."
8. Kenny Loggins' concert From the Redwoods at the Shakespeare Festival Glen, U.C. Santa Cruz, Calif.
9. Barbara Streisand's concert at the MGM Grand in Las Vegas.
10. Watching James Taylor change the strings on his acoustic guitar in his NYC apartment as we prepared for a day of radio visits.

ELAINE LOCATELLI, VP
ADULT FORMATS
COLUMBIA RECORDS

Ten Personal Moments in the Biz
1. Jerry Blair naming me the first female

DEFINING ARTIST

ELTON JOHN

"The one artist that defines A/C Radio is Elton John. Twenty-five years ago, when A/C was started, Elton was a regular of Top 40 Radio. As we, the listeners of pop have grown, so has Elton John and his music. Elton's music has matured and sounds better than ever on A/C Radio."

"One Artist that defines A/C Radio has to be Elton John. From 1970 to the present, his songs continue to touch the Listener. He has a song for almost every emotion and whether it's 'Vintage Elton' or 'Something About the Way You Look Tonight,' or 'The One,' his songs stand the test of time."

"Elton John is the number one artist because he has continued to be tremendously successful throughout all these years. His appeal has never faded and probably never will. He easily can fill any venue around the world for numerous dates. His catalog is as strong as his current and his album sales remain consistent. He is an unbelievable talent who has certainly passed the test of time."

"One artist who defines A/C Radio for me is Elton John due to his mass appeal to all age groups worldwide. You can't make a mistake by putting him on the air."

—MARK RIZZO, ARISTA

—JAMIE WOODS, KOKO-WARRENSBURG, MO.
1. Frank Sinatra, “My Way”

2. Dan Hill, “Sometimes When We Touch”


4. Righteous Bros., “Unchained Melody”

5. Kenny Loggins, “Forever”

6. Whitney Houston, “All at Once”

7. Debby Boone, “You Light Up My Life”

8. Righteous Bros., “You’ve Lost That Lovin’ Feelin’”

9. Rod Stewart, “Have I Told You Lately?”


Michael Martucci
TUCI & ASSOCIATES, INC.

**A/C Songs That Will Live Forever**

1. Frank Sinatra, “My Way”

2. Dan Hill, “Sometimes When We Touch”


4. Righteous Bros., “Unchained Melody”

5. Kenny Loggins, “Forever”

6. Whitney Houston, “All at Once”

7. Debby Boone, “You Light Up My Life”

8. Righteous Bros., “You’ve Lost That Lovin’ Feelin’”

9. Rod Stewart, “Have I Told You Lately?”


**Personal Moments in the Biz**

- Seeing the following perform: Frank Sinatra, Elvis Presley, Diana Ross, The Rolling Stones, the Beatles, Neil Diamond, Barry Manilow, Billy Joel
- Winning the GAVIN Award twice
- Having Michael Bolton thank me on national tv when he won the Grammy for: “How Am I Supposed to Live Without You.”
- Working under the supervision of: Clive Davis, Ray Anderson, John Fagot, and Cashbox magazine’s Marty Oserow.

**People Who Made a Difference in A/C Radio:**

Clive Davis
Ron Fell

Tom Mazetta
MAZZETTA PROMOTION

**People Who Made a Difference in A/C Radio**

- “I’m listing it”
  1. Bill Gavin
  2. Ron Fell
  3. Thoni & Betty Bremenn
  4. Bob Pittman
  5. Mike McVay
  6. Guy Zapoleon
  7. Bobby Hamilton
  8. Henry Gordy
  9. Clive Davis
  10. David Geffen
  11. Eric Norberg

**DEFINING ARTIST**

**Diane Warren**

“Diane Warren is the artist who defines A/C music and radio to me. You may not recognize her voice, her face, or even her name, but her talent has touched the hearts of the A/C audience for years. With diverse vocal tools such as Barbra Streisand, Chicago, Celine Dion, Taylor Dayne, Heart, Aerosmith, Toni Braxton, Michael Bolton, En Vogue, Gloria Estefan, LeAnn Rimes, and more, she inspires souls from 10 to 60 years of age. Her songs capture the innocence and purity of young hearts and comfort those with lyrics of promise and hope. As long as A/C radio strives to touch, bond, and connect with its listeners, Diane Warren’s timeless songs will stay alive for years to come.”

—Dana Keil, KLETRA ENTERTAINMENT

**Jerry Lebow**

“Jon Bon Jovi and Diane Warren. He’s made a lot of hits, but his voice and what he does is amazing. She’s one of the greats.”

—Jerry Lebow, KLETRA ENTERTAINMENT

**KEITH L. MILLER, JR., PD**

**KSN-D NEWPORT, OR**

Top Ten A/C Artists of All-Time

- Michael Bolton
- Whitney Houston
- Celine Dion
- Mariah Carey
- Shania Twain
- LeAnn Rimes
- Madonna
- Britney Spears
- Janet Jackson
- Mariah Carey

**RICK MIZE, STATION MANAGER**

**WOLJ (993.7)-OXFORD/ BATESVILLE, MISS**

**A/C Songs That Will Live Forever**

(Alphabetical)

- Bon Jovi
- Celine Dion
- Guns N’ Roses
- Janet Jackson
- Mariah Carey
- Phil Collins
- Whitney Houston
- Whitney Houston
- James Brown
- Whitney Houston

What A Fool Believes

- The Eagles “Best of My Love”
- Fleetwood Mac “Dreams”

**DEFINING ARTIST**

**Rod Stewart**

“Rod Stewart defines A/C Radio. I can’t think of anyone else (except maybe Phil Collins) who is still making great records for A/C radio 25 years later. Bravo Rod, keep doing it.”

—Andrea Paulini, Windham Hill

“The one artist who defines A/C Radio to me is Rod Stewart. He’s been creating hits for over 25 years and most likely will continue, well into the next millennium. He’s accessible to the entire spectrum of A/C’s demographics and always manages to sound contemporary with his thoroughly unique vocal style.”

—John C. Wada, KFMN-LIHUE, KAUAI, HI.
JAMES TAYLOR

"An arduous task. After careful thought, the quintessential artist in my mind that defines A/C Radio, would have to be: James Taylor. Over the last three decades and aside from his extraordinary showmanship, James' genuine and passionate artistry, which mixes down-to-earth lyrics, melody, and distinctive vocals, continues to be a key component in the A/C Radio format. His recordings will truly be his legacy."

-DAVID FORMAN, FIRST MUSIC

Whitney Houston, "I Will Always Love You"
Elton John, "Your Song"
Journey, "Open Arms"
Bette Midler, "Wind Beneath My Wings"
Rod Stewart, "You're In My Heart"

JOHN PATRICK, PD
WBXX (89-5) BATTLE CREEK, MICH.

People Who Made a Difference in A/C Radio and Why

(Delilah) Delilah. Has helped answer a major problem in A/C radio: What to do at night.

Leeza Gibbons. In a world of numerous countdowns, she takes a different approach and gears her countdown toward entertainment—an excellent match for A/C stations.

Jhani Kaye. Tremendous success and track record in L.A. for a long period of time.

Don Kelly. Program Director of WFYR-Chicago in the mid- to late-'70s, who helped engineer the change of "Fire Radio" from Oldies to A/C, and whose successful 25-54 ratings challenged WLS.

Jerry King. Successful A/C consultant with McVay Media who has an excellent track record in many markets.

Randy Lane. He successfully changed Q101 (WKQX)-Chicago from a mainstream to a Hot A/C in the early '80s to become one of the first Hot A/C stations nationally.

Dave Martin. Music Director and Assistant Program Director of WFYR-Chicago in the late '70s. One of the first full-service FM A/C formats.

Mike McVay. The top A/C consultant in our industry for many years.

Robert W. Morgan. The voice behind The Special of the Week, one of the first syndicated programs to A/C stations.

Fred Winston. One of the first successful FM A/C morning show hosts. After numerous years in Top 40, his switch to the A/C format helped pave the way for other A/Cs to develop personality in the morning.

ANDREA PAULINI, NATIONAL PROMOTION DIRECTOR
WINDHAM HILL RECORDS

Most Important A/C Artists of All-Time
1. Rod Stewart
2. Phil Collins
3. Whitney Houston
4. Mariah Carey
5. Elton John
6. Madonna
7. Billy Joel
8. James Taylor
9. Lionel Richie

JOHN RYAN, PD & BOBBI LINDBERG, MD
KKRL/FR-CARROLL, IOWA

Top 10 A/C Songs That Will Live Forever
1. Whitney Houston, "I Will Always Love You"
2. Shania Twain, "You're Still the One"
3. Celine Dion, "Because You Loved Me"
4. Hoiste & the Blowfish, "Hold My Hand"
5. Journey, "Open Arms"
6. Chicago, "Hard Habit to Break"
7. Bill Medley & Jennifer Warnes, "(I've Had) The Time of My Life"
8. Crosby, Stills & Nash, "Southern Cross"
9. Billy Joel, "Piano Man"
10. Todd Rundgren, "Bang on the Drum All Day"

ANGELA PERELLI, PD
KYSR (98.7)-LOS ANGELES

Top Ten Best "Star Lounge" Performances
10. INXS, "Need You Tonight"
9. Sheryl Crow, "My Favorite Mistake"
8. Hoiste & the Blowfish, "Time"
7. Matchbox 20, "3 am"
6. Brian Setzer Orchestra, "Jump, Jive and Wail"
5. Barenaked Ladies, "One Week"
4. Dave Matthews Band, "Crash Into Me"
3. Edwin McCain, "I'll Be"
2. Savage Garden, "Truly, Madly, Deeply"
1. Sarah McLachlan, "Possession"

DANNY PRESTON, PD
O99.7 (KMBQ)-COOKEVILLE, TENN.

Top Ten Most Important A/C Artists
1. Elton John
2. Rod Stewart
3. Hoiste & the Blowfish
4. Celine Dion
5. Journey
6. Sheryl Crow
7. Phil Collins
8. Chicago
9. Madonna
10. James Taylor

SCOTT STEVENS, PD
WXWD (KICKS 106.9)-COOKEVILLE, TENN.

Top Ten A/C Smooches
1. Bob Carlisle, "Butterfly Kisses"
2. Mary Chapin Carpenter, "Passionate Kisses"
3. Elvis, "Kiss Me All Over"
4. Hall & Oates, "Kiss On My List"
5. Faith Hill, "This Kiss"
6. Bruce Hornsby, "Every Little Kiss"
7. The Manhattans, "Kiss and Say Goodbye"
8. The Nylons, "Kiss Him Goodbye (Na Na Hey Hey)"
9. Seals, "Kiss From A Rose"

MARK RIZZO, VP A/C PROMOTION
ARISTA RECORDS

Top Ten A/C Artists of All-Time
10. Barbra Streisand
9. Bryan Adams
8. Barry Manilow
7. Mariah Carey
6. Phil Collins
5. Celine Dion
4. Whitney Houston
3. Madonna
2. Billy Joel
1. Elton John

BARRY MANILOW

"His lyrics seem to touch and relate to the adult audience."

- MIKE MARTUCCI, Tucci & Associates, Inc.

DE\NFING ARTIST
ELEKTRA

TOP 40

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title (Label)</th>
<th>Weeks</th>
<th>Reports</th>
<th>Atks</th>
<th>SPINS</th>
<th>THREAD</th>
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<tbody>
<tr>
<td>1</td>
<td>SHAWN MULLINS</td>
<td>Little Lacs (Columbia)</td>
<td>13</td>
<td>162</td>
<td>6515</td>
<td>575</td>
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<td>2</td>
<td>THIRD EYE BIRD</td>
<td>Jumpin (Elektra/EGG)</td>
<td>17</td>
<td>159</td>
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<td>222</td>
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<td>3</td>
<td>EAGLE EYE CHERRY</td>
<td>Save Tonight (WGRK)</td>
<td>21</td>
<td>153</td>
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<td>392</td>
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<td>4</td>
<td>ALANIS MORISSETTE</td>
<td>Thank U (Maverick/Reprise)</td>
<td>11</td>
<td>147</td>
<td>6244</td>
<td>553</td>
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<td>JEWEL</td>
<td>Hands (Atlantic)</td>
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<td>155</td>
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<td>SHERRY, DROW</td>
<td>My Favorite Mistake (ACM)</td>
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<td>7</td>
<td>BRITNEY SPEARS</td>
<td>Baby One More Time (Jive)</td>
<td>10</td>
<td>142</td>
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<td>86</td>
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<td>8</td>
<td>GOD GROW DOLLS</td>
<td>Side (Warner Bros.)</td>
<td>13</td>
<td>147</td>
<td>4890</td>
<td>243</td>
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<td>BARENAKED LADIES</td>
<td>One Week (Reprise)</td>
<td>22</td>
<td>120</td>
<td>4836</td>
<td>568</td>
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<td>10</td>
<td>EYE OF_specs</td>
<td>Multichoice (RCA)</td>
<td>19</td>
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<td>4288</td>
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<td>90 DEGREES</td>
<td>Because Of You (Motown)</td>
<td>17</td>
<td>109</td>
<td>3700</td>
<td>89</td>
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<td>12</td>
<td>BRANDY</td>
<td>Have You Ever? (Atlantic)</td>
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<td>122</td>
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<td>SHANIA TWAIN</td>
<td>From This Moment (Mercury)</td>
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<td>N SYNC</td>
<td>Next Must Have Spent A Little More Time (RCA)</td>
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<td>MACONNA</td>
<td>The Power Of Goodbye (Maverick/Warner Bros.)</td>
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<td>GOD GROW DOLLS</td>
<td>Side (Warner Bros.)</td>
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<td>17</td>
<td>FASTBALL</td>
<td>Fire Escape (Hollywood)</td>
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<td>127</td>
<td>3386</td>
<td>112</td>
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<td>18</td>
<td>R. KELLY &amp; CELINE DION</td>
<td>I'm Your Angel (Jive)</td>
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<td>126</td>
<td>3380</td>
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<td>19</td>
<td>AAL NAAH</td>
<td>Are You That Somebody (Atlantic)</td>
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<td>JENNIFER PAIGE</td>
<td>Crush (Edel America/Hollywood)</td>
<td>26</td>
<td>93</td>
<td>3168</td>
<td>171</td>
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</tr>
</tbody>
</table>

30   | NEW RADICALS | You Give Me What I Want (MCA) | 9  | 126 | 7981 | 484 |

 Huge chart jump and positive research = pure pop radio enjoyment.

CHARTBOUND

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title (Label)</th>
<th>Reports</th>
<th>Atks</th>
<th>SPINS</th>
<th>THREAD</th>
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</thead>
<tbody>
<tr>
<td>BACKSTREET BOYS</td>
<td>I'll Never Break Your Heart (Jive)</td>
<td>23</td>
<td>61</td>
<td>1802</td>
<td>674</td>
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<tr>
<td>SEAL</td>
<td>Human (Warner Bros.)</td>
<td>6</td>
<td>70</td>
<td>1567</td>
<td>165</td>
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<tr>
<td>JENNIFER LOVE HERTT</td>
<td>How Do I Deal (Warner Bros.)</td>
<td>4</td>
<td>80</td>
<td>1463</td>
<td>72</td>
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<tr>
<td>MONICA</td>
<td>First Night (Atlantic)</td>
<td>21</td>
<td>48</td>
<td>1240</td>
<td>432</td>
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<tr>
<td>FAMUA</td>
<td>Big Big World (Universal)</td>
<td>4</td>
<td>96</td>
<td>1383</td>
<td>72</td>
</tr>
<tr>
<td>SHAGGY feat. JANET JACKSON</td>
<td>Luv Me Luv Me (MCA)</td>
<td>20</td>
<td>42</td>
<td>1280</td>
<td>46</td>
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<tr>
<td>N SYNC</td>
<td>Tellin' Up My Heart (JCA)</td>
<td>24</td>
<td>49</td>
<td>1245</td>
<td>271</td>
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<td>24</td>
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<td>1245</td>
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**TOP 40 UP & COMING**

<table>
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<th>Rank</th>
<th>Week</th>
<th>Artist/Song Details</th>
<th>Label</th>
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<tbody>
<tr>
<td>55</td>
<td>9</td>
<td>LAURYN HILL - &quot;Doo Wop (That Thing)&quot; (Columbia/CRG)</td>
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<td>54</td>
<td>3</td>
<td>MELANIE AIMEE - &quot;I Never Knew Your Name&quot; (Columbia/CRG)</td>
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<tr>
<td>53</td>
<td>4</td>
<td>SHAWN MULLINS - &quot;Lullaby&quot; (Columbia/CRG)</td>
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<td>52</td>
<td>5</td>
<td>BRUCE GILMER - &quot;Everytime&quot; (Virgin)</td>
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<td>51</td>
<td>6</td>
<td>WENDY CARLSON - &quot;Without You&quot; (RCA)</td>
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**GO STATION PANEL: The GO Chart is based on reports by 90 GAVIN correspondents who are not part of Radio & Record's or Billboard's panels. UNDERLINES indicate upward movement, while RED entries highlight a stronger performance than on the main Top 40 Chart.**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist/Song</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>SHAWN MULLINS - &quot;Lullaby&quot; (Columbia/CRG)</td>
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<tr>
<td>2</td>
<td>THIRD EYE BLIND - &quot;Jumper&quot; (Elektra)</td>
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<tr>
<td>3</td>
<td>EAGLE EYE CHERRY - &quot;Save Tonight&quot; (WORK)</td>
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<tr>
<td>4</td>
<td>ALAN'S MORISSETTE - &quot;Thank U&quot; (Maverick/Reprise)</td>
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<tr>
<td>5</td>
<td>SHeryl CROW - &quot;My Favorite Mistake&quot; (A&amp;M)</td>
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<td>6</td>
<td>JEWEL - &quot;Hands&quot; (Atlantic)</td>
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<td>7</td>
<td>GOD GOD DOLLS - &quot;Slide&quot; (Warner Bros)</td>
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<td>8</td>
<td>BRITNEY SPEARS - &quot;Baby One More Time&quot; (Jive)</td>
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<td>9</td>
<td>BARENAKED LADIES - &quot;One Week&quot; (Reprise)</td>
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<td>10</td>
<td>FASTBALL - &quot;Fire Escape&quot; (Hollywood)</td>
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<td>11</td>
<td>EVIE - &quot;Inside Out&quot; (RCA)</td>
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<td>12</td>
<td>R. KELLY &amp; CÉLINE DION - &quot;I'm Your Angel&quot; (Jive)</td>
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<td>13</td>
<td>MADONNA - &quot;The Power Of Goodbye&quot; (Maverick/Warner Bros)</td>
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<tr>
<td>14</td>
<td>90 DEGREES - &quot;Because Of You (Marilyn Monroe)</td>
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<td>15</td>
<td>SHANIA TWAIN - &quot;From This Moment On (Mercury)</td>
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<td>16</td>
<td>U2 - &quot;Sweetest Thing&quot; (Island)</td>
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<td>17</td>
<td>JENNIFER PAIGE - &quot;Crush&quot; (Edel America/Hollywood)</td>
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<td>18</td>
<td>WHITNEY HOUSTON &amp; MARIAH CAREY - &quot;When You Believe&quot; (DreamWorks/Geffen)</td>
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<td>19</td>
<td>N SYNC - &quot;God Must Have Spent A Little More Time On You&quot; (RCA)</td>
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<tr>
<td>20</td>
<td>BRANDY - &quot;Have You Ever?&quot; (Atlantic)</td>
<td></td>
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<tr>
<td>21</td>
<td>MATCHBOX 20 - &quot;Back 2 Good&quot; (Lava/Atlantic)</td>
<td></td>
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<tr>
<td>22</td>
<td>NEW RADICALS - &quot;You Get What You Give&quot; (MCA)</td>
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<tr>
<td>23</td>
<td>EVERYTHING - &quot;Hoopla&quot; (Blackbird/Sire)</td>
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<tr>
<td>24</td>
<td>SARAH McLACHLAN - &quot;Angel&quot; (Warner Sunset/Reprise)</td>
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<td>25</td>
<td>ALIYAH - &quot;Are You That Somebody&quot; (Atlantic)</td>
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<td>26</td>
<td>GOD GOD DOLLS - &quot;I Am&quot; (Warner Sunset/Reprise)</td>
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<tr>
<td>27</td>
<td>WILL SMITH - &quot;Miami&quot; (Columbia/CRG)</td>
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<td>28</td>
<td>EVERCLEAR - &quot;Father Of Mine&quot; (Capitol)</td>
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<td>SEAL - &quot;Human Being&quot; (Warner Bros)</td>
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<td>30</td>
<td>ALL SAINTS - &quot;Never Ever&quot; (London/Island)</td>
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<td>31</td>
<td>BACKSTREET BOYS - &quot;I'll Never Break Your Heart&quot; (Jive)</td>
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<td>32</td>
<td>FAITH HILL - &quot;This Kiss&quot; (Warner Bros)</td>
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<td>33</td>
<td>MONFARO - &quot;Touch It&quot; (Universal)</td>
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<td>34</td>
<td>JENNIFER LOVE HEWITT - &quot;How Do I Deal&quot; (Warner Bros)</td>
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<td>35</td>
<td>HOOTIE &amp; THE BLOWFISH - &quot;Only Lonely&quot; (Atlantic)</td>
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<td>36</td>
<td>CAKE - &quot;Never There&quot; (Capricorn)</td>
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<td>37</td>
<td>JANET JACKSON - &quot;Everytime&quot; (Virgin)</td>
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<td>38</td>
<td>LENNY KRAVITZ - &quot;Fly Away&quot; (Virgin)</td>
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<td>39</td>
<td>AEROSMITH - &quot;I Don't Want To Miss A Thing&quot; (Columbia/CRG)</td>
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<tr>
<td>40</td>
<td>EDWIN McCAY - &quot;I'll Be&quot; (Lava/Atlantic)</td>
<td></td>
</tr>
</tbody>
</table>


**On in Five, Mr. Loaf...**

Caught backstage at the taping of VH1's Meat Loaf: Storytellers are (l-r): VH1 Senior VP Jeff Gaspin, Meat Loaf, VH1 Pres John Sykes, Storytellers Exec. Producer Bill Flanagan, VH1 VP Bruce Gilmer.
### New Mainstream

#### Most Added

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whitney Houston w/ F. Evans &amp; K. Price</td>
<td>(12)同様に</td>
<td>TO (7)</td>
</tr>
<tr>
<td>*Blackstreet/Mya (5)</td>
<td>*Big Punisher (5)</td>
<td>*Backstreet Boys (5)</td>
</tr>
</tbody>
</table>

#### Top Tip

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whitney Houston</td>
<td>&quot;Heartbreak Hotel&quot;</td>
<td>(Arista)</td>
</tr>
</tbody>
</table>

This is the track that radio is talking about.

#### Radio Says

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cher</td>
<td>&quot;Believe&quot;</td>
<td>(Warner Bros.)</td>
</tr>
</tbody>
</table>

"I believe that 'Believe' will be unbelievable."
—Shy Walker, OM/PD, WXXP (Party 105)-Long Island

### Rhythm Crossover

#### Chart Bound

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<tbody>
<tr>
<td>Whitney Houston</td>
<td>&quot;Heartbreak Hotel&quot;</td>
<td>(Arista)</td>
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<tr>
<td>Uncle Sam</td>
<td>&quot;I See You Smile&quot;</td>
<td>(Stones Creek/Epic)</td>
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<tr>
<td>Backstreet Boys</td>
<td>&quot;All I Have To Give&quot;</td>
<td>(Jive)</td>
</tr>
<tr>
<td>TQ</td>
<td>&quot;Bye Bye Baby&quot;</td>
<td>(Epic)</td>
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<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
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<tbody>
<tr>
<td>Aaron Hall</td>
<td>&quot;All The Places I'll Kiss You&quot;</td>
<td>(MCA)</td>
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#### C-Money

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
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<tbody>
<tr>
<td>C-Money</td>
<td>&quot;MIXOLOGY&quot;</td>
<td>(C-Money Records)</td>
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#### DJ Warren Peace

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>TLC</td>
<td>&quot;Silly Ho&quot;</td>
<td>(LaFace)</td>
</tr>
</tbody>
</table>

"It's cool and the southern bounce continues."

#### For the Record

"Callout on R Kelly & Celine kicked in this week, looking very solid."

—Andy Shane, APD/MD, WKTV-New York

"Believe" by Cher is a hit record...hooky as hell, with adult female appeal...and that tempo thing ain't bad, neither.

—Alex Tear, PD, WORD-Detroit

"Take Me There" by Blackstreet & Mya is Top 2 phones and showing Top 5 potential in callout.

—Cat Collins, PD, KS107.5-Denver

"My gut is telling me that 'Bye Bye Baby' by TQ is going to be huge."

—Orlando, MD, Wild 98.7-Tampa

"The new Cher record is blowing up #1 phones after a limited number of plays."

—John McDaniel, PD, CBS-Seattle

"Wow! Backstreet Boys' All I Have To Give' is bigger than my Mom and Grandma combined!"

—Cat Thomas, PD, KLUC-Las Vegas
### HOT A/C

<table>
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<tr>
<th>MW TW</th>
<th>Artist</th>
<th>Title</th>
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<tr>
<td>1</td>
<td>SHAWN MULLINS</td>
<td>Life/Bye (Columbia/CSG)</td>
<td>121</td>
<td>900</td>
<td>+672</td>
<td>+12</td>
<td></td>
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<tr>
<td>2</td>
<td>ALANIS MORISSETTE</td>
<td>Thank U (Maverick/Reprise)</td>
<td>120</td>
<td>1500</td>
<td>+248</td>
<td>+10</td>
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<td>3</td>
<td>JEWEL</td>
<td>Hands (Atlantic)</td>
<td>124</td>
<td>1300</td>
<td>+240</td>
<td>+22</td>
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<td>4</td>
<td>JERRY CROW</td>
<td>My Favorite Mistake (A&amp;M)</td>
<td>116</td>
<td>1200</td>
<td>+139</td>
<td>+81</td>
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<td></td>
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<tr>
<td>5</td>
<td>EAGLE EYE CHERRY</td>
<td>Save Tonight (WORK)</td>
<td>118</td>
<td>1300</td>
<td>+58</td>
<td>+81</td>
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<tr>
<td>6</td>
<td>THIRD EYE BLIND</td>
<td>Jumper (Elektra)</td>
<td>102</td>
<td>1300</td>
<td>+100</td>
<td>+73</td>
<td></td>
<td></td>
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<tr>
<td>7</td>
<td>BARENAKED LADIES</td>
<td>One Week (Reprise)</td>
<td>94</td>
<td>1200</td>
<td>0</td>
<td>+90</td>
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<tr>
<td>8</td>
<td>OAP DOLLS</td>
<td>Slide (Warner Bros.)</td>
<td>104</td>
<td>1100</td>
<td>+106</td>
<td>+83</td>
<td></td>
<td></td>
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<tr>
<td>9</td>
<td>DOO DOO DOLLS</td>
<td>I'm (Warner Sunset/Reprise)</td>
<td>86</td>
<td>800</td>
<td>+101</td>
<td>+70</td>
<td></td>
<td></td>
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<tr>
<td>10</td>
<td>SARAH McLACHLAN</td>
<td>Angel (Warner Sunset/Reprise)</td>
<td>165</td>
<td>900</td>
<td>+359</td>
<td>+20</td>
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<td></td>
</tr>
</tbody>
</table>

From the "City of Angels" soundtrack, radio reporting huge jumps this week.

**BARENAKED LADIES (17)**

**KHALEEL (12)**

**NATALIE IMBRUGLIA (8)**

**SARAH McLACHLAN (7)**

**U2 (6)**

### TOP TIP

**KHALEEL**

"No Mercy" (Hollywood)

Infectious, melodic, hypnotic—new this week at KZOO, WSKY, KIBIT, etc. Already performing at KSIR, KFMB, WBXM, and KDVM.

### RAVES continued


****

**JIM BRICKMAN FEAT. MICHAEL W. SMITH**

"Love of My Life" (Windham Hill)

It's an early Christmas/Hannukah gift for A/C radio—the first single from core artist Jim Brickman's new CD *Destiny* (set to drop January 26). Giving voice to Brickman's piano artist this time around is Michael W. Smith, himself no stranger to A/C audiences. Once again, a heartfelt love song from someone who knows just what the format loves. Should be in heavy rotation just in time for Valentine's Day.

### HOLE

"Malibu" (DG)

Courney and friends cordially invite you to come frolic near the ocean. Well, maybe "frolic" isn't exactly the word I'm searching for, because the single's up-tempo, pop-sounding production counterbalances darker, lovelorn subject matter.

Continued on page 26

### CHARTBOUND

<table>
<thead>
<tr>
<th>Report</th>
<th>Artwork</th>
<th>Title</th>
<th>Label</th>
<th>Format</th>
<th>Report</th>
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<th>SPINS</th>
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<tbody>
<tr>
<td>48</td>
<td>1282</td>
<td>&quot;My Little Secret&quot;</td>
<td>&quot;No Mercy&quot;</td>
<td>(Mercury)</td>
<td>900</td>
<td>+672</td>
<td>+12</td>
<td></td>
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<tr>
<td>49</td>
<td>1283</td>
<td>&quot;Time&quot;</td>
<td>&quot;To Be&quot;</td>
<td>(Atlantic)</td>
<td>900</td>
<td>+600</td>
<td>+9</td>
<td></td>
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<tr>
<td>50</td>
<td>1284</td>
<td>&quot;Summer&quot;</td>
<td>&quot;Summer of '69&quot;</td>
<td>(Atlantic)</td>
<td>900</td>
<td>+500</td>
<td>+24</td>
<td></td>
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<tr>
<td>51</td>
<td>1285</td>
<td>&quot;You Are&quot;</td>
<td>&quot;Shake It&quot;</td>
<td>(Warner Sunset/Reprise)</td>
<td>900</td>
<td>+400</td>
<td>+12</td>
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<tr>
<td>52</td>
<td>1286</td>
<td>&quot;The One&quot;</td>
<td>&quot;The One&quot;</td>
<td>(Reprise)</td>
<td>900</td>
<td>+300</td>
<td>+8</td>
<td></td>
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**ARTIST PROFILE**

**MARY GRIFFIN**

**CURRENT SINGLE**

"Knock on Wood"

**LABEL** Curb, but song is also available on the "Music from the Miramar Motion Picture, Vol. 1 on Tommy Boy"

**PROMOTION CONTACT** Clair Parr

**HOMETOWN** Monroe, La.

**DESTINED FOR SUCCESS** "When Mary Griffin was a little girl, she used to pretend she was Aretha Franklin or Diana Ross. When she wasn't pretending to be Diana, she and her sisters were pretending to be the Pointer Sisters or Sister Sledge."  
—News-Star, September 4, 1998

**FIGHTING FOR A CAUSE** Mary Griffin performed with the likes of Laura Branigan, Linda Imperial, and Snap's Thea Austin at the closing ceremonies of the AIDS Walk San Diego in early October. Mary on her musical style: "It's kind of melancholy. My singing style is like Whitney Houston's but with more of a Gladys Knight/R&B feel to it. I do a lot of ballads rather than upbeat, hip hop tracks. I'm a young person with an old soul, and my music is soulful."  
—Sophisticate's Black Hair

**WHEN WOULD YOU MOST LIKE TO COLLABORATE?** "Aretha Franklin. We are both ministers' daughters, and I would like to know how she has done it all."  
FUTURE AMBITIONS: "Acting, singing on stage on Broadway...the works!"

Compiled by Melissa Potenz

**Gavin** December 4, 1998 • 23
### New Mainstream

#### Adult Contemporary

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TRACK</th>
<th>WEEKS</th>
<th>REPORTS</th>
<th>ADDS</th>
<th>SPINS</th>
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<td>Shania Twain</td>
<td>From This Moment On (Mercury)</td>
<td>15</td>
<td>156</td>
<td>0</td>
<td>3916</td>
<td>-147</td>
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<tr>
<td>Phil Collins</td>
<td>True Colours (Atlantic)</td>
<td>12</td>
<td>159</td>
<td>1</td>
<td>3835</td>
<td>-58</td>
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<tr>
<td>R. Kelly &amp; Celine Dion</td>
<td>I'm Your Angel (Live)</td>
<td>8</td>
<td>154</td>
<td>1</td>
<td>3796</td>
<td>+117</td>
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<tr>
<td>Whitney Houston &amp; Mariah Carey</td>
<td>When You Believe (DreamWorks/Geffen)</td>
<td>5</td>
<td>153</td>
<td>10</td>
<td>3173</td>
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<td>Jewel</td>
<td>Hands (Atlantic)</td>
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<td>125</td>
<td>6</td>
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<td>LeAnn Rimes</td>
<td>Feels Like Home (MCG/Curt)</td>
<td>17</td>
<td>126</td>
<td>1</td>
<td>2754</td>
<td>-11</td>
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<tr>
<td>Faith Hill</td>
<td>This Kiss ( Warner Bros.)</td>
<td>21</td>
<td>98</td>
<td>1</td>
<td>2163</td>
<td>-108</td>
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<tr>
<td>Edwin McCain</td>
<td>I'll Be (Lavant/Atlantic)</td>
<td>56</td>
<td>96</td>
<td>2</td>
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<td>Backstreet Boys</td>
<td>I'll Never Break Your Heart (Jive)</td>
<td>23</td>
<td>96</td>
<td>0</td>
<td>2104</td>
<td>-135</td>
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<tr>
<td>Lionel Richie</td>
<td>I Hear Your Voice (Mercury)</td>
<td>12</td>
<td>107</td>
<td>2</td>
<td>1951</td>
<td>+39</td>
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<td>David Cassidy</td>
<td>No Bridge I Wouldn't Cross (Glama Jaime)</td>
<td>12</td>
<td>96</td>
<td>7</td>
<td>1845</td>
<td>+17</td>
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<td>Marilyn Scott</td>
<td>The Last Day ( Warner Bros.)</td>
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<td>100</td>
<td>5</td>
<td>1842</td>
<td>+72</td>
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<td>Madonna</td>
<td>The Power Of Goodbye (Maverick/ Warner Bros.)</td>
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<td>97</td>
<td>3</td>
<td>1727</td>
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<td>Sheryl Crow</td>
<td>My Favorite Mistake (A&amp;M)</td>
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<td>68</td>
<td>0</td>
<td>1726</td>
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<td>USA Molina</td>
<td>I Would Walk Thru Fire (Wave Entertainment)</td>
<td>14</td>
<td>70</td>
<td>7</td>
<td>1721</td>
<td>-215</td>
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<tr>
<td>Sarah McLachlan</td>
<td>Angel ( Warner Suntact/Reprise)</td>
<td>9</td>
<td>102</td>
<td>18</td>
<td>1710</td>
<td>+406</td>
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</tbody>
</table>

**Most Added**

- **John Tesh Project** (50)
- **Alto Reed** (29)
- **Kenny Rogers** (21)
- **Sarah McLachlan** (18)
- **Diana Krall** (17)

**Top Tip**

**Hootie and the Blowfish**

"Only Lonely" (Atlantic)

C'mon, it's Hootie for crying our loud.

**Radio Says**

**Jewel**

"Hands" (Atlantic)

Great response to "Hands" by Jewel; women identify with her experiences and with her music.

---

Tony Coles, APD/MD, KBIG-Los Angeles

---

**Artist Profile**

**Jon-Paul & Rich**

**Current single:** "Rain"

**Label:** National

These identical twins were born on June 26, 1977 in Newburgh, N.Y. *What radio stations did you grow up listening to?"* Hor

- 97.1, K104 7, 98.7 Kiss, and 100.3 - Jon-Paul & Rich

**Major musical influences:**

- Early Luther Vandross, Babyface, Prince, Alina Morissette, Boyz II Men, Stevie Wonder - Jon-Paul,
- "Sly and the Family Stone, Whitney Houston, Mariah Carey, R. Kelly, and Alina Morissette" - Rich

**Earliest childhood memory:**

- Making mudballs with my mother while we tried to balance turnpennen on our heads. - Jon-Paul,
- "Spilling a gallon of olive oil on my mother's kitchen floor and swimming in it with my brother when I was two. - Rich"

**Most successful acting career, most musical career, and still stays close with her family."* - Rich

---

**Charts**

**chartBound**

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>TRACK</th>
<th>REPORTS</th>
<th>ADDS</th>
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<td>Lani Hall</td>
<td>Meant to Be (Windham Hill)</td>
<td>39</td>
<td>54</td>
<td>526</td>
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<td>Kenny Rogers</td>
<td>It's Not Just Christmas (Dreamcatcher)</td>
<td>37</td>
<td>21</td>
<td>360</td>
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<tr>
<td>Wirewood</td>
<td>Inside Screaming (Telco)</td>
<td>36</td>
<td>3</td>
<td>594</td>
<td>+46</td>
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<td>Monica</td>
<td>Angel of Mine (Atlantic)</td>
<td>36</td>
<td>7</td>
<td>354</td>
<td>+96</td>
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<tr>
<td>Hootie &amp; the Blowfish</td>
<td>Only Lonely (Atlantic)</td>
<td>35</td>
<td>9</td>
<td>560</td>
<td>+176</td>
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</tbody>
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---

**Spincrease**

- Whitney & Mariah
- John Tesh Project
- Sarah McLachlan
- Kenny Rogers
- Alto Reed

---

*Compiled by Melissa Pinzatti*
GREGG SWANN

"Spinning"

From the debut album

"DIZZY At The DOOR"

Already "Spinning" at:

KATW
KEZU
KIZZ
KLKC
KNTI
KOJM
KOKO
KZXR
WAWV
WBLG
WDMG
WFRO
WJDF
WKXD
WOYS
WSFW
WSNU

#6 MOST ADDED A/C SINGLE!

Recommended by the Adult Contemporary Music Research Letter

A/C & Hot A/C Add Now!

www.GreggSwann.com

"Spinning" was Produced by Jerry Pilato. Mixed by Rob Freeman & Dennis Hetzendorfer. Mastered by Andy Van Dette/Masterdisk.
Dalin Records is nationally distributed by: Rock Bottom, Inc. and Paulstarr Distributors.
Album to be released on Dec. 15!
Now playing at Modern A/C, headed to Top 40 in January.

**NSYNC**
"Merry Christmas, Happy Holidays" (RCA)
No artists are more popular at Top 40 radio right now than the one-two punch of the Backstreet Boys and NSYNC. Judging by the title alone, the guys have all their Yule tide bases covered. Sure, it's a holiday-themed record, but it's actually good; one you'll be pulling out and playing same time next year...and the year after that.

**HEATHER NOVA**
"Heart and Shoulder" (Big Cat/Work)
The soaring voice and intelligent lyrics emanating from singer-songwriter Nova is a custom fit for today's musically aware Modern A/C listener. Check out the entire album, *Heart...* On your desk right now...go find it.

**BUS STOP**
"You Ain't Seen Nothing Yet" (AAWT)
Pretty gutsy move—re-engineering a sacred 1970s classic into a new, millennium-style dance record—but this British trip pulls it off bigtime. It doesn't hurt that they invited Randy Bachman to sing along and pump out those familiar power chords.

---

**A/C UP & COMING**

<table>
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<tr>
<th>No.</th>
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<th>Title</th>
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<td>ZAK DANIELS &amp; ONE EYED SNAKES</td>
<td>Tombstone Hat (Big Water)</td>
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<td>35</td>
<td>SEAL</td>
<td>Human Beings</td>
<td>Warner Bros.</td>
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<td>BIC Runga</td>
<td>Sway (Columbia/GRP)</td>
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<td>JOHN PURCELL</td>
<td>Better Way To Die (Jackal)</td>
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<td>DINNER JUNKIES</td>
<td>X (Lucy Say Goodbye)</td>
<td>Q (Warner)</td>
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<td>NEIL DIAMOND</td>
<td>As Time Goes By (Columbia/GRP)</td>
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<td>JENNIFER PAIGE</td>
<td>Crush (Ede/America/Hollywood)</td>
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<td>22</td>
<td>CAROLE KING</td>
<td>Anyone At All (Acapella)</td>
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<td>30</td>
<td>DIONNE WARWICK</td>
<td>I Promise You (River North)</td>
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<td>29</td>
<td>THE REGULARS</td>
<td>Sweet Sustain (Southbound)</td>
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<td>29</td>
<td>JON BARE</td>
<td>Clam bake (Viva Truth)</td>
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<td>28</td>
<td>STEVE PERRY</td>
<td>I Stand Alone (Atlantic)</td>
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<td>PEABO BRYSON</td>
<td>My Heart Belongs To You (Windham Hill)</td>
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<td>26</td>
<td>IVORY ROSE</td>
<td>I'll Really Love To See You Tonight (Niki)</td>
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<td>SUNPOWER ORCHESTRA</td>
<td>A Peaceless Blessing (Sunpower)</td>
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<td>SIMON APPLE</td>
<td>Scenes Of December (Trunk)</td>
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<td>25</td>
<td>CHICAGO</td>
<td>Little Drummer Boy (Chicago)</td>
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<td>TONY MASCALO</td>
<td>Night Wind (Modern Voices)</td>
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<td>GOO GOO DOLLS</td>
<td>Slide (Warner Bros.)</td>
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<td>&quot;N SYNC</td>
<td>I'd Really Love To Do More Time On You (RCA)</td>
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<td>FASTBALL</td>
<td>Free Escape Hollywood</td>
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<td>ROADSIDE ATTRACTION</td>
<td>Flat World (Headup)</td>
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<td>J.OSSORNE &amp; S.EASTON</td>
<td>The Place Where We Belong (Windham Hill)</td>
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<td>BOB JOHNSTON</td>
<td>Kissing In The Moonlight (Columbia)</td>
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<td>THIRD EYE BLIND</td>
<td>Jumper (Epic/EG)</td>
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<td>17</td>
<td>TRINITY</td>
<td>Sweetest Thing (Epic)</td>
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<td>17</td>
<td>BOB CARLISLE</td>
<td>Father's Love (CMA)</td>
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<td>16</td>
<td>SIMON DANIELS</td>
<td>Hand In Hand</td>
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<td>16</td>
<td>CHRISTMAS IN THE AIR</td>
<td>Jingle Bell (RCA)</td>
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<td>GREGG SWANN</td>
<td>Spinning (Dain)</td>
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<td>15</td>
<td>TRINA</td>
<td>The Air (Til I Break My Heart)</td>
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</tbody>
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**BEATS continued**

...
**NEW MAINSTREAM**

**MOST ADDED**

**WEST COAST**

- **TEVIN CAMPBELL (51)** "Another Day" (Dreamworks/Geffen)
  - Including: KDKO, WMNX, WPAL, KJLZ, WPFX, KBCE, KBZD, KZWA, KJUX, KRUA, KJGO, KMJX, KJLA, WPFX, WPAL, WPAL, WWDM, WRNB, WJZD, WPAL, WJZD, WPAL, WPAL

- **BRIAN MCKNIGHT** +34 "Hold Me" (Motown)
  - Including: JERMAINE DUPRI & KEITH SWEAT (28) "Going Home With Me - (So So Def/DMC) (NO. 1)

**SOUTHWEST**

- **MONICA** +78 "Angel Of Mine" (Arista)
  - Including: JERMAINE DUPRI & KEITH SWEAT (28) "Going Home With Me - (So So Def/DMC) (NO. 1)

- **BLACK A/C** "Another Day" (Motown)
  - Including: JERMAINE DUPRI & KEITH SWEAT (28) "Going Home With Me - (So So Def/DMC) (NO. 1)

**SOUTHEAST**

- **CAROLINAS/VIRGINIA**
  - **BOYD II MEN** +76 "I Will Get There" (Dreamworks/Geffen)
    - Including: JERMAINE DUPRI & KEITH SWEAT (28) "Going Home With Me - (So So Def/DMC) (NO. 1)

**TOP TEN SPINZ**

1. **DEBORAH COX** "Nobody's Supposed To Be Here" (Motown) 2662 2858
2. **BRANDY** "Have You Ever?" (Atlantic) 3222 3801
3. **FAITH EVANS** "Like This" 2515 2815
4. **AARON HALL** "All The Places I Will Kiss You" (Dreamworks/Geffen) 2220 2326
5. **DRU HILL** "These Are The Times" (Island) 2047 2297
6. **KIRK FRANKLIN** "Lean On Me" (Interscope) 2044 2805
7. **DIVINE** "Lately" 2012 2342
8. **JAY-Z** "Can I Get A..." 2002 2025
9. **TOTAL** "Trippin'" 1782 1939
10. **CASE & JOE** "Fused" (Motown) 1693 1901

**SPINZ LAST WEEK**

**SPINZ THIS WEEK**

**ARTIST PROFILE**

**TOTAL**

- **ARISTA RECORDS**
- **CONTACT:** Donna Torrence (212) 830-2238
- **FROM:** New Jersey
- **CURRENT SINGLES:** "Trippin'" (currently #9 on Top Ten Spinz and gaining)

- **AN EASY FACT:** Total was the first female group signed to Bad Boy Entertainment.

- **THE UPSET:** After breaking through in 1996 with a gold-selling, self-titled debut album, Total returns with a sophomore effort. Kims, Kesha and Pam—named for the members of the fabled Hootenanny trio—on Bad Boy Entertainment/Arista Records. The first single, "Trippin'," was produced by Missy Elliot, who was also responsible for the group's platinum-selling single "What About Us." Sean "Puffy" Combs and R. Kelly also lend their production skills, so watch for hot follow-up singles like "Swing Home" and "Move to Fast." With Total's three-part harmonies sung over hip-hop beats, and their bold-yet-elegant image as sharp as ever, it's as if they never left the airwaves...but, promises Kesha, we should expect a few surprises, as well. "On this record we are determined to explore our various individual personas, yet still keep it Total."

—Compiled by Ayoka Medlock

GAVIN December 4, 1998 • 27
So So Def has wrapped up today's brightest stars.

Featuring:
Kenny Lattimore  Brian McKnight
Xscape  Tamia
K-Ci and JoJo  Gerald Levert
Alicia Keys  Trina Broussard
Voices Of Soul  Trey Lorenz
Chaka Khan  NeeNa Lee
Faith  Jagged Edge

"In Love At Christmas" by K-Ci And JoJo
and "Someday At Christmas" by Voices Of Soul
IMPACTING RADIO NOW!

Executive Producers: Jermaine Dupri, Michael Mauldin and Samuel J. Sapp III.
When the West Coast got busy in the rap game, its artists introduced and refined certain concepts, including hardcore street rhymes and the recycling of classic funk sounds. One of the architects of the West Coast funk sounds has been songwriter/rapper/producer DJ Quik, who releases his solo project, Rhythm-al-ism, on Profile/Arista this month. The project contains all the hallmarks of West Coast style without referring to East Coast/West Coast rivalries; there's plenty of funk, plenty that's hardcore, and plenty that's plain fun, says Quik.

"In a sense, this record is about musical diversity. There wasn't a whole lot of attention to a concept lyrically, because the music was just so much fun to do," Quik explains. "The album is pretty much about musical space, there are a lot of things, like percussion and guitar, that are intricately spaced...in their own little world, rather than a big sound that's crowded."

The first release after Arista's acquisition of pioneering New York rap label Profile, Rhythm-al-ism also represents an emotional and creative cleansing. "This album was inspired by a whole lotta heartbreak. I'm glad this album is coming out so I can finally give birth to it and get it out of me...there was a lot of tragic shit going on," Quik says. "You have El DeBarge singing to men, conscious aware stuff to the neighborhood homes, and 2nd II None is back having fun lyrically, and musically everyone expected us to come back with some funky crazy shit but we came back light, with some Latin, Brazilian type shit. Having fun, being weird."

With sophisticated arrangements and Quik's own lyrical flow, the album ranges from funk to jazz to Latin, with guest appearances by Suga Free, Peter Gunz, newcomer Mausberg, and Playa Hann. True to standards set on previous albums, Quik's latest is about the "kitty cat," with a host of lascivious cameos from Snoop Dogg, Nate Dogg, El DeBarge, AMG, 2nd II None, and Hi-C. The track was the result of a chance meeting with Snoop and Nate at the recording studio. "Snoop blazed up a fat one, we lit some incense and changed the energy in the room, and we started writing the dirtiest song this side of creation," laughs Quik.

Born Dante Blake in Compton, Quik emerged in 1991 with the solo release Quik Is The Name, which reached near-platinum sales levels. He went on to produce the group Second II None, contributed his production skills to Snoop's "Murder Was The Case" track, 2Pac's All Eyez On Me album, and tracks by Shaquille O'Neal, Tony Toni Tone, Suga Free, and more. His own followup albums, Dollars & Sense and Suga & Sound, advanced his production and instrumental skills. On Rhythm-al-ism, Quik plays a majority of the instruments. But Quik would be the last to brag.

"Personally I live by this axiom: there's a fine line between honesty and vanity, and I don't know when I'm crossing it," he says.

DJ Quik Unleashes the Rhythm

Though he won't elaborate, he does say that, instead of channeling his bitterness and anger into the lyrics, he preferred to create "filthy, one-sided, one-dimensional, wild, simple shit—not some save-the-world, whoop-de-whoop thing." Otherwise, he says, "I would have made a record that I couldn't live with."

The first single is the light and flirty "Hand in Hand," which is currently being heard on commercial stations. "That record is like an oxymoron in itself," the babyfaced producer says smoothly. "It's the lightest shit, but it's got some truth in it, though it's not deep."

MIX SHOW Real Spins

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<tr>
<th>LV</th>
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<th>Artist/Album</th>
<th>Station</th>
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<td>1</td>
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<td>OUTKAST - Rosa Parks (LaFace/Arista)</td>
<td>78</td>
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<td>2</td>
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<td>JAY-Z - Hard Knock Life ( Roc-A-Fella/Def Jam)</td>
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<td>18</td>
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<td>DMX - How's It Goin' Down (Def Jam/Murcury)</td>
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<td>LAURYN HILL - Doo Wop (That Thing) (RCA/Ruffhouse/Columbia/CRG)</td>
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<td>LUDACRIS &amp; P DIDDY - Over Me (Love) (Interscope)</td>
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<td>BLACK EYED PEAS - Joints &amp; Jams (Interscope)</td>
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<td>JUVENILE - Hip Hop (Universal/MCA)</td>
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<td>A TRIBE CALLED QUEST - Find A Way (Steppin It Up Live) (Jive)</td>
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<td>KID CADI - Follow Me feat. Buckhead (Columbia/CRG)</td>
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<td>BRANDO NUBIAN - Don't Let It Go To Your Head (Arista)</td>
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<td>BIZZY BONE - Thugs Cry (MCA)</td>
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<td>9</td>
<td>12</td>
<td>J.D. FEAT. JAY Z - Money Ain't A Thing (Columbia/CRG)</td>
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<td>ALL CITY - The Hot Joint (MCA)</td>
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<td>NORTHERN - Superthug (Penalty Recordings)</td>
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<td>MASTER.P - &quot;Thug Girl&quot; (No Limit/Priority)</td>
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<td>TIMBALAND &amp; MAGO - Here We Come (Backgroound Ent./Atlantic)</td>
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<td>JAY-Z - Can I Get A (Roc-A-Fella/Def Jam)</td>
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<td>MACK 10 - Money's Just A Touch Away (Priority)</td>
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<td>ICE CUBE - Pulpin' Weight (Priority)</td>
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<td>19</td>
<td>20</td>
<td>NO GOOD AND JIGGIE - Lizard Lizard featuring Luke (Loud)</td>
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last week, Sony Legacy’s Jeff Jones walked us through the process, shedding light on the marketing and promotional ingredients needed to make a reissue project succeed. This week, we ask the bigger question: How do artists end up with the Legacy stamp? Like blues legend Robert Johnson or Boz Scaggs, must they die or leave the label? Jones insists there’s no chiseled-in-stone rule of thumb, since any release could easily become an exception.

“There’s no real criteria that decides whether a release should be a Legacy title,” Jones says. “For instance, we product-managed, helped promote to the press, and worked the new Bob Dylan [Live 1966] release through the Sony distribution system. Bob’s obviously still very much alive and very much with the label.”

“The Legacy staff also assisted in Neil Diamond’s five-boxset, which included masters from the Bang, MCA, and Columbia labels. This led us to wonder: about the process of a boxset—who participates? At the moment, for instance, Legacy has a Stevie Ray Vaughan box on the drawing boards.

“First we meet with Epic,” Jones explains, outlining the process. “Then we meet with the product manager who has handled Stevie’s records so far. We put ourselves in the loop. Next we create a set of repertoire and work with both Epic and Jimmie Vaughan to decide what’s going to be on the collection.

“Once we get that sorted out—which we’re in the process of doing now—we assign an art director. For the packaging, we research and find photographs. We’re working internally with writers at Epic’s Media Relations department.’’

Andy Schwartz will be the editorial director of the Vaughan project, while Mark Feldman of Legacy will be the Product Manager of the set. According to Jones, Legacy’s goal is to be an integral part of Sony’s structure, one that allows labels to concentrate on new and contemporary artists by leaving a reissue to them, while keeping the companies apprised of both creative and budgetary progress.

Upcoming Legacy releases include an Isley Brothers 3 CD set in January, Stevie Ray Vaughan’s box “hopefully” in March, and more expanded and remastered Bob Dylan editions next spring or summer. Sony also plans to celebrate Duke Ellington’s 100th Birthday in 1999, and will re-examine the catalogs of Carole King, Taj Mahal, Janis Joplin, and Ted Nugent. Something special also lurks in the wings to celebrate Sony’s 100th anniversary releasing music.

“There will be a fantastic millennium boxset, celebrating 100 years of Sony music, but we’ll talk more about that later,” Jones says cryptically.

One hundred years of music spans many different genres, so we asked Jones to comment on a few recent Legacy releases.

CHEAP TRICK
“Lots of fun. We worked very closely with the brand and their management. They’ve been out supporting the records on the road, performing entire records during three-night stands, selling out in San Francisco, Seattle, and New York. Bands like Smashing Pumpkins and Pearl Jam opened for them. We found a lot of extra material when searching the vaults. Ten multi-track reels made up the first Cheap Trick record alone.”

BOB DYLAN, LIVE 1966
“It’s never been out in this complete form. Dylan’s office had the tapes. We remixed it since it was never released. It almost came out a couple of years ago. The week it came out, it was the highest debut, SoundScanning 39,000 copies that first week. Tell your radio stations that Triple A should be playing this record! 40,000 people—your core: Triple A audience—just shelled out $30 to buy this record!”

SANTANA
“We have a great relationship with Carlos and his management team. The last single disc Best of Santana came out in 1970. We came up with what we thought was the best track listing and found the original tapes. The package is contemporary and classy, and we sold almost 300,000 copies. Every week we sell 4,000 pieces.”

SIMON AND GARFUNKEL
“Paul Simon didn’t support us, nor did he get in the way. It would have helped had he been more positive. Art Garfunkel was a dream—fantastic, helpful, and proud of the work. We sold over 100,000 copies. Mastering worked hard and the reviews we got were sensational, saying the records never sounded better.”

MARVIN GAYE
“This release features a second album of unreleased versions and tracks and a lot of hidden studio material. We worked with David Ritz, who wrote ‘Sexual Healing’ with Marvin. We included click tracks of Marvin recording in his bedroom. We wanted to give people an expanded edition.”

BOZ SCAGGS
“We wanted to do a set that started with ‘Low Me A Dime’ and finished with the most recent Virgin record, giving people a career retrospective of Boz. Boz approved all the photographs and the liner notes. He didn’t give us unreleased material. Some artists are like that, which is fine.”

TAJ MAHAL
“A beautiful set that took a long time—a year and a half—to get it right. Taj was really patient. Adam Block, my VP of Marketing, put lots of sweat, love, and passion into that set, and it looks it. Taj is very pleased with it.”

December 4, 1998 GAVIN • 31
The Music Cartel Signs North American Deal With UK’s Rise Above Records

BY MATT BROWN

Cutting-edge New York independent label The Music Cartel has signed an exclusive North American deal with Rise Above Records, the doom rock imprint started by Lee Dorrian in 1989. Dorrian is best known as frontman for the doom rock band Cathedral and as former vocalist for grindcore innovators Napalm Death. The Rise Above catalog includes releases by Orange Goblin, sHevy, and Electric Wizard.

"Rise Above is extremely excited to announce proper distribution, via The Music Cartel, in North America," Dorrian says. "From now on, all product will be licensed, promoted, distributed, and given the full attention it deserves."

Dorrian aptly adds, in the way only he can, "The Music Cartel and Rise Above Records are set to launch a sizzling comet of burning stoner doom rock across the land!"

The first releases to benefit from this new pact will be Orange Goblin’s newest offering, *S Sarkash*, and Canadian-based stoner doom rockers The Stoner.

"Album of the Month" by Germany’s Metal Hammer.

The Music Cartel President Eric Lemasters says of the partnership, "To be working with Lee and Rise Above gives us great pride. Lee is a purist in every sense of the word. Rise Above Records is a testament to his unique personality, his credibility, and, most of all, his genuine love of the music."

The Music Cartel was founded in February, 1998 after Lemasters departed from his post as General Manager of Earache Records’ North American operation. Lemasters has been involved with cutting edge music for over a decade.

Pretty Fly For a White Guy!

Radioactive’s “Fat” Pete Burness (r) gets lovin’ from GAVIN College MD of the Year nominee Kerensa Wight, KUGS-Bellingham, Wash. (l) and Vision Trust’s Stephanie LeBoeuf (c).s

The Gavin/Frequency Lounge Poll
The Underrated of A3

In cahoots with the Frequency Lounge (freqlounge.com), we asked a simple question: Who are the most underrated acts in Triple A?

In typical fashion, we received votes on a wide variety of talent, a total of about 120 different acts. For kicks, we’ve listed the top vote-getters alphabetically, followed by a lion’s share of the bands mentioned. Thanks to Paulette and all who responded to our totally unscientific poll.—KZ

The Top Vote Getters

Dee Carstensen
Ceili Rain
Pete Droge
Neil Finn
Imogene Heap
Freddy Jones Band
Robert Earl Keen
Jennifer Kimball
Laura Love
Beth Orton
Susan Tedeschi
Train
Rufus Wainwright
and the rest...
8 1/2 Souvenirs
A.J. Croce
A3
Agents of Good Roots
Aimee Mann
Alejandro Escovedo
Alison Moyet
Ani DiFranco
Beautiful South
Bela Fleck & the Flecktones
Belle & Sebastian
Bernard Allison
Billy Bragg & Wilco
Box Set
BRS-49
Cake
Catfish Hodge
Chalk Farm
Chris Hillman
Chris Knight
Chris Whitley
Cracker
Emmet Swimming
Enda Swap

Eva Cassidy
Evans & Jarron
Five Easy Pieces
Francis Dunnery
G.E. Smith
Grant Lee Buffalo
Greg Brown
Greg Eye Glances
I Am
Ivy
James McMurtry
Jeff Black
Jeff Buckley
Jeremy Wallace
John Hiatt
John Prine
John Wesley Harding
Jonatha Brooke
Jon Mitchell
Jonny Lang
Jude
Julia Fordham
k.d. lang
Kacy Crowley
Keb’ Mo’
Kristen Hersh
Kyle Davis
Largo album
Lauryn Hill
Lisa Germano
Los Lobos
Lucinda Williams
Lyle Lovett
Maia Sharp
Martin Sexton
Martin’s Dam
Mary Cutrufello
Matthew Ryan
Matthew Sweet
McKinley
Michael Penn
Michelle Shocked
Morcheeba
Mythologies of Myths
October Project
Olu Dara
Patty Griffin
Patty Larkin
Paul Kelly
Peter Case
Radney Foster
Richard Buckner
Richard Davies
Ringo Starr
Robbie Fulks
Ron Sexsmith
Roomful of Blues
Rosanne Cash
Salamander Crossing
Saw Doctors
Scott Thomas Band
Sinead Lohan
Sonia Dada
Stretch Princess
Suncatcher
Tara MacLean
The Connells
The Kennedys
The Samples
Tragically Hip
Trish Murphy
V-Roys
Venice
Vonda Shepard
Wendy Bucklew
Widespread Panic
Wilco
William Topley
World Party
Yo La Tengo
Young Dubliners
Most Added

CHRIS ISAIAK (20) "Flying" (Reprise) Including: WMVY, WPLJ, WMKV, WPKN, WBLT, KCON, WMMM, KMMS, KBBQ, KBRS, KTAO, KBAC, KTHX, KPPC, KODL, KKS, KRVK, and KXCT

LYLE LOVETT (10) "West Texas Highway" (Curb/MCA) Including: WMVY, WPKN, WBLT, KKCN, KTHX, KPPC, KODL, and KBRS

ELLIS PAUL (4) "She Loves a Girl" (Philo/Rounder) Including: WSKQ, KHEC, KVSM, and KRVM

ALANIS MORISSETTE (4) Supposed Former Infatuation Junkie (Mercury) Including: WYEP, WHFS, WPKN, and WBLT

Roomful of Blues (4) "There Goes the Neighborhood" (Bullseye/Rounder) Including: WMVY, WPKN, KTAO, and KBSU

Record to Watch


Artist Profile

SUSAN TEDESCHI Album: Just Won't Burn Label: Tone-Cool Home Base: Boston, Mass.

First Impressions: "People judge me by what they see, but when they hear me sing they are surprised by my maturity.

All these women in the rock scene playing guitar shows you how much more confident women have started getting in the music industry. I've had musicians—and even some family—say, 'Why don't you stop trying to learn how to play guitar and just sing?' But I didn't let anybody tell me I couldn't do it. It's what I believe was born to do. When I was little, I was convinced I was headed to Broadway. I guess I got the bug when I was five or six."

On the Blues: "Powerful music has to have an atmosphere and spirit behind it. It's got to come from someplace. The blues is a great outlet, because all of the emotion and stress that I have to deal with can come out. I didn't even know you could make a career of singing, but I found myself getting involved in the blues circuit. To me it's the most moving music. When you talk about the blues, most people know about B.B. King and Bonnie Raitt, but beyond that a lot of it's unfamiliar—not to blues fans, but to the average person. Our hope is that we expose however many thousands of people to this music."

December 4, 1998 GAVIN • 33
REVIEWS

For some inexplicable reason, as the weather turns colder and the remainder of the year dwindles, rooster music (of which there is no shortage) seems to go down better. Combining my stacks, here's some cool discs that explore the rooster end of the Triple A spectrum.

R.L. BURNSIDE

Come on In (Fat Possum/Epitaph)

It's rare when real deal blues clashes with pop culture. But what else would you expect from a blues record on Mississippi-based Fat Possum via punky Epitaph? The 67-year-old R.L. Burnside has seen life from various sides of the tracks. He's been a bootlegger in Mississippi and has performed with Junior Kimbrough. Tom Robbick mixes some spacey loops and beats with ultra-contempo production, the result being a raging controversial blues album. R.L. himself puts it best: "I'm getting too old to waste my time with stuff that isn't on the cutting edge... Wake up, Fat Possum. Blues is nothing but dance music." Sure to horrify white compatriots and sang the blues, their white compatriots and blue whiskey.

GEFF MULDAUR

The Secret Handshake (HighTone)

While the first several generations of black blues performers generally lived and sang the blues, their white counterparts (i.e. John Hammond) very often interpreted and analyzed the results through their own performances. Here's an amazing collection of songs that serves as a written and oral historical peek at the blues. Geoff Muldaur (a pioneer of traditional folk, and blues) has assembled an intriguing set of songs that, juxtaposed with the liner notes, both inform and entertains. Cut with a distinguishable array of sidemen (including Stephen Bruton, Duane Eddy, John McEuen, etc.), each musical piece is bolstered with historical notes as well as Muldaur's personal recollections. WNPN is spinning "Alberta."
**Artist - Title (Label)**

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<tr>
<th>Artist</th>
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<tr>
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<td><strong>BETTER THAN FZRA</strong></td>
<td><strong>Swell/Elektra</strong></td>
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<td><strong>FASTBALL</strong></td>
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<td><strong>PATTY JOHNSON</strong></td>
<td><strong>JOHN LEE HOOKER</strong></td>
<td><strong>MATCHBOX 20 (Lava/Atlantic)</strong></td>
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<td><strong>ELLIOTT SMITH</strong></td>
<td><strong>HOOTIE &amp; THE BLOWFISH</strong></td>
<td><strong>Warner Bros.</strong></td>
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<td><strong>SINEAD LOHAN</strong></td>
<td><strong>NEIL FINN</strong></td>
<td><strong>WORK</strong></td>
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<td><strong>RUSTED ROOT</strong></td>
<td><strong>ROLLING STONES</strong></td>
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<td><strong>SHAWN MULLINS</strong></td>
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Since Chesnutt's music has blossomed. Like Robert Wyatt, another disabled avant-garde innovator, Chesnutt's pieces are beautifully challenging. Recorded and produced with the 12-14 piece Nashville-based Lambchop, musical colors include sunsets, euphoniums, accordions, and vibes alongside standard rock instrumentation. "Replenished" is an example of the magic.

---

**TAYLOR BARTON**

**Skinny Kat**

*Green Mirror Music*

New York-based Taylor Barton comes from Maryland, born state of such talents as Lowell George, Tom Waits, and Mary Chapin Carpenter. Maybe it's no accident that you'll hear wisps of that legacy in *Skinny Kat*, Taylor's third CD. Barton is a quirky singer and a writer who has dabbled in the theater, commercials, film, and television. While it takes a few listens to fully appreciate Barton's humor, partner in crime G.E. Smith lays down a super impressive bed of guitar, giving Barton's music a firm foundation on top of which she can skat around and play. Quiet and without pretense, start with "Veiled Cry."
### Alternative

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### Reviews

**Six by Seven**

Six by Seven appears to have escaped from the ambient outer-world bearing a bounty of pseudo drone encapsulation and lurid rhythm stance. Simultaneously mystical and visceral, the 10 selections within work their way under your skin with scathing hypnotism. Try the chugging hum buckle of "Candlelight" or the short, sweet guitar blit of "For You." The rest of the album is filled with a bevy of taut tidbits tailored toward the adventurously soul looking for an alternative to Alternative.

**Psycho**

Music From & Inspired By The Motion Picture (Geffen)

A rogues gallery of avant-garde providers, ranging from The Pet Shop Boys to Thievery Corporation, give a sonic twist to the Norman Bates mentality with this cinematic inspired sonic romp. Rob Zombie’s "Living Dead Girl" is typical RZ schlock, filled with surging, railed rhythms and Stygian beatology. Howie B’s "Once Is Not Enough" is a bombastic break beat beauty. "GvI unleashes some skuzzy guitar flurry on "Psycho Future" and Mono get devilishly lounge-a-delic with the twisted darkness of "Madhouse." Creepily enticing sonority all around.

### Alternative Reports

**Alternative Program**

- **Current Single:** "No Mercy" with a #44 bullet @ Alt.
- **Love & Rockets:** Holy Feel (Red Ant)
- **Candy Skins:** Feed It (Velvet)
- **Sheryl Crow:** "Favorite Mistake (A&M)
- **Jewel:** Hands (Atlantic)
- **Economical Cruise:** Surefire (Restless)
- **Kaleidoscope:** Believe (Geffen)

**Squirrel Nut Zippers**

- **Base of Operations:** North Carolina
- **Members:** Jim Mathus, Katherine Whalen, Ken Mosher, Chris Phillips, Tom Maxwell, Sue Cole

**Artist Profile**

- **Artists:** Sheila Everlast, Everlast, and Bugs Bunny. **Current Single:** "Teenage Leuk" from the album Perennial Favorites.
- **Past Single:** "It's Like" from the album Every Morning (Atlantic).
- **Artists:** Dr. Cob. **Current Single:** "Dance" from the album Efrey's Ode to a Beatboxing Star.

**Radio Says**

- "Rockzone"
- "Every Morning (Atlantic)"
- "What It's Like" (Tommy Boy)
- "We're still getting calls from the seedy, Prohibition-era bar they used to work at. Every Morning."
- "KNRX - Kansas City MD Jason Justice"
ARTIST PROFILE

RAE & CHRISTIAN

WHO: Mark Rae
LAST RELEASE: Northern Sulphuric Soul
LABEL: Sm/Je
CONTACT: Green Galactic at (213) 466-5141 or Sm/Je at (212) 529-2600.

HISTORY: "I grew up in the Northeast of England listening to soul, people like Bobby Womack and Marvin Gaye. Hip hop exploded with people like Eric B and Public Enemy. I got really into that and started DJing. I went away to college and started a record shop, Fat City."

THE OTHER HALF: Steve Christian was a classically trained musician working in studios as a producer. We stumbled across each other by chance, we had offices opposite each other."

THE MISSION: "We've had a sort of sub-conscious path to meet the hip hop world with the classically trained music world. We always try and go forward, always use new things and look for new things. We make a point of never using the same sounds or breaks that others do."

THE TITLE: "Basically, it's an outlet said by a DJ in Fat City. It's a representation of what we come from, club culture. 'Northern Soul' was a dance music scene that was massive in the North and involved underground clubs. 'Sulphuric' is just a way to describe the scientific way we make the beats and also the passion we put into it."
**ACTIVE**

**REVIEWS**

**SUICIDAL TENDENCIES**

*Six The Hard Way (Suicidal Records)*

This six song EP contains new material from the Venice, Cali crew that brought us such standards as "Institutionalized" and "Feel Like Shit." The first two tracks ("Freehub" and "Cyco Vision") are brand new punk rock songs recorded in August '98 and played the only way Suicidal knows how to play punk rock—the hard way. The next two previously unreleased songs ("Refuse" and "What's The Word") were recorded in '96-'97 when the band reunited with members of Infectious Grooves. The songs are definitely Suicidal but with a funkified infection of Infectious Grooves. The last two tracks are live recordings of the classic Suicidal songs "I Saw Your Mommy" and "Facist Pig," recorded at a festival in France in July of '98. These are the first live recordings of Suicidal Tendencies ever released. This disc is a must have for all specialty shows. To get the hook up please buzz Concrete's Dustin Goldfarb at (212) 645-1360 or Suicidal Records Albert Rouillard at (805) 399-0710. Check out www.suicidaltendencies.com.

**ADD'S FOR DECEMBER 7 & 8**

Creed: "One" (Wind-Up) Supposed "Push" (Geffen) Tres Diablos: "Heard It Do The X" (KMD International)

**ARTIST PROFILE**

**UNCLE FLETCHER**

FROM Elberta, Alabama

ACTIVE SINGLE: "Weebles"

LABEL: UF Records

CONTACT: Jim Abercrombie

PHONE: (334) 986-5416

WEB SITE: www.ufrecords.com

WHO THE HELL'S UNCLE

**FLETCHER**

Jim Abercrombie, guitar; Jim Kinney, guitar; Beau Nicholson, vocals; Mike Shiver, drums; Lee Cobb, bass.

LIVING BY NUMBERS: "We incorporated our bar code on the cover art of our debut album. Whether it's a bar code or money, everyone lives by numbers." —Jim Abercrombie

**PUT IT ON WAX:** The album took us about two weeks to record and another couple of weeks to master it down and get everything tightened up.—Jim Abercrombie

**SOUNDS LIKE:** "Our sound ranges from Alice In Chains to old school Bachman Turner Overdrive." —Jim

**FAVORITE FISHING SPOT:** Mobile Bay

**IN THE ROOM BOX:** The Flys tour and will soon be headed to your neck of the woods.
The Oak Ridge Boys. New Kids on the Block. The Backstreet Boys. Spice Girls.

Now South Sixty Five, a new quintet signed to Atlantic Records Nashville, hopes to become the next breakthrough vocal group and, in the process, strike a chord with a younger audience, thereby helping to strengthen Country's future fan base.

Comprised of five good-looking, twenty-something young men, South Sixty Five (named for the Nashville interstate) includes brothers Brent and Stephen Parker, Doug Ure, Lance Leslie, and Jeremy Koelzow. "We feel this group is definitely something our format can use right now," says Atlantic Records Nashville President Rick Blackburn. "We're hoping to attract a younger demo, that's the main mission."

Blackburn is quick to give complete credit for the band's conception and creation to Delious Kennedy, a member of the pop vocal group All-4-One, which is signed to Atlantic's New York division. "All-4-One had covered several of John Michael Montgomery's hits, including "I Swear" and "I Can Love You Like That," and Delious is a big fan of Country music," explains Blackburn.

"He came to see me in Nashville with the concept of putting together a Country group of young men, similar to Boyz II Men. I was intrigued by the idea, but he made it happen—putting ads in newspapers and holding auditions in various cities throughout the Southwest. Once he had the group put together, he trained and retrained with the guys, searched for songs, and eventually made the record. The entire process took several years. Our staff at Atlantic is very excited about this project. We like the band's freshness and youthful approach to the format."

After hearing the group's well-blended harmonies, the label knew that this unique act required a unique marketing approach, one that would allow the company to directly target the desired younger audience. In a strategy meeting, the idea of presenting the group to the public via a mall tour was conceived. "We invited CMT to become involved and they jumped right on board," says Atlantic Records VP Sales & Marketing Bob Heatherly.

"We also approached Musicland/Sam Goody's, whose stores are located in every major mall, and they loved the idea, too. We then met with representatives from Minneapolis' Mall of America (the largest mall in the US) and other key people who'll help facilitate this tour. The group's first appearance will be in Minneapolis on December 5, after that we plan to make appearances in malls in other large cities, including Seattle, Portland, St. Louis, and Chicago. Naturally, with the mall's involvement, we're expecting a lot of press tie-ins. Radio will also be a key factor—we've initially partnered up with KEEY (K102) in Minneapolis. The first single, "Random Act of Senseless Kindness," is a great message song—and being close to Christmas, we're going to tie in with Toys for Tots."

CMT/TTN President David Hall and Executive VP of CMT Cable Sales & Marketing Lloyd Wener, who met with Atlantic Records to discuss the mall tour idea, welcomed the opportunity to be involved in the ground-level development of an act.

In a format often criticized for its homogeneity, Atlantic Records hopes that the unique introduction of South Sixty Five, paired with these types of strategic alliances, will tap into an asset undeveloped market of young Country listeners. GAVIN recently spoke with CMT VP/GM Paul Hastuba

Continued on page 40

The Scene

GAVIN Nashville recently held a SEC-themed cocktail party to kick off the countdown to the 1999 GAVIN Seminar in New Orleans February 17-20.

In Good Company! RLG's Neil Gilliland snuggles in between GAVIN's Jamie Matteson and Paula Erickson for the ultimate photo op.

We're Having Fun Now! (l-r): KOYN's Dan Lundy, Curb's Marita O'Donnell, BNA's Tom Baldrica, and independent promoter Diane Richey enjoying GAVIN's shindig!

O'Dave! GAVIN's newest staff member Dave Ogden (l) helps Connie and Jack Lameier feel right at home.

Danni & the dudes! After a recent concert in Hutchinson, Kan., KKJO-Garden City, Kan. radio guys Travis Dodge (l) and "Bam Bam" Billy Rich (r) pose with Decca's Danni Leigh.

GAVIN December 4, 1998 • 39
Willie Nelson's Just a Phone Call Away

BY CHRIS MARINO

A little over a month ago, many parts of Texas were deluged by torrential rains. An earlier article in these pages (October 31) detailed how Americana radio reporter KNBT took a proactive role in helping its community cope with the disaster by suspending regular programming to act as a conduit between emergency officials and station listeners. Though the floods have since subsided, KNBT's community involvement in the aftermath of the storms continues, most recently with a benefit concert the likes of which New Braunfels had never seen before.

KNBT Program Director Mattson Rainer told Gavin, "I had an interview scheduled to talk about Willie Nelson's new record Teatro, and when the interview took place the floods had just occurred. After the interview, I asked him if he would play a benefit show at Gruene Hall for the flood victims, and he said he would."

"Willie gave me his personal phone number," Rainer continues, "and a couple of days later I called him." Nelson agreed to perform a benefit for the community at Gruene Hall on December 3.

According to Rainer, this is the first time Willie Nelson has ever performed his own show at the legendary dance hall. That fact, coupled with the benefit nature of the show, has made the event a mini-media extravaganza. Press in San Antonio, Austin, and beyond (including the CBS evening news) aired advance stories on the Nelson/KNBT show.

Says Rainer, "We are billing the show as two Texas legends meeting for the first time: Gruene Hall and Willie Nelson."

KNBT has long been a supporter of Nelson and his music. Every Sunday from noon until two, a local named Tim Vandeveer does a show dedicated entirely to Willie's music. "The guy is a walking encyclopedia of Willie Nelson," says Rainer, continuing, "We have been airing his show for about a year and a half now, and it is definitely one of our most popular...and, of course, Willie gets plenty of airplay during the rest of our programming, as well."

Gruene Hall, located in Gruene, Texas (now an historic village within the New Braunfels city limits), has a capacity of nearly 500, making this an intimate evening with the Texas luminaries. Tickets sold out in less than half an hour at a hefty $50 apiece. All proceeds from the concert will go to the Red Cross in Comal County.

"We have raised approximately $25,000 in ticket sales," says Rainer. "We will also sell t-shirts and have a big donation bin on site for people who would like to give a little bit more. In all, we should raise over $30,000."

In response to Nelson's gesture, officials in Comal County will present the artist with the Key to the City of New Braunfels and have declared December 3 "Willie Nelson Day" in the county.

SOUTH SIXTY FIVE continued

about this unprecedented alliance:

"We think this project is different, and it also dovetails into what we do best—which is reaching a different demo," says Habasta. "These are very nice-looking young kids that have been put together. The other twist is, they're not going to have a hand. They'll be performing to tracks, but they have an amazing sound. It's going to be fun, and I think the kids will gravitate toward them."

"We have a one-year agreement with Atlantic Records to help develop South Sixty Five, and the first component of that development is to put the video in rotation. The video for 'Random Act of Senseless Kindness' has been on the air for just over five weeks, and we've gotten great viewer response. In fact, it's been one of the top requested videos for several nights on our prime time request show. Atlantic has committed visually to these guys, with several more videos slated. It's one step at a time, but we do have a year and this gives us a shot at helping to break an act we've been involved with from the start."

"The whole concept is a great publicity story. By taking a concept which has worked in mainstream—having a nationwide talent search, putting together these five guys who sound great—and making it successful for Country. It benefits us all."

"As far as CMT's interest, we've always been big on grassroots marketing. We make the analogy that it's like writing a letter. When you sit down and write a letter, the first thing you do is think, 'Who am I writing this letter to?' We have to know our viewer very well. Our viewer doesn't like glitz and glamour, our viewer likes to feel that they're comfortable and have a friend."

"This project is really multifaceted. We're bringing in our cable operators as local sponsors, which also helps our distribution. From a marketing standpoint, it blends well with our grassroots/backyard marketing strategy, and it lines up programming-wise with what we're doing, which includes more long-form programming and capitalizing on a younger demo."

"This type of partnership with record labels may well be the window to the future. Our business has become so song-driven, so many labels pitch us on a particular song or video, and if it doesn't perform well at radio and there's no follow-up, it doesn't benefit us as a network."

"We're trying to get ahead of the curve by talking with the labels, seeing who they're interested in signing, whether they're video friendly, and trying to get a commitment to go several videos into a project. If the labels are committed to do that from the front end, we'll be committed to play the videos. We're at a critical evaluation point for the network, in that, based upon what we've seen in the marketplace with one hit wonders, song-driven hits, and albums that don't go anywhere, it's in our best interest to have more dialogue with the labels and to form more partnerships."

---

RUTHIE & the WRANGLERS

NEW CD
LIFE'S SAVINGS

"Infused with a freshness & energy not found in today's country." — Mike Hays, WJMA
"...for the truly ambitious country fan...the real thing." — Rick Teverbaugh, WAXT
"A honky-tonk blast of sassy spirit." — Eddie Russell, Country Eastern Radio
"Female twang at its best." — Bruce Kidder, KYHI
"Hot stuff...great instrumental." — Clint Robinson, KULP
"...timeless twangy soul" — Richmond Times Dispatch
"a songwriting flair...nothing short of brilliant." — Billboard

RUTHIE & the WRANGLERS
2004 Westoverland Avenue • Takoma Park, MD 20912
Contact: Ted Simons 301-424-3754 • TedSimons@aol.com
www.ruthieandthewranglers.com

NASHVILLE

GAVIN December 4, 1998
MOST ADDED
ALABAMA (57) SHANIA TWAIN (56)
SAWYER BROWN (42) TRISHA YEARWOOD (30)
DIXIE CHICKS (24)

MOST REQUESTED
TOBY KEITH ALAN JACKSON DIAMOND RIO
MARK CHESSNUTT FAITH HILL

MOST SPINCREASE
BILLY RAY CYRUS +470 MARTINA MCBRIDE +469
SARA EVANS +431 REBA MCENTIRE +413
TIM MCGRAW +409

COUNTRY UP & COMING
SHANIA TWAIN  "That Don't Impress Me Much" (Mercury)
Shania continues to "impress me much" with a surefire Number One on her hands!
—Lance Houston, MD, WXIT-Tuscaloosa, Al.

COUNTRY SPINS TREND

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<td>MARTINA MCBRIDE - Wrong Again (RCA)</td>
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<td>COLLIN RAYE - Someone You Used To Know (Epic)</td>
<td>Collin Raye</td>
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<td>AARON TIPPIN - For You (I'll Lynx Street)</td>
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<td>GARTH BROOKS - It's Your Song (Capitol)</td>
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<td>-110</td>
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<td>BLACKHAWK - There You Have It (Arista)</td>
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<td>GEORGE STRAIT - We Really Shouldn't Be Doing This (MCA)</td>
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<td>DEANA CARTER - Absence Of The Heart (Capitol Nashville)</td>
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<td>RANDY TRAVIS - Spirit Of A Boy, Wisdom Of A Man (DreamWorks)</td>
<td>Randy Travis</td>
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<td>5437</td>
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<td>TIM MCGRAW - For A Little While (Curb)</td>
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<td>5351</td>
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<td>JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)</td>
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<td>Jo Dee Messina</td>
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<td>DIAMOND RIO - Unbelievable (Arista)</td>
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<td>4831</td>
<td>+359</td>
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<td>THE WILKINSONS - Fy (The Angel Song) (GIANT)</td>
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<td>6</td>
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<td>+359</td>
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<td>SARA EVANS - No Place That Far (RCA)</td>
<td>Sara Evans</td>
<td>9</td>
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<td>+431</td>
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<td>MICHAEL PETTIGREW - By The Book (Reprise)</td>
<td>Michael Pettigrew</td>
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<td>3901</td>
<td>+380</td>
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<td>MARK CHESSNUTT - Don't Want To Miss A Thing (Decca)</td>
<td>Mark Chesnutt</td>
<td>3</td>
<td>3571</td>
<td>+780</td>
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<td>25</td>
<td>BILLY RAY CYRUS - Hurry Man (Mercury)</td>
<td>Billy Ray Cyrus</td>
<td>6</td>
<td>3475</td>
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**COUNTRY UP & COMING**

Billy Ray is busy moving up the chart with this well deserved hit!

COUNTRY SPINS TREND

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks</th>
<th>Spins</th>
<th>Trend</th>
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<td>1</td>
<td>LARI WHITE - Take Me (Lyrick Street)</td>
<td>Larry White</td>
<td>10</td>
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<td>DERYL DODD - A Better End (Columbia/CRI)</td>
<td>Deryl Dodd</td>
<td>12</td>
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<td>TRISHA YEARWOOD - Powerful Thing (MCA)</td>
<td>Trisha Yearwood</td>
<td>3</td>
<td>3072</td>
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<td>STEVE WARNER - Every Little Whisper (Capitol Nashville)</td>
<td>Steve Warner</td>
<td>8</td>
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<tr>
<td>5</td>
<td>TRAVIS TRITT - If I Lost You (Warner Bros.)</td>
<td>Travis Tritt</td>
<td>16</td>
<td>2277</td>
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<td>THE KINLEYS - Somebody Out There Watching (Epic)</td>
<td>The Kinleys</td>
<td>7</td>
<td>2136</td>
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<td>7</td>
<td>THE WARREN BROTHERS - Guilty (BNA)</td>
<td>The Warren Brothers</td>
<td>14</td>
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<td>SAMMY KERSHAW - One Day Left To Live (Mercury)</td>
<td>Sammy Kershaw</td>
<td>10</td>
<td>1856</td>
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<tr>
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<td>LINDA DAVIS - I'm Yours (Warner Bros.)</td>
<td>Linda Davis</td>
<td>7</td>
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<td>10</td>
<td>T. G. AUBER LEANEM - Breathe (Epic)</td>
<td>T.G. Leane</td>
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<td>1505</td>
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<td>MARK NESLER - Slow Down (Atlantic)</td>
<td>Mark Nesler</td>
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<td>ALABAMA - Keepin' Up (RCA)</td>
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<td>12</td>
<td>1488</td>
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<td>LeANN RIMES - These Arms Of Mine (MCA/Curb)</td>
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<td>DAVID Kersh - Something To Think About (Curb)</td>
<td>David Kersh</td>
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<td>GARY ALLAN - I'll Take Today (Decca)</td>
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<td>CHAD BROOKS - Ordinary Life (Warner Bros.)</td>
<td>Chad Brooks</td>
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<td>SHANNON BROWN - I Won't Lie (Arista)</td>
<td>Shannon Brown</td>
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<td>KEITH HARLING - Write It In Stone (MCA)</td>
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<tr>
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<td>BILLY DEAN - Innocent Bystander (Capitol Nashville)</td>
<td>Billy Dean</td>
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<td>ROCIOET - Can't Stop Thinkin' Bout That (Columbia/CRI)</td>
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<td>SOUTH SIXTY FIVE - A Random Act Of Senseless Kindness (Atlantic)</td>
<td>South Sixty Five</td>
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<td>THE TRACTORS - Shortenin' Bread (Atlantic)</td>
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<td>SHANIA TWAIN - That Don't Impress Me Much (Mercury)</td>
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<td>SUZY Bogguss - Where I Stand (Capitol Nashville)</td>
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<td>VANCE BILLY - Kindly Keep It Country (MCA)</td>
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<td>10</td>
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</tr>
</tbody>
</table>

Country reports accepted Fridays 8 a.m.-3 p.m. and Mondays 8 a.m.-3 p.m.
Gavin Station Reporting Phone (615) 255-5010 Gavin Fax: (615) 255-5020
I'm a CURRENT PROJECT: ARTISTPROFILE

RADIO AMERICA

42

GEOFF MULDAUR (18) GOLDEN SMOG (14) AMY RIGBY (12) SUNDOGS (11) A & K MCGARRIGLE (11)

HOT PICKS

ALLISON MOORER JOHN JENNINGS THE TRACTORS ROBERT EARL KEEN THE WARREN BROTHERS

Radio Says

HAZELDINE ORPHANS (All Swoll Music)

They have a great unique sound! Some great covers on the CD. Right now were spinning “Whiskey in the Jar” and it’s working well!

David Stone - PD-WMLB-Cumming, Georgia

Artist Profile

MICHAEL MARTIN MURPHEY

Born: Dallas, Texas Current Project: Cowboy Songs 4 (Valley)

“I’m a Texan. I come from a people who invented the only recognizable American icon, the cowboy.”

Early Years: I spent my youth in Texas. I left when I was 19 and went to UCLA. I had this underlying agenda to get into the music business and at that time L.A. was a better place to make it as a musician.

Musical Influences: “Flat & Scruggs, Woody Guthrie, Jimmie Rogers, Vernon Dalhart, and Bill Monroe, among others. When I was a kid and on my relatives’ farms on the weekends, there were the old records that I would hear.”

Interesting Factoid: “Wildfire” came from a dream. I woke up at 4 o’clock in the morning on a friend’s floor and wrote it down. I am still trying to figure out what I was doing.

Gavin Station Reporting: Phone: (615) 255-5010 Fax: (615) 255-5020

American Review

Lucky 13 Various Artists (OH Boy)

This great compilation CD includes three previously-unreleased live songs from John Prine tracks, “Let’s Talk Dirty in Hawaiian,” “Beautiful World,” and “Kokomo,” the latter including some interesting dialogue by Prine. Other unreleased tracks are “The Big ‘Un” (Tommy Womack and Will Kimbrough) “Small Town/Big Hair” and “Heather’s” “Half of a Woman,” both of which are bad ass. Donnie Fritts, Keith Sykes, and R.B. Morris also make appearances on Lucky 13.

Taylor Barton

Skinner Kat (Louisiana Hot Records)

Former Generic Blondes lead singer Barton takes a different turn with her latest project, opting for more organic feel. Her melodies are infectious, her lyrics engrossing, and her gentle voice is captivating and, at times, surreal.

Virtuosos G.E. Smith and Andy York add texture to Barton’s brush strokes, but make no mistake, she is the focal point of this engaging CD.

American Reports Accepted

Mondays and Tuesdays
8 A.M.-3 P.M. (CT)

Gavin Station Reporting

Phone: (615) 255-5010 Fax: (615) 255-5020

Artistic Journeys: I am not one of those people with a chip on my shoulder because mainstream radio won’t play my music Americana radio, TV, and other outlets have been good to me. Do you think John Prine worries about who is going to play his music when he sits down to write a song? John Prine is a hero of mine, he makes the music that he wants to.”
Your 1999 Gavin Award Jazz & Smooth Jazz Nominees

N2K Encoded Music
Nu Groove Records
Shanachie Entertainment
Unity Label Group

SMOOTH JAZZ NATIONAL PROMOTION PERSON OF THE YEAR
(The Duke DuBois Award)
Leigh Armistead, Discovery/Sire Records
Bud Harner, Verve Forecast Records
Deborah Lewow, Warner Bros. Records
Claudia Navarro, Shanachie Entertainment
Sue Stillwagon, GRP Recording Company

JAZZ NATIONAL PROMOTION PERSON OF THE YEAR
(The Duke DuBois Award)
Eulis Cathey, N2K Encoded Music
Laura Chiarelli, Impulse! Records
Chris Jonz, Warner Bros. Records
Julie Kerr, Verve Records
Vikki Rickman, Telarc Jazz

SMOOTH JAZZ INDEPENDENT PROMOTION PERSON OF THE YEAR
Cliff Gorov & All That Jazz
Susan Levin & Coast To Coast Promotions
Roger Lifeside & Peer Pressure Promotions
Michael Moryc & Matrix Promotions
Maria Roseman & Promark Promotions
Neal Sapper & New World 'N Jazz Promotions

JAZZ INDEPENDENT PROMOTION PERSON OF THE YEAR
Mike Carlson & MC Promotions
Neil Gorov & Groov Marketing
Mike Hurson & The Tracking Station
Susan Levin & Coast To Coast Promotions
Neal Sapper & New World 'N Jazz Promotions

JAZZ ARTIST OF THE YEAR
Ray Brown (Telarc Jazz)
Herbie Hancock (Verve Records)
Kevin Mahogany (Warner Bros. Records)
Wynton Marsalis (Columbia/CRG)
Nicholas Payton (Verve Records)
Eric Reed (Impulse! Records)

GAVIN SMOOTH JAZZ ARTIST OF THE YEAR
Marc Antoine
(NYC Records/GRP Recording Company)
George Benson (GRP Recording Company)
Jonathan Butler (N2K Encoded Music)
Down To The Bone (Nu Groove Records)
Fourplay (Warner Bros. Records)
Lee Ritenour (i.e. music)

Y
ou know it’s the end of the year when the Gavin Award Nominees are announced. For the 1999 awards—which will be presented at next year’s Seminar in New Orleans on Saturday, February 21—we adjusted the nomination categories to help include new faces into the competitive process.

Kent and I deeply appreciate the time so many of you took to ponder, complete, and return the nomination ballots. We’ve already faxed out the final ballot, so contact us if you haven’t received one. Please fax it back to us ASAP, no later than December 15. It should only take a few minutes to complete. Also, don’t forget to register for the upcoming Gavin Seminar, February 17-21, at the Hyatt Regency in New Orleans. Reserve your room today by phoning (504) 561-1234.

Meanwhile, here are your Gavin Award nominees for 1999, listed alphabetically:

**RADIO Categories**

**Jazz Programmer of the Year**
(Markets 1-25)
Dick Conte, KCSM-San Mateo
Arturo Gomez, WDAA-Miami
Bobby Jackson, WCPN-Cleveland
Kyle LaRue, WEAAM-Baltimore
Gary Walker, WBGO-Newark

**Jazz Programmer of the Year**
(Markets 26+)
Eric Cohen, WAER-Syracuse
Michael Myers, KUSB-Vermillion, SD
Jae Simnett, WHRV-Norfolk, VA
Gary Vercelli, KKUJ-Sacramento
Linda Yohn, WEMU-Ypsilanti, MI

**Jazz Station of the Year**
(Markets 1-25)
KCSM-San Mateo

**Smooth Jazz Program Director/Operations Mgr of the Year**
(Markets 1-20)
Chris Brodie, KTWW (The Wave)-LA
Nick Francis, KYOT-Phoenix
Paul Goldstein, KSSF-San Francisco
Ann Greer, WJZJ-Philadelphia
Michael Fischer, KOAI-Dallas

**Smooth Jazz Program Director/Operations Mgr of the Year**
(Markets 21+)
Brant Curtis, WHRL-Albany
Bernie Kimble, WNNW-Cleveland
Chris Moreau, WJZJ-Milwaukee
Steve Williams, KSSJ-Sacramento
Maxine Todd, WJCD-Norfolk

**Smooth Jazz Music Director/Asst. Program Director of the Year**
(Markets 1-20)
Kelly Cole, KIFM-San Diego
Blake Lawrence, KSSF-San Francisco
Ralph Stewart, KTWW (The Wave)-LA
Steve Stiles, WNUA-Chicago
Michael Tozzi, WJZJ-Philadelphia

**Smooth Jazz Music Director/Asst. Program Director of the Year**
(Markets 21+)
Steve Bauer, KMGJ-Santa Barbara
Michelle Chase, KCIY-Kansas City
John Conrad, WQUB-Ft. Myers
Larry Hollowell, WJCD-Norfolk
Doug Wulf, KRVR-Monterey

**Smooth Jazz Station of the Year**
(Markets 1-20)
KIFM-San Diego
KTWW (The Wave)-Los Angeles
KWWJ-Seattle

**Music Industry Categories**

**Jazz Label of the Year**
(Major)
Atlantic Records
Blue Note Records
Columbia/CRG
Impulse! Records
Verve Records
Warner Bros. Records

**Jazz Label of the Year**
(Independent)
Ardacia Records
Concord Records
Evidence Records
HighNote Records
MAMA Records
Telarc International

**Smooth Jazz Label of the Year**
(Major)
Columbia/CRG
GRP Recording Company
Verve Forecast Records
Warner Bros. Records

**Smooth Jazz Label of the Year**
(Subsidiary imprint with major label distribution)
Discovery/Sire Records
Higher Octave Music
i.e. music
Mesa/Bluemoon Records
NYC Records
Zebra Records

**Smooth Jazz Label of the Year**
(Independent)
Heads Up Int’l
Instinct Records

December 4, 1998 GAVIN • 43
JOHN HICKS (31)
The Billy Strayhorn Songbook (HighNote)
Including: WvJW, VDKS, VRXK, W123, V613, VRXZ, WV1M, WAVE, W125, VDKS, VR18, K125, K125, K125, K125, V123, K125, K125, K125

ERNIE ANDREWS (24)
The Many Faces of Ernie Andrews (HighNote)
Including: K125, K125, K125, K125, K125, K125, K125

A BLUE NOTE TRIBUTE TO MOTOWN (10)
Various Artists (Blue Note)
Including: W125, VDKS, W125, VR18, VR18, VR18, VR18, VR18, VR18, VR18

BIRELI LAGRENE (9)
Blue Eyes (Dreyfus Jazz)
Including: W125, VDKS, VR18, K125, K125

MADS VANDING TRIO (8)
The Kingdom (Stunt)
Including: W125, VDKS, K125, K125, K125

MADS VANDING TRIO (Stunt)
Bassist Mads Vanding leads the trio for this Danish radio recording, which also features pianist Alex Riel. Could Mads Vanding be the next Niels-Henning Ørsted Pedersen?

ARTIST PROFILE
JIM CULLUM
On Singing Gospel and Jazz
"My traditional style of jazz falls into a classical form that appeals to a select audience. The Jim Cullum Jazz Band is headquartered in San Antonio and in its 35th year. I was in college when I started the band with my father, who played clarinet and saxophone. Now, I've been running it for the last 25 years, and four of the musicians have been with me for over 20 years. "We've generated a wealth of music over time and can play over a thousand different pieces from memory. We also have over 1000 arrangements in the book, and I don't think there's another band like us. We have a club on the San Antonio Riverwalk called the Landing. If we're not on the road, that's where we play. We go out on short tours, playing mostly concert halls, on the strength of our NPR show, and we also have two or three shows a year at the Landing. The NPR show is on over 200 stations nationwide, and last year we cut 39 different one-hour shows. This new gospel CD (Deep River on the Riverwalk label) started out as an experiment. Each year we play about ten gospel-type jazz shows in various types of Christian churches. The CD has some songs from the various venues, and then we added some tunes from the radio show which featured Clark Terry and Nicholas Payton."
JEFF LORBER

After Midnight

"I've been pretty busy these days. I'm working with Chris Camozzi, producing his next record for Discovery, which should be wrapped up by December or January. I've also been doing a lot of writing with Dave Koz and may end up producing some of his next record too, although that's not definite yet.

"I remodeled my studio a few months ago and built some equipment into the walls, so now there's room to have my nice vintage keyboards—like my Wurlitzer, clavinet, and Rhodes—all set up and ready to go at any time. "The direction I've been going in lately is more of an Acid Jazz thing, using more live instruments and drums. Midnight (on Zebra Records) was different from my other records in that I recorded it on my own without a lot of direct input from anybody. I just did what I felt like doing and started working on it when Bruce Lundvall called me up to do some writing with Pieces of a Dream. I got into a nice flow of ideas and started recording. "I wrote the title track with a bass player named Nate Phillips. Nate and I ended up using his basic groove, which was a really funky '70s groove. We were both really inspired by it, because that's when we both started our musical careers in Portland, Oregon."

Most Added

VA park WILLiams (13)
My Flame (Mercury)
VANCE williams (13)

ARTIST PROFILE

Vanessa Williams

"My Flame" (Mercury)

Vanessa continues the flow of urban vocalists through the S&J pipeline. "My Flame" is a new track from Williams' Best of release.

Radio Says

Vanessa Williams

Jazz & Smooth

Smooth Jazz & Vocals

LUV TW
1 RICK BRAUN Hollywood & Vine (Bluemoon/Atlantic)
2 PETER WHITE Perfect Moment (Columbia/CBS)
3 ERIC MARIENTHAL Walk Tall (i.e. music)
4 GEORGE BENSON Standing Together (GRP)
5 WALTER BEASLEY For Your Pleasure (Shanachie)
6 GRANT GEISSMAN In With The Out Crowd (Higher Octave)
7 BRIAN BROMBERG You Know That Feeling (Zebra)
8 WARRIN HILL Life This Rose Colored Glasses (Discovery/Sire)
9 NAJEE Morning Tenderness (Verve)
10 CHUCK LOEB The Moon, The Stars, the Setting Sun (Shanachie)
11 PATI AUSTIN In and Out of Love (Concord/Vista)
12 PHIL COLLINS His (Atlantic)
13 KIRK WHALUM - For You (Warner Bros.)

RPM

14 BONNIE JAMES Sweet Thing (Warner Bros.)
15 MARC ANTOINE - Midnight (NuGroove)
16 BRYAN SAVAGE Soul Temptation (Higher Octave)
17 DAVE KOZ A Blue Note Tribute To Motown (Blue Note)
18 J.K. - What's the Word (Verve)
19 STEVE COLE - Stay Alive (Bluemoon/Atlantic)
20 KEIKO MATSUI - Toward the Sunrise (Concord/Unity)
21 LEE RITENOUR - This Is Love (i.e. music)
22 GREGG KARUKAS - Blue Touch (i.e. music)
23 JEFF LORBER - Watching the Sunset (Zebra)
24 LUTHER VANDROSS - I Know (Virgin)
25 CRAIN CHAPPOU & ROSS FREEMAN - Miles of the Ancient Winds (Windham Hill)
26 FOURPLAY - I'm with You (Warner Bros.)
27 BOBBY COLDWELL - The Anthology Part 1 (Sin-Cheme)
28 KIM WATERS Love's Melody (Shanachie)
29 SOUL BALLET - The Night Fantastic (Concord/Unity)
30 RAYMOND LEWIS - Dance of the Soul (GRP)
31 JOE McBRIDE - Double Take (Heads Up)
32 GABRIELLA ANDERS - Wanting (Warner Bros.)
33 JIM BRICKMAN - Visions of Love (Windham Hill)
34 SHAKATAK - Shiriin (Instinct)
35 RICHARD ELLINGTON - Jumpin' Off (Meno Blue/Capitol)
36 CHUCK STANDING - Velvet (Warner Bros.)
37 CRAIG CHADDOCK - One in a Blue Universe (Higher Octave)
38 WILL DOWNS - GERALD ALBRIGHT - Pleasures of the Night (Verve)
39 JANET JACKSON - Every Time (Virgin)
40 BRIAN McKNIGHT - Anytime (Love's Melody (Shanachie)
41 HEADS UP SUPER BAND - Live At The Berk Jazz Fest (Heads Up)
42 WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)
43 MARILYN SCOTT - Starting To Fall (Warner Bros.)
44 RICKY JONES - Ricky Jones (Universal)
45 RACHELZ - Love Is the Power (NuGroove)
46 DOWN TO THE BONE - From Manhattan To Staten (Nu Groove)
47 MARCUS JOHNSTON - Chocolate Chip Groove (i.e. music)
48 BRIAN DUFFY - Secrets (Bluemoon/Atlantic)
49 ED HAMILTON - Groovology (Shanachie)
50 DAN SIEGEL - Clairevoyance (Concord/Unity)

Jazz & Smooth Jazz

Tuesdays 4-7 P.M.

Jeff Lorber - After Midnight

"I've been pretty busy these days. I'm working with Chris Camozzi, producing his next record for Discovery, which should be wrapped up by December or January. I've also been doing a lot of writing with Dave Koz and may end up producing some of his next record too, although that's not definite yet.

"I remodeled my studio a few months ago and built some equipment into the walls, so now there's room to have my nice vintage keyboards—like my Wurlitzer, clavinet, and Rhodes—all set up and ready to go at any time. "The direction I've been going in lately is more of an Acid Jazz thing, using more live instruments and drums. Midnight (on Zebra Records) was different from my other records in that I recorded it on my own without a lot of direct input from anybody. I just did what I felt like doing and started working on it when Bruce Lundvall called me up to do some writing with Pieces of a Dream. I got into a nice flow of ideas and started recording. "I wrote the title track with a bass player named Nate Phillips. Nate and I ended up using his basic groove, which was a really funky '70s groove. We were both really inspired by it, because that's when we both started our musical careers in Portland, Oregon."

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PARTING SHOTS

PARTY WITH THE BIG BOYS
Sharing dirty jokes and coffee from Bob’s Big Boy in Burbank are (l-r): comedian Drew Carey, Rick Dees, Ellen K, and (fresh from an appearance on Celebrity Death Match), Mr. BBB himself.

SHAKE, RATTLE, AND POLO
Motley Crue’s resident Medusa, a.k.a. Tommy Lee, enjoys some quality time with Country artist Rhett Akins following separate-but-equal station concerts staged by sisters KKUS-US 97 and KGMY/FM (My Country 100.5) in Springfield, Mo. Note: no video cameras were allowed.

GMAIL BOXSET

Jay Beau Jones, PD of Atlantic Star’s WKSS/WMRQ-Hartford is named PD of Chancellor’s newest Jammin’ Oldies outlet, The Beat 103.5 (formerly WRXJ)-Chicago. Jones has been in Hartford since 1991. Replacement packages to Kiss GM Rob Williams.

Shocker in Denver, as PD Gregg Cassidy exits Chancellor Modern A/C KALC (Alice @106) after five years. No replacement has been named, but GMAIL hears Chris Ebbott, MD of sister KYSR (Star 98.7)-LA is landing in Denver as we speak to help during the transition. Cassidy can be reached @ (303) 683-1470.

Chris Shebel, PD of Chicago’s new Top 40, Kiss 92.7, raids his former neighborhood, nabbing Mason from B94-Pittsburgh for nights. Look for Shebel and APD/MD Harry Legg to split middays.

PD-turned consultant Bob Davis joins forces with consultant Randy Lane. The Chicago-based Davis, (ex-KS95 and WLTE-Minneapolis, Z100-NY, WALE-St Louis, etc) will be involved with the Randy Lane Company while maintaining his own client base.

WRVW (The River)-Nashville reaches out to WFLY-Albany, grabbing the Wake-Up Crew with Woody & Jim for mornings, replacing Proud Mary and Marc Murphee.

WPNT (The Point)-Milwaukee Music Coordinator/night jock Lisa Greene segues to WMXB-Richmond as APD/MD/middays, replacing Karen Rite, who returns to Louisville as PD of WOSH.

Lotta Jobs: OK, so it’s overnights, but it’s Z100-New York, for God’s sakes...Reno exits for mornings at WFLY (Fly 92)-Albany. “It’s a union shop so it pays pretty well,” says PD Tom Poleman. “Anyone interested in broadcasting from the top of Empire State Building and fulfilling a lifelong dream of working at Z100 should send me a package.”

KHKS-Dallas still has late nights open. Stuff to Mr. Ed Lambert.

Jefferson-Pilot’s KS107.5 (KQKS)-Denver p.m. driver George McFly heads south for mornings at WLDI (Wild 95.5)-W. Palm Beach. PD Cat Collins has two prime openings: afternoons and MD. Expect current MD Jennifer Wilde to relinquish her stripes to focus on her morning co-host duties. Jacor-Columbus needs an Imaging Director for both heritage Top 40 WNCI and sister Alternative WZAZ (Channel Z) and afternoons on ‘NCI, replacing Mark Dantzler, who exits to pursue a morning show career. Packages to PD Todd Shannon.

Q102 (WKRO)-Cincinnati needs a morning show ringmaster to replace Jeff “Shark” Andrews, who exits. Packages to PD Mike Marino, who says, “No calls please.”

Available: Despite ratings of 5.0 12-plus, and #2 18-34, Loose 102 (WLSS)-Baton Rouge PD Robert Elfmman exits the Gulf Star Top 40. He can be reached @ (225) 755-5716 or email: relfman@aol.com.

A very Jacor Christmas: Channel 933 (KHTS)-San Diego is doing the requisite holiday toy drive for good little boys, they’re also giving equal time to the big girls: “The Breast Christmas Ever” awards the gift that keeps on giving—a boob job. To qualify, says PD Diana Laird, “Caller nine picks the prize inside her cup size: A, B, C, D or Double D. She could win $93 cash, a Wonderbra or a ‘booby prize’.”

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