

THE MOST TRUSTED NAME IN RADIO SINCE SMOOTH WAS JUST A KIND OF PEANUT BUTTER

ISSUE 2239

JANUARY 22 1999

# COUNTRY

**NEW THIS WEEK!**  
**EXPANDED COUNTRY COVERAGE**

	Weeks	Rpts.	Adds	SPINS
(RCA)	14	197	0	5815
(Giant)	11	199	0	5682
	17	186	3	4438
(Epic)	12	184	1	4009
	11	179	2	3286
	12	175	1	3222
	10	143	2	2472
	4	115	12	1430
	8	75	0	1236
	7	72	0	1189
	32	924		657

## Stationality In Jazz and Smooth Jazz

Plus: First Quarter  
Jazz & Smooth  
New Releases

Blue Note Artist  
Cassandra Wilson  
To Appear at Multi-Format  
Seminar "Soundstage"  
Performance



MUSIC FROM THE SMASH MOVIE

# STEPMOM

JULIA ROBERTS SUSAN SARANDON  
ED HARRIS



MUSIC COMPOSED AND  
CONDUCTED BY

**JOHN WILLIAMS**

FEATURING THE CLASSIC

**AIN'T NO MOUNTAIN  
HIGH ENOUGH**

BY MARVIN GAYE &  
TAMMI TERRELL

## Gavin Up & Coming Gavin Most Added (5th)



Music First  
MEDIUM  
ROTATION

Early Adopters:

WPCH

WDOK

WLTQ

KOKO

KIZZ

KRTI

WBLG

KCRE

WCEM

WOYS

KGY

KEZU

KLMJ

KTRN

KYMN

WEIM

WJDF

WKHG

WKXD

WMVA

WPXZ

SONY MUSIC  
SOUNDTRAX  
COLUMBIA  
PICTURES

"Ain't No Mountain High Enough" courtesy of Motown Record Company L.T. by arrangement with PolyGram Film & TV Music.



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## Promotional Integrity



The relationship between sales and promotion has always been a tenuous one, often fraught with dissension because of opposing goals and objectives. Given the new age of radio consolidation, how, if at all, has this relationship changed?

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## PE's Chuck D on MP3

Ron Cadet talks to Public Enemy's Chuck D, who is capitalizing on new technologies to promote PE and set up his own record label and radio station. Chuck made waves last month by publishing music from his new CD directly onto the Internet using MP3.



PAGE 42

## Go With the Flow

A radio station's "stationality" has never been more important than in these modern times, when even one lousy song can distract from a station's overall flow, and even the length of a tune can throw off continuity.

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**in** Miller Freeman  
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AS TOLD TO THE NATIONAL PRESS CLUB

## Matt Drudge

### The Drudge Report

*We have entered an era vibrating with the din of small voices. Every citizen can be a reporter and can take on the powers that be. The difference between the Internet, television and radio, magazines, and newspapers is the two-way communication. The 'Net gives as much voice to a computer geek like me as to a CEO or Speaker of the House. We all become equal.*

And you would be amazed what the ordinary guy knows.

I have consistently been able to break big stories thanks to a network of ordinary guys. *The Drudge Report* was first to name the vice-presidential nominee on the Republican ticket last election; first to announce to an American audience that Princess Diana had tragically died; first to tell the sad story of Kathleen Willey; first every weekend with box-office results that even studio executives (some of them, at least) admit they get from me.

I've written thousands of stories, started hundreds of news cycles. My readers can follow earthquakes, weather patterns, read Frank Rich on Saturday and Maureen Dowd on Sunday, and track the world's news wires minute to minute.

This marks the first time that an individual has access to the news wires outside of the newsroom. Time was, only newsrooms had access to the full pictures of the day's events, but now any citizen does. Today, with a modem, anyone can follow the world and report on the world—no middle man, no big brother.

This changes everything. It certainly changed on the night of January

17th, when *Newsweek* spiked (at the eleventh hour) a well-researched, responsibly documented piece about the President of the United States and an obscure White House intern named Monica



Lewinsky.

After checking with multiple sources, I ran a story about the killing of the story. According to the *Los Angeles Times*, Clinton was informed Saturday night or Sunday morning that *The Drudge Report* had posted that Lewinsky was about to erupt. For four days I had the story exclusively, and I took a lot of heat. Everyone was afraid of it until the water broke over at the *Washington Post*.

I firmly believe, that the Internet is going to save the news business. I envision a future where there'll be 300 million reporters, where anyone from anywhere can report for any reason. It's freedom of participation absolutely realized.

Let the future begin.

Quick...when was the last time anyone on *Star Trek* actually listened to the radio?

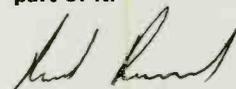
Okay, so the crew members of the *Voyager* (or the *Enterprise*, for you older Trekkies) are cruising through the galaxy rather than planted solidly on Earth...but the point is this: in the future, media usage habits probably will not be the same as they are today.

This may seem like a bit of a stretch, but consider how the mass media have changed in the 20th century. Newspapers, which at one time were dominant, have seen circulation decline drastically over the years. Over-the-air television viewership has eroded considerably since the introduction of competitive technologies. And radio listenership has declined 16 percent since the mid-'80s, a trend that will only continue as consumers increasingly turn to new "personal media."

Many broadcasters prefer not to discuss it, but the development of Internet audio, digital downloading, direct satellite delivery, and wireless communications pose a severe threat to radio.

This is why we've assembled a panel of technological innovators to discuss this coming media revolution and its potential impact on radio. If you're concerned about this rapidly evolving industry—and your place in it—don't miss this session at the GAVIN Seminar (Friday, February 19).

The media revolution is coming...and we can choose to ignore it or be part of it.



Reed Bunzel  
Editor-in-Chief

# GAVIN NEWS

## Universal Trims Roster, Staff In First Restructuring Move

The first cut is the deepest.

That was the feeling in the halls at Universal Music Group this week, as parent company Seagram prepared to announce the employees and artists who would remain with the label—and those who would not.

Postponed several times in the past few weeks, the cuts were widely expected to affect virtually every aspect of UMG's core business. The *L.A. Times* characterized it as "the first phase of the biggest restructuring in the history of the record business," and noted that some 500 employees and 250 artists in Los Angeles and New York would receive their walking papers as Seagram consolidated its 15 record labels into the four major music groups announced last month.

The cuts are part of a major reorganization expected to save Seagram \$300 million annually by eliminating 3,000 staffers. The *Times* reported that

300 L.A.-based employees would get the axe as Geffen and A&M are folded into Interscope Records to form IGA Group, which is expected to retain only 115 of their combined 205 artists. MCA Records Group employees and artists are expected to survive the restructuring "virtually unscathed," while in New York, Motown will become part of the Universal Records Group, with some 20 artists slashed from the roster. Meanwhile, Mercury will be combined with Island and Def Jam in a move expected to cut 135 of a total 210 artists.

The restructuring may initially shrink Universal's

25 percent global share of music sales, but analysts also predict it will provide "unparalleled economies of scale guaranteed to boost operating margins

*"Stationality is a naturally occurring phenomenon, but once it occurs, it's the job of the broadcaster to maintain and enhance it in creative ways."*

STEVE WILLIAMS

—SEE PAGE 42

## Chancellor Media on the Block

The world's largest radio group is up for sale, bringing with it the chance to buy some of the country's highest-rated, music-intensive FMs in the largest markets.

Chancellor Media has had hired Wall Street's B.T. Alex Brown to explore a sale, merger or consolidation of all or part of the group. Chancellor still hasn't officially closed on its purchase of Capstar Broadcasting but, as a combined group, Chancellor owns 469 stations in more than 105 markets.

Speculation as to a prospective buyer focused almost immediately on Clear Channel Communications. "They've never really had a major-market strategy, but they can certainly raise a lot of the money it would take to buy at least part of Chancellor," said one media broker. Other possible contenders: CBS/Infinity and Rupert Murdoch.

## Scott Joins GAVIN As Americana Editor

Twenty-eight year radio veteran Jessie Scott has joined the staff of GAVIN as Americana Editor, effective immediately. She replaces Chris Marino, who earlier this month announced his inten-

tion to leave the company.

Announcing her arrival at Gavin, Editor-in-Chief Reed Bunzel said, "When Chris announced he was leaving we took an unofficial poll of the Americana community.

Virtually everybody we talked to said we had to hire Jessie, so we did. We're thrilled to have her on board and, with her at the helm, we're expecting 1999 to be a ground-breaking year for the Americana format."

Scott added, "When I left radio over a year ago I said

there were two things that would always continue to be in my life: going to the GAVIN



Seminar and to keep in touch with the business I've grown to love so much. Joining GAVIN as Americana Editor gives me the opportunity to do both, to make things happen in this format. I'm honored and delighted to have joined such a staff of professionals."

## GAVIN Expands Country Coverage

Under the direction of Nashville Bureau Chief/Country Editor Jamie Matteson, GAVIN this week is expanding its coverage of Country radio and the Nashville music scene.

This newly-expanded section will continue to provide an in-depth look at important issues relevant to members of both the radio and music industries, while offering more data and information on both established and "breaking" Country artists.

Some of these new, expanded features include:

- A new "Breakout Chart" lists the top 12 songs from artists who have not yet scored more than three national top 10 songs on GAVIN's Country chart;
- "Radio Says" expands to give more PDs and MDs the opportunity to comment on the songs that are impacting their stations and markets;
- "DISCOVERY" gives radio a chance to high-

light favorite current album projects;

- "In the Spotlight" introduces radio to new Country artists and provides up-to-date information on new projects coming from established artists; and
- "Random Radio" highlights topics of interest to radio programmers, including scheduling, air-talent, ratings, and promotions.

For more details, please see page 38.

# GRABBAG

BY LAURA SWEZEY

■ In the wake of four recent accidents involving buses carrying passengers to Atlantic City, the folks at Y100-Philadelphia tempted fate with their own junket to the gambling town. Morning show hosts signed up listeners for "The Bus of Doom...Where the real gamble is the bus ride," taking the uh, *lucky* winners to AC for a couple of hours of gaming. The Grim Reaper served as driver, and "Father Joe," a

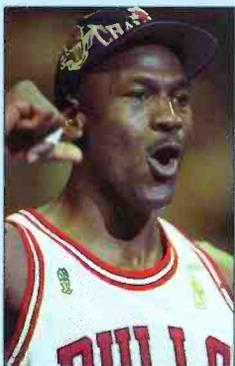


Y100 sales staffer and CCD teacher, blessed the passengers, who wore hard hats for the journey. According to Promo Director Kelly Gross, "They came home alive, but they lost their shirts."

■ Come on, either you wanna be married, or you don't...Last month, we reported that The Artist Formerly Known as Prince and his wife filed for divorce. Not because they broke up, but to protest the institution of marriage. Now that Jerry Hall has filed for divorce from Mick Jagger, with whom she *is* breaking up, the Midnight Rambler claims Hall can't file because the pair were never married. Jagger says proper documentation of their 1990 Bali wedding ceremony was never filed. Funny that this was never an issue during their 8-year "marriage." Hall is reportedly asking for a \$50 million settlement.

■ In the better-late-than-never category, an Elvis Presley fan has just received a reply to a letter she sent to the King nearly 40 years ago asking for his autograph. Karen Golz, now 50, wrote Elvis while he was stationed in Germany during his stint in the Army between 1958 and 1960. Golz recently received the letter after a German landlady discovered it, having forgotten to send it all these years. The landlady recently forwarded the letter to a German-based Elvis Presley Appreciation Society, which passed it on to Golz. Golz had asked Presley for his autograph for her 11th birthday, to which Presley responded, "Dear Karen, May you have a very happy birthday—and lots of Teddy Bears. Your friend, Elvis."

■ Since basketball superstar Michael Jordan will soon have lots of spare time—and hey, you never know, he might be a little short on cash—KFAN/AM-Minneapolis



has offered him a job. The Chancellor all-sports station offered Air \$1 million to fill the 1-3 p.m. airshift and act as the station's professional golf analyst. The station staff awaits a reply to the offer, which was sent to Jordan's agent on January 13. "Michael would be an awesome draw to the radio station," KFAN Program Director Doug Westerman said.

"Do I expect him to sign with the FAN? Hell, I didn't expect Jesse Ventura to be our next governor!"

## Gavin Seminar Update

### THE Y-100 REUNION

As part of the GAVIN Legends series, members of Y-100 (WHYI-Ft. Lauderdale/Miami) will remember the early days of the historic station at this year's GAVIN Seminar. Panelists slated for the love-fest (Saturday, February 20) will include Buzz Bennett, Bill Tanner, Tony Novia, Kid Curry, Dr. Dave Dunaway, GAVIN's own Quincy McCoy, and many more surprises.

### THE FUTURE IS NOW

For most of the 20th Century, mass media was king...but will the 21st Century see a shift toward "personal entertainment me-

dia"? What impact will Internet and satellite radio have on the industry? How will digital downloading via the 'Net affect record labels and retailers? How will PCS, wireless modems, and other yet-to-be developed technologies fit into consumers' lives in the new millennium? This "meeting of the minds" slated for Friday, February 19, will search for answers to these questions—and more.

Scheduled to share their views (so far): MP3's Michael Robertson, XM Satellite Radio's Lee Abrams, allradio.com's Val Starr, a2b Music's Larry Miller, and OnRadio's Ricardo Ramirez. Miss this session and you miss the future.

## Arbitron to Use Broadcast.com For Internet Report

**Why is the new Arbitron Internet ratings report delayed? Apparently because Radiowave.com has backed away from the project, leaving Broadcast.com to step in and assist with collecting Web came data.**

**"It will be several months before we see the first Internet ratings product," Arbitron VP/New Media Greg Verdino told GAVIN. Verdino further explained that Broadcast.com will use its Internet connections to assemble Web listening information, while Arbitron will supervise production and distribution of the actual reports.**

## Shadoe Stevens in Deal With NBG

NBG Radio Network has signed a multi-year agreement with Shadoe Stevens and Stevens' production company, Rhythm Radio LLC, to host and produce a weekly package of music programs featuring music from around the world.

The package includes *World Atomic Rhythm Party*, a four-hour presentation of upbeat music and behind-the-scenes stories about music and artists, plus five daily five-minute shorts called *Fly-Bys*. The former KROQ/FM-Los Angeles Program Director and on-air personality says he became enchanted by music of various cultures while traveling to promote his *American Top 40* program.

"The experience gave birth to the notion of a global music network and a format that would showcase the extraordinary rhythms and inspiring diversity of the greatest music in the world," he says. "People would get the thrill of discovering exciting new music in shows that celebrate the greatest, most uplifting music."

## AMFM Bags Brown Bag

AMFM Networks announced it has acquired music and audio production company Brown Bag Productions; terms of the agreement were not disclosed. Brown Bag managing partners Michael Lee and Robert Lee will join AMFM as Vice Presidents, providing creative, management, and marketing direction.

Brown Bag Productions provides music and sound for radio and television broadcasters on five continents. It is the production library base for many American radio stations, and is used on various television promotional announcements.

David Kantor, Senior Vice President, Chancellor Media, Radio Networks, commented, "Brown Bag Productions has already proven to be an asset to radio and other broadcast properties around the world. I am confident that the combination of their quality product and AMFM's strong station affiliation department will further establish Brown Bag as the production libraries of choice in both radio and TV. We expect to announce several new format-driven products for radio in 1999."

## Citadel Deals 25 to Marathon

Citadel Communications Corporation and its chief operating subsidiary, Citadel Broadcasting Company, is selling 25 radio stations to Marathon Media, L.P. Included in the \$26 million deal are properties in Billings, Mont., Tri-Cities, Wash., Eugene and Medford, Ore., and State College and Johnstown, Penn. Citadel intends to use proceeds

from the sale to pay down its bank debt.

The transaction is expected to close in the second quarter of 1999, subject to FCC approval and other closing conditions. Upon completion of pending transactions, Citadel will own or operate 74 FM and 36 AM stations concentrated in 20 mid-sized markets.



## G-FILES

### LINTON TO SR. VP, CAPITOL



**David Linton** (pictured) has been named Senior VP R&B Promotion and Marketing at **Capitol Records**. This appointment marks the beginning of the label's re-dedication to black music, said Capitol President **Roy Lott**. Linton will now hire and supervise a new promotional staff, including regionals, and coordinate with all other Capitol departments to image and develop future artists and releases.

"David was my first choice," said Lott. "[He] is one of the most respected and creative executives in the music industry, and it is an honor to have him on board as Capitol returns to the R&B arena."

### MORE NEW APPOINTMENTS

**Jeff Wooding** moves from Office Manager to Marketing Director at **Outpost Recordings**. Wooding, who has been with the company since its inception in January, 1996, said, "I have had the opportunity to experience everything from artist and tour management, to concert promotion and working a world tour with **R.E.M.** But Outpost Recordings is my first venture into the label side of the business, and it has been the right situation to learn and grow."

Former **KCAQ**-Oxnard, Calif., MD **Lucy Barragan** becomes Manager of Crossover Promotion for the **Elektra Entertainment Group**, it was announced late last week. "Lucy's love of music and her years in radio make her our next secret weapon," said Sr. VP of Promotion **Greg Thompson**.

### PEARMAN GETS EARS

**Dan Pearman** is named Assistant Operations manager for **Radio Disney**, based in Dallas. The 24-hour children's radio network is currently heard in 37 markets in the U.S. Pearman was most recently PD of CBS' **KYNG**-Dallas; previous radio stints have included **KEYN**-Wichita and **WHB**-Kansas City.

## Orchard, Valley Sign Distribution Pact

Music distributor The Orchard has entered into an agreement with Valley Media to provide worldwide distribution for artists and labels overlooked by the music industry. The Orchard's independent releases will be sold at all major online record stores, including Amazon.com, CD Now, Music Boulevard, and available on demand in every major chain store.

"This deal is open to everyone...there's no value judgment and no discrimination," Orchard CEO Richard Gottehrer said. "We're equally as interested in the artist who sells five copies as the one who sells 5,000. And we intentionally keep the cost of entry low to make this opportunity available to everyone."

Although the Internet and traditional distribution favors popular acts over lesser known artists, Scott Cohen, President of the Orchard observed in a statement, "It's true that individual artists can sell their records on their own Web sites, but that's not where people go to buy records online."

## BroadcastMusic.com Set for March Launch

BroadcastMusic.com has announced that the global Internet broadcasting company will be launched in March 1999. BroadcastMusic.com has the exclusive Internet broadcasting rights to the syndicated radio programming of Superadio, which produces and distributes radio programming reaching over eight million people per week in the U.S., Canada, and Europe.

Superadio's flagship production, John Garabedian's *Open House Party*, will debut on the Internet at BroadcastMusic.com in March. Other Superadio programs to follow with Internet broadcasts will include *Urban Mix*, *Retro Pop Reunion*, and *The Gospel Trax*. BroadcastMusic.com is also adding a number of FM radio stations from Europe and the U.S. to their Internet site, which will broadcast live 24 hours per day. The site will also include online music sales, video sales, and an online shopping site.

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GAVIN IS PUBLISHED 50 WEEKS A YEAR ON FRIDAY OF EACH WEEK.

SUBSCRIPTION RATES: \$350 FOR 50 ISSUES, OR \$195 FOR 25 ISSUES.

SUBSCRIPTION AND CIRCULATION INQUIRIES CALL (415) 495-1990.

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FRIENDS OF RADIO

## Peter Zizzo

**Musician/  
songwriter/  
producer**

**Hometown:**  
Long Island, N.Y.

**Recent credits  
include:**

Celine Dion's "Don't Save It All for Christmas Day" (co-written with Celine for her *These Are Special Times* CD) as well as "Love Is On the Way" from her *Let's Talk About Love* CD, and the title track from Cliff Richard's new album.

**What radio stations  
did you grow up lis-  
tening to?**

99X, WLIR, WNEW, wherever *The King Biscuit Flower Hour* aired.

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

I flip around a lot, but mostly WPLJ, Z100, 105.1 (what's it called now?), Howard Stern in the morning, and Kiss/FM.

**Last record you went  
out of your way to  
listen to and why?**

Jonatha Brooke's *10 Cent Wings*. This woman is a genius and deserves to be heard.

**Your most memora-  
ble recording session  
to-date and why?**

Walter Afanasieff coming to a mix to meet me and telling me he loves my work. This is one of the greatest record producers in the world and a true influence of



mine. We spoke of writing together. I pray that we do!

**An artist you'd real-  
ly like to work with  
someday and why?**

It would be an honor and an education to co-write and produce with Madonna. An artist whose sound and style remain intact whatever stylistic path she explores.

**Proudest career  
achievement so far?**

That my songs have helped sell close to 50 million records worldwide—an incredibly validating feeling.

by Annette M. Lai



## With New Arbitron Diary Come New Questions



BY JOHN "JOHN" HIBER

As the latest ratings results emerge from the bowels of Arbitron's computers, here's hoping the numbers "fall" in your favor. Were you aware, though, that there are new elements in the diary format that could affect how you view the estimates? Let's peek at the new items, then discuss possible issues and implications for your consideration.

### AT-WORK ZIPS DEBUT

A short, French general once said, "If you don't know the terrain, you can't win the battle" (OK, it was Napoleon). Well, in radio, our "terrain" has been the zip code information procured in the Arbitron diaries. Zip code analyses could help you lay out a map, showing where your listeners were (or weren't), as well as for the competition.

Companies claiming that their marketing approach can help you take maximum advantage of the zip code intelligence have sprung up like crabgrass. A plethora of strategies have been implemented to try and superserve areas of cume penetration, or to try to build audience in zips where a station was lagging. Of course, if a station was about to improve its signal, the zip data could be overlaid with signal contour maps to focus marketing efforts (direct mail, on-street, outdoor boards, etc.) in neighborhoods with potentially powerful payoff. The growth of KBCO/FM in Denver in the '80s was one example of this.

In all this, there was just one limitation: all the info was based only

on residential zips—and we know that the biggest pool of quarter-hours is listening done *at-work*, not at-home.

*Voilà!* Arbitron addressed the issue this past sweep by starting to inquire about at-work zips also (see example). Now broadcasters and advertisers will be better able to plot audience/consumer dynamics. The vendors who try to sell you marketing concepts have probably gone back to their drawing boards to create new ways to help you shoot with a rifle—not a shotgun—in your marketing attack.

### DOES IT MATTER?

Is the acquisition of at-work zips a big deal? Does it matter? Amen brothers and sisters, it sure is and does. One key statistic points this out.

According to data shared with yours truly last November at Arbitron's "Fly-in," only about 20% of listeners work in the zip code where they reside. Thus, most diarykeepers are a moving target.

When you receive your data download or disks from Arbitron, the "Max 99" software will allow you to delve into the depths of the zip info. In the Multi Rank report, click onto the geography areas/zip code groups parameter, and you can specify a residential zip that's important to you. The system will then list in descending order the top five relevant at-work zips.

It would look something like this:

Residential zip:	12345	INTAB:	25
At-work zips:	12112		7
	12122		6
	12132		5
	12142		4
	12152		3

So of the 25 diarykeepers, the biggest chunk of them work in 12112. (Each listener is only counted once.)

In addition to the printout from Maximiser 99, you also can get a graphic look by using the "Mapmaker" service option.

As with any batch of new infor-

mation, the at-work data, added to the residential zips you've trended, may seem to make things a little more complicated. In reality, savvy strategists can use this new, rich lode of data to be even more efficient in targeting listeners. I'd just hate to be an office manager in a "hot" at-work zip, as these folks will likely be swamped with station personnel popping up, cruising in person at workplaces for cume and quarter-hours.

### QUALITATIVE DATA ALSO IS HELPFUL

In addition to the inclusion of the at-work zip questions, Arbitron has squeezed in several questions regarding a qualitative profile of the diarykeeper. In many smaller/medium-sized markets, Arbitron started including detailed queries in the Spring '97 survey. Now, some of the categories are probed in the back of all diaries. What type of responses are sought? They deal with issues such as education; number of kids, if any; and household income.

By clicking on the "qualitative" button in the Maximiser 99 software, you can explore profiles of your listeners, and see how they compare to the market as a whole (or versus a key competitor).

The sales implications are obvious, and I've had fun showing stations how to make a ton of dough using this material on the street. However, think about how your programming/marketing plans could be optimized if you garnered previously unknown insights into your diarykeepers and translated that knowledge into focused action.

*Some examples:*

- If you see your audience has lots of kids at home, offering contests that involve a trip to a Disney park would be more effective than a vacation for a couple at "Hedonism II," or vice versa, if you have a lot of singles in your cume.
- If your audience isn't in the most affluent income category, maybe cash should be a prime contest prize.

### USABILITY ISSUES

You might wonder if the additional questions in the back of the diary could harm the quality of the ratings. Is Arbitron being too nosy? If so, would folks get turned off and not complete or not return their diary? And what if someone fills out the seven pages of listening data but not all the questions in the back of the diary? Would the diary be usable?

I admit I was concerned about these issues, but my fears have been allayed. In some markets the qualitative questions have actually seemed to boost diary return, although we'll see how these fall results look. Arbitron's tests regarding asking the at-work zip question actually helped contribute to a 5 percent increase in radio listening levels. (Maybe folks had forgotten about at-work tuning and the zip question reminded them.) Finally, as long as there is an entry on at least six days of diarykeeping (either some listening entries or the checking of the "no listening" box), the diary is usable and included in tab. Incomplete qualitative or zip entries do not disqualify the diary.

Thus, as you plow into the zillions of numbers from the fall survey, these diary enhancements by Arbitron can offer you a new source of potentially valuable data.

If you have any questions about how to best mine these nuggets of insights, feel free to call me in California at (831) 626-6070 or fax me at (831) 626-6078. ■

### What If "Work" Moves?

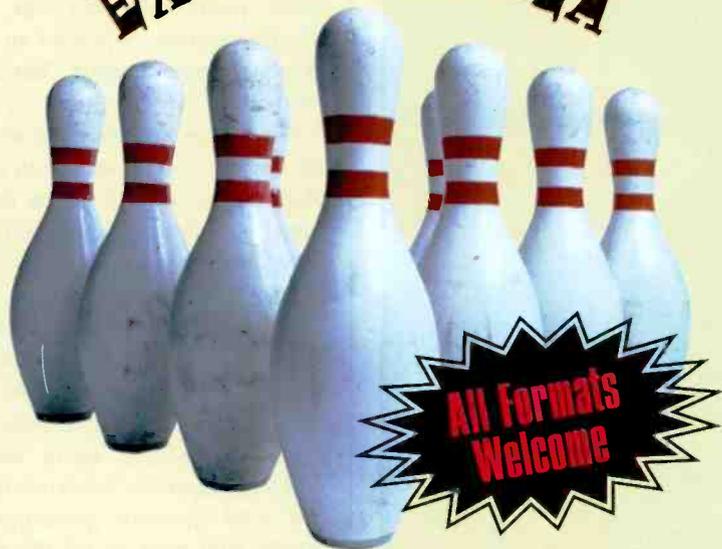
Some of you may be asking yourselves "what if a diarykeeper is on the go during a work week? What zip code should that person enter for his or her 'at-work' zip code?"

Arbitron's policy allows for two possible answers: either the zip code where the worker spends the most time in a typical work week or, if there is no dominant zip in the diarykeeper's travels, then the person would be instructed to jot down the zip of their local employer's headquarters location.

**WEDNESDAY  
FEBRUARY 17TH**

**Boulder Entertainment Group  
in association with the  
TJ Martell Foundation  
invite you to attend a very special**

**BOWLING  
EXTRAVAGANZA**



To kick off the GAVIN Convention, Boulder Entertainment Group and the TJ Martell Foundation are hosting a "Bowling Party" from 9pm to 1am at the "Rock 'n Bowl" in New Orleans with food being served from 9:30 till 11:00 and an open bar for the entire four hours!

A donation of \$20 is requested with all proceeds going to the TJ Martell Foundation for Cancer, AIDS and Leukemia.

Curb Records recording artist Mary Griffin will be performing on the mainstage in addition to Insignificant Action (A group made up of industry people).

The event is being sponsored by Curb Records, Universal, Warner Brothers, Capitol, Jive, American Gramophone, MCA, and Dalin Records. Lane sponsorship are still available.

Prizes will be awarded for high score and team high score.

For more information contact Jon Scott at (818) 981-9876, Tom Mazzetta at (303) 545-9990 or Tom Callahan (303) 545-0232

**IT'S IN THE  
BAG**



For information about  
how to get your promotional item  
inserted into the "Gavin Bag" at the  
1999 Gavin Seminar in New Orleans  
contact your sales rep or Lou Galliani  
(805) 542-9999



***If it isn't it should be***

THE SALES AND MARKETING CONNECTION:

## Protecting the Integrity of Your Promotions

BY JOAN VOUKIDES

The relationship between sales and promotion has always been a tenuous one, often fraught with dissension because of opposing goals and objectives. Programming and promotion have traditionally been cast in the role of the good guys, the wholesome keepers of the station image, while the sales department often has been cast in the role of the bad guys, the people willing to sell anything to anyone at any price.

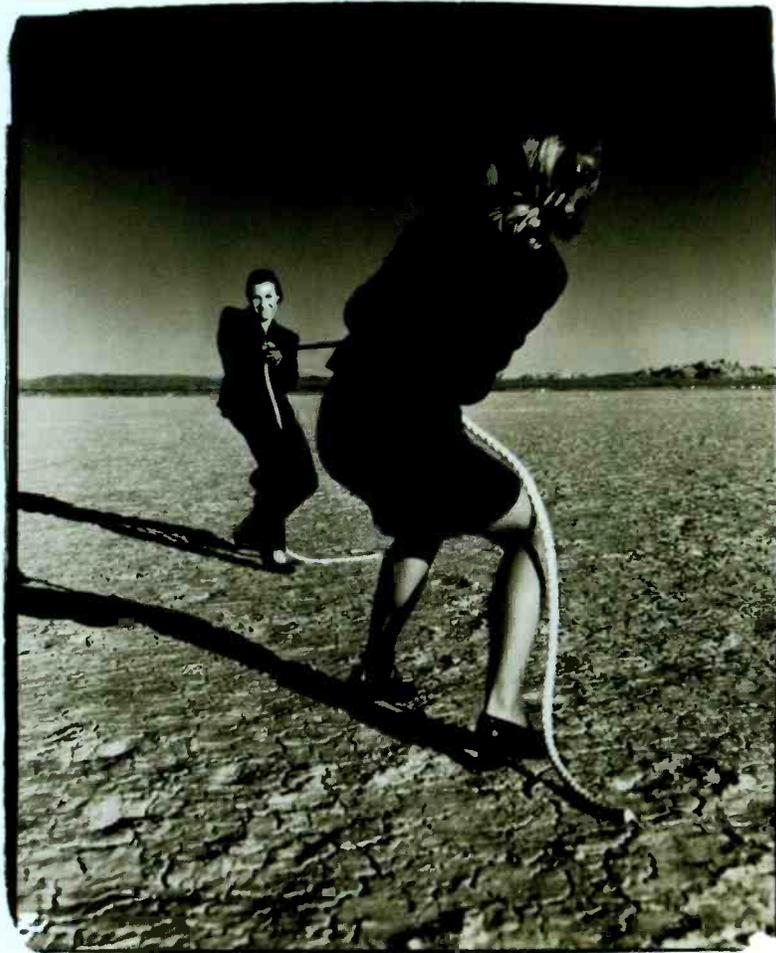
Given the new age of radio consolidation, how, if at all, has this relationship changed? According to Kim Leeds, Marketing and Promotion Director of KFMB/FM in San Diego, the new necessity to work as a group in order to close the sale has helped to improve teamwork among members of the sales and promotion departments. "Sales now automatically sees the downside of forcing promotions that we don't want to do," she says. "They instinctively know that our sign-off is necessary in order to get the promotion up and running. In many ways, the cooperative efforts that go into making a group sale rub off everywhere."

Today's mergers and mega-groups have also impacted the importance of promotions to the sales effort and have heightened the role of the promotion director. "Consolidations have made a real difference," maintains Sharon Estrada-Thomas, Promotion Director for KLIF/AM, in Dallas. "Being able to offer more than one station for both sales and promotions definitely gives you more

clout." Susquehanna Broadcasting, KLIF's owner, also has other stations in the market, ranging in formats from Country to Rock. "Add those audiences to the demos listening to local Talk/Sports-formatted KLIF, and you have so much more to offer a broad-based advertiser than a stand-alone station," she continues.

in smaller markets, are not successful in large markets like Los Angeles. So, we'll bend the idea and make it work."

According to Wendi Foster, Promotion Director of KKRZ/FM in Portland, Oregon, consolidation gives radio more promotional power than ever before: "If an advertiser fits our Top 40 format,



If there's one thing that hasn't changed substantially for promotion directors, it's the requisite of being able to gracefully turn down a specific client idea for a promotion when the need arises. But in most cases, giving a firm and final "no" is still not a viable option. Instead, says Diana Obermeyer, Director of Promotion and Marketing for WPWR/FM in Los Angeles, "we try to turn the bad idea into a good one, and not eliminate it altogether. We find that some promotions which play

and that of our sister station KKCW (Soft A/C), we obviously can offer much more promotional value. This is especially true for movies which often look to reach mass audiences. And, it's also true for many concerts which feature cross-over artists."

Although consolidation has helped elevate the role of promotion in sales efforts, the flip side is that consolidation now poses serious issues for stations that stand alone. "Not having group efficiencies makes the job more challeng-

ing," says Obermeyer, whose L.A. station, KPWR, is the only Emmis outlet in the marketplace. "Many clients, like the movie studios, want to do promotions with the larger groups," she says. "This means we have to use more creative angles." The station's recent Fall Book promotion—a Superstar Party at Universal Studios—featured three performance stages, 400 celebrities, and attracted over 8,000 people.

Perhaps the prize for creative, attention-getting promotions should go to Promotion Director Leeds' station, KFMB-FM, owned by Midwest TV. Like KPWR, the San Diego Hot A/C station doesn't have a market partner to help boost promotional coverage. So, this past summer, it hosted an outrageous Roller Coaster Marathon Promotion.

The station invited riders to hop on a roller coaster starting in June. The one person left at the designated end-of-the-promotion, Labor Day, would win \$50,000. Says Leeds, "We couldn't believe that five people actually stayed on for 70 days. We got so much mileage, literally, out of this promotion...we had sponsors like car dealers, cell phone companies, credit unions and, appropriately, insurance firms. We sold sponsor packages to clients who were in for the duration and one-day packages to sponsors that provided food and product." Winners included a recent college grad, an ex-Marine who took a leave of absence from his job, and an out-of-work personal trainer.

As Leeds sums it up, "The sales department is there to get the business and, granted, there are all kinds of crazy ideas floating around. Promotion's job is to protect the integrity of the station—to keep it clean, simple and relevant. These days, I think everyone understands this." ■

JOAN VOUKIDES IS PARTNER, CREATIVE ACCESS TO COMMUNICATION SERVICES, INC., IN NEW YORK.

# TOP 40 + RHYTHM



## Off the Record

•KDND (The End)-Sacramento PD/Station Manager Steve Weed on the quality of morning show airchecks he's been listening to lately: "If it wasn't so sad it would be funny."

•New KQBT-Austin PD Scooter B. Stevens announces his immediate programming challenge: "Not to tank the place."

•KGGI-Riverside APD/MD Jesse Duran on what some other programmers have done with his station's #1-testing record, Whitney & Mariah's "When You Believe": "I can't believe some people actually threw away a core artist duet because they didn't have the patience."

•WPST-Trenton PD Dave McKay on Alanis Morissette's "Unsent": "I wonder if her current boyfriend thinks he'll end up as another verse in the new extended version."

•KHTS (Channel 933)-San Diego PD Diana Laird's motto for 1999: "Why get married and make just one man miserable when I can stay single and make thousands of men miserable."

## Good as Gold



WORK Recording artist Eagle-Eye Cherry is greeted backstage, following a *Saturday Night Live* performance, by label co-Presidents Jordan Harris and Jeff Ayeroff, who presented him with a plaque commemorating gold-certified RIAA sales of his debut album, *Desireless*.

## Promo-rama

### WPXY Goes Postal

The latest increase in postage from 32 to 33 cents may seem like only a crummy penny to you and me, but to WPXY-Rochester, it's a tailor-made excuse to "go postal." In a blatant attempt to be topical, the station will give away the following postal-rated prizes:

- 98 one-cent stamps (the local news was reporting that area post offices were completely sold out);
- A pair of tickets to see "You've Got Mail;"
- A video copy of Kevin Costner's "The Postman;"
- A \$30 gift certificate for Mail Boxes Etc., and the piece de resistance...
- A pair of tickets to see a male strip show, appropriately titled "The U.S. Male Special Delivery Tour."

*Submitted by Promotions Director  
Tristano Korlou*

### They Got Game

CBS Rhythmic outlet KQBT (The Beat)-Austin celebrates the end of the NBA strike in the basketball-rich state of Texas with a little something they like to call a "Double Dribble Weekend." PD Scooter B. Stevens: "We're giving away basketballs, *Jock Jams* CD compilations, and chances to see the Dallas Mavericks, San Antonio Spurs, or the Houston Rockets."

## PDPROFILE

# Dave McKay



### WPST-Trenton

**Owner:** Nassau Broadcasting Partners

**How long in the house:** Six years

**Describe your format:** It's a blend of mainstream pop music, fun contests and promotions, relatable personalities, lots of music and entertainment news, and socially-conscious campaigns, all geared to the 18-34 demo.

### Current Ratings:

TRENTON: #1 12-plus (6.6 share)  
PHILADELPHIA: 1.4 12-plus  
OVERALL CUME: 529,000

### Jock Line-up:

5-10a.m.: The 'PST Wake-Up Crew with Mark Vanness & Chris Rollins  
10a-3p: Gabrielle Vaughn  
3-7p.m.: Joel Katz  
7-10p.m.: MD Chris Puorro  
10p-2a: Tommy Jordan  
2-5a.m.: Imaging Director Wade Wieser

**Consultant:** None

### Early Influences:

I worked parttime for Mark Feather, Kip Taylor, and Alex Valentine at WQXA-York, PA when it was a RhythmicTop 40. There I learned to: a) use the most of the resources you have, (b) present a major market sound in a medium market, and (c) have fun off the air and bring that fun across on the air.

**Early influential radio stations:** WAVA-

Washington, B104-Baltimore, Q107-Washington

**First gig:** Weekends doing Full-Service A/C and Oldies at WNAV/AM-Annapolis, MD.

### Car Radio Presets:

Mostly WFAN-New York. Others include WIOQ (Q102-Philly), WXXM (Max 95.7-Philly), and yes, I am a Howard Stern fan.

### Guilty Pleasure Music:

I've got to admit, the Spice Girls was my favorite concert of '98. I occasionally listen to Smooth Jazz, but for the most part, what we play is what I enjoy listening to.

### Personal PD Network:

I talk music, promotions, and imaging with two of my former music directors: Mike Kaplan, now at WJLK-Asbury Park, and Andy West at Jammin' Oldies in New York. If I have a real important question, I'll bug Cubby at Z100.

### Average Spot Load:

12 minutes

### Stop Set times:

:20 & :42

### Most Memorable Moment(s):

A tie between: (a) Re-inventing 'PST with Michelle Stevens between 1993-95. Only now do we realize what a big job it was and how successful we were. (b) This past fall, finishing # 1 despite having a new morning show, mid-days, nights, and

music director. That was very satisfying.

**Other notable gigs:** GM & PD at my college radio station.

### The boss:

Michelle Stevens (Sr. VP/Programming) and Dan Henrickson (Exec. VP/General Manager)

**Family:** I'm very close with my parents, brothers, sister, nieces, and nephews who all live in Maryland. I also live with my beautiful girlfriend (Suzanne) whom I consider part of my family.

**Favorite restaurant in your market:**

Alchemist & Barrister

### Favorite Movie:

(All-time fave): *Austin Powers*; (Current): *You've Got Mail*

### Career Goal:

To be successful and happy in a stable environment, working for people who respect and trust the work that I do (wherever that may be).

### Wacky Anecdote:

I still have nightmares about the time I fell asleep while running *American Top 40* at WLAN-Lancaster, Pa. (25 minutes of dead air!!!) If I hadn't hit my head on the console and woken up, who knows where I'd be today.

by Kevin Carter

# TOP 40

## MOST ADDED



**ALANIS MORISSETTE (35)**  
**JOEY McINTYRE (33)**  
**COLLECTIVE SOUL (26)**  
**MARIAH CAREY (19)**  
**CHER (18)**

## TOP TIP



**HOLE**  
 "Malibu" (Geffen/DGC)  
 Courtney Love and crew score a Top 40 winner with their latest. Believers include 104 KRBE, WFLZ, WZPL, and more.

## RADIO SAYS



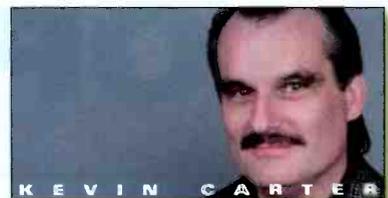
**SARAH McLACHLAN**  
 "Angel"  
 (Warner Sunset/Reprise)  
 "Testing number one across the board."  
 —Big Dave Eubanks, PD, WZJM-Cleveland

LW	TW	Artist - Title (Label)	Weeks	Reports	Adds	SPINS	TREND
1	1	SHAWN MULLINS - Lullaby (Columbia/CRG)	18	149	0	6971	-721
2	2	JEWEL - Hands (Atlantic)	13	157	0	6827	-200
3	3	EAGLE EYE CHERRY - Save Tonight (WORK)	26	139	0	6758	-188
4	4	GOO GOO DOLLS - Slide (Warner Bros.)	18	152	0	6705	+124
8	5	SARAH McLACHLAN - Angel (Warner Sunset/Reprise) <i>A callout monster wherever it's played!</i>	15	148	2	6217	+691
5	6	BRANDY - Have You Ever? (Atlantic)	14	136	3	5868	+11
6	7	THIRD EYE BLIND - Jumper (Elektra/EEG)	22	134	0	5530	-305
9	8	'N SYNC - (God Must Have Spent) A Little More Time... (RCA)	11	143	0	5503	+44
7	9	BRITNEY SPEARS - ...Baby One More Time (Jive)	15	139	2	5483	-99
10	10	NEW RADICALS - You Get What You Give (MCA)	14	135	0	4409	+68
12	11	BARENAKED LADIES - It's All Been Done (Reprise)	8	144	0	4350	+276
11	12	WILL SMITH - Miami (Columbia/CRG)	14	113	1	4228	+5
14	13	EVE 6 - Inside Out (RCA)	24	116	0	3845	-185
13	14	R. KELLY & CELINE DION - I'm Your Angel (Jive)	13	124	0	3806	-231
19	15	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	16	116	3	3688	+442
20	16	BACKSTREET BOYS - All I Have To Give (Jive)	8	135	9	3600	+429
21	17	CHER - Believe (Warner Bros.)	10	135	18	3528	+555
17	18	DIVINE - Lately (Red Ant)	14	109	3	3421	-37
16	19	EMILIA - Big, Big World (Universal)	9	118	0	3228	-232
28	20	SUGAR RAY - Every Morning (Lava/Atlantic) <i>Any questions? We didn't think so. Added at KIIS-Los Angeles.</i>	4	134	16	3114	+690
15	21	SHERYL CROW - My Favorite Mistake (A&M)	20	87	0	2934	-646
23	22	EVERCLEAR - Father Of Mine (Capitol)	14	111	1	2927	+181
18	23	SHANIA TWAIN - From This Moment On (Mercury)	20	98	0	2888	-476
24	24	BLACKSTREET featuring MYA - Take Me There (Interscope)	11	106	0	2887	+153
26	25	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	10	118	3	2735	+87
29	26	JENNIFER LOVE HEWITT - How Do I Deal (143/Warner Bros.)	9	95	1	2461	+37
31	27	KHALEEL - No Mercy (Hollywood)	6	109	9	2345	+212
27	28	MONIFAH - Touch It (Universal)	25	78	0	2305	-250
25	29	98 DEGREES - Because Of You (Motown)	22	67	0	2117	-589
32	30	LENNY KRAVITZ - Fly Away (Virgin)	13	95	5	2106	+218
22	31	FASTBALL - Fire Escape (Hollywood)	15	74	0	2105	-681
33	32	MONICA - Angel Of Mine (Arista)	8	81	10	1775	+86
30	33	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	16	59	0	1631	-616
—	34	BETTER THAN EZRA - At The Stars (Elektra/EEG)	4	84	15	1529	N
—	35	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	3	107	35	1527	N
39	36	DAVE MATTHEWS BAND - Crush (RCA)	16	61	5	1402	+112
36	37	SHAGGY featuring JANET JACKSON - Luv Me Luv Me (MCA)	25	44	1	1372	-145
38	38	LAURYN HILL - Doo Wop (That Thing) (Columbia/CRG)	14	50	0	1364	-51
34	39	U2 - Sweetest Thing (Island)	15	43	0	1337	-234
35	40	BARENAKED LADIES - One Week (Reprise)	27	50	0	1322	-234

Total Reports This Week 164 Last Week 164

## CHARTBOUND

Artist - Title (Label)	Reports	Adds	SPINS	TREND
COLLECTIVE SOUL - "Run" (Atlantic/Hollywood)	68	26	862	+272
JENNIFER PAIGE - "Sober" (Edel America/Hollywood)	64	9	1141	+399
HOLE - "Malibu" (Geffen/DGC)	48	17	656	+305
SIXPENCE NONE THE RICHER - "Kiss Me" (Squint/Columbia)	45	5	910	+200



## RAVES

By Annette M. Lai.

### MEJA "All 'Bout the Money" (C2/CRG)

Add to the growing C2 roster of talent this young woman from Stockholm. Her bio says she's an Aquarian, admires the Dalai Lama, and loves a good glass of red wine and water (our question: *together?*). Her song, "All 'Bout the Money," is catchy through and through, complete with one of those hooks you'll soon be singing over and over. Impacting mainstream Top 40, Hot and Modern A/C.



### BRANDY "Angel in Disguise" (Atlantic)

The multi-talented Brandy can count her latest effort as one of the many reasons why she's sold three million-plus units of her CD *Never Say Never*. On this track, in spite of a not-so-nice "angel" that stole her love away, Brandy's feelings remain true. Added at 92Q-Baltimore and KMEL-San Francisco to name a few. Impacting Rhythm-Crossover.

Continued on page 17

## ARTIST PROFILE

### 'N SYNC

'N SYNC IS: James Lance "Lansten" Bass; Joshua Scott "JC" Chazez; Joseph "Joey" Anthony Fatone Jr.; Christopher "Chris" Alan Kirkpatrick; Justin Randall Timberlake  
 CURRENT SINGLE: "(God Must Have Spent) A Little More Time on You"

LABEL: RCA  
 SENIOR VP. PROMOTION: Ron Geslin  
 WHAT'S IN A NAME? "'N Sync's name was derived from the last letters of the member's first names: JustiN Timberlake, 17; Chris Kirkpatrick, 27; JoeY Fatone, 23; LansteN (the nickname of Lance Bass, 19); and JC

Chazez, 22." —*Hartford Courant*, October 24, 1998  
 HOW IS 'N SYNC DIFFERENT



FROM THE BACKSTREET BOYS? "People always say we're similar, but we never even thought about it. Everybody needs a reference, like Mariah Carey being compared to Whitney Houston. Once people see our show and what we're about, then they'll be able to distinguish us from that." —Joey in *Virginia Pilot*,

October 16, 1998  
 SOMETHING WE WOULD BE SURPRISED TO KNOW ABOUT YOU: "I'm very ashamed of it, but I do have a Beanie Babies collection." —Lance; "I wear glasses." —Chris; "I've done Shakespearean plays." —Joey; "My age [17]." —Justin; "That I'm full of energy even though I love to sleep!" —JC. (From *Teen* magazine, December 1998)

Compiled by Melissa Piazza

## TOP 40 UP&amp;COMING

Rpts.	Adds	SPINS	TREND	
44	33	292	+213	JOEY McINTYRE - Stay The Same (C2/CRG)
39	19	492	+357	MARIAH CAREY - I Still Believe (Columbia/CRG)
37	6	601	+139	2 PAC - Changes (Interscope)
36	2	683	+106	ROD STEWART - Faith Of The Heart (Universal)
36	—	606	+104	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)
34	—	693	-15	SPICE GIRLS - Goodbye (Virgin)
34	14	344	+179	B*WITCHED - C'est La Vie (Epic)
32	16	342	+265	SEMISONIC - Secret Smile (MCA)
30	2	583	-114	MARY GRIFFIN - Knock On Wood (Curb)
30	8	499	+112	EVERLAST - What's It Like (Tommy Boy)
23	2	460	+50	DEBORAH COX - Nobody's Supposed To Be Here (Arista)
22	7	369	+150	BLONDIE - Maria (Beyond Music)
22	3	319	+28	JAY-Z - Hard Knock Life (Roc-A-Fella/Def Jam)
20	10	224	+107	MUDHENS - Try To Explain (MH)
19	3	283	+98	SISTER MOON - Why (This Is This)
18	13	140	+67	* DRU HILL - These Are The Times (Island)
16	—	322	+31	UNCLE SAM - When I See You Smile (Stonecreek/Epic)
15	1	254	+26	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)
15	7	201	+62	* MR. BLUE - Shadow On The Wall (TidalWave)
13	—	309	-42	BOYZ II MEN - I Will Get There (DreamWorks/Geffen)
12	2	185	+93	LONDON BUS STOP - You Ain't Seen Nothin' Yet (Universal)
11	5	128	+77	P.M. DAWN - Faith In You (V2)
10	1	224	-58	NATALIE IMBRUGLIA - Smoke (RCA)
10	—	200	-16	REEL BIG FISH - The Set Up (You Need This) (Mojo/Universal)
10	9	87	+87	* THE MERRYMAKERS - Trouble Time (Big Deal)

Drops: #37-Goo Goo Dolls ("Iris"), #40-Cake.

## Making a Name...



Members of pop sensation 'N Sync recently joined the RCA Records staff to celebrate the multi-platinum status of the group's debut disc (5 million sold and counting!) Pictured l-r: Justin ('N Sync), Kaja Gula (RCA Manager, Marketing/Artist Development), Vince Degiorgio (RCA Director of International A&R), Chris ('N Sync), Jack Rovner (RCA Executive VP/GM), Joey ('N Sync), Bob Jamieson (RCA Prez), Lance ('N Sync), JC ('N Sync), Dave Novik (RCA Sr. VP International A&R), Cliff O'Sullivan (RCA VP Marketing).

## GAVIN ONLY

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.

TW		SPINS	TREND
1	SHAWN MULLINS - Lullaby (Columbia/CRG)	3531	+70
2	JEWEL - Hands (Atlantic)	3460	+89
3	GOO GOO DOLLS - Slide (Warner Bros.)	3365	+251
4	EAGLE EYE CHERRY - Save Tonight (WORK)	3094	+125
5	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	2976	+484
6	BRITNEY SPEARS - ...Baby One More Time (Jive)	2847	+33
7	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	2717	+46
8	THIRD EYE BLIND - Jumper (Elektra/EEG)	2684	+119
9	<u>NEW RADICALS</u> - You Get What You Give (MCA)	2580	+194
10	BRANDY - Have You Ever? (Atlantic)	2569	+100
11	BARENAKED LADIES - It's All Been Done (Reprise)	2473	+244
12	R. KELLY & CELINE DION - I'm Your Angel (Jive)	2279	+66
13	EMILIA - Big, Big World (Universal)	2099	+224
14	EVE 6 - Inside Out (RCA)	1904	+35
15	<u>MATCHBOX 20</u> - Back 2 Good (Lava/Atlantic)	1848	+289
16	CHER - Believe (Warner Bros.)	1826	+253
17	BACKSTREET BOYS - All I Have To Give (Jive)	1781	+257
18	SUGAR RAY - Every Morning (Lava/Atlantic)	1698	+351
19	EVERCLEAR - Father Of Mine (Capitol)	1678	+224
20	JENNIFER LOVE HEWITT - How Do I Deal (143/Warner Bros.)	1663	+92
21	KHALEEL - No Mercy (Hollywood)	1625	+179
22	WILL SMITH - Miami (Columbia/CRG)	1625	+44
23	SHERYL CROW - My Favorite Mistake (A&M)	1600	-3
24	FASTBALL - Fire Escape (Hollywood)	1547	-21
25	SHANIA TWAIN - From This Moment On (Mercury)	1364	-33
26	LENNY KRAVITZ - Fly Away (Virgin)	1262	+130
27	DIVINE - Lately (Red Ant)	1231	+100
28	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	1217	-22
29	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	1200	+113
30	BLACKSTREET featuring MYA - Take Me There (Interscope)	1181	+129
31	U2 - Sweetest Thing (Island)	1021	+106
32	98° - Because Of You (Motown)	1005	+36
33	CAKE - Never There (Capricorn/Mercury)	902	+80
34	BETTER THAN EZRA - At The Stars (Elektra/EEG)	887	N
35	JENNIFER PAIGE - Sober (Edel America/Hollywood)	873	+219
36	DAVE MATTHEWS BAND - Crush (RCA)	862	+146
37	MONICA - Angel Of Mine (Arista)	853	+78
38	MONIFAH - Touch It (Universal)	850	+6
39	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	700	N
40	BARENAKED LADIES - One Week (Reprise)	683	+36

## MOST ADDED



ALANIS MORISSETTE (22)  
COLLECTIVE SOUL (14)  
BETTER THAN EZRA (12)  
SEMISONIC (10)  
\*\*CHER (9)  
\*\*THE MERRYMAKERS (9)

**MOST ADDED**

**HARLEM WORLD (20)**  
**SHANICE (15)**



**MARIAH CAREY (14)**  
**R. KELLY (13)**  
**METHOD MAN (11)**

**TOP TIP**

**JUVENILE**  
"Ha"

(Universal)

"Huge mix show and club record."

—Joey Arbagey, PD, KMEL-San Francisco

**RADIO SAYS**



**BRITNEY SPEARS**

"...Baby One More Time"  
(Jive)

"Exploded: #1 single sales, #1 album sales, #1 phones."

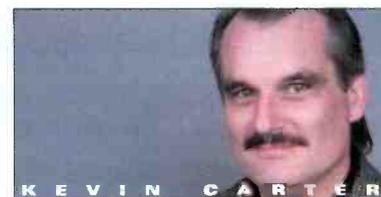
—Scott Wheeler, PD, WHHH-Indianapolis

**RHYTHM CROSSOVER**

LW	TW		SPINS	TREND
1	1	<b>BRANDY</b> - Have You Ever? (Atlantic)	3120	+754
2	2	<b>BLACKSTREET</b> featuring <b>MYA</b> - Take Me There (Interscope)	2549	+723
4	3	<b>JAY-Z</b> - Can I Get A ... (Roc-A-Fella/Def Jam)	2267	+611
5	4	<b>MONICA</b> - Angel Of Mine (Arista)	2213	+699
3	5	<b>DRU HILL</b> - How Deep Is Your Love (Island)	2182	+511
7	6	<b>WILL SMITH</b> - Miami (Columbia/CRG)	1997	+506
9	7	<b>2 PAC</b> - Changes (Interscope)	1784	+520
6	8	<b>LAURYN HILL</b> - Doo Wop (That Thing) (Columbia/CRG)	1752	+245
8	9	<b>DIVINE</b> - Lately (Red Ant)	1727	+349
11	10	<b>DEBORAH COX</b> - Nobody's Supposed To Be Here (Arista)	1670	+561
12	11	<b>DRU HILL</b> - These Are The Times (Island)	1656	+582
14	12	<b>'N SYNC</b> - (God Must Have Spent) A Little More Time On You (RCA)	1601	+536
15	13	<b>OUTKAST</b> - Rosa Parks (LaFace/Arista)	1504	+472
10	14	<b>JAY-Z</b> - Hard Knock Life (Roc-A-Fella/Def Jam)	1453	+251
17	15	<b>TLC</b> - Silly Ho' (LaFace/Arista)	1260	+407
16	16	<b>FAITH EVANS</b> - Love Like This (Bad Boy/Arista)	1205	+188
18	17	<b>WHITNEY HOUSTON</b> - Heartbreak Hotel (Arista)	1200	+370
13	18	<b>MONIFAH</b> - Touch It (Universal)	1193	+125
19	19	<b>BACKSTREET BOYS</b> - All I Have To Give (Jive)	946	+339
34	20	<b>LAURYN HILL</b> - Ex-Factor (Columbia/CRG) <i>She's Lauryn Hill, for crying out loud...</i>	794	+461
22	21	<b>TQ</b> - Bye Bye Baby (Epic)	654	+156
20	22	<b>R. KELLY &amp; KEITH MURRAY</b> - Home Alone (Jive)	598	+81
24	23	<b>BUSTA RHYMES</b> - Gimme Some More (Elektra/EEG)	567	+125
23	24	<b>BRITNEY SPEARS</b> - ...Baby One More Time (Jive)	567	+113
30	25	<b>AALIYAH</b> - Are You That Somebody (Atlantic)	537	+161
21	26	<b>NEXT</b> - I Still Love You (Arista)	532	+33
26	27	<b>DMX</b> - Ruff Ryders Anthem (Def Jam/Mercury)	523	+129
29	28	<b>TOTAL</b> - Trippin' (Bad Boy/Arista)	517	+135
—	29	<b>TYRESE</b> - Sweet Lady (RCA)	508	N
—	30	<b>HARLEM WORLD</b> - I Really Like It (So So Def/Columbia/CRG) <i>Starting to buzz in gmail.</i>	496	N
31	31	<b>MONICA</b> - First Night (Arista)	461	+88
25	32	<b>KURUPT</b> - We Can Freak It (Antra/A&M)	453	+46
27	33	<b>XSCAPE</b> - My Little Secret (So So Def/Columbia/CRG)	437	+48
28	34	<b>ICE CUBE</b> - Pushin' Weight (Priority)	434	+49
—	35	<b>MARIAH CAREY</b> - I Still Believe (Columbia/CRG)	420	N
—	36	<b>SWEETBOX</b> - U Make My Love ... Feat. Evelyn King (RCA)	405	N
—	37	<b>JUVENILE</b> - Ha (Universal/MCA)	403	N
35	38	112 - Love Me feat. Mase (Bad Boy/Arista)	403	+86
33	39	<b>R. KELLY &amp; CELINE DION</b> - I'm Your Angel (Jive)	384	+45
—	40	<b>MO THUGS FAMILY</b> - Ghetto Cowboy (Relativity)	373	+190

**CHARTBOUND**

	Reports	Adds	SPINS	TREND
<b>R. KELLY</b> - "When A Woman's Fed Up" (Jive)	20	13	328	+182
<b>FOXY BROWN</b> - "Hot Spot" (Def Jam)	17	0	347	+200
<b>BRANDY</b> - "Angel In Disguise" (Atlantic)	17	8	297	+297
<b>SHANICE</b> - "When I Close My Eyes" (LaFace/Arista)	17	15	147	+146
<b>JD &amp; KEITH SWEAT</b> - "Going Home With Me" (So So Def)	16	2	370	+94



**FOR THE RECORD**

"I really love that new Harlem World record, 'I Really Like It.'" —**Scooter B. Stevens, PD, KQBT (The Beat-Austin)**

"It's a battle for #1 and two phones between 'What's It Gonna Be' by Busta Rhymes & Janet Jackson, and 'Money, Cash...' by Jay-Z and DMX."



—**Tom Calococi, PD, 92Q (WERQ-Baltimore)**

"Whitney & Mariah is our #1-testing song 18-34, 25-34, and with our P1s." —**Jesse Duran, APD/MD, KGGI-Riverside**



"Top 10 phones with Method Man/D'Angelo 'Break Ups 2 Make Ups' (Def Jam)" —**Tony Manero, PD, KKSS-Albuquerque**

"Whitney's 'Heartbreak Hotel' is in power rotation. If you're not playing it, you're missing the boat." —**Bill Shakespeare, PD, KWNZ-Reno**



RHYTHM CROSSOVER REPORTS  
ACCEPTED MONDAYS & TUESDAYS  
8:30 A.M.-4 P.M.  
GAVIN STATION REPORTING  
PHONE: (415) 495-1990  
FAX: (415) 495-2580

Due to some research changes, the Rhythm Crossover chart is frozen this week. A new, improved chart will return next week with current trend information.

**The 1999 GAVIN Seminar**  
**February 17-21 New Orleans — The [SOLD OUT] Agency**

ROOMS AVAILABLE AT THE HOTEL INTER-CONTINENTAL (504) 525-5566  
QUESTIONS: CONTACT DEIRDRE MORRISSEY (415) 495-1990 X653

# A/C + HOT A/C

PDPROFILE

## Louis Kaplan

**Infinity/CBS' KLLC  
(Alice@97.3)-  
San Francisco**

**Current ratings:** In the Fall Book, we showed continued growth in our women's numbers. For the second time, we were number one 18-34 women and continued to climb 25-54.

**Web site:**  
www.radioalice.com

**First gig and career highlights:** I landed my first gig in January of '81 as the 10 p.m.-1 a.m. guy at WJHO-Opelika, Alabama, which was a block-programmed station: A/C in the morning; bluegrass at lunch; Top 40 in afternoons and nights. From there, I went to WAPI AM/FM-Birmingham, where I ran the computer for the AM side, but was also a swing jock on the FM. Eventually, I became research director and did the night shift for awhile. In 1988, I went to Y107-Nashville as the APD/MD; I

was there for five years and ended up programming the station. From Nashville, I moved to Dayton to program WGTZ (Z93), eventually being upped to OM for Z93, as well as WING AM/FM. I came to San Francisco in September of 1996 as PD for KLLC.

**Mentors:** Marc Chase. We worked together in Opelika, worked together in Birmingham, and worked together in Nashville. He has a great mind for radio and so much energy. I learned so much just by watching him. We're still in touch and I'm still learning from him. Randy Michaels at Jacor, who has a special way of looking at things and unending energy and enthusiasm for radio. I'd also have to mention Jacor's Tom Owens, too. Tom from an analytical standpoint, Marc from the creative side, and Randy from an energy side. They were all important to me during the time

when I was learning the craft.

**Define Alice musically:**

Alice is a hybrid of Top 40 and A/C and Alternative and A3. We play hit records, but we're not afraid to be a little daring, because we're in San Francisco and we don't have to play it as safe as my instincts tell me to. We like to be on the forefront—break an artist and make people aware of them. Our audience is into the music. If we did nothing but react to what other people were doing, our audience would know the difference. Our core artists are Sarah McLachlan, Dave Matthews, Alanis, Natalie Merchant, Jewel, and Sheryl Crow.

**Spot loads and stopsets:**

Two stopsets an hour outside of morning drive and we play as many spots as Mel [Karmazin] asks us to.

**Personality test:**

**Car pre-sets:** Alice, Live 105, KFOG, KZQZ, K-101. I've



got a lot of pre-sets—KNBR, KGO, and KCBS are the things I listen to the most.

**Favorite local restaurant:**

The House of Nanking, even though the owner hates my guts.

**Favorite golf course:**

Chardonnay up in Napa.

**Most successful Alice promotion:**

Our "Now and Zen Fest," held last September in Golden Gate Park. It was a concert starring the Wallflowers, Smash Mouth, Des'ree, Sixpence None the Richer, and Anggun. The sold-out event drew 13,000 listeners and was successful on every level—we made money, there was a great vibe, and we had fun promoting it...even Woody Harrelson showed up!

**Chart News:** As of February 1, in order for any record qualify for a listing in Gavin A/C Up & Coming, it must have a minimum of 25 stations reporting airplay. This number represents approximately 15 percent of our current reporting panel, ensuring that our A/C charts maintain the high standard of quality you've come to expect from GAVIN. We've done this so you can continue to make the right music decisions for your stations. The qualifications for Hot A/C Chartbound will remain the same. Thank you.

—ANNETTE M. LAI, EDITOR

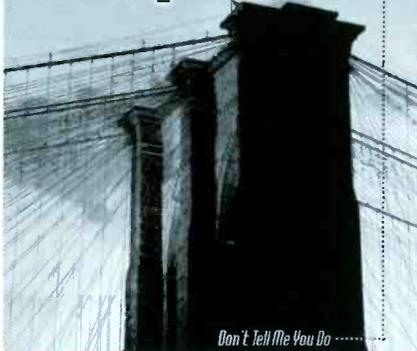
### A Joey McIntyre Moment



**Out and about promoting his solo debut project, C2/CRG artist Joey McIntyre visited the GAVIN offices earlier this month (l-r): manager Jerry Jaffe, GAVIN COO Bob Galliani, McIntyre, Hot A/C-A/C Editor Annette M. Lai, GAVIN CEO David Dalton, and Columbia VP, Promotion Lee Leipsner.**

by Annette M. Lai

rockapella



http://www.j-birdrecords.com

**MANAGEMENT**

Keith Garde, PKA Management

# rockapella

## "I'll Hear Your Voice"

**Debut at #3 Most Added!**

**26 Adds - 220 Spins**

From the forthcoming album

*Don't Tell Me You Do*

**In Stores February 16**



ANNETTE M. LAI

**MOST ADDED**



- MARIAH CAREY (37)
- J. TESH/J. INGRAM (29)
- ROCKAPELLA (26)
- JOEY McINTYRE (24)
- MARVIN GAYE & TAMMI TERRELL (20)

**TOP TIP**

**BACKSTREET BOYS**  
"All I Have to Give"  
(Jive)

Adults love the boys from Orlando, too! Their latest gets a "yes" nod at Sunny 95, WALK, WWLI, and more.

**RADIO SAYS**



DAVID CASSIDY

"No Bridge I Wouldn't Cross"  
(Slamajama)

"David's latest is the perfect spike for anybody targeting adult women."

—Bobby Rich, PD,  
KMXZ-Tucson

**A/C**  
A D U L T C O N T E M P O R A R Y

LW	TW		Weeks	Reports	Adds	SPINS	TREND	20+	21+	14+	7+
1	1	R. KELLY & CELINE DION - I'm Your Angel (Jive)	13	152	0	3835	+68	65	42	36	9
3	2	JEWEL - Hands (Atlantic)	13	141	1	3555	+110	66	33	27	13
2	3	WHITNEY HOUSTON & MARIAH CAREY - When You Believe (DreamWorks/Geffen)	10	149	2	3508	-24	56	41	34	13
4	4	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	14	144	1	3459	+238	57	37	31	15
7	5	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	3	156	7	2969	+632	26	38	56	26
5	6	SHANIA TWAIN - From This Moment On (Mercury)	20	117	0	2707	-52	34	36	37	10
6	7	PHIL COLLINS - True Colors (Atlantic)	17	117	0	2679	-53	31	38	38	9
8	8	MARILYN SCOTT - The Last Day (Warner Bros.)	14	107	2	2164	+72	34	18	24	26
9	9	DAVID CASSIDY - No Bridge I Wouldn't Cross (Slamajama)	17	104	4	2101	+96	31	17	28	20
10	10	SHAWN MULLINS - Lullaby (Columbia/CRG)	13	76	0	2057	+162	41	19	13	3
14	11	HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	8	95	12	1751	+305	19	21	27	19
17	12	JIM BRICKMAN featuring MICHAEL W. SMITH - Love Of My Life (Windham Hill)	4	115	17	1739	+426	10	22	33	39
20	13	ROD STEWART - Faith Of The Heart (Universal)	4	104	19	1683	+527	10	19	39	23
13	14	PJ - A Little Bit Of Me (TidalWave)	21	75	1	1614	+86	26	17	16	9
11	15	EDWIN McCAIN - I'll Be (Lava/Atlantic)	61	76	1	1554	-243	13	19	31	11
12	16	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	28	76	0	1502	-69	11	22	27	14
23	17	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	6	83	15	1358	+320	8	20	23	28
18	18	MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)	17	74	0	1263	-5	6	18	25	19
15	19	FAITH HILL - This Kiss (Warner Bros.)	26	60	0	1252	-130	13	12	25	9
37	20	JOHN TESH & JAMES INGRAM - Forever More (I'll Be The One) (GTSP/Mercury)	3	100	29	1245	+489	4	8	35	34
<i>Leap o' the week honors go to this duo. They're up 17 spots into the Top 20.</i>											
22	21	CRYSTAL BERNARD - Don't Touch Me There (River North)	10	72	5	1219	+166	11	18	15	22
21	22	JOE'S BAND - Daydream Lover (Rag)	17	57	3	1166	+75	14	18	12	13
—	23	MARIAH CAREY - I Still Believe (Columbia/CRG)	2	89	37	1150	<b>N</b>	5	8	31	31
<i>Without question, A/C Radio believes in Mariah's latest effort and make her the week's highest debut.</i>											
25	24	MARSHALL TUCKER BAND - Love I Gave To You (K-TEL)	21	51	2	1095	+89	15	14	15	7
28	25	MARY GRIFFIN - Knock On Wood (Curb)	10	50	1	1062	+65	15	14	12	9
16	26	LIONEL RICHIE - I Hear Your Voice (Mercury)	17	59	0	1046	-322	8	13	21	15
26	27	MR. BLUE - Shadow On The Wall (TidalWave)	17	52	2	1044	+40	12	18	12	8
32	28	BIC RUNGA - Sway (Columbia/CRG)	15	56	7	1040	+162	9	15	20	12
19	29	GLORIA ESTEFAN - Don't Let This Moment End (Epic)	11	57	1	1008	-249	9	12	18	16
27	30	PATTI O'HARA - Forever Friends (J-Bird)	24	46	1	981	-22	13	13	12	8
36	31	MONICA - Angel Of Mine (Arista)	8	65	6	885	+101	4	8	19	27
34	32	WIREWOOD - Inside Screaming (Teleca)	14	43	2	858	+56	9	12	16	6
38	33	GREGG SWANN - Spinning (Dalin)	6	53	4	842	+146	3	8	26	15
35	34	LANI HALL - Meant To Be (Windham Hill)	10	46	0	840	+49	5	15	16	10
—	35	BRANDY - Have You Ever? (Atlantic)	14	53	7	829	<b>N</b>	6	11	12	19
30	36	SHERYL CROW - My Favorite Mistake (A&M)	20	38	1	801	-147	8	10	14	5
31	37	STEVE PERRY - When You Fall In Love (For The First Time) (Columbia/CRG)	6	48	1	793	-118	4	9	23	11
29	38	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	15	35	0	783	-182	10	9	15	1
24	39	LeANN RIMES - Feels Like Home (MCG/Curb)	22	44	1	783	-230	5	9	23	6
—	40	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	3	50	11	777	<b>N</b>	5	6	22	16

Total Reports This Week 172 Last Week 167

**CHARTBOUND**

	Reports	Adds	SPINS	TREND
THE REGULATORS - "Sweet Sustain" (Southbound)	40	4	739	+65
LARRY KING & JOHN BLASUCCI - "Worlds Apart" (MFO)	40	3	581	+120
TONY MASCOLO - Night Wind (Modern Voices)	35	1	554	+111

**SPINCREASE**

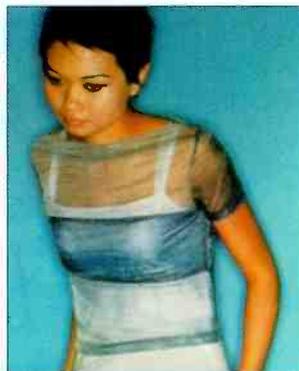
MARIAH CAREY	+658
ELTON & LeANN	+632
ROD STEWART	+527
TESH & INGRAM	+489
BRICKMAN & SMITH	+426

**ARTISTPROFILE**

**BIC RUNGA**

CURRENT SINGLE: "Sway"  
LABEL: Columbia/CRG  
VP. A/C PROMOTION:  
Elaine Locatelli  
HOMETOWN & BIRTHDATE:  
"Christchurch, New Zealand,  
January 13, 1976"  
MAJOR MUSICAL INFLUENCES:  
"David Bowie, Depeche Mode,

Cocteau Twins, the Police, and the Smiths."  
THINGS THAT MAKE YOU HAPPY:  
"Ice blocks, macadamias, gift wrap, velcro, perforated paper."  
THINGS THAT MAKE YOU SAD:  
"Super 8 film, minor 7 chords, the expanding universe/the big crunch."  
WHAT INSPIRES YOUR SONGWRITING? "Sea shells, pine



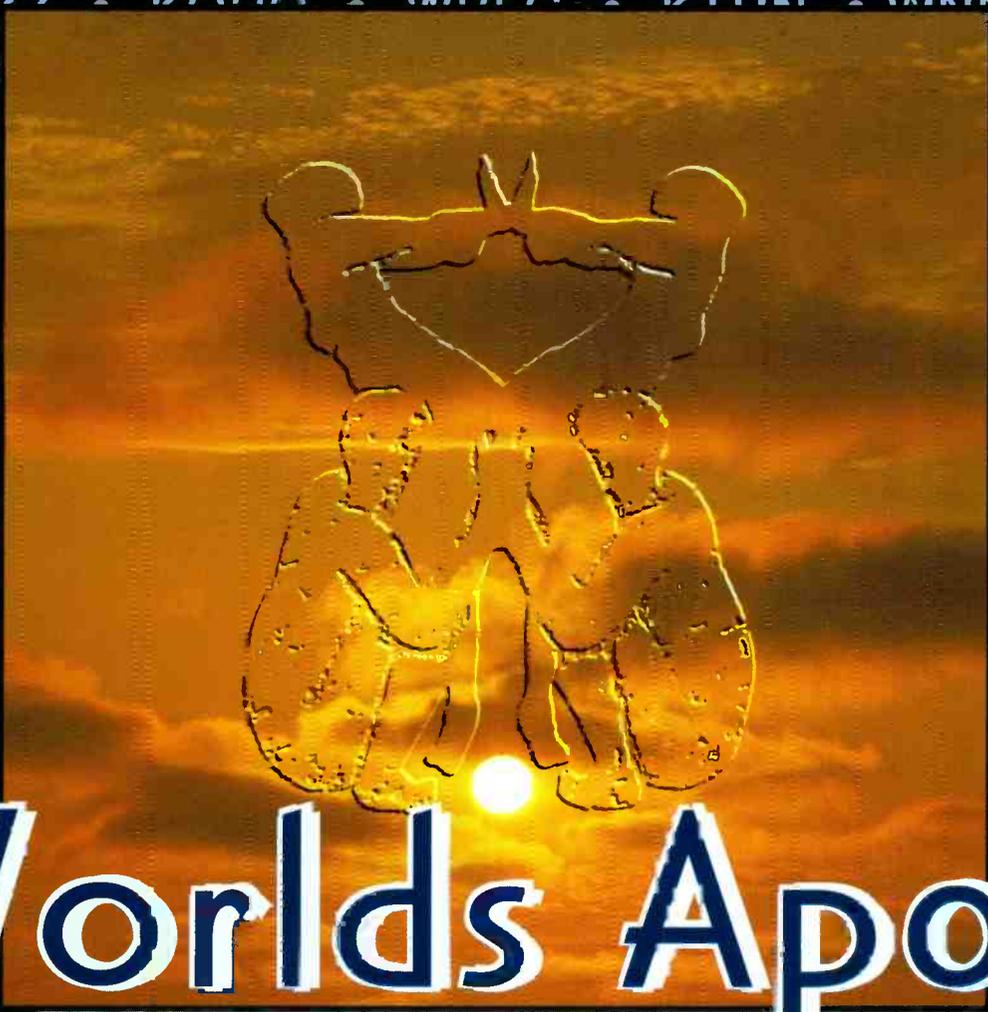
cones, anything perfectly smooth or symmetrical, machinery, white noise, pink noise, aircraft, anything that floats."  
WHAT STRIKES YOU AS INTERESTING ABOUT NEW ZEALAND? "According to Maori legend, it used to be a big fish."  
WHEN YOU WERE A CHILD, YOU WANTED TO GROW UP AND BE: "Taller."  
THE CAUSE YOU BELIEVE IN THE MOST AND WHY: "I subscribe to

the 'Anti-Rerun Society,' an organization fighting to put a stop to reruns of bad sitcoms."  
SOMETHING WE WOULD BE SURPRISED TO KNOW ABOUT YOU: "I wrote my first song when I was six. It was called, 'I Can See Your Ass Shining in the Moonlight.'"  
FUTURE AMBITIONS: "I would still like to be taller."

Compiled by Melissa Piazza

# Larry King ∞ John Blasucci

KFMN • KVRH • KWAT • KYMN • WEIM • WMVA • WSNU •  
KMVR • KRTI • WSFW • KSND • WOYS • WJTW • WZDQ •  
KOJM • WPXZ • WQXQ • WDKB • KNTI • KEZU • KAYL • KCCR  
• KATW • KIZZ • KORQ • WBLG • KTRN • WNNC • WAPB •  
KFMN • KWA • J • KMVR •  
KRTI • WSFV • Q • KOJM •  
WPXZ • WQXQ • KCCR • KATW  
• KIZZ • KOR • B • KFMN •  
KVRH • KWA • J • KMVR •  
KRTI • WSFV • Q • KOJM •  
WPXZ • WQXQ • KCCR • KATW  
• KIZZ • WBL • N • KVRH •  
KWAT • KYMN • KRTI • KSND  
• WOYS • WJT • KQ • WDKB •  
NTI • KEZU • RQ • WBLG •  
KTRN • WNN • T • KYMN •  
WEIM • W • J • KSND •  
WOYS • W • K • KNTI •  
KEZU • KAYL • WBLG • KTRN  
• KNNC • WAPB • KFMN • KVRH • KWAT • KYMN • WEIM •  
WMVA • WSNU • KMVR • KRTI • WSFW • KSND • WOYS •  
WJTW • WZDQ • KOJM • WPXZ • WQXQ • WDKB • KNTI •  
KAYL • KCCR • KATW • KIZZ • KORQ • WBLG • KTRN • WNNC



# Worlds Apart



Mazzetta Promotion Contact: Tom Mazzetta  
(303) 545-9990 Fax (303) 545-9993



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**A/C UP&COMING**

Rpts.	Adds	SPINS	TREND	
37	—	751	+60	ZAK DANIELS & ONE-EYED SNAKES - Tombstone Hat (Big Water)
34	—	666	+55	JOHN PURDELL - Better Way To Die (Jackal)
32	1	582	+35	SUNPOWER ORCHESTRA - A Princess Blessing (Sunpower)
30	16	309	+144	* BACKSTREET BOYS - All I Have To Give (Jive)
29	4	682	+91	GOO GOO DOLLS - Slide (Warner Bros.)
29	1	446	+62	BOJEST - Kissing It On (Rosier)
28	24	273	+245	* JOEY MCINTYRE - Stay The Same (C2/CRG)
26	—	315	+16	JOHN CALLED MARK - Carry My Load (Eversong)
26	26	220	+220	* ROCKAPELLA - I Hear Your Voice (J-Bird)
25	10	332	-2	I AM - Under The Impression (Marvelous Show)
24	4	544	+111	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)
24	4	489	+88	CHER - Believe (Warner Bros.)
24	1	461	+66	BARENAKED LADIES - It's All Been Done (Reprise)
24	3	297	+34	MARC COHN - Healing Hands (Atlantic)
22	2	617	+85	U2 - Sweetest Thing (Island)
21	1	550	+63	EAGLE EYE CHERRY - Save Tonight (WORK)
20	3	291	+56	JENNIFER PAIGE - Sober (Ede America/Hollywood)
20	20	201	+201	* MARVIN GAYE & TAMMI TERRELL - Ain't No Mountain... (Sony Classical)
19	17	175	+153	* BONNIE RAITT - Lovers Will (Capitol)
18	7	177	+100	* JIM WALSH - Only You (Photon)
17	3	173	+21	* SYRVA - Fade (Thrive)
17	3	153	+45	* STEVE SCULISI - You Don't Have To (Pacific City)
16	1	278	+45	BOYZ II MEN - I Will Get There (DreamWorks/Geffen)
16	—	262	+28	NATALIE IMBRUGLIA - Smoke (RCA)
16	3	168	+60	* KEITH METHVEN - Love Life (Kittyhawk)
16	16	124	+124	* LUSTMEN'S BAND - The President's Rock Son
15	3	219	+91	* DAVE MATTHEWS BAND - Crush (RCA)

Drops: #33-Celine Dion ("To Love..."), Carole King, Seal, Steve Anderson

**RAVES continued**

**GARBAGE "Special" (Almo/Interscope)**

A recent Top Ten hit at Alternative, Shirley Manson and company have been specially re-mixed for Top 40's consumption. Thanks to Manson's sultry-smoky vocal interpretation of the song's driving chorus, this one hits home. Impacting mainstream Top 40.



**KENNY LATTIMORE "If I Lose My Woman" (Columbia/CRG)**

Kenny Lattimore's latest effort is an Urban Landscape Most Added this week. Sexy and oh so smooth, he pours his heart out on this one, co-composed by Kenny and his producer Daryl Simmons. Impacting Rhythm-Crossover.



**DONNA LEWIS "Falling" (Restless)**

One of 1998's biggest A/C hits Donna's duet with Richard Marx, "At the Beginning," from *Anastasia*. Going solo this time, the Welsh lass contributes to the soundtrack of *Simply Irresistible*, a film opening February 12 starring Sarah Michelle Gellar of *Buffy: the Vampire Slayer* fame. And the song's subject? Why, it's about that mostly wonderful—but sometimes very confounding—emotion called love. Impacting mainstream A/C.



**TRIO "High Sierra" (Asylum)**

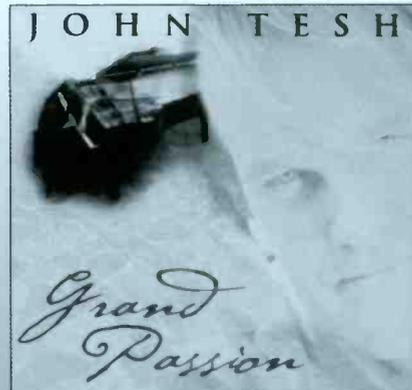
Last year, A/C radio embraced tracks from country stars Shania Twain, Faith Hill, and LeAnn Rimes. Now

*Continued on page 19*

A/C REPORTS ACCEPTED  
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"Give Me Forever (I Do)"

## Forever More (I'll Be The One)

John Tesh featuring James Ingram

from John Tesh's forthcoming album and PBS Special

## ONE WORLD

Gavin AC 37\*-20\* 17 point jump! #2 Most Added  
 29 Adds, 100 Reports • 1245 Spins, +489 Spincrease

R&R AC Chart Debut 28\* #2 Most Added  
 17 Adds, 56 Reports • 351 Spins, +244 Spincrease



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# HOT A/C



ANNETTE M. LAI  
**RAVES** *continued*

comes Trio, a supergroup made up of Emmylou Harris, Linda Ronstadt, and Dolly Parton, all pioneering women of country who have been played in this format in the past. The sweet harmonies and sentimental lyrics deserve a chance.

—ALEXANDRA RUSSELL

.....  
**MY FRIEND STEVE**  
"Charmed" (Mammoth)

For a couple of months now, WSHE-Orlando MD Shark has been talking to me about this five-man Florida-based band, led by Steven Burry. Shark's enthusiasm notwithstanding, their latest is already testing 80% familiar on the station. Upbeat and rocky, but with a catchy hook, My Friend Steve's future is looking pretty bright. P.S. Did you ever think you'd hear a song with Aesop's name in it? Impacting mainstream Top 40 and Hot A/C.



**Previously reviewed:**

**The Roots feat. Erykah Badu** "You Got Me" (MCA) Reviewed January 15, 1999 by Janine Coveney. Now impacting Rhythm-Crossover.

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**MOST ADDED**



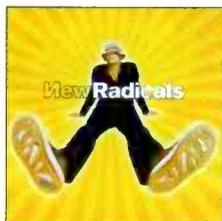
**ALANIS MORISSETTE (28)**  
**SUGAR RAY (18)**  
**BETTER THAN EZRA (16)**  
**COLLECTIVE SOUL (13)**  
**MARTIN'S DAM (10)**

**TOP TIP**



**BETTER THAN EZRA**  
"At the Stars" (Elektra/EEG)  
These New Orleans homeboys have a multi-format winner on their hands! Added at KFMB/FM, WSHE, KDMX, and more.

**RADIO SAYS**



**NEW RADICALS**  
"You Get What You Give"  
(MCA)

"The phones are engorged for New Radicals."  
—Angela Perelli, PD,  
KYSR (Star 98.7)-Los Angeles

LW	TW		Reports	Adds	SPINS	TREND
1	1	<b>SHAWN MULLINS</b> - Lullaby (Columbia/CRG)	119	1	4727	+42
2	2	<b>JEWEL</b> - Hands (Atlantic)	118	1	4571	+4
3	3	<b>SARAH McLACHLAN</b> - Angel (Warner Sunset/Reprise)	114	3	4561	+113
4	4	<b>EAGLE EYE CHERRY</b> - Save Tonight (WORK)	107	0	4171	-15
5	5	<b>GOO GOO DOLLS</b> - Slide (Warner Bros.)	114	4	4082	+200
6	6	<b>THIRD EYE BLIND</b> - Jumper (Elektra/EEG)	107	0	3867	-12
7	7	<b>SHERYL CROW</b> - My Favorite Mistake (A&M)	94	0	3118	-230
11	8	<b>BARENAKED LADIES</b> - It's All Been Done (Reprise)	105	3	3116	+326
9	9	<b>MATCHBOX 20</b> - Back 2 Good (Lava/Atlantic)	102	3	3097	+141
8	10	U2 - Sweetest Thing (Island)	88	0	2941	-180
10	11	<b>NEW RADICALS</b> - You Get What You Give (MCA)	100	2	2933	+33
12	12	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	81	0	2338	-338
16	13	<b>SIXPENCE NONE THE RICHER</b> - Kiss Me (Squint)	84	4	2179	+199
14	14	EVE 6 - Inside Out (RCA)	66	0	2002	-109
24	15	<b>SUGAR RAY</b> - Every Morning (Lava/Atlantic)	83	18	1914	+550
<i>Listeners want Sugar Ray every morning, afternoon, and evening!</i>						
15	16	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	64	0	1910	-166
13	17	FASTBALL - Fire Escape (Hollywood)	73	0	1849	-291
18	18	R. KELLY & CELINE DION - I'm Your Angel (Jive)	66	1	1814	-48
19	19	HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	75	3	1717	-63
21	20	<b>KHALEEL</b> - No Mercy (Hollywood)	79	6	1587	+74
17	21	BARENAKED LADIES - One Week (Reprise)	58	0	1560	-312
23	22	<b>EVERCLEAR</b> - Father Of Mine (Capitol)	58	1	1445	+70
22	23	SHANIA TWAIN - From This Moment On (Mercury)	50	0	1311	-155
25	24	<b>DAVE MATTHEWS BAND</b> - Crush (RCA)	55	2	1288	0
28	25	<b>LENNY KRAVITZ</b> - Fly Away (Virgin)	55	3	1282	+146
20	26	MATCHBOX 20 - Real World (Lava/Atlantic)	43	1	1248	-283
26	27	EDWIN McCAIN - I'll Be (Lava/Atlantic)	39	0	1078	-194
38	28	<b>ALANIS MORISSETTE</b> - Unsent (Maverick/Reprise)	65	28	1033	+465
<i>Alanis' unsent love letters are finally being heard in a big way!</i>						
29	29	W. HOUSTON & M. CAREY - When You Believe (DreamWorks/Geffen)	44	0	1029	-100
27	30	EVERYTHING - Hooch (Blackbird/Sire)	34	0	1020	-141
32	31	<b>'N SYNC</b> - (God Must Have Spent) A Little More Time On You (RCA)	40	3	970	+60
31	32	FAITH HILL - This Kiss (Warner Bros.)	38	1	918	-149
30	33	NATALIE MERCHANT - Break Your Heart (Elektra/EEG)	41	0	881	-222
37	34	<b>CHER</b> - Believe (Warner Bros.)	38	8	845	+209
33	35	<b>EMILIA</b> - Big, Big World (Universal)	37	1	838	+71
40	36	<b>CAKE</b> - Never There (Capricorn/Mercury)	29	6	662	+160
39	37	<b>ELTON JOHN &amp; LeANN RIMES</b> - Written In The Stars (Curb/Rocket/Island)	39	5	645	+140
—	38	<b>COLLECTIVE SOUL</b> - Run (Atlantic/Hollywood)	38	13	605	<b>N</b>
—	39	<b>BLONDIE</b> - Maria (Beyond Music)	33	9	591	<b>N</b>
—	40	<b>ROD STEWART</b> - Faith Of The Heart (Universal)	37	6	589	<b>N</b>

Total Reports This Week 121 Last Week 122

**CHARTBOUND**

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
<b>BETTER THAN EZRA</b> - "At the Stars" (Elektra/EEG)	34	16	435	+153	<b>BACKSTREET BOYS</b> - "All I Have To Give" (Jive)	21	4	448	+108
<b>JENNIFER PAIGE</b> - "Sober" (Edel America/Hollywood)	26	5	385	+126	<b>JENNIFER L. HEWITT</b> - "How Do I Deal" (143/Warner Bros.)	20	2	419	-2
<b>SEMISONIC</b> - "Secret Smile" (MCA)	26	6	380	+145	<b>*HOLE</b> - "Malibu" (Geffen/DGC)	19	3	279	+55
<b>BRANDY</b> - "Have You Ever?" (Atlantic)	23	3	549	+49	<b>*THE FLYS</b> - "Got You (Where I...)" (Trauma/Delicious Vinyl)	16	1	301	+61
<b>*MARIAH CAREY</b> - "I Still Believe" (Columbia/CRG)	22	7	325	+124	Drops: #34-Jennifer Paige ("Crush"), #35-Aerosmith, #36-Backstreet Boys ("I'll Never..."), Natalie Imbruglia				

**ARTISTPROFILE**

**JEWEL**

CURRENT SINGLE: "Hands"  
LABEL: Atlantic  
EXECUTIVE VP, PROMOTION: Andrea Ganis  
ON SPIRIT: "It explores such themes as the joys and challenges of everyday life, the transcendent power of love and the quest for meaning in an increasingly

complex and troubled world."  
—San Diego Union-Tribune, November 15, 1998  
ON BEARING THE WEIGHT OF THE WORLD: "She empathizes so much with pain and suffering that it throws her off course—not as a human being, but as a machine that has to market a record for a corporation." —Ron Shapiro,

VP Atlantic in *Entertainment Weekly*, January 15, 1999  
ON LOOKING TO THE FUTURE: "I'm not a force in music yet. I'm still wet behind the ears. Neil Young is a force in music. If I'm doing this in 20 years, and I'm still doing a good job, then I'll have something to talk about, but there's no guarantee. I'm still learning the ropes, ya know what I mean?" —LA Times, December 11, 1998

ON HER AUDIENCE: "Jewel, the girl who 'felt personally cheated as a kid' because she was prettier than she was smart, is now busy tending to her own inner 15 year-old, and, in the process, watering lots of other little flowers as she goes along. That's what good pop music is about: making young people feel connected, understood, interesting."  
—Vogue, January 1999



Compiled by: Melissa Piazza

## DIRECTIONS IN MUSIC



# Chuck D on the Future of the Music Biz

BY RON CADET

Public Enemy's Chuck D is capitalizing on new technologies to promote PE and set up his own record label and radio station. Chuck made waves last month by publishing music from his new CD directly onto the Internet using MP3.

**When did you first become hip to MP3?**

I got hip to MP3 through my Web team, maybe at the beginning of the year. But, you know, if you check out the PE album from 1994, this was all predicted anyway. There was a cut called "Harry Allen's Interactive Super Highway Phone Call to Chuck D," where we talk about technology changing. And back then people were like, "What the f\*\*k are they talking about?" So MP3 was something that was actually in our thought processes. There's paranoia that it will destroy the music industry—no. It will

revive how the music industry thinks and redefine the delivery process from the artist to the radio, record, retail, and to the consumer.

**You put up cuts from your new album, *Bring the Noise 2000*, for free MP3 download**

*As artists, we must accept that there's going to be people who get our art for free... what we don't accept is that the record companies, the retail outlets, and the radio stations will govern our art powerlessly.*

**last month, but your record label made you shut them down. Do you think anyone can stop MP3?**

No. No one can stop it because it gives the average person the ability to give out downloads. As artists, we must accept that there's going to be people who get our

art for free. As artists, we need to accept there's gonna be people out there who support it (by paying for the downloads). As artists, what we don't accept is that the record companies, the retail outlets, and the radio stations will

**OK. As a known artist you can keep more of the cut and make more money. What does this mean for a new artist?**

The "demo" we know of today will be probably be eradicated. There'll be no such thing as a demo,

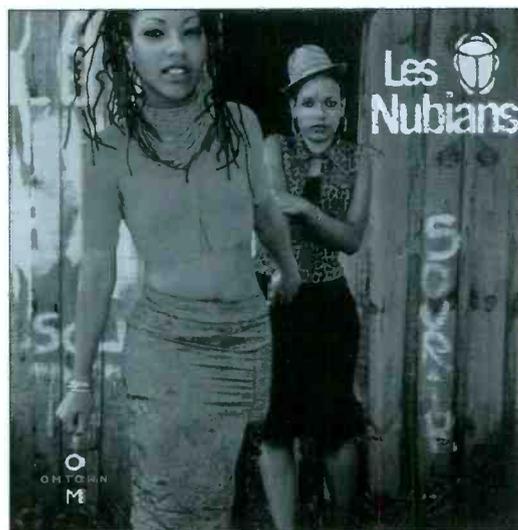
because you have all of these modern studio set ups inside garages, and people are making ready-to-press material. The whole thing is like, "Why should I send my stuff to them if all they're gonna do is stack it in the corner? I could just put it up on MP3." The marketplace will be split into maybe 300,000 parts, and you'll have maybe 100,000 labels. And everybody will share the marketplace. You'll have people



saying, "I took Redman's stuff and then I MP3'd it up."

You know what that is? The wild, wild west—and everyone is getting a gun!

FOR MORE ON MP3, SEE WWW.DIRECTIONSINMUSIC.COM. NEXT WEEK: MORE WITH CHUCK D.



## Les Nubians

# "Makeda"

the breakthrough track of 1999

From the CD *Princesses Nubiennes*

**R&R URBAN AC 18\***

WYLD 27 spins	KMJK 12 spins
WQUE 21 spins	KATZ 9 spins
KJLH 18 spins	WDAS 8 spins
WHUR 18 spins	+ many more

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 BILLBOARD HEATSEEKERS 28\*  
 Los Angeles 5000+ scanned  
 Washington DC 3000+ scanned  
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the premiere **SINGLE** and **VIDEO**  
from their forthcoming debut album

Written by: Kenneth "Babyface" Edmonds Produced by: Y Corp.

Executive Producers: Tracey E. Edmonds and Michael McQuarn

Management of 3rd Storee by Jacqueline McQuarn for Aztec Entertainment, Inc. Management of Lil' Man by Mills Entertainment Group/Consultant David M. Ehrlich



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## MOST ADDED



**GINUWINE (38)**  
"What's So Different"  
(Atlantic)

WILD, WKPO, WJLN, KRRO, KQXL, KRIZ, WBLX, WKND, WJMI, WROU, WBLX, WQGN, WQOK, WTMP, KVJM, WJZD, WJKS, WFXE, WBLK, WJMZ, WJMG, WZAK, KPRS, WUSL, WJZF, WHRK, WDAI, WDTJ, WMNX, KVSP, WFXA, WZFX, KJMM, WFLM, WIBB, WJFX, WPEG, WPAL

**KENNY LATTIMORE (32)**  
"If I Lose My Woman"  
(Columbia/CRG)

WBLK, WQHH, WKPO, KXZZ, WVAZ, WKKV, WJMI, WQGN, WQDK, KDKO, WTMP, WJZD, WFXE, WJMG, WZAK, KPRS, WEDR, WYLD, WAAA, KJMS, WHRK, WDAI, WDTJ, WJTT, KVSP, WILD, WZFX, KJMM, WIBB, WJFX, WPEG, WPAL

**112 (30)**  
"Anywhere"  
(Bad Boy/Arista)

KRIZ, WZFX, WQHH, WKPO, WQKI, WKKV, WZND, WJMI, WBLX, WQGN, KDKO, WTMP, WDWI, KVJM, WJZD, WBLK, WJMZ, WJMG, WZAK, KPRS, WUSL, WDTJ, WJTT, KVSP, WILD, WFXA, KJMM, WIBB, WJFX, WPEG

**SILKK THE SHOCKER AND MYSTIKAL (23)**  
"It Ain't My Fault Part 2"  
(No Limit/Priority)

WQGN, WQCI, WTMP, WJZD, WFXE, WJMG, WZAK, KPRS, WUSL, KCEP, WEDR, WDAI, WDTJ, KMJM, WJTT, WMNX, KVSP, WZFX, KJMM, WIBB, WJFX, WPEG, WPAL

**ANTUAN & RAY RAY (11)**  
"Feelin' It"  
(Universal/MCA)

KVJM, WTMP, WJZD, WQGN, WKPO, WJMG, WHRK, KVSP, KJMM, WJFX, WPAL

## BLACK A/C



**GERALD LEVERT**  
"Take Everything"  
(EastWest/EEG)

**R. KELLY**  
"When A Woman's Fed Up"  
(Jive)

**LAURYN HILL**  
"Ex-Factor" (Columbia/CRG)

**WHITNEY HOUSTON**  
"Heartbreak Hotel" (Arista)

**DEBORAH COX**  
"Nobody's Supposed To Be Here" (Arista)

### WEST COAST

**SHANICE +44** "When I Close My Eyes"  
(LaFace/Arista)

**GERALD LEVERT +31** "Take Everything"  
(EastWest/EEG)

**FAITH EVANS +27** "All Night Long" (Bad Boy/Arista)

**TEVIN CAMPBELL +25** "Another Day"  
(Qwest/Warner Bros.)

**OUTKAST +24** "Rosa Parks" (LaFace/Arista)

### MIDWEST

**WHITNEY HOUSTON +92** "Heartbreak Hotel"  
(Arista)

**FAITH EVANS +62** "All Night Long"  
(LaFace/Arista)

**KENNY LATTIMORE +61** "If I Lose My Woman"  
(Columbia/CRG)

**SHAE JONES +53** "Talk Show Shhh!"  
(Universal/MCA)

**BRANDY +48** "Angel In Disguise" (Atlantic)

### EAST COAST

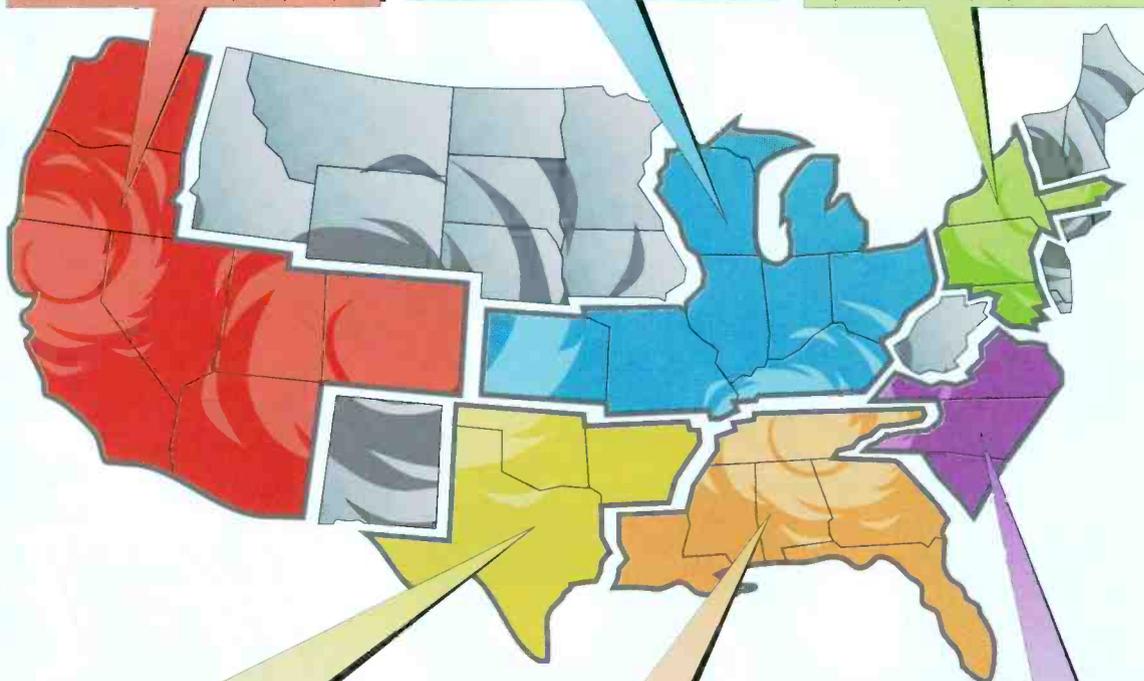
**JERMAINE DUPRI AND KEITH SWEAT +105**  
"Going Home..." (SoSoDe/Columbia)

**WHITNEY HOUSTON +80** "Heartbreak..." (Arista)

**GERALD LEVERT +73** "Take Everything"  
(EastWest/EEG)

**BLACKSTREET & MYA +64** "Take Me There"  
(Interscope)

**XSCAPE +52** "The Softest Place On Earth"  
(SoSoDef/Columbia/CRG)



### SOUTHWEST

**MEN ON VISION +169** "Do You Feel Me?"  
(MJJ/Epic)

**METHOD MAN featuring D'ANGELO +89**  
"Break Ups 2 Make Ups" (Def Jam)

**WHITNEY HOUSTON +51** "Heartbreak Hotel"  
(Arista)

**GINUWINE +46** "I Want You" (Atlantic)

**FAITH EVANS +40** "All Night Long" (Bad Boy/Arista)

### SOUTHEAST

**R. KELLY +156** "When A Woman's Fed Up" (Jive)

**GINUWINE +140** "What's So Different"  
(Atlantic)

**WHITNEY HOUSTON +125** "Heartbreak Hotel"  
(Arista)

**MARIAH CAREY +120** "I Still Believe"  
(Columbia/CRG)

**SHANICE +109** "When I Close My Eyes"  
(LaFace/Arista)

### CAROLINAS/VIRGINIA

**MONICA +118** "Angel Of Mine" (Arista)

**KENNY LATTIMORE +67** "If I Lose My Woman"  
(Columbia/CRG)

**GERALD LEVERT +61** "Take Everything"  
(EastWest/EEG)

**R. KELLY +60** "When A Woman's Fed Up" (Jive)

**BIG PUN +57** "Punish Me" (Loud)

## TOPTENSPINZ

1	R. KELLY "When A Woman's Fed Up"	2660	2993
2	DRU HILL "These Are The Times"	2758	2879
3	CASE & JDE "Faded Pictures"	2627	2748
4	MONICA "Angel Of Mine"	2361	2487
5	GERALD LEVERT "Take Everything"	2159	2467
6	TYRESE "Sweet Lady"	2274	2442
7	DEBDRAH CDX "Nobody's Supposed To Be Here"	2363	2681
8	TOTAL "Trippin"	2316	2609
9	BRANDY "Have You Ever?"	2234	2547
10	WHITNEY HOUSTON "Heartbreak Hotel"	1777	2156

SPINZ LAST WEEK

SPINZ THIS WEEK

The incredible follow-up to the  
**platinum, #1 debut smash "Lately"**

The new single and video from

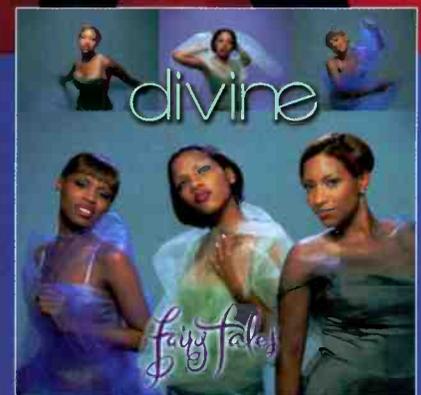
**divine**

"DIVINE –  
One of only 6 female  
groups to [reach #1]  
in the '90s"  
– Billboard Magazine

A stunning  
rendition  
of the  
soulful classic

# One More Try

written by George Michael



[63291-12325-2/4]

Early add at WGCI, Chicago

KBXX, Houston "This single is a winner" Rob Scorpio, PD

WJMN, Boston "It sounds like two in a row for Divine.  
These girls are the real deal" Danny Ocean, APD, MD

Just added to



Catch Divine's stellar performance on Motown Live airing  
January 22nd and 23rd

Executive producers: Ruben Rodriguez & Nathan Garvin  
Producers: Denzil Foster & Thomas McElroy  
Management: Gaman Entertainment  
[www.redantrecords.com](http://www.redantrecords.com) [www.peeps.com](http://www.peeps.com)



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Impacting Urban and  
Rhythm Crossover  
Radio January  
25th and 26th

# RAP + HIP-HOP

## Relativity's Rap Madam Martin

BY JANINE COVENEY

Last week GAVIN featured some of the up-and-comers in the world of hip-hop promotion and artistry. Due to space limitations, we were unable to include all of our features. Here is our last label rep profile. —JC

Marlo has been making a name for herself in hip-hop circles as a tireless, cheerful force for the records and artists she represents; she has even instituted an ongoing newsletter to keep her contacts abreast of what she and those artists are doing. Now working for Relativity in New York, she promotes a number of top artists,

Mixshow and College Director, to National Director of Street Marketing and Promotion. It was at Mercury that she established her informative newsletter. Along the way, Marlo worked acts like the Black Sheep, Diamond D, Ed OG & the Bulldogs, and even Gina Thompson. "I worked with some great people: Michael Johnson, Mike Bernardo, Waymon Jones. But I left there at the end of January [1998] because of the whole merger thing," she says, referring to Mercury's merger with Motown last year, in which the staff was blown out. "I started my own

Mondays in Philly, Tuesdays in D.C., Thursdays I go to WBLS [New York]; I handle two regions, from Virginia to New England."

**Future goal:** "I'd like to have my own label, where I could sign what I like: R&B, hip-hop, jazz, house and dance, gospel, and Alternative. I'm pretty diverse in my tastes."

MARLO MARTIN IS NOMINATED FOR 1998 GAVIN RAP WOMAN OF THE YEAR. SEE WHO TAKES HOME THE HONORS AT THIS YEAR'S GAVIN RAP AWARDS, FEB. 20 AT THE GAVIN CONVENTION, GRAND HYATT NEW ORLEANS. MAKE SURE YOU'RE THERE!

*"I try not to let [sexism] bother me. And I have no problem telling people when they're being rude."*

—Marlo Martin



including Bizzy Bone, Krayzie Bone, and the Mo Thugs Family; M.O.P., Gangsta Boo, Indo G, DJ Honda, the Beatnuts, and others.

Attending Columbia Teachers' College in New York for a master's degree, Marlo, now 27, suddenly decided that a teaching career wasn't for her. She got her start in the industry by interning at Stepsun Records, the imprint established by hip-hop impresario Bill Stephney. She assisted on projects by G Man, missjones, the Trouble Neck Brothers, and Burro Banton. She then moved on to a paid internship at Interscope Records, working with Garnett March. "I helped him with the college calls and was basically just his right hand," Marlo remembers. "When Garnett went to Interscope, Mercury Black Music VP Michael Johnson handed me the national college gig. He gave me my first job, and I was real excited; I was learning everything."

Marlo's enthusiasm earned her promotion after promotion, from National College Rep to National

company, Double M Entertainment, and was doing indie work for Virgin, even Motown stuff, and then Tommy Thompson of Relativity heard about me and called me in to do some indie stuff."

The "indie stuff" led to the Northeast Regional position on Relativity's staff, which includes Thompson as VP, Gloria Fitts as National Promotion Director/Southwest Regional, Sabrina Randall for the Midwest, Jerry Johnson in the Southeast.

One of just a handful of women in hip-hop promotion, Marlo says she still sees examples of sexism from time to time, "but I try not to let it bother me. And I have no problem telling people when they're being rude, and [usually] they will try to rectify the situation."

The toughest part of the job? "Even though I enjoy it, I'd have to say the traveling is hard. If you're not careful it can wear you down, which is why I try to take care of myself. But every week I have

### Together Brothers



Musician/producer/vocalists

D'Angelo, left, and Raphael

Saadiq prove to be a pair of

mighty collaborators, completing

a track for D'Angelo's long-awaited second album on Virgin.

Shown here in the studio, the two

worked on "Ghetto Music," a

funky Sly Stone-type groove.

## Just Say No To Rap vs. Cops

Far be it from the champions of hip-hop to admit to any correlation between the music and violence, but recent incidents reported by the news media have even the staunchest supporters shaking our heads.

First, there's a new development in the case of Ol' Dirty Bastard, the Wu-Tang rapper who was involved Jan. 16 in a shootout with police in Brooklyn. The rapper, a.k.a. Russell Jones, 30, has told NYPD detectives that he was brandishing a cell phone—not a gun—when police gave chase after they noticed him "driving erratically." ODB apparently decided to make a run for it in his SUV, going from Crown Heights to the Brownsville section before police opened fire, claiming the rapper and his companion shot first.

Sources quoted in the Jan. 19 *New York Daily News* say cops have not yet unearthed evidence that ODB had a gun or fired shots. Tests on his vehicle were continuing. Meanwhile, his aunt corroborated his story, saying that she was on the phone with ODB when the incident occurred. Jones, who was jailed on attempted murder charges, was expected to be released after posting \$150,000 bail.

Next comes a report from Milwaukee that Method Man and Redman were involved in a brawl at the Lutz Sports Club during a performance there Jan. 14. A fight within the crowd somehow spread to involve the rappers, and when the show was stopped, the brawl tumbled into the parking lot before several police cars reported to the location. The bar is in danger of losing its license, and Milwaukee police were reportedly looking to arrest Redman for kicking a patron.

And the latest word is that Guru is taking it easy after his assault last week outside of a Queens, N.Y., recording studio. The rapper/producer was reportedly pistol-whipped and robbed of jewelry, cash, and a cell phone at about 2:30 a.m., when he left the studio and was entering his Mercedes. He was later treated at Jamaica Hospital for cuts and bruises. In the meantime, Virgin Records is readying a compilation of Gangstarr hits for a spring release.

These events are all from the second full week in January. Here's hoping we can get through the rest of the year without any other reports of rapper-law enforcement confrontations?—JC

# RAP

## MOST ADDED



**NAUGHTY BY NATURE (59)**  
**PETE ROCK (42)**  
**BUCKSHOT, 5FT., EVIL DEE (38)**  
**ICE CUBE (30)**  
**OUTKAST (11)**

## MOST REQUESTED



**OUTKAST**  
**BLACK STAR**  
**XZIBIT**  
**THE ROOTS**  
**JUVENILE**

## RADIO SAYS



**ROOTS**  
**FEAT. ERYKAH BADU**  
 "You Got Me" (MCA)

"The Record is HOT!! People actually came to the station to give me props, when I played it on the air."  
 —Mike Swing, KVRX-Austin Tx.

LW	TW		Spins	Diff.
1	1	<b>THE ROOTS</b> - Adrenaline (MCA)	1714	+287
3	2	<b>RZA</b> - Holocaust Feat. GhostFace (Gee Street)	1322	+23
10	3	<b>BAD SEED</b> - Grits (Makin' Records)	1305	+451
4	4	<b>LYRICIST LOUNGE ALL-STARS</b> - Talking To You/C.I.A. (Rawkus)	1292	+41
6	5	<b>BUSTA RHYMES</b> - Gimme Some More/Tear The Roof Off (Elektra/EEG)	1174	+17
12	6	<b>RASCO</b> - Take It Back Home (Stones Throw Records)	1112	+363
2	7	<b>TRAGEDY</b> - Blood Type (25 To Life Records)	1035	-352
14	8	<b>AFU RA</b> - Whirlwind Thru Cities (Gee Street)	888	+254
5	9	<b>OLD WORLD DISORDER</b> - Shadowman/365 (Beyond Real)	868	-308
24	10	<b>UNSPOKEN HEARD</b> - Better (7 Headz Recordings)	833	+294
21	11	<b>BLACK STAR</b> - Respiration Feat. Common (Rawkus) <i>With help from Common, Black Star is destined for Top 10!</i>	828	+248
17	12	<b>DEFARI</b> - Likwit Connection (Black Label/Tommy Boy)	815	+212
—	13	<b>BAD MEETS EVIL</b> - Nuttin' To Do (Game Recordings)	754	<b>N</b>
8	14	<b>LA' THE DARKMAN</b> - Spring Water Feat. Raekwon / City Lights (Supreme Team Entertainment)	687	-281
—	15	<b>SAUCE MONEY</b> - Pre-Game (MCA)	678	<b>N</b>
7	16	<b>BLACK STAR</b> - Redefinition (Rawkus)	642	-410
37	17	<b>HELTAH SKELTAH</b> - Brownsville 2 Long Beach (Duck Down/Priority) <i>Biggest chart jumper this week. Twenty spots to 17!</i>	634	+259
9	18	<b>MOOD</b> - Secrets Of The Sands/Snake Backs (Karma Pt. 2) (Blunt/TVT)	608	-269
16	19	<b>FAT JOE</b> - Bet Ya Man Can't (Triz) Feat. Big Pun... (Atlantic)	606	-7
33	20	<b>COOL BREEZE</b> - Watch For The Hook (Organized Noise/Interscope)	569	+89
18	21	<b>VISIONARIES</b> - Audible Angels (UP ABOVE)	568	-34
11	22	<b>KID CAPRI</b> - Follow Me Feat. Buckshot (Columbia/CRG)	525	-236
25	23	<b>ZION I</b> - Innerlight (Goodvibe)	495	-27
23	24	<b>XZIBIT</b> - Puddy Pop (Loud)	487	-75
27	25	<b>PACEWON</b> - Step Up (Ruffhouse/Columbia/CRG)	473	-39
13	26	<b>DEMASTAS</b> - Ain't No Sunshine (frrr/London)	468	-192
20	27	<b>METHOD MAN</b> - Dangerous Grounds (Def Jam/Mercury)	426	-167
39	28	<b>GHOSTFACE KILLAH</b> - Mighty Healthy (Razor Sharp/Epic Street)	421	+51
22	29	<b>EDDIE MEEKS &amp; THAREEKO</b> - Larger Than Life (Serious Records)	416	-157
—	30	<b>DJ S&amp;S</b> - Beat Of The Day (Lethal Records)	412	<b>N</b>
—	31	<b>BOUNTY KILLER &amp; MOBB DEEP</b> - Deadly Zone (Blunt Recordings)	408	<b>N</b>
35	32	<b>CHARLI BALTIMORE &amp; GHOSTFACE</b> - Stand Up (Entertainment/Epic)	406	-54
31	33	<b>PRINCE PAUL</b> - More Than You Know feat. De La Soul (Tommy Boy)	393	-107
30	34	<b>NONCHALANT</b> - Take It There (RMX) feat. The Roots (MCA)	392	-108
—	35	<b>PETE ROCK</b> - Tha Game/One Life To Live (Loud)	351	<b>N</b>
32	36	<b>OUTKAST</b> - Rosa Parks (LaFace/Arista)	351	-141
29	37	<b>JAY-Z</b> - Hard Knock Life (Roc-A-Fella/Def Jam)	346	-158
—	38	<b>JOEY CHAVEZ</b> - After The Heat (?)	345	<b>N</b>
15	39	<b>D.V. ALIAS KRIST</b> - Attack Is On (Tommy Boy)	325	-289
26	40	<b>PETE ROCK</b> - Tru Master feat. Insp. Deck & Krupt (Loud)	316	-205

## CHARTBOUND

**NAUGHTY BY NATURE** - "Dirt All By My Lonely" (Arista)  
**ICE CUBE** - "Pushin' Weight Remix" (Priority)  
**ERULE** - "World Wide Domination" (Serious)  
**BUCKSHOT, 5ft., EVIL DEE** - "Showdown" (Duck Down)  
**REDMAN** - "I'll Be Dat" (Def Jam)

## UP&ADD'EM

**INSPECTAH DECK** - "Rec Room" (Loud) 1/21  
**THE DWELLAS** - "Stand Up" (Loud) 1/21  
**KRS-ONE** - "5 Boroughs" (Jive) 1/21  
**PSYCHO & IRISCIENCE** - "On Deadly Ground" (Blackberry) 1/21  
**TASH** - "Bermuda Triangle" (Loud) 1/28



## REVIEWS by Janine Coveney

### TEAR DA CLUB UP THUGS

"Push 'Em Off"

(Relativity Records)

Over a menacing groove and a hip-shaking techno beat, this offshoot of the successful Three 6 Mafia lays down a hectic vibe with hard-partying, street-swarming lyrics that the crew chants in unison. Fans of Three 6 will welcome this one both on the airwaves and at the club. From the forthcoming album *Crazy N Da Laz Days*, produced by Hypnotized Minds.

\*\*\*\*\*

### MADE MEN

"Is It U (Deja Vu)"

(Restless Records)

Rappers Antonio 2000, Benzino, and Cool Gzus came together to form this new crew, combining East Coast lyrics with Southern playalistic beats. Here the crew lifts the melody of the old Dionne Warwick hit, with some assistance from Master P. The remix by Deric "D-Dot" Angelettie, to be released this month, will feature Mase and Big Pun. The record combines machine-gun lyrics over a smooth groove, complete with the requisite chorus warbled by a soprano.

RAP REPORTS ACCEPTED

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# TRIPLE A

## Three KMTT TV Spots Judged November's "Best," Says Adweek

BY KENT ZIMMERMAN

### ONE

With opera music in the foreground, a hostage sits alone in a dark basement, arms and legs duct-taped. On the table is a radio and a telephone. The hostage makes his way over to the table, knocks the phone down and changes the station.

### TWO

A man is hitchhiking in the woods. A beautiful woman driving an SUV stops to pick him up as Manilow's "Mandy" blares on the radio. The man resumes hitching as the vehicle drives away.

### THREE

A man is on his hospital death bed. In the background plays a 101-Stringed version of "House of the Rising Sun." His dying request to his family: "Change the station."

Walking a thin line between budgetary concerns and creativity, KMTT-Seattle devised this clever one-two-three punch in an attempt to break out of the mold. "Traditional" radio spots on TV usually include a music video and artist-heavy montage. The Mountain found that approached flawed.

"Television is our medium of choice because it offers sound and impact," says Chris Mays, GM of KMTT. "But it's the same old problem: How do you define your station in 30 seconds in a way the consumer in televisionland is going to get it?"

"With the newer artists crossing over, if you include music videos

of Dave Matthews Band, Jewel, and Sarah McLachlan, you could be [perceived as] another station," explains Mays. He notes that Triple A spans many different eras of music, and some of those early Police, Sting, and Paul Simon videos can look pretty dated—

creative strategy was hammered out, based on commercials for non-radio companies that used clever scenarios or hip presentations and mentioned the product only in the final seconds. The central goal became to entice new listeners to sample the Mountain



especially next to the newer clips burning on MTV.

"Defining your station using music videos is risky; we found a huge difference in terms of video quality between new productions and those of even a few years ago. Visually, you're stuck with the newer side of your library if you decide to position yourself with videos, and that might make you look like the Modern A/C in town. So we decided to step out of the box and use attitude to position ourselves."

KMTT contacted and hired Copacino, the agency responsible for a successful string of spots for the Seattle Mariners, and began work. After several meetings, a

while also becoming more "top-of-mind" for the existing audience.

Copacino then came up with several campaign slogans before settling on "Passion for the Music." Of eight different story concepts, KMTT chose three, then hired Pinnacle Productions, a noted local outfit, to shoot the spots. "They weren't cheap," Mays admits, "but the budget wasn't Hollywood horrible, either."

Placing the spots was the next tricky step, with the decision-making process ultimately taking a page from radio's own spot philosophy. "You buy frequency and reach. Good frequency means fringe viewing times; highly-rated shows like Oprah and Rosie had

reasonable rates, but our audience was at work."

So the station targeted shows like the American Music Awards, news ("because of the impeachment hearings"), the upcoming Grammys, and primetimers *Ally McBeal*, *Felicity*, and *Dawson's Creek*. There were also cable buys on Lifetime and A&E. Again, cost was a consideration.

"It's all relative to market size," says Mays. "In a smaller market, television can be less expensive, but you still need a reasonable amount of money to pull it off."

Luckily, the life cycle of such a campaign can be substantial. With three spots rotating, Mays estimates they could remain effective possibly up to a year. In addition, the concept can be expanded by taping further episodes from the original eight.

As an added bonus, the spots have already been acclaimed by *Adweek* (December 14, 1998), which chose the hostage scenario as one of four national "Best Spots" for the month of November after Copacino submitted the work. "We didn't know anything about it until we got a call from the agency that we'd been chosen," remembers Mays, "but we were obviously pleased to be alongside brands like Levi's, Intel, and LL Bean."

So are you green with envy yet? If your own production budget makes such a campaign out of the question, there is an alternative: KMTT owns the spots and is interested in syndicating them to other markets. So why not tack on your own brand and utilize their handiwork?

"All you'd have to do is change the last ten seconds, which we could handle," Mays offers. "Our feeling is the spot could work for other formats—Classic Rock, Alternative, even Country—any format with an audience passionate about the music. Just contact me."

CONTACT CHRIS MAYS OR SANDY STAHL AT (206) 233-8979.

# The Spiritual Roots Rock Drive of Indigenous

BY KENT ZIMMERMAN

I often wonder: If Jimi or Stevie Ray were new artists today, where would they go first to hook their wares to radio? Where should a hot guitar band go first? Who will take them to heart first—smart rock programmers or streetwise kids waiting for the next guitar hero?

Back in August (unbeknownst to a lot of us, including yours truly), Indigenous released a CD—one superb CD (on the Pachyderm label) amid the scores that fill our mail slots each week. Slowly but surely, the band began attracting national attention from mainstream rock stations accustomed to filling their days with Hendrix, Santana, and SRV. A few of the more rooted Triple A stations responded as well, and today, the wheel seems to finally be turning steadily.

"I first saw them at Dave's Famous Barbecue in Minneapolis and, frankly, the barbecue wasn't that

good," says Mason Munoz of Pachyderm. "But the band had driven 14 hours to play the gig—about 7 people.

"Fortunately while they continued to tour, we built a friendship with the group," Munoz continues. "Luckily, nobody else got it. They play a lot—150+ gigs a year—I'm just grateful that people at record companies are never there to see the opening act."

At the time, Munoz and his partner Jim Nickel were looking for the right band to launch their new label, named for Nickel's already well-known recording studio of the same name. Live had recorded *Throwing Copper* there. Nirvana, Soul Asylum, and P.J. Harvey had taped there as well. Soon enough this band of wayward Nakota natives made a quick impression on the two. When Indigenous contributed a track to Indigo Girl Amy Ray's *Honor the Earth* compilation, Nickel recorded the session; soon after, he and Munoz inked the band.

Indigenous—Mato, Pte, Horse, and Wanbdi—grew up on the Yankton Indian Reservation in South Dakota, isolated from much of the outside world. In fact,



according to Nato, the band was so removed that prior to forming the band, "We'd only listened to records; we had never seen any band perform live." The All in their early twenties and related (two brothers, a sister, and a cousin), the family record collection (including Santana, Buddy Guy, Albert, B.B., and Freddie King) was their prime

musical influence.

While major market mainstream rock stations are already mystified by Mato's Stratocaster and Flying V pyrotechnics, Triple A is coming to the party in a big way. While we won't bore you with call letters, understand that this is one of those rare occasions when the music comes from so close to the heart that the songs and performances are unspoiled, almost pristine.

"The band is thrilled that people want to hear their music," says Munoz, "but I don't know if it's hit them yet about the radio stations that are playing their music and what that really means. All they really want to do is play."

"We've all seen people in this business we want to see succeed," said Munoz, a veteran of years inside the CBS machinery in New York. "This is one of them for me. These people come from a whole different place spiritually; it would be poetic justice to see them go all the way."

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# TRIPLE A

Red entries highlight a stronger performance than on the combined A3

## MOST ADDED

### ANI DiFRANCO (32)

"Angry Any More"  
(Righteous Babe)

Including: WXRV, WMVY, WMWV, WERU, WNCS, WEBK, WLPW, WNCW, WFPK, WMKY, WNKU, WRLT, KROK, WCBE, WWCD, WAPS, WDET, WMMM, WXRT, KLRQ, KUWR, KRCL, KBAC, KTHX, KCRW, K-DOTTER, KRSH, KRBSU, KRVM, KSMF, KMTT, and KNBA

### JOHN MELLENCAMP (18)

"I'm Not Running Anymore"  
(Columbia)

Including: WRNX, WBOS, WERI, WMWV, WNCS, WRLT, KKZN, WMMM, KLRQ, KBXR, KBCC, KRXS, KFLX, KBAC, KPCC, KPIG, KRSH, and KINK

### NATALIE MERCHANT (14)

"Life Is Sweet"  
(Elektra/EEG)

Including: WMVY, WMWV, WCLZ, WNCS, KFAI, WAPS, KVNF, KUWR, KBAC, KTHX, KRSH, KBSU, XXL, and KINK

### LYNN MILES (10)

"Sunset Blvd."  
(Philo/Rounder)

Including: WMWV, WERU, WKZE, WFUV, WYSO, WNCW, WCBE, KVNF, KUWR, KRCL

## RECORD TO WATCH



### DUKE DANIELS

"Time Flies"

(E Pluribus Unum)

Hey! A new track and 33 radio believers put the Duke Daniels boys on the big chart at #42!

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
1	1	R.E.M. (Warner Bros.)	1	1	NEW RADICALS (MCA)	1	1	R.E.M. (Warner Bros.)
3	2	NEW RADICALS (MCA)	2	2	SHERYL CROW (A&M)	2	2	BECK (DGC)
2	3	SHERYL CROW (A&M)	4	3	SEAL (Warner Bros.)	4	3	LAURA LOVE (Mercury)
4	4	CHRIS ISAAK (Reprise)	5	4	R.E.M. (Warner Bros.)	3	4	LYLE LOVETT (Curb/MCA)
5	5	JEWEL (Atlantic)	7	5	CHRIS ISAAK (Reprise)	5	5	BRUCE HORNSBY (RCA)
7	6	SEAL (Warner Bros.)	6	6	JEWEL (Atlantic)	11	6	RUSTED ROOT (Mercury)
6	7	BARENAKED LADIES (Reprise)	3	7	BARENAKED LADIES (Reprise)	10	7	GOLDEN SMOG (Rykodisc)
9	8	LYLE LOVETT (Curb/MCA)	10	8	GOO GOO DOLLS (Warner Bros.)	12	8	MARTIN SEXTON (Atlantic)
8	9	BECK (DGC)	8	9	LUCINDA WILLIAMS (Mercury)	6	9	B.B.KING (MCA)
10	10	LUCINDA WILLIAMS (Mercury)	20	10	SHAWN MULLINS (SMG/Columbia)	8	10	CHRIS ISAAK (Reprise)
11	11	B.B.KING (MCA)	13	11	BRIAN SETZER ORCHESTRA (Interscope)	<b>N</b> 11	<b>ANI DiFRANCO</b> (Righteous Babe)	
20	12	SHAWN MULLINS (SMG/Columbia)	17	12	JONNY LANG (A&M)	17	12	PHISH (Elektra/EEG)
13	13	GOO GOO DOLLS (Warner Bros.)	9	13	DAVE MATTHEWS BAND (RCA)	9	13	KEB' MO' (550 Music)
12	14	DAVE MATTHEWS BAND (RCA)	11	14	B.B.KING (MCA)	14	14	SHERYL CROW (A&M)
14	15	PHISH (Elektra/EEG)	15	15	LYLE LOVETT (Curb/MCA)	7	15	SON VOLT (Warner Bros.)
22	16	JONNY LANG (A&M)	22	16	SUSAN TEDESCHI (Tone Cool/Rounder)	13	16	NEW RADICALS (MCA)
17	17	KEB' MO' (550 Music)	12	17	PHISH (Elektra/EEG)	21	17	ROBERT EARL KEEN (Arista)
19	18	BRIAN SETZER ORCHESTRA (Interscope)	19	18	ALANIS MORISSETTE (Maverick)	15	18	WES CUNNINGHAM (Warner Bros.)
25	19	SUSAN TEDESCHI (Tone Cool/Rounder)	23	19	KEB' MO' (550 Music)	19	19	LUCINDA WILLIAMS (Mercury)
15	20	ALANIS MORISSETTE (Maverick)	18	20	RUSTED ROOT (Mercury)	<b>N</b> 20	<b>PETER HIMMELMAN</b> (6 Degrees/KOCH)	
24	21	WES CUNNINGHAM (Warner Bros.)	14	21	BECK (DGC)	16	21	CRY CRY CRY (Razor & Tie)
21	22	RUSTED ROOT (Mercury)	24	22	ROLLING STONES (Virgin)	22	22	JEWEL (Atlantic)
16	23	BRUCE HORNSBY (RCA)	27	23	WES CUNNINGHAM (Warner Bros.)	23	23	ELLIS PAUL (Philo/Rounder)
23	24	ROLLING STONES (Virgin)	16	24	U2 (Island)	20	24	JOHN GORKA (Red House)
28	25	GOLDEN SMOG (Rykodisc)	25	25	CAKE (Capricorn)	33	25	SEAL (Warner Bros.)
18	26	U2 (Island)	21	26	BRUCE HORNSBY (RCA)	39	26	SHAWN MULLINS (SMG/Columbia)
27	27	CAKE (Capricorn)	28	27	SINEAD LOHAN (Interscope)	18	27	ALANIS MORISSETTE (Maverick)
30	28	SINEAD LOHAN (Interscope)	29	28	GOLDEN SMOG (Rykodisc)	24	28	BARENAKED LADIES (Reprise)
36	29	INDIGENOUS (Pachyderm)	33	29	RUGRATS SOUNDTRACK (Interscope)	30	29	BIG HEAD TODD & THE MONSTERS (Giant/Reprise)
29	30	JOHN MELLENCAMP (Columbia/CRG)	31	30	JOHN MELLENCAMP (Columbia/CRG)	28	30	BRUCE SPRINGSTEEN (Columbia/CRG)
26	31	BRUCE SPRINGSTEEN (Columbia/CRG)	34	31	MATCHBOX 20 (Lava/Atlantic)	31	31	ROLLING STONES (Virgin)
38	32	EVERLAST (Tommy Boy)	26	32	BRUCE SPRINGSTEEN (Columbia/CRG)	36	32	HOLE (DGC)
31	33	SON VOLT (Warner Bros.)	30	33	CRACKER (Virgin)	40	33	INDIGENOUS (Pachyderm)
<b>N</b> 34	<b>PETER HIMMELMAN</b> (6 Degrees/KOCH)	32	34	SOUL COUGHING (Slash/Warner Bros.)	35	34	EVERLAST (Tommy Boy)	
49	35	SUGAR RAY (Lava/Atlantic)	41	35	INDIGENOUS (Pachyderm)	42	35	JOHN MELLENCAMP (Columbia/CRG)
33	36	LAURA LOVE (Mercury)	45	36	EVERLAST (Tommy Boy)	25	36	THE NIELDS (Rounder)
<b>N</b> 37	<b>ANI DiFRANCO</b> (Righteous Babe)	46	37	SUGAR RAY (Lava/Atlantic)	27	37	JOHN LEE HOOKER (Point Blank/Virgin)	
41	38	SOUL COUGHING (Slash/Warner Bros.)	<b>N</b> 38	<b>SEMISONIC</b> (MCA)	44	38	UNBELIEVABLE TRUTH (Virgin)	
32	39	EAGLE EYE CHERRY (WORK)	48	39	LENNY KRAVITZ (Virgin)	<b>N</b> 39	<b>LYNN MILES</b> (Philo)	
50	40	RUGRATS SOUNDTRACK (Interscope)	<b>N</b> 40	<b>R.L. BURNSIDE</b> (Fat Possum/Epitaph)	<b>N</b> 40	<b>JULIAN LENNON</b> (Fuel 2000)		
34	41	BETTER THAN EZRA (Swell/Elektra)	<b>N</b> 41	<b>DUKE DANIELS</b> (E Pluribus Unum)	<b>N</b> 41	<b>JIMMY ROGERS ALL-STARS</b> (Atlantic)		
<b>N</b> 42	<b>DUKE DANIELS</b> (E Pluribus Unum)	35	42	EAGLE EYE CHERRY (WORK)	26	42	JONI MITCHELL (Reprise)	
45	43	ROBERT EARL KEEN (Arista)	37	43	HOOTIE & THE BLOWFISH (Atlantic)	—	43	MIKE SCOTT (Steady)
47	44	MATCHBOX 20 (Lava/Atlantic)	<b>N</b> 44	<b>PETER HIMMELMAN</b> (6 Degrees/KOCH)	49	44	SINEAD LOHAN (Interscope)	
44	45	MARTIN SEXTON (Atlantic)	43	45	SON VOLT (Warner Bros.)	46	45	BETTER THAN EZRA (Swell/Elektra)
39	46	CRACKER (Virgin)	36	46	BETTER THAN EZRA (Swell/Elektra)	43	46	DUKE DANIELS (E Pluribus Unum)
<b>N</b> 47	<b>SEMISONIC</b> (MCA)	39	47	ELLIOTT SMITH (Dreamworks)	34	47	ELLIOTT SMITH (Dreamworks)	
43	48	LENNY KRAVITZ (Virgin)	<b>N</b> 48	<b>ANI DiFRANCO</b> (Righteous Babe)	47	48	THE KENNEDYS (Philo/Rounder)	
35	49	BIG HEAD TODD & THE MONSTERS (Giant/Reprise)	<b>N</b> 49	<b>ROBERT EARL KEEN</b> (Arista)	37	49	AMY RIGBY (Koch)	
48	50	HOLE (DGC)	<b>N</b> 50	<b>COLLECTIVE SOUL</b> (Atlantic/Hollywood)	38	50	JONATHAN RICHMAN (Vapor)	

## ARTISTPROFILE

### ADAM COHEN

ALBUM: *Adam Cohen*

LABEL: Columbia

WEBSITE:

www.adamcohen.com

ON LEONARD COHEN:

"I started making demos with Chris Stills when I was 15.

Then we had a band in New York together. I moved to LA because I was broke and discouraged and knew being near my father was an inspiration from which I could only benefit. He's given me a high standard by which to live. I've definitely inherited his sensibility. I try to embrace and cultivate the

qualities I see in him that I find in myself. He's always given me limitless encouragement, which is more than just some complicated strand of DNA. The fact that I am who I am has definitely raised an eyebrow."

PHILOSOPHIES: "I don't consider myself obsessive. I just think that life is a cup of clear water that becomes muddy as we drink it. I do

consider myself to have dark characteristics: my dark eyes, my dark hair...dark little secrets. I fall in love every day with someone, something, or some place; it's the result of an acrobatic imagination. I suppose the darkness comes from the fact that I suffer great disappointment with life on a regular basis, and the best therapy is to write about it. It's songwriting as exorcism."



# A3 BOOMER GRID

EDITORS:  
KENT/KEITH  
ZIMMERMAN

TW	Title (Label)	Spins	Trend	Q10R	KACD	KACY	KBAC	KBCD	KBRR	KCRW	KEPC	KFAN	KFLX	KFOG	KFJU	KGSP	KINK	KKZM	KLRQ	KMMAS	KMTT	KNBA	KOTR	KPCC	KPIG	KRDK	KRSH	KRWV	KRYS	KSPN	KSUT	KTAO	KTCZ	KTRX	
1	R.E.M. (Warner Bros.)	994	+58	24	15	13	6	6	26		12	15	25	12	10		31	8	15	11	12	16	7		12	5	15	12	13	8	12	22	9		
2	NEW RADICALS (MCA)	897	+70	25	16	28	19	16	24		11			22	17	16	8	15	16	14	25	12	14	7		33	17	14	8	18	34	14			
3	SHERYL CROW (A&M)	845	-6	14	29	28	12	21	18			15		23	24	22	16	15		8	21	14	7		32	20	15		13	23	16	9			
4	CHRIS ISAAK (Reprise)	837	+14	13	27	23	30	14	8		11	15	31	21	23	23	10	12		7	10	12	9	7	12	16	17	20	12	15	4	13	17	12	
5	JEWEL (Atlantic)	789	+8	25	27		7	30	22		12			11	23		11				22		7	7		33	4	15	14	16	8	19	12	14	
6	SEAL (Warner Bros.)	758	+15	17	26		11	28	17		10	15	12	21	25	25	10	12	15		24	11	9	7		15	9	10	14	14	11		14		
7	BARENAKED LADIES (Reprise)	695	-70	24	31	26	14		24			15	11	16	12		9	34			9	7	16	5		31	9	15	12	8		5	13	14	
8	LYLE LOVETT (Curb/MCA)	623	-15	9	16	7	7	31			8	10	11		10	35		15			8	10	4	7	12	26	15	20	18	12	15	5	12		
9	BECK (DGC)	612	-61	11		9			12	8	12			7	22	5			15			12	16	7		27	4	15	9	8	7	13	8		
10	LUCINOIA WILLIAMS (Mercury)	583	-13	16	18		13	15	13		7	10		3	13	21	9				10	9	4	5	14		17	15	7	7	13	14	14		
11	B.B.KING (MCA)	577	-14	8	13		12	13	8		10	10	9		12	21	7	10	14		10	9	8		8	5	15	14	11	12	6	20	9		
12	SHAWN MULLINS (SMG/Columbia)	572	+78		13		5	11					6	9	10	15	8		4		25	9		7	8	33	7	15	12	16	11	18	8		
13	GOO GOO DOLLS (Warner Bros.)	558	-5	26	26		9		25				11	23	14		3	34			12		5		33	4	10		5	32	3	9			
14	DAVE MATTHEWS BAND (RCA)	554	-28	21	38			21	17			9	22	11				13		15	9	4	5	3	33	11	15		20	33					
15	PHISH (Elektra/EEG)	529	-25	9	15		10	7	13		9		13	7	9						10	14	16	7		26	15	7	11	5	13	7	14		
16	JONNY LANG (A&M)	522	+49				6	2				10	27	24	4	9		30			23		8	8	10	20	3	12	10	19	37	9			
17	KEB' MO' (550 Music)	522	-5		14		3				9	15	22		25	15	7	6	8			11	8	5	10	21	16	15	17	12	15	5	12		
18	BRIAN SETZER ORCHESTRA (Interscope)	511	+13	8		18	12	8	16			34	22	13	15						22		4		8	8	21	15	6	7	9	8	12		
19	SUSAN TEDESCHI (Tone Cool/Rounder)	501	+57	14	24		6	24	34			10	13	12	22	16	31	3	15	12			5	4	12	11	15	9	11	11	5	8			
20	ALANIS MORISSETTE (Maverick)	500	-50	27	14	26	11		8		11	10			8			13	3			7		10	24	14	15	9	14	22	9				
21	WES CUNNINGHAM (Warner Bros.)	489	+39	9	16		10	14	12					13	14	15	10	13			13	11	7		24	10	14		5	7	10				
22	RUSTED ROOT (Mercury)	480	-6	17			7					15		7	7	6					10	11	7		15	3		15	7	10	5				
23	BRUCE SPRINGSTEEN (RCA)	475	-64					10			9	15	12	7	14	7			3	10	10	9	5	5	25		15	10	12	19		10			
24	ROLLING STONES (Virgin)	438	-16		16		3	6			10	5	25	9		23			14	8	6	11	4		14	24		15	7	9	11	14			
25	GOLDEN SMOG (Rykodisc)	409	+59				26				8	5			11		8				12	9	5			7		12	4	1	9				
26	U2 (Island)	395	-116	26	14		3		21			10	27	7			11				11		14	5		32	10	18		13	12		9		
27	CAKE (Capricorn)	390	-12					29	12		7	10		13	8	11							12		28	3	10								
28	SINEAD LOHAN (Interscope)	385	+52	10			4				5				6		9				11	9		3	23	3		12		13		8			
29	INDIGENOUS (Pachyderm)	381	+100				4					10	8		8						9	6		10	8	7	5	13	20	14	4	8	6	12	
30	JOHN MELLENCAMP (Columbia/CRG)	372	+38		15			7				9	13	6	15	6		3				11	11		10	12	26	4	15	12	10	17	32	12	
31	BRUCE SPRINGSTEEN (Columbia/CRG)	369	-48		19			12				10	29		16	10			6			11	7	5	5		15	9	18	9	19	14			
32	EVERLAST (Tommy Boy)	339	+62			27		13						9			9				7	11		5	27	15							8		
33	SON VOLT (Warner Bros.)	299	-32					24			11	5										10	14	5	4			9				10			
34	PETER HIMMELMAN (6 Degrees/KOCH)	286	NEW						4						11						11		14	3		10	12		4	6		8			
35	SUGAR RAY (Lava/Atlantic)	284	+64			28	5	7						8								12		3		16	14	14	6		14				
36	LAURA LOVE (Mercury)	278	-30								9											9	9	5	5			7	8						
37	ANI DI FRANCO (Righteous Babe)	271	NEW						6									3					8	3			7	9	15		7				
38	SOUL COUGHING (Slash/Warner Bros.)	268	-5		18		11	14			7				8		8							6	3		8								
39	EAGLE EYE CHERRY (WORK)	267	-52		14			11				8	9											5		24	5	15	12		14	4			
40	RUGRATS SOUNDTRACK (Interscope)	264	+44	7								5		13	7		8		14			9		3		11	15	9		6		7			
41	BETTER THAN EZRA (Swell/Elektra)	264	-43			26	8				6	10	9							4		11		3		19	8		11	5		8			
42	DUKE DANIELS (E Pluribus Unum)	257	NEW									15			9		9					7		3		15	5	10		4	8				
43	ROBERT EARL KEEN (Arista)	255	+21								10	15				34							4	5	14		8			10				12	
44	MATCHBOX 20 (Lava/Atlantic)	251	+26	17		25								24												15		14	6		19	5			
45	MARTIN SEXTON (Atlantic)	249	+9												22									8			10		12						
46	CRACKER (Virgin)	247	-30			11	2				5									3			16			2		9	11		9		12		
47	SEMISONIC (MCA)	227	NEW				5		9						4								8	3		5		9	7	11	10		7		
48	LENNY KRAVITZ (Virgin)	227	-26					24			8															25	5	15		5					
49	BIG HEAD TODD & THE MONSTERS (Giant/Reprise)	225	-64								10	7	12											5				12	7	9	5				
50	HOLE (DGC)	221	-3			27					6																7								

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# A3 BOOMER GRID

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Artist - Title (Label)	KUWR	KXL	WAPS	WBOS	WBZC	WGBE	WGLZ	WDET	WEBK	WEBX	WERU	WFHB	WFPK	WFDV	WIS	WJZE	WJUM	WJMM	WJNY	WJNY	WJNS	WJOW	WJUL	WJRH	WJLT	WJNR	WJNY	WJOD	WJRY	WJWD	WJPN	WJRT	WJRY	WJEP
R.E.M. (Warner Bros.)	2	4	15	18	6	11	14	7	36	10	3	12	9	22	16	15	9	7	5	16	15	28	20	20	23	14	16	17	18	23	10			
NEW RADICALS (MCA)		7	16		26	10	13	36								17	24	17	16	10		18	21	19	13	37	17	15	24	12				
SHERYL CROW (A&M)		10	6	31	7	20		14					5		6	15	10	24	13	16		11	27	23	51	6	16	26	8					
CHRIS ISAAK (Reprise)		16	7	11	9	17		7		8	5		7		16	14	10	16	18			28	10	8	21	23	5	5	12	9				
JEWEL (Atlantic)	2	23	6	22	12	12		15							16	25	10	16	8			12	25	8	26	13	34	16	15	19	11			
SEAL (Warner Bros.)	2	24	7	16	10	10		7		3		4			12	26	13	18	14			16	25	21	24	24	5	8	13	6				
BARENAKED LADIES (Reprise)	2		7	11	11			21						19	16	9	25	6	18	12		12	25	25	18	33	5	13		8				
LYLE LOVETT (Curb/MCA)		14	9	8	9	16		7		9			7		16	14	11	20	13			10	10	15			14	10	10					
BECK (DGC)			8	10	8	9	20	15	20	10	8	12	9			15	8	8	10	16	15	28	14			30	16	14	17	11	8	5	10	
LUCINDA WILLIAMS (Mercury)			22		9	17		7		6	3		9			16	6	30	10			30	16	14	21			17	11	8	5	10		
B.B.KING (MCA)	2	2		10		17	15	7					12		12	16	11	23	11	16					11	21	5	5	12	8				
SHAWN MULLINS (SMG/Columbia)	2		8	13	8	13		7	10				5		12	9	14	5	9		15		10	8	14	50	9	5	3	14	8			
GOO GOO DOLLS (Warner Bros.)				23	11	17							10		15	25			6			28	17			54	12	14	13					
DAVE MATTHEWS BAND (RCA)			2	22	12								4		16	7		10	9			24	30	19		25		3	14					
PHISH (Elektra/EEG)			9	10		18	15	7	20	5			5		6		5	16	20	16	15		9	33				6	14	8				
JONNY LANG (A&M)				23		18			20	4	5	4			6	16	24	10	4	8					10	24		9	12					
KEB' MO' (550 Music)		14	5	11	9	17		7		7	3		5		16	10	8	22	14						8	15		11	11	6				
BRIAN SETZER ORCHESTRA (Interscope)			8	4	7	11							4		16	14	6	21	5						15	11	18	18	3	9	13			
SUSAN TEDESCHI (Tone Cool/Rounder)				22		9	16			6			7			9	7	13	8						10	15		3	12	4				
ALANIS MORISSETTE (Maverick)	2		11	8	26	14		8				8						11	5	11			8	9		35	26	12	4					
WES CUNNINGHAM (Warner Bros.)			7	15	6	13			3							8	8	12				15	20	28	7	17		8	12	13				
RUSTED ROOT (Mercury)	2		5	11	6	11		7	20	6		12	5	13	12	9	5	10	9	16	15	11	19	12	17			8	8	7	10			
BRUCE HORNSBY (RCA)		16	7	11	10	9		14		7		4	5		12		12	20	8	16	15	5			13			7	14	7				
ROLLING STONES (Virgin)	2		23	11	12	14		20				12			12		10			8			7		10			11	12	5				
GOLDEN SMOG (Rykodisc)	2		4	3	12	9	10	20	9	14	12	9			6	8	5	17	16	15	18		10	14	24			11	10	7	4			
U2 (Island)			23	5										18	4		5					9	9	13				10	9	8				
CAKE (Capricorn)								14	10	6			4	18	7				5		6	28	30				36	15	13					
SINEAD LOHAN (Interscope)	2	3	10	11	9	3	11		36	5			4		12	9	22	17	7			26		9	21			3	8	10	4			
INDIGENOUS (Pachyderm)			6	16		15		8	10							14		6	8							13		16	10					
JOHN MELLENCAMP (Columbia/CRG)				10		13							12		16				1			6					22		8					
BRUCE SPRINGSTEEN (Columbia/CRG)	2	10			6	30			5			12			12		5			16	15			11					5	3				
EVERLAST (Tommy Boy)								21						19	23	15							25				32							
SON VOLT (Warner Bros.)			3		9			7	9	8	5		12		6		5		14	16		20	21				15	11		8				
PETER HIMMELMAN (6 Degrees/KOCH)	1		1		6	13	10	21	20	4	6	8			15		9		5	4				12			19	7	16	25				
SUGAR RAY (Lava/Atlantic)					11	9	16	7	10	7			5		16		3		3	16		16	15	10				3	3					
LAURA LOVE (Mercury)					9		6	15	36		23	4		4	12													25	15	10				
ANI DI FRANCO (Righteous Babe)	2				9		6	15	36		23	4		4	20			3		3	16							25	14					
SOUL COUGHING (Slash/Warner Bros.)	1		5	3	9	12		10																				23	15	10	6			
EAGLE EYE CHERRY (WORK)															12													54	17	9	7			
RUGRATS SOUNDTRACK (Interscope)	1	5	11	2	17		7							9		8	11						8	14			34			11	3			
BETTER THAN EZRA (Swell/Elektra)	1	7	11	7													9		10				9					16						
DUKE DANIELS (E Pluribus Unum)			4	6	6	12	8	10	5		4				6	13		13				6		9			6	23		5				
ROBERT EARL KEEN (Arista)	2				13	7		6	5	12	7				6			9		16	15	5												
MATCHBOX 20 (Lava/Atlantic)				8	9	15									10										25		33		4					
MARTIN SEXTON (Atlantic)	2				9		13		36	5		12	10		16						8	15	8	7										
CRACKER (Virgin)			3	6	7	14			6						10				22	4			11				13	17	5	12	8			
SEMISONIC (MCA)	1		8	7	12													8	6	7			12				17	10	10	7				
LENNY KRAVITZ (Virgin)	1			6	10										20		28	16	8				4				14	13						
BIG HEAD TODD & THE MONSTERS (Giant/Reprise)	2			7				7	20																			13						
HOLE (DGC)			3	12											15												40	10						



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# ALTERNATIVE

## Be Your Own Consultant

BY RICHARD SANDS

"You get paid to listen to the radio?" The room service waiter at the Riverplace Hotel couldn't believe that such a job existed.

"Yeah, tough work if you can find it," I replied as I signed the bill. It was time to get down to some real work. Crank up the room's bedside radio, take out my traveling boombox, and then slip the walkman headphones over my ears. Nothing quite like a delicious lunch with a notepad in your hand, listening to three radios at once.

The fall Arbitron results are rolling in, and we are now a few weeks into the Winter Book. What a perfect time for a station "tune-up." Don't worry, you don't need an expert for this task—at least not other than yourself, and you are actually an expert of sorts, right? Yes, *you* can be your own consultant! (Mandatory disclaimer: "Obviously it can be extremely helpful to get an outsider's perspective on your station, and we're not suggesting that you dump your consultant, if you have one. Objects in mirror might be closer than they actually appear.") But really, *anyone* can do the essential job of being a consultant.

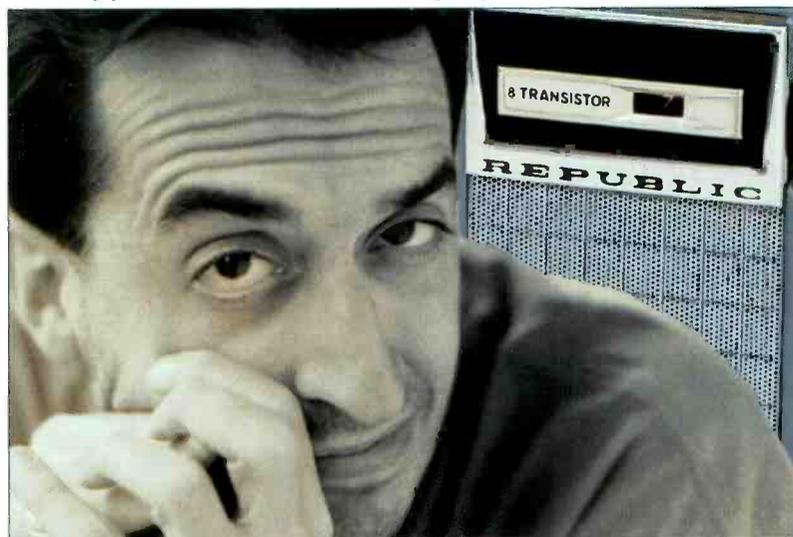
"When you look for something specific, you're not likely to find it, on account of how many things there are in the world."

The only requirement for being your own consultant is that you must listen to your station. I know what you're thinking: "I listen to my station all the time." The worst kind of listening is the kind of listening a PD usually does. In the car, you are constantly keeping an ear on the competition, or at work, when no sooner do you take the first sip of your morning beverage (hopefully not vodka) when the Sales Manager

pokes his or her head in the office and utters those bone-chilling words, "When you have a minute, I'd like a word...we have a bit of a problem." And so it goes, all day, everyday. You listen to your station all right, but only in drips and drabs.

### IT'S OFF TO THE DUNGEON WITH YOU, MATEY

To become your own consultant, the first thing you need to do is start *act-*



*ing* like a consultant. After arriving in town, the first move in the consultant playbook is hunkering down in a nice little trade account hotel. Nine times out of ten, that means the Airport Sheraton. Hey, you can check into the Airport Sheraton just as well as any consultant can (they do get your station at the hotel, don't they?). It's time for you to hole up in your private little cell.

OK. Now what, you acting consultant, you. The deal is you want to get a feel for your station, just like you would if you went to, say, San Diego and wanted to check out what makes 9IX special. To put it ever so simply, you listen. Yeah but, what *exactly* are you listening for? Nothing. Allow me to explain.

Did you ever see the movie *The Zero Effect*? (I never knew my summer video rentals would come in handy. I guess there is a reason why movie rentals are tax deductible after all.) The lead character, played by Bill Pullman, is a detective of sorts.

To paraphrase his technique, "when you look for something specific, you're not likely to find it, on account of how many things there are in the world. But, when you are *not* looking for something specific, you *are* likely to find it, on account of how many things there are in the world." Cool concept, huh?

You won't need three radios going at once. In less than a single

hour of just listening to your station, you'll hear plenty. But if you really need to know what kinds of things that you are and are not listening for, here's a brief and extremely incomplete checklist (for the complete list, see my book, *Be Your*

*Own Consultant: The Book*):

### 1. MUSIC

Like, is it any good? (OK smartass, listen for variety, tempo, music flow, the ratio of come-friendly hits to core songs, separation of like sounds, and overall balance of the music.)

### 2. PERSONALITY

Like, is there any? (Sorry. Does your station sound extremely local; is it fun, exciting, fresh, and compelling to listen to? Pay extra attention to the morning show for these qualities.)

### 3. PRODUCTION

See above. (Ask yourself, does your production actually enhance the station? What's the message, if any, or is it all attitude? Don't forget to check for crisp and clean operator boardwork.)

### 4. THE COMPETITIVE SCENE

See all of the above.

### THANK YOU, THAT'LL BE \$950, PLEASE

Wait! Before you accept your generous consultant fees, you have one last job. You've got to write yourself a report (it wouldn't hurt to cc the boss, either). Once this sucker is down in print, you are far more likely to act on it. The one drawback is that, unlike a real consultant, you're stuck; you can't fly on to the next town. Here's the good part. Make the changes that *you* have recommended, and you are guaranteed to actually, totally, 100% agree with *every* recommendation of your "consultant." And when was the last time *that* happened?

## My Thing Keeps Growing

The GAVIN Seminar is less than a month away, and it's shaping up to be one of the biggest ever for the Alternative world. We'll kick things off Thursday afternoon with a look into your future at the Alternative Summit. Join panelists Jim McGuinn of WPLY, Philadelphia, and ex Q-101 PD Alex Luke in a raucous debate about the future of the format. Later, it's a discussion "in-the-round" concerning "Festivals: The Monster We Created." Jonathan L. Rosen, the man responsible for the granddaddy of all festivals (Phoenix's Q-fest) will moderate. Friday afternoon it's time for our Jukebox Jury. Host Mad Max Tolkoff has amassed a great group of judges, including Robert Benjamin of WHFS-Washington, Dave Stewart of KKND-New Orleans, Dave Wellington of X-treme Radio in Las Vegas, Steph Hindley of WBTV, Burlington, Dwight Arnold at KCXX-Riverside, and Dave Rossi of WRAX, Birmingham. Finally just before the big Awards Luncheon on Saturday, it's the Chick Breakfast. Naturally there's tons more to come, but I'll leave that for later. Call our Convention Services department at (415) 495-1990. x632 to get registered.

# ALTERNATIVE

## MOST ADDED



### OFFSPRING (12)

Why Don't You Get A Job?  
(Columbia/CRG)

Including: WGBD, KMRJ, CFNY, KPNT, WBRU, WXDG, KWOD, WGRD, KNRK, KFTE, WLSZ, WXDX

### DOVETAIL JOINT (11)

Level On The Inside  
(Columbia/CRG)

Including: WGBD, KACV, WOSC, WBTZ, WHTG, WEND, KNRK, KFTE, WJSE, WDST, WLIR

### COLLECTIVE SOUL (10)

Heavy (Atlantic)

Including: KFRR, KPXX, KTEG, WEDG, WHTG, KXPX, WPBZ, WIXD, WDST, KCXX

### LIT (9)

My Own Worst Enemy  
(Malicious Vinyl/Red Ant)

Including: WBRU, WEOX, WHMP, WEJE, WPGU, WBCN, KFTE, WKQX, KXTE

### R.E.M. (8)

Lotus (Warner Bros.)

Including: WOSC, WXEG, WHTG, WIXD, WKRO, WKOC, WLIR, KTBZ

## RADIO SAYS



### SEBADOH

"Flame"  
(Subpop/Sire)

"It's a got a good groove."

—Mark Hamilton, KNRK-Portland

"Keep your ears open for this one" —Aaron Axelsen, LIVE 105-San Francisco

LW	TW		Spins	Diff.
—	1	EVERLAST - What's It Like (Tommy Boy)	2248	<b>N</b>
—	2	SUGAR RAY - Every Morning (Lava/Atlantic)	2077	<b>N</b>
—	3	CAKE - Never There (Capricorn)	1704	<b>N</b>
—	4	LENNY KRAVITZ - Fly Away (Virgin)	1632	<b>N</b>
—	5	HOLE - Malibu (DGC)	1564	<b>N</b>
—	6	NEW RADICALS - You Get What You Give (MCA)	1315	<b>N</b>
—	7	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	1291	<b>N</b>
—	8	GOO GOO DOLLS - Slide (Warner Bros.)	1277	<b>N</b>
—	9	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	1225	<b>N</b>
—	10	EVE 6 - Leech (RCA)	1208	<b>N</b>
—	11	ORGY - Blue Monday (Reprise)	1141	<b>N</b>
—	12	GARBAGE - Special (Almo Sounds)	1125	<b>N</b>
—	13	CREED - One (Wind-up)	1120	<b>N</b>
—	14	PLACEBO - Pure Morning (Virgin)	1018	<b>N</b>
—	15	ALANIS MORISSETTE - Joining You (Maverick/Reprise)	997	<b>N</b>
—	16	CARDIGANS - My Favourite Game (Mercury)	988	<b>N</b>
—	17	MARVELOUS 3 - Freak Of The Week (?)	945	<b>N</b>
—	18	BETTER THAN EZRA - At The Stars (Elektra/EEG)	944	<b>N</b>
—	19	SOUL COUGHING - Circles (Warner Bros.)	894	<b>N</b>
—	20	REMY ZERO - Prophecy (Profile)	874	<b>N</b>
—	21	EVERCLEAR - One Hit Wonder (Capitol)	856	<b>N</b>
—	22	U2 - Sweetest Thing (Island)	847	<b>N</b>
—	23	DAVE MATTHEWS BAND - Crush (RCA)	805	<b>N</b>
—	24	COLLECTIVE SOUL - Heavy (Atlantic)	786	<b>N</b>
<i>Collective Soul's "Heavy," coast to coast heavy duty! Woo!</i>				
—	25	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)	772	<b>N</b>
—	26	BARENAKED LADIES - It's All Been Done (Reprise)	751	<b>N</b>
—	27	FUEL - Bittersweet (550 Music)	690	<b>N</b>
—	28	FATBOY SLIM - Praise You (Astralwerks)	658	<b>N</b>
<i>#28 Fatboy Slim's "Praise You" squeezes in at 28... praise it like you should.</i>				
—	29	HOLE - Celebrity Skin (DGC)	601	<b>N</b>
—	30	KORN - Got The Life (Epic)	574	<b>N</b>



## ON THE RECORD

Last week, it was KROQ VP of Programming Kevin Weatherly's picks. This week, we venture south to San Diego to 91X, fresh on-the-beels of their stunning number one finish 18 to 34. Time to pick the brain of MD Chris Muckley:

### SUGAR RAY

"Some Day" (Atlantic)

"The 1st single is doing so well, we wanted to go onto another track.

Sounds great on the radio." (PS.

Kris Metzdorf of Atlantic adds

"this is a smash!")



### CITIZEN KING

"Better Days" (WB)

"Catchy as hell, could really be a hit. I love it."

### DUB PISTOLS

"Cyclone" (1500)

"This was on my nightly feature, 'Muckley's New Toy' last week, and it got a great reaction. It's really a fun song."

Because of changes in Gavin's research methodology, all tracks on the Alternative chart show up as "New" this week. Chart positions 1-50 will resume next week.

ALTERNATIVE REPORTS  
ACCEPTED THROUGH TUESDAYS  
8 A.M.-3 P.M. (PLEASE NOTE NEW TIME)  
GAVIN STATION REPORTING  
PHONE: (415) 495-1990  
FAX: (415) 495-2580

## PICTUREPARADE



Forget the title. We're changing this to "The Daddy Parade." Shown here are The Cherry Poppin' Daddies, with the staff of The Edge, in snowy Buffalo, New York. Pictured along with PD Rich Wall are such staffers as "The Bull," "Girl Friday" and "The Eternal One." Wow.



Daddy Number Two. Big Bad Voodoo Daddy, hanging with the Y-100 staff at last month's Y-100 Festival. To my real Daddy, next week I'll put in a picture of you. Space permitting, of course.

# COLLEGE

## Making the Connection Between Music and Style

BY VINNIE ESPARZA

Music has always gone hand-in-hand with style. First it was the bobby-soxers, then the rockabillys, hippies, and disco queens. Today, one does not just listen to indie rock, one lives and breaths indie rock—through both ideology and image. From punk to hip-hop to goth and beyond, the image we chose to present is a mirror of who we are as individuals and how we live our lives.

Greg "P-Nut" Galinsky has always known this. He started Junkies, the original street gear clothing line, back in 1992, and received international acclaim from both musicians and consumers alike. P-Nut's designs incorporated street-smart flair with a conservative-yet-classic look that gave Junkies a timeless quality.

Following a falling out with busi-

ness partners a few years back, Galinsky has recently re-emerged with 1971, a new line of clothing and design that picks up where the original Junkies left off, 1971 is heavily influenced by the various musical styles that have become a soundtrack of contemporary urban culture.



Galinsky, a self-described "art freak-a-zoid," says he's crazy about old photos, musical instruments, and good music. "Much of the success of Junkies was based on the fact that musicians loved my clothes," says P-Nut, who is willing to provide clothing for artists he deems worthy of representing his company.

IF YOU ARE INTERESTED IN CONTACTING GALINSKY AND 1971, CALL (415) 431-6434.

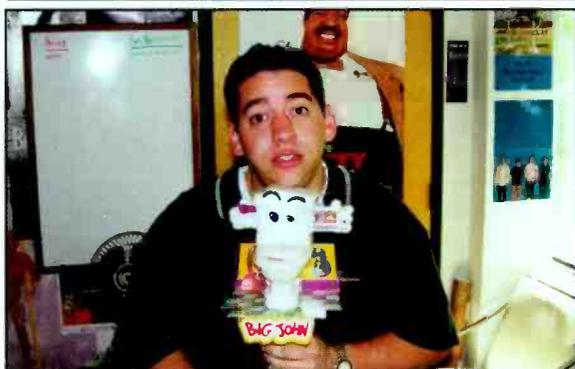
### Mike Newman Parts Ways With Virgin

Everyone's favorite college rep, Mike Newman has parted ways with Virgin Records. This comes in the wake of a very busy year for Virgin, who scored with well received new albums by Whale, Unbelievable Truth, Gomez, and Placebo. Mike can be reached at home at (212) 260-7558.

Expect more lay-offs, surprises and drama as the Seagrams/PolyGram merger moves forward.



### ...And Then Along Came John!



Big John and Little Jon. The Syndicate's Jon Landman gives us his best bathroom face with his cuddly and lovable toy toilet.

### SPEAK OUT!

This is the first of what will hopefully be a weekly column devoted to the views and concerns of the college radio community. Both Music Directors and promoters are encouraged to participate. If you are interested, please contact Vinnie Esparza at (415) 495-1990 x607, or e-mail [vinnie@mail.gavin.com](mailto:vinnie@mail.gavin.com)

## If You Can't Take the Heat...

BY DANNY STARR, PARADIGM ASSOCIATED LABELS



The A-ha Music Director. You know who they are. They're out there right now, sitting with their feet up, leaned as far back as possible in their chair. I picture most of them petting an evil black cat. You say, "Hi, how are you," and are answered by silence. It reaches through your phone and turns off your stereo, which minutes earlier was helping you get rolling into the phone groove. Sometimes you get a grunt out of them, which just barely convinces you of Darwin's evolutionary theory. With the brief greeting period over, you start to track your albums:

"Did you get such and such?"

"A-ha." The answer echoes back and forth in your ear, like a Swedish Yodel.

"Are you digging it?"

"A-Ha."

"Do you have sex with animals?"

"A-Ha."

These people are only a small percentage of the many music directors I speak with on a weekly basis, it's just that something about them bothers me—and it's not just their lack of personality. It's the fact that they sound so miserable. I just find it hard to believe that someone would want to work for free and devote so much time to a job that makes them unhappy. I have days when the last thing I want to do is touch a phone, and I can see how the never-ending calls can become overbearing, but give me a break (and do yourself a favor). You know who you are, get over yourself or get out!

### Tick-Tock Ya Don't Stop...



Sherri and the Tick. Not a cartoon series, but two loveable people. (L) Kenny "Tick" Salcido, Grand Royal and Sherri Kaplan, Moonshine.

# COLLEGE

## MOST ADDED



### MOJAVE 3 (37)

Out of Tune (4AD/Sire)

Including: CTR, KBOO, KCMU, KCDU, KCPR, KCSB, KCSU, KLSU, KSJS, KTXI, KUCI, KUOM, KVMR, KWBU, KWVA, WCBN, WCOB, WDBM, WDCR, WEGJ, WFCU, WICB, WJCU, WMNF, WMSE, WNHU, WQFS, WRAS, WRSU, WSMU, WTSR, WUMS, WVFS, WVUM, WVVU, WRVU

### VARIOUS ARTISTS (34)

Songs for the Jetset Volume 2 (Jetset)

Including: CTR, KCDU, KCPR, KCSB, KDVS, KGLT, KJHK, KLSU, KTCU, KTXI, KUCI, KUGS, KVMR, KWBU, WBNY, WCBN, WCOB, WDBM, WDCR, WEGJ, WICB, WJCU, WMNF, WMSE, WNHU, WQFS, WRAS, WRUV, WRVU, WTSR, WUSC, WVFS, WVVU, WVUM

### THE PASTELS (29)

Illuminati (Up)

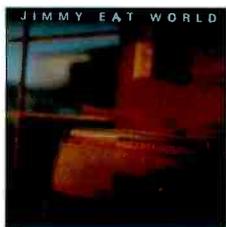
Including: CTR, KCDU, KCPR, KCSB, KGLT, KSJS, KTXI, KUCI, KUGS, KWBU, KWVA, WBNY, WCOB, WDCR, WEGJ, WJCU, WMNF, WMSE, WQFS, WRAS, WRUV, WSMU, WTSR, WUMS, WUSC, WVFS, WVUM, WVVU, WRVU

### JASON FALKNER (29)

Can You Still Feel? (Elektra/EEG)

KCDU, KCSB, KCSU, KGLT, KLSU, KTCU, KTXI, KUGS, KWBU, KWVA, KZSC, WBNY, WCOB, WDCR, WICB, WJCU, WMNF, WMSE, WMSV, WQFS, WRSU, WRVU

## RADIO SAYS



### JIMMY EAT WORLD

Jimmy Eat World  
(Fueled By Ramen)

This EP should satisfy fans of this quartet whose major label debut "Clarity" should be available sometime in February. Mark Trombino tweaks the knobs for a few songs.

LW	TW		Rpts.	Adds
2	1	<b>ASIAN DUB FOUNDATION</b> - Rafi's Revenge (Phase 4) <i>ADF finally capture the top spot. Indo-beats are the "in" thing, you see.</i>	27	0
1	2	SPIRITUALIZED - Royal Albert Hall October 10, 1997 Live (deConstruction/Arista)	28	0
5	3	<b>FATBOY SLIM</b> - You've Come A Long Way, Baby (Astralwerks)	24	0
7	4	<b>MACHA</b> - Macha (Jetset)	27	0
4	5	FEAR OF POP - Volume 1 (550 Music)	22	0
3	6	STEREOLAB - Aluminum Tunes (Drag City)	20	0
6	7	VARIOUS ARTISTS - Bombay the Hard Way (Motel)	23	0
8	8	<b>JON SPENCER BLUES EXPLOSION</b> - Acme (Matador/Capitol)	18	0
11	9	<b>PLACEBO</b> - Without You I'm Nothing (Virgin)	15	0
9	10	BECK - Mutations (DGC)	18	0
<b>N</b>	11	<b>TAKAKO MINEKAWA</b> - Cloudy Cloud Calculator (Emperor Norton/March) <i>Japan's hottest export since Godzilla, and last weeks most added is our highest debut.</i>	21	3
16	12	<b>HIS NAME IS ALIVE</b> - Ft. Lake (4-AD)	17	0
18	13	<b>R.E.M.</b> - Up (Warner Bros.)	13	0
20	14	<b>SEAN LENNON</b> - Half Horse, Half Musician (Grand Royal/Capitol)	20	0
13	15	CARDIGANS - Gran Turismo (Mercury)	12	0
17	16	<b>MASTERS OF THE HEMISPHERE</b> - Masters of the Hemisphere (Kindercore)	14	0
14	17	JETS TO BRAZIL - Orange Rhyming Dictionary (Jade Tree)	14	0
10	18	AFGHAN WHIGS - 1965 (Columbia/CRG)	12	0
25	19	<b>PORTISHEAD</b> - Roseland NYC Live (Go!Discs/London/Island)	14	0
35	20	<b>764-HERO</b> - Get Here and Stay (Up)	18	1
12	21	PETER MURPHY - Cascade (Red Ant)	13	0
23	22	<b>BUCKMINSTER FUZEBOARD</b> - How to Make C60 BR24 In an Hour (Slabco)	15	2
19	23	TALVIN SINGH - OK (Island)	17	0
<b>N</b>	24	<b>DON CABALLERO</b> - Singles Breaking Up (Touch & Go)	16	7
27	25	<b>SQUARE PUSHER</b> - Music Is Rotted One Note (Warp/Nothing)	14	0
45	26	<b>P.J. OLSSON</b> - P.J. Olsson (Red Ink)	12	0
37	27	<b>4 HERO</b> - Two Pages (Mercury)	11	0
28	28	JAWBOX - My Scrapbook of Fatal Accidents (DeSoto)	14	0
24	29	DIG - Lifelike (Radiouniverse)	7	0
21	30	UNBELIEVABLE TRUTH - Almost Here (Virgin)	9	0
<b>N</b>	31	<b>KITTY CRAFT</b> - Beats and Breaks from the Flower Patch (Kindercore)	30	24
30	32	LONG HIND LEGS - Feb. 4th-14th, 1998 (Kill Rock Stars)	9	0
36	33	<b>BAXTER</b> - Television EP (Maverick)	9	0
22	34	THE BOREDOMS - Super aR (Birdman)	12	0
50	35	<b>KRISTIN HERSH</b> - Murder, Misery Then Goodnight (4-AD)	10	0
44	36	<b>THE RONDELLES</b> - Fiction Romance, Fast Machines (Smells Like Records)	13	0
39	37	<b>SILVER JEWS</b> - American Water (Drag City)	8	0
29	38	HEFNER - Breaking God's Heart (Too Pure/Beggars Banquet)	11	0
<b>N</b>	39	<b>ANI DI FRANCO</b> - Up Up Up Up Up Up (Righteous Babe)	20	16
31	40	CAT POWER - Moon Pix (Matador)	10	0
<b>N</b>	41	<b>REEL BIG FISH</b> - Why Do They Rock So Hard? (Mojo/Universal)	10	0
<b>N</b>	42	<b>LAGWAGON</b> - Let's Talk About Feelings (Fat Wreck Chords)	13	2
47	43	<b>MELT BANANA</b> - Charlie (A Zap)	7	0
34	44	BELLE & SEBASTIAN - The Boy With the Arab Strap (Matador)	7	0
<b>N</b>	45	<b>VOLUME ALL-STAR</b> - Self-connected Twice-elected (Slabco)	10	1
<b>N</b>	46	<b>SOUL COUGHING</b> - El Oso (Slash/Warner Bros.)	7	0
43	47	MANKIND LIBERATION FRONT - Center of the Universe (RCA)	10	0
40	48	CAKE - Prolonging the Magic (Capricorn)	7	0
33	49	THE GRADUATES - Up in Downtown (Beatville)	7	0
48	50	BLUETIP - Join Us (Dischord)	7	0



## REVIEWS

### MOVER

#### The Only One (Mod Lang)

This follow shot to their first album on Man's Ruin records harbors a pop sensibility indicative of the Beach Boys in mixed with a rawness reminiscent of early 70's Stones. Eric Shea's raspy vocals can often times feel sweet, emoting a mood that's front porch reflective. Harmonica, Wurlitzer, Moog and Casio complement guitars in a mesmerizing manner. Their overall impression has the capacity to linger long beyond an initial listen. This is innovative songwriting at its best. It's plain to see why they remain a Bay Area favorite. Contact: Rebel Management (415) 221-2111. - Katie Zurling



### JASON FALKNER

#### Can You Still Feel? (Elektra/EEG)

With his great follow-up to *Author Unknown, Can You Still Feel?*, Falkner once again delivers an solid album of timeless pop treasures in which he plays every instrument himself. Good music never sounds dated, and Falkner has learned well from his predecessors. Hopefully, this album will finally help Falkner reach the next level, as he deserving of house hold name status. For more information, contact Elektra College at (212) 275-2860.



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FAX: (415) 495-2580

## ARTISTPROFILE

### ROB MAZUREK OF THE CHICAGO UNDERGROUND DUO

ALBUM: 12 Degrees of Freedom  
LABEL: Thrill Jockey  
CONTACT: Damon (312) 492-9634  
HOME BASE: Chicago

BEGINNINGS AND FREE JAZZ: "It's pretty abstract in that its an abrupt change. Before I moved into the city, I had a bunch of avant records. So, I was listening to The Art Ensemble, Ornette Coleman and Sun Ra from when I was sixteen. But when I moved to Chicago, the people I considered teachers were all about the Blue Note

sound: modal playing. Naturally, I played that style. I had started hanging out with Jeff Parker, the guitar player who also plays with Tortoise and Isotope 217, about four years ago. We started experimenting with different ways of doing things. With Chad (Taylor) and Jeff (Parker) its like going back to where I started." "Although it sounds different, its not free jazz that is just blasting in your ear and you

can't take it. Its melodic, (one-wise. Its pleasing. I've been thinking about the music scene as a whole and when you think about groups like Tortoise or Isotope, or even the Art Ensemble of Chicago. It seems to me like those groups are so much more than just jazz. You get all of these different people with different experiences musically and lifewise coming together and making music."



# ACTIVE ROCK

## Liquid Tension Experiment Live

In the fall of '97, in Upstate New York, Dream Theater members Mike Portnoy (drums) and John Petrucci (guitars), King Crimson's Tony Levin (bass), and keyboard phenom Jordan Rudess came together as Liquid Tension Experiment, creating some of the most exciting and innovative progressive rock of the last 25 years. This totally unscientific experience took place during what Portnoy has called, "one of the craziest, most stressful, and yet, simultaneously beautiful, magical, and most creative weeks of my life."

Dream Theater's appeal is undeniable—just ask any of their wildly enthusiastic fans throughout the world. The group's latest release, *Falling Into Infinity*, is being embraced worldwide, but the time had come for Portnoy and Petrucci to take the musicality of DT a step further without being restricted by major label commercial concerns.

Additionally, Levin has always been willing to explore the outer limits of musical creativity; witness his stellar career playing with everyone from John Lennon to Peter Gabriel to Bozzio Levin Stevens. Tony is another who wants to leave his musical mark on the planet, and

he certainly took another step toward that goal with Liquid Tension Experiment. Jordan Rudess has long been known among his fellow musicians as one of the finest keyboard players on the planet. He has performed with Jan Hammer and the Dregs and has his own recording project, Rudess Morgenstein, with drum ace Rod Morgenstein.

The music on *Liquid Tension Experiment* is primarily improvised and covers a lot of stylistic ground—but it never stops rocking. There is a consistent heaviness that never allows the music to leave the realm of hard rock, no matter where the creative landscape leads. Portnoy's playing is stimulating but relentless; Petrucci wrings melodic emotion out of his guitar at every turn; Levin coaxes sounds from his instruments that do not seem possible. And all the while, Jordan Rudess' amazing technique never overshadows his ability to write cohesive and moving songs.

Dream Theater producer Kevin Shirley (Journey, Silverchair), who handled the album's mix, was able to bring a clarity and separation to the instruments and yet still allow them to blend into a powerful "group" sound.

The album's highlight is the inaccurately titled "Three Minute Warning," 28 1/2 minutes of a musical white-knuckle ride that takes the listener through so many mood changes, it's hard to believe that this jam was cut live in the studio. Fact is, however, the 24-track master tape ran out during the recording of this song...luckily, Portnoy's

always-running DAT recorder captured the track's finale.

DON'T MISS THESE EXCLUSIVE LIVE PERFORMANCES BY LIQUID TENSION EXPERIMENT:

- **THURSDAY, JANUARY 21;** THE BOWERY BALLROOM; NEW YORK CITY
- **FRIDAY, JANUARY 22;** THEATRE OF LIVING ARTS; PHILADELPHIA, PA
- **SATURDAY, JANUARY 30;** SABIAN SHOW AT NAMM (EXCLUSIVE TO NAMM ATTENDEES)
- **MONDAY, FEBRUARY 1;** THE ROXY; LOS ANGELES, CALIF.

## Exposing Injustice: Rage to Rock for Mumia

Rage Against the Machine has announced plans to play a benefit concert at the Continental Airlines Arena in East Rutherford, N.J., on January 28, 1999; proceeds will be donated to the International Concerned Family and Friends of Mumia Abu-Jamal. Bad Religion will open the show, which will also feature a special appearance by the Beastie Boys, with more special guests to be announced.

Mumia Abu-Jamal (a.k.a. Wesley Cooke) is an African American print and radio journalist who has been politically active in the city of Philadelphia since his days as a teenage member of the Black Panther Party for Self-Defense. He is the former President of the Philadelphia Association of Black Journalists, the recipient of a Major Armstrong Award for radio journalism, and was named one of Philadelphia's People to Watch in 1981 by *Philadelphia Magazine*.

In 1981, Mumia Abu-Jamal was indicted for the murder of a Philadelphia policeman, Daniel Faulkner. His trial was presided over by Judge Albert Sabo, who had already sentenced 26 defendants—24 of whom were African Americans—to death. Convicted and sentenced for the murder, Mumia Abu-Jamal has been on Pennsylvania's death row ever since.

Mumia's post-conviction relief appeal, his final state appeal, was denied by the Pennsylvania Supreme Court on October 26, 1998. A death warrant is imminent. Pennsylvania law mandates the Death Warrant be signed within 90 days of the Supreme Court ruling. Mumia would only have 30 days (or, the length of the execution warrant) to file his only federal habeas corpus petition, which could get him a temporary stay of execution from a federal judge. His case has attracted international attention; Amnesty International, among other human rights organizations, supports his request for a new trial.

Rage's Tom Morello comments, "Mumia's trial was a gross miscarriage of justice. Just unbelievable. 'Highlights' included prosecutorial misconduct, intimidation of witnesses by the police, suppression of evidence of Mumia's innocence, a jury illegally purged of African Americans, a hostile, racist judge, and a prosecution who argued for the death penalty based on Abu-Jamal's political beliefs! Mumia is an outspoken revolutionary, a hero to millions around the world, and we will not allow his voice to be silenced. We join with Amnesty International in demanding a new trial for Mumia Abu-Jamal. This is no ordinary show. We are playing for a man's life."

### WCCC Cracks Nuts



1. (l to r) WCCC's J. Raven interviews Second Coming's James and Woody.

2. WCCC's Music Director, Mike Karolyi interviews Kid Rock with J. Raven (l to r Mike, Kid Rock, J)

The WCCC Nutcracker, performed at the Webster Theatre in Hartford, featured performances by Sevendust, Kid Rock, Godsmack, Second Coming, and One Minute Silence.



**MOST ADDED**



**CANDLEBOX (19)**  
Happy Pills (Maverick/WB)  
Including: WJJO, WIHN, WRIF, WRUF, WTOS, WZBH, WZNF, WCCC, WBYR, KSEZ, KRZR, KAZR, KEYJ, KHOP, KNCN, KRAR, WMZK, WHMH, KZZK

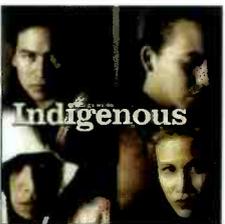
**BLACK SABBATH (11)**  
Selling My Soul (Epic)  
Including: WAAF, WIYY, KISS, KAZR, KIBZ, KSEZ, KZRQ, WBOP, WMFS, WRQK, WYSP

**RUSH (11)**  
Closer To The Heart (live) (Anthem/Atlantic)  
Including: WHMH, KZZK, KDEZ, KRAR, WRIF, KHOP, KSEZ, WBOP, WCCC, WJJO, WLZR

**STABBING WESTWARD (10)**  
Haunting Me (Columbia/CRG)  
Including: WRIF, WRUF, WALC, KNCN, KHOP, KEYJ, KBPI, KAZR, WYSP, WXTM

**BARE JR. (9)**  
You Blew Me Off (Immortal/Epic)  
Including: WMFS, WPUP, WRQK, WYXX, KZRQ, KSEZ, KBPI, KILO, CFOX

**RECORD TO WATCH**



**INDIGENOUS**

"Now That You're Gone" (Pachyderm)

Mato Nanji's being hailed as the next Stevie Ray Vaughan. One listen to this scorchin' debut and you'll know why.

**ACTIVE**

LW	TW		Spins	Diff.
1	1	<b>METALLICA</b> - Turn The Page (Elektra Entertainment Grp.)	2421	-131
4	2	<b>EVERLAST</b> - What It's Like (Tommy Boy)	2088	+274
2	3	<b>LENNY KRAVITZ</b> - Fly Away (Virgin)	2007	-53
5	4	<b>CREED</b> - One (Wind-up)	1937	+256
3	5	<b>BLACK CROWES</b> - Kickin' My Heart Around (Columbia/CRG)	1782	-41
6	6	<b>OFFSPRING</b> - Pretty Fly (For A White Guy) (Columbia/CRG)	1501	-111
10	7	<b>GODSMACK</b> - Whatever (Republic/Universal)	1433	+60
7	8	<b>THE FLYS</b> - Got You (Where I Want You) (Trauma/Delicious Vinyl)	1386	-103
9	9	<b>ROB ZOMBIE</b> - Oragula (Geffen)	1248	-134
8	10	<b>BLACK SABBATH</b> - Psycho Man (Epic)	1212	-242
22	11	<b>COLLECTIVE SOUL</b> - Heavy (Atlantic)	1192	+507
13	12	<b>KENNY WAYNE SHEPHERD</b> - Everything Is Broken (Revolution)	1078	-8
14	13	<b>CLASS OF 99</b> - Another Brick In The Wall (Columbia/CRG)	1042	-1
12	14	<b>FUEL</b> - Bittersweet (550 Music)	1036	-55
11	15	<b>HOLE</b> - Celebrity Skin (DGC)	1029	-151
16	16	<b>MONSTER MAGNET</b> - Powertrip (A&M)	1022	+18
15	17	<b>GOO GOO DOLLS</b> - Slide (Warner Bros.)	974	-56
27	18	<b>METALLICA</b> - Whiskey In The Jar (Elektra/EEG) <i>Look for a Thin Lizzy box set to be released on St. Patty's Day.</i>	854	+285
19	19	<b>EVE6</b> - Leech (RCA)	845	+50
26	20	<b>REMY ZERO</b> - Prophecy (DGC)	752	+154
18	21	<b>JONNY LANG</b> - Still Rainin' (A&M)	750	-59
21	22	<b>SPRUNG MONKEY</b> - Super Breakdown (Hollywood)	749	+45
17	23	<b>ECONOLINE CRUSH</b> - Surefire (Restless)	703	-191
20	24	<b>CREED</b> - What's This Life For (Wind-Up)	651	-80
23	25	<b>KORN</b> - Got The Life (Immortal/Epic)	626	-24
24	26	<b>KISS</b> - You Wanted The Best (Mercury)	623	-24
28	27	<b>TRAIN</b> - Free (Aware/Columbia)	609	+42
35	28	<b>MARILYN MANSON</b> - I Don't Like the Drugs (Nothing/Interscope)	581	+109
25	29	<b>SECOND COMING</b> - Soft (Capitol)	569	-77
50	30	<b>BLACK SABBATH</b> - Selling My Soul (Epic) <i>The iron men are still kicking it live. This is a must see show!</i>	537	+248
29	31	<b>KID ROCK</b> - I Am The Bullgod (Lava/Atlantic)	534	-31
40	32	<b>STABBING WESTWARD</b> - Haunting Me (Columbia/CRG)	511	+105
39	33	<b>ROB ZOMBIE</b> - Living Dead Girl (Geffen)	510	+102
41	34	<b>INDIGENOUS</b> - Now That You're Gone (Pachyderm)	507	+105
36	35	<b>PLACEBO</b> - Pure Morning (Virgin)	500	+58
32	36	<b>EVE6</b> - Inside Out (RCA)	482	-37
37	37	<b>ORGY</b> - Blue Monday (Reprise)	478	+45
34	38	<b>SEVENDUST</b> - Bitch (TVT)	468	-30
31	39	<b>JANUS STARK</b> - Every Little Thing Counts (Trauma)	457	-86
30	40	<b>PEARL JAM</b> - Elderly Woman Behind a Counter in a Small Town (Epic)	456	-106

**CHARTBOUND**

<b>BARE JR.</b> - "You Blew Me Off" (Immortal/Epic)	<b>KORN</b> - "Freak On A Leash" (Immortal/Epic)
<b>CANDLEBOX</b> - "Happy Pills" (Maverick/WB)	<b>QUEENS OF THE STONE AGE</b> - "If Only" (Loosegroove)
<b>PANTERA</b> - "Hole In The Sky" (Elektra/EEG)	<b>OLEANDER</b> - "Why I'm Here" (Republic/Universal)
<b>NAZARETH</b> - "Light Comes Down" (CMC International)	<b>OFFSPRING</b> - "Why Don't You Get A Job" (Columbia)
<b>MOTLEY CRUE</b> - "Enslaved" (Motley/Beyond)	<b>GOO GOO DOLLS</b> - "Dizzy" (Warner Bros.)
<b>FEAR FACTORY</b> - "Descent" (Roadrunner)	<b>DIG</b> - "Live In Sound" (Radiouniverse/Universal)



**REVIEWS**

**NEBULA**

**Let It Burn (TeePee/Relapse)**

The hard to find debut release by this thunderous So Cal trio's been remastered and re-released by the fine folks at Relapse Records. The new and improved version of *Let It Burn* comes fully equipped with two bitchin' bonus tracks. "Devil's Liquid" and "Sonic Titan" were recorded last spring in Gotham City while the three amigos were in town to play the McGathy Bash. To quote Relapses resident mad man Pellet, "If you like Hendrix or Page, you're gonna love this CD." He ain't lying, Eddie Glass formerly of Fu Manchu has the fingers of fury when laying down his licks. Nebula's also released a split EP with Sweden's Lowrider that's available through Meteor City ([www.meteorcity.com](http://www.meteorcity.com)). To get your close of the devil's liquid reach out and touch Pellet at (717) 397-9221 ext. 105 or e-mail the man at [Radio@Relapse.com](mailto:Radio@Relapse.com). Honest, he won't bite. P.S. A friendly reminder—before picking Nebula as my '99 GAVIN Guarantee I picked Monster Magnet and Queens of the Stone Age. Recognize and realize y'all.

**ADDS FOR JANUARY 25 & 26**

**Second Coming** "Vintage Eyes" (Capitol), **Fastball** "Out Of My Head" (Hollywood), **Oleander** "Why I'm Here" (Republic/Universal), **Julian Lennon** "Day After Day" (Fuel 2000), **Nebula** "Vulcan Bomber" (TeePee/Relapse), **Fine** "Wrecking Ball" (Flip/Elektra), **The Offspring** "Why Don't You Get A Job" (Columbia/CRG).

**ADDS FOR FEBRUARY 1 & 2**

**The Mayfield Four** "Don't Walk Away" (Epic), **Jonny Lang** "Wander This World" (A&M), **Ruth Ruth** "Chemical Peel" (RCA).

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# JAZZ + SMOOTH

## Border Town Jazz: KSDS Celebrates 25 Years

BY KEITH ZIMMERMAN

Tony Sisti joined fledgling San Diego Jazz outlet KSDS in 1974, but left four years later to sharpen his skills on commercial radio. In 1989, Tony rejoined the station as PD; he now oversees the programming flow and the all-volunteer air staff of 40 people. In its infancy, Sisti remembers, FM free form radio wasn't necessarily a sole phenomenon of underground rock.

"In the beginning we could play almost anything we wanted," he recalls. "We had the freedom to explore all avenues, and there was no such thing as dayparting. The albums were wide open; you could play good tracks...and even some bad tracks, too.

"These days, KSDS is a lot more dayparted and more selective as far as tracks go. I try to find two or three songs we can use on a CD, and if there aren't two or three good songs, then it won't get added to the playlist. We try to encompass a full spectrum of Jazz. Aside from that, we're strictly regulated as far as the tempo and instrumentation goes so, for instance, we're not playing a sax-heavy sound."

Sisti doesn't use a music schedul-

ing software system; instead, his style of programming depends on his personnel and people-managing skills. The non-commercial facility, which is owned and operated by the San Diego City College system, relies primarily on "a volunteer air staff, including [nationally known New York DJ] Les Davis," says Tony. "We use 40 different people on the air, counting weekend specialty shows, so it's tough to maintain consistency. People who do overnights from midnight to six are paid, but we use students during the day for training.

"I have five big names locally who do one show per week for three hours. Everybody is here because they're passionate about the music, and the average tenure of our volunteer staff is about six years."

Sisti conducts regular jock meetings and the necessary aircheck one-on-ones. Besides holding down an airshift every Wednesday from 6 to 9 a.m., Sisti supervises production and coordinates any last minute air talent fill-ins.

Musically, he limits ballads to one per hour during drive times, prefer-

ring to maintain a groove-oriented tempo. During at-work middays, though, he recognizes the importance of being more melodic and mainstream. The music blend gets a little edgier as nightfall approaches. "We focus a lot on artists' birthdays, and we

fits well with the core of our sound, and not only do we have a locally-produced World Beat program, but due to popular demand, we also

have a Jazz Latino program on a separate day."

Since its inception 25 years ago, KSDS and the San Diego City College ruling board have had eyes to boost the station's power. But because of a possible conflict with a Mexican television station, which claims that such a power boost would interfere with its audio signal, the process has been slow going. But finally, the FCC has consented to KSDS's request for a gradual power increase.

"We have an application in front of the FCC to increase our power to 22,000 watts. It's been ongoing for four years because we've been in a legal battle because of our close proximity to Mexico, and we have to get their approval to increase our power. We've recently gotten per-

*Continued on page 38*



keep a running tally of **KSDS PD Tony Sisti 25 years ago...okay, okay** were recorded. Then **maybe it's 40 years ago.** we feature songs or concerts on the days they were recorded or performed."

KSDS has neither an NPR and PRI affiliation, so its commitment to Jazz is entirely 24/7, with its own unique SoCal blend.

"Afro-Cuban is well represented in our mix," explains Sisti. "We lean a little more Latin than most jazz stations, probably because of our proximity to Mexico, but then again, maybe not. Poncho Sanchez

*Jim Wilson*  
"WALK AWAY RENEE"

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Daringly experimental yet wonderfully familiar, Tin Hat Trio defies genre categorization:  
 "... a quietly subversive group mining original tunes in an exotic chamber jazz vein." - *Billboard*

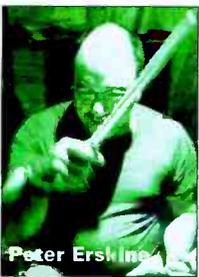
*tin hat trio*

Don't miss them LIVE, opening the Jazz format meeting at the Gavin Convention on Friday morning.

FOR MUSIC & INFO CONTACT: ANDRIA TAY / ANGEL RECORDS 212.253.3021 OR ANDRIA.TAY@EMIMUSIC.COM

## Yellowjackets Name New Drummer

Peter Erskine has been named the new drummer of the longtime progressive and contemporary jazz quartet, Yellowjackets. Erskine joins the band immediately following the departure of Will Kennedy, who played with the group for 12 years. Erskine was a



Peter Erskine

member of the fusion band Weather Report from 1978 to 1982, and has recorded solo projects with such labels as ECM and Denon. Erskine also appears on the new solo CD by Yellowjackets saxophonist Bob Mintzer. Kennedy will pursue production and recording dates on his own, including an upcoming gospel project. Also, current Yellowjackets bassist Jimmy Haslip is due to release a solo CD in February entitled *Red Heat*.

## Big Smooth Jazz Gains In The Big Metros

As the Fall 1998 Arbitron results come in, Smooth Jazz has done extremely well. KKSF in San Francisco is now Top in 12+, moving from a 3.0 to 3.6. Dial neighbor KBLX also moved up 12+, 2.1 to 2.7.

In nearby San Jose, KKSF posted a respectable 2.8. In Sacramento, KSSJ boosted from a 3.7 to a 5 share in 35-54, placing them in

the Top Five. Cleveland jumped from a 4.1 to a 5.4 in 12+ numbers, while WJJZ in Philadelphia moved up from a 4.1 to a 4.2. WVMV moved from a 4.8 to a 4.5 in 12+ share, but placed seventh overall. KIFM kept their 3.8 share steady, while WSJZ-Boston notched up one-tenth of a point to 2.4.

### KSDS continued

mission to begin testing the signal. Starting in mid-January we'll raise the power to 3,000 watts. Then we'll keep increasing the power gradually, and hopefully, we can keep going until we reach the full 22,000 watts."

The FCC has admitted that the

border airwaves conflict is quite unique, but KSDS has hung tough, so after a few independent studies (and hopefully no unhappy Mexican television viewers), perhaps the long-running legal and engineering conflicts will be settled and KSDS will finally enjoy a stronger signal and spread the gospel of bebop even further.

## Congratulations Are In Order

GAVIN and the Z'men would like to congratulate the following Jazz and Smooth Jazz folks for their recent good fortune.

We received a note from Sandy Kovach, Music Director at V98.7 (WVMV) in Detroit, that she'll be returning to the Motor City Smooth Jazz station on February 9 to continue her music and on-air duties. Kovach took a maternity leave to give birth to a baby boy, Joseph Robert Duprey, on December 15.

We received word that Jazz Trax sex symbol Art Good has changed the date of his bachelor party so as not to coincide with the GAVIN Seminar. Art and his fiancée Kathryn will be married on February 27 at—you guessed it—Catalina Island.

Finally, Bob Karcy at Arkadia Jazz is pleased with the three Grammy nominees his indie label received for David Liebman, Benny Golson and Randy Brecker, honoring (respectively) his *Thank You John*, Coltrane tribute, Golson's *Tenor Legacy* CD, and his Gerry Mulligan All-Star Tribute release.

## CONGRATULATIONS ON YOUR Gavin Nomination

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Smooth Jazz Station  
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Smooth Jazz Program  
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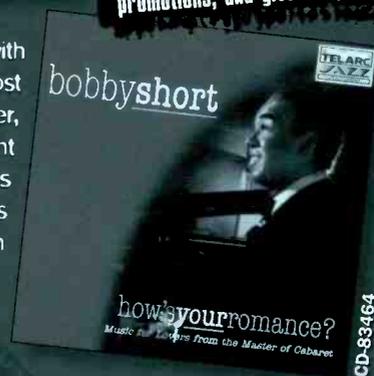
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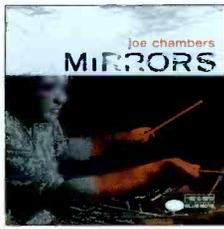


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# JAZZ

## MOST ADDED



### JOE CHAMBERS (54) Mirrors (Blue Note)

Including: WGBH, WWUH, WAER, WBFO, WRQM, WFSS, WKGC, WUCF, WKRY, WDNA, WUSF, WMOT, WUAL, WWOZ, WUTC, KNTU, WCPN, WXTS, WNOP, WDET

### N.Y. HARD BOP QUINTET (33) A Whisper Away (TCB)

Including: WFSS, WKGC, WUCF, WKRY, WUSF, WFPK, WUAL, WCPN, WXTS, WQUB, KBEM, KUSO, WSIE, KANU, KIDS, KKUP, KUVO, KAJX, KSOS, KCSM

### PAQUITO D'RIVERA (33) 100 Years of Latin Love Songs (Heads Up)

Including: KANU, KKUP, KVNF, KTAO, KUNV, KUNR, KLON, KCLU, KCBX, KAZU, KCSM, WFMT, KSJS, WFNX, WGBH, WAER, WBFO, WITR, WEEA, WSHA

### BILLY TAYLOR (22) Ten Fingers—One Voice (Arkadia Jazz)

Including: WFSS, WKRY, WDNA, WUAL, WWOZ, KNTU, WXTS, WNOP, WDET, KBEM, WSIE, KUT, KUVO, KTAO, KCLU, KSOS, KAZU, KSJS, KPLU, KEWU

### LARRY STEEN (17) First Move (LMS)

Including: WAER, WRTI, WKGC, WFPK, WUAL, WXTS, WQUB, KZJZ, KUAZ, KTAO, KUNV, KUNR, KLON, KAZU, KCSM, KSJS, KEWU

## RECORD TO WATCH



### N.Y. HARDBOP QUINTET A Whisper Away (TCB)

Around since 1991, two members of the NY Hardbop Quintet, saxophonist Jerry Weldon and trumpet player Joe Magnarelli, used to play together in Lionel Hampton's band.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	HOUSTON PERSON - My Romance (HighNote)	84	0	800	+43
6	2	PHIL WOODS feat. JOHNNY GRIFFIN - The Rev & I (Blue Note)	77	0	704	+65
4	3	BURTON/COREA/METHENY/HAYNES/HOLLAND - Like Minds (Concord Jazz)	78	0	694	+32
9	4	JOHN HICKS - The Billy Strayhorn Songbook (HighNote)	80	1	640	+71
2	5	RAY BROWN TRIO - Some of My Best Friends Are Singers (Telarc Jazz)	66	0	622	-117
8	6	SPHERE - Sphere (Verve)	69	2	581	+2
10	7	KERRY STRAYER SEPTET - Jeru Blue: A Tribute to Gerry Mulligan (Palmetto)	74	2	569	+41
<i>After a remarkable ten weeks, Strayer's Mulligan tribute project is still goin' strong.</i>						
3	8	HERBIE HANCOCK - Gershwin's World (Verve)	61	0	562	-106
7	9	KEVIN MAHOGANY - My Romance (Warner Bros.)	62	0	531	-75
13	10	TONY BENNETT - The Playground (Columbia/CRG)	63	0	517	+16
15	11	GENE HARRIS & PHILIP MORRIS ALL-STARS - Live (Concord Jazz)	73	0	512	+35
11	12	MARCUS ROBERTS - The Joy of Joplin (Sony Classical)	66	0	501	-14
5	13	ANDY BEY - Shades of Bey (Evidence)	60	0	501	-143
33	14	TRUMPET LEGACY - Feat. Payton, Soloff, Harrell, Henderson (Milestone)	66	9	476	+137
<i>This trumpet free-for-all now has enough airplay to vault into the Top Ten.</i>						
25	15	ERNIE ANDREWS - Many Faces of ... (HighNote)	68	2	475	+80
17	16	ETHEL ENNIS - If Women Ruled the World (Savoy/Denon)	64	0	471	+19
22	17	JIMMY SCOTT - Holding Back the Years (Artists Only)	61	0	460	+25
24	18	JIMMY McGRUFF - Straight Up (Milestone)	59	0	431	+4
19	19	DMITRI MATHENY - Starlight Cafe (Monarch)	55	0	428	-17
14	20	PONCHO SANCHEZ - Afro Cuban Fantasy (Concord Jazz)	56	0	409	-69
28	21	MAYNARD FERGUSON & BIG BOP NOUVEAU - Brass Attitude (Concord Jazz)	59	0	406	+35
12	22	KYLE EASTWOOD - From There To Here (Columbia/CRG)	48	0	398	-108
23	23	ALEXANDER/HICKS/MRAZ/MUHAMMAD - Solid! (Milestone)	49	0	392	-37
16	24	DAVE ELLIS - In the Long Run (Monarch)	57	1	387	-76
18	25	GIACOMO GATES - Fly Rite (Sharp Nine)	52	0	370	-78
30	26	JOE LOCKE QUINTET - Slander (And Other Love Songs) (Milestone)	54	2	348	-6
34	27	KENDRA SHANK - Wish (Jazz Focus)	56	1	346	+19
27	28	TONY WILLIAMS - Young At Heart (Columbia/CRG)	57	0	334	-43
21	29	CYRUS CHESTNUT - Cyrus Chestnut (Atlantic)	39	0	311	-131
35	30	ROY HAYNES - Praise (Dreyfus Jazz)	43	0	309	-11
36	31	JASON MARSAIS - The Year of the Drummer (Basin Street)	49	1	308	-10
26	32	COUNT BASIE - Count Plays Duke (MAMA Records)	34	0	286	-95
39	33	LOU RAWLS - Seasons 4 U (Rawls & Brokaw)	33	0	283	-11
48	34	ERIC GOULD - On The Real (Umoja)	52	6	282	+58
46	35	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	39	0	282	+29
41	36	MADS VINDING TRIO - The Kingdom (Stunt)	44	1	282	+10
29	37	YELLOWJACKETS - Club Nocturne (Warner Bros.)	36	0	279	-78
32	38	HEATH BROTHERS - Jazz Family (Concord Jazz)	45	0	278	-66
44	39	WESLA WHITFIELD - High Standards (HighNote)	43	2	271	+7
20	40	JOSHUA REDMAN - Timeless Tales (Warner Bros.)	33	0	266	-177
31	41	KEITH JARRETT TRIO - Japan '96 (ECM)	40	0	263	-84
37	42	MARK TURNER - In This World (Warner Bros.)	40	0	262	-48
—	43	BILLY TAYLOR - Ten Fingers—One Voice (Arkadia Jazz)	64	22	244	N
42	44	MISAKO KANO - Breakthrew (Jazz Focus)	44	1	237	-33
45	45	SOUL SERVICE - Dream Catcher (Cap)	30	0	221	-41
38	46	CARMEN McRAE - Dream of Life (Qwest)	37	0	210	-90
49	47	ROSEMARY CLOONEY/COUNT BASIE ORCHESTRA - At Long Last (Concord Jazz)	32	2	208	-5
50	48	BENJIE PORECKI - Servin' It Up (Severn)	38	3	195	-13
—	49	SHERRI ROBERTS - Dreamville (Brownstone)	33	2	187	N
43	50	DAVE HOLLAND QUARTET - Points of View (ECM)	31	0	178	-91



## REVIEW

### BOB MINTZER QUARTET

#### Quality Time (TVT Jazz)

After sifting through big band ensemble charts and touring with the always progressive Yellow-jackets, saxophonist Mintzer steps forward with ten original tunes performed in an intimate quartet setting. The 'Jackets appear on two tracks, so there's a little East Coast/West Coast polarity at play here. Mintzer noodles around with bass clarinet and the electronic EWI on his two playful YJ dates, "Emit A1" and "Family," and the result is a little bit of modern day SoCal cool school. The rest of the eight tunes resonate what the CD title suggests, *Quality Time*, i.e. four players in a room finishing each other's musical sentences and communicating nicely in clear-headed jazzspeak. For our money, two of jazz's best modern reedsmen are Bob Mintzer and Mike Brecker.

## SPINCREASE

1. BILLY TAYLOR +208
2. TRUMPET LEGACY +137
3. JOE CHAMBERS +99
4. ERNIE ANDREWS +80
5. JOHN HICKS +71

## CHARTBOUND

\*JOE CHAMBERS (Blue Note)

\*PAQUITO D'RIVERA (Heads Up)

\*N.Y. HARDBOP QUINTET (TCB)

GREG OSBY (Blue Note)

LOS HOMBRES CALIENTE (Basin Street)

Dropped: #40 Marcus Printup, #47 Randy Weston, Bireli LaGrène.

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quality time

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featuring:

Peter Erskine  
Jay Anderson  
Phil Markowitz  
Russell Ferrante  
Jimmy Haslip  
William Kennedy

## MOST ADDED



## GOTA (22)

"In the City Life" (Instinct)

Including: WBJB, WHRL, WJJJ, WTMD, WJFK, WJZW, WJCD, WCCJ, WFSJ, WNWV, WYJZ, WVMV, WNUA, KPRS/fm, KCIY, KHIH, KBZN, KKSJ, KRVR, Paul Hunter, KSSJ, and KWJZ

## GEORGE BENSON (18)

"Cruise Control" (GRP)

Including: WHRL, WJJJ, WQJZ, WJZW, WJCD, WCCJ, WFSJ, WGUF, WNWV, WVAE, WYJZ, WVMV, KCIY, KHIH, KSBZ, KMGQ, KXDC, KRVR, and KSSJ

## JOHN TESH

w/ JAMES INGRAM (11)

"Forever More (I'll Be the One)" (GTSP/Mercury)

Including: WJJJ, WTMD, WJZW, WLOD, WNWV, WVAE, WYJZ, KHIH, KRVR, KKJZ, and KNIX

## DANNY LERMAN (6)

Danny's Island (Chartmaker)

Including: WTMD, WSNC, WVAS, KRVR, Paul Hunter, and KINK

## CAROL CHAIKIN (6)

Lucy's Day Off (MS Ectasy)

Including: WBJB, WVAS, WDNB, KCIY, KQEX, and KINK

## RECORD TO WATCH



## JOHN TESH

"Forever More (I'll Be the One)" (GTSP)

A songwriting collaboration as well as another fresh Tesh direction with strings and acoustic piano. From the upcoming John Tesh: One World album.

SMOOTH  
JAZZ & VOCALS

LW	TW		Repts.	Adds	Spins	Diff.
1	1	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	55	0	957	+72
2	2	ERIC MARIENTHAL - Walk Tall (i.e. music)	55	0	936	+69
5	3	NAJEE - Morning Tenderness (Verve Forecast)	55	0	902	+120
4	4	WALTER BEASLEY - For Your Pleasure (Shanachie)	53	0	843	+59
3	5	RICK BRAUN - Full Stride (Atlantic)	53	0	837	+37
6	6	PETER WHITE - Perfect Moment (Columbia/CRG)	55	1	822	+57
8	7	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	48	0	730	+94
7	8	KIRK WHALUM - For You (Warner Bros.)	54	1	723	+48
9	9	MARC ANTOINE - Madrid (NYC/GRP)	52	0	697	+89
10	10	LEE RITENOUR - This Is Love (i.e. music)	51	0	617	+85
11	11	PATTI AUSTIN - In and Out of Love (Concord/Vista)	46	1	572	+48
16	12	JK - What's the Word (Verve Forecast)	42	0	516	+87
<i>JK's smoldering brand of Smooth funk is powered by the track, "Off the Hook."</i>						
15	13	GEORGE BENSON - Standing Together (GRP)	49	18	472	+42
14	14	WILL DOWNING/GERALD ALBRIGHT - Pleasures of the Night (Verve Forecast)	39	0	464	+30
17	15	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	39	1	459	+42
13	16	GREGG KARUKAS - Blue Touch (i.e. music)	35	0	453	+5
12	17	BRIAN BROMBERG - You Know That Feeling (Zebra)	37	5	435	-21
18	18	JEFF LORBER - Midnight (Zebra)	38	1	434	+40
21	19	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	35	0	433	+54
22	20	KIM WATERS - Love's Melody (Shanachie)	38	1	422	+54
19	21	VANESSA WILLIAMS - "My Flame" (Mercury)	35	1	418	+28
23	22	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome)	33	1	390	+66
20	23	PHIL COLLINS - ...Hits (Atlantic)	30	0	366	-17
25	24	SHAKATAK - Shinin' On (Instinct)	32	1	349	+51
24	25	FOURPLAY - Four (Warner Bros.)	38	3	327	+24
32	26	GABRIELA ANDERS - Wanting (Warner Bros.)	27	3	299	+75
29	27	CRAIG CHAQUICO & RUSS FREEMAN - "Riders of the Ancient Winds" (Windham Hill Jazz/Peak)	33	2	268	+4
27	28	BRYAN SAVAGE - Soul Temptation (Higher Octave)	28	0	267	-15
31	29	CHRIS STANDRING - Velvet (Instinct)	28	1	266	+27
34	30	EVERETTE HARP - Better Days (Blue Note)	23	1	245	+29
28	31	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	27	0	243	-24
37	32	RACHEL Z - Love Is the Power (NYC/GRP)	25	2	238	+54
26	33	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	23	5	235	-53
36	34	WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	21	0	206	-8
38	35	JIM BRICKMAN - Visions of Love (Windham Hill)	21	1	194	+11
35	36	HEADS UP SUPER BAND - Live At the Berks Jazz Fest (Heads Up)	18	0	193	-23
—	37	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	20	5	192	+73
<i>Broken out of WQCD in New York, DTTB is the big rhythmic success story of the past year.</i>						
30	38	BONEY JAMES - Sweet Thing (Warner Bros.)	18	0	192	-71
33	39	KEIKO MATSUI - Toward the Sunrise (Countdown/Unity)	22	0	185	-35
40	40	LUTHER VANDROSS - "I Know" (Virgin)	19	1	174	-2
43	41	DOTSERO - Jumpin' Thru Hoops (Ichiban)	21	1	170	+18
42	42	BASIA - Clear Horizon (550 Music)	17	0	169	+13
47	43	PEACE OF MIND - Journey to the Fore (Nu Groove)	18	4	166	+40
44	44	SOUL BALLET - Trip the Night Fantastic (Countdown/Unity)	16	0	162	+14
39	45	RAMSEY LEWIS - Dance of the Soul (GRP)	16	0	159	-18
—	46	JOE MCBRIDE - Double Take (Heads Up)	17	0	131	+16
45	47	MARCUS JOHNSON - Chocolate City Groovin' (N2K Encoded Music)	14	0	127	-9
—	48	GEORGE DUKE - After Hours (Warner Bros.)	12	0	121	N
46	49	OPEN DOOR - North From Riverside (Helicon)	14	0	117	-15
41	50	JANET JACKSON - "Every Time" (Virgin)	9	0	114	-50



## REVIEW

JIM BRICKMAN  
FEAT. HERB ALPERT  
"Rendezvous" (Windham Hill)

Pianist Jim Brickman is one of those rare instrumentalists who gained Smooth Jazz prominence after breaking major airplay inroads on A/C radio. *Destiny*, Brickman's sequel CD to the collaborative *Visions of Love*, continues his successful formula of sharing the limelight with another highly recognizable soloist. This time it's trumpet player Herb Alpert. "Rendezvous" has a strict compositional flow, almost traditional and indigenous in its melody structure, and nearly harkens back to Alpert's Tijuana Brass Mexicali-styled melodies. It's not an improvisational piece and the full version clocks out to an economical 3:19. Windham Hill includes an edit that shaves off an additional 27 seconds.

## SPINCREASE

1. NAJEE	+120
2. GRANT GEISSMAN	+94
3. MARC ANTOINE	+89
4. JK	+87
5. LEE RITENOUR	+85

## CHARTBOUND

GOTA (Instinct)  
DON DIEGO (Ichiban)  
YELLOWJACKETS (Warner Bros.)  
GEORGE DUKE (Warner Bros.)  
JOHN TESH with JAMES INGRAM (GTSP)  
FATBURGER (Shanachie)  
Dropped: #48 Brian Culbertson, #49 Dan Siegel, #50 Craig Chaquico

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## ARTISTPROFILE

BRIAN  
BROMBERG

SEPTEMBER IN JANUARY [PART I]

"You Know That Feeling [on Zebra] is almost a year old now, but the third single, 'September,' is out this week. Earth, Wind & Fire is one of my favorite bands in the world.

Some of the writing in that band is so deep and musical, and 'September' has one of the greatest hooks in pop music. It's a very happy tune that grooves, and I've always loved it. I did an arrangement for it about three years ago, and I'm amazed and happy that nobody else has put out a

version of it since.

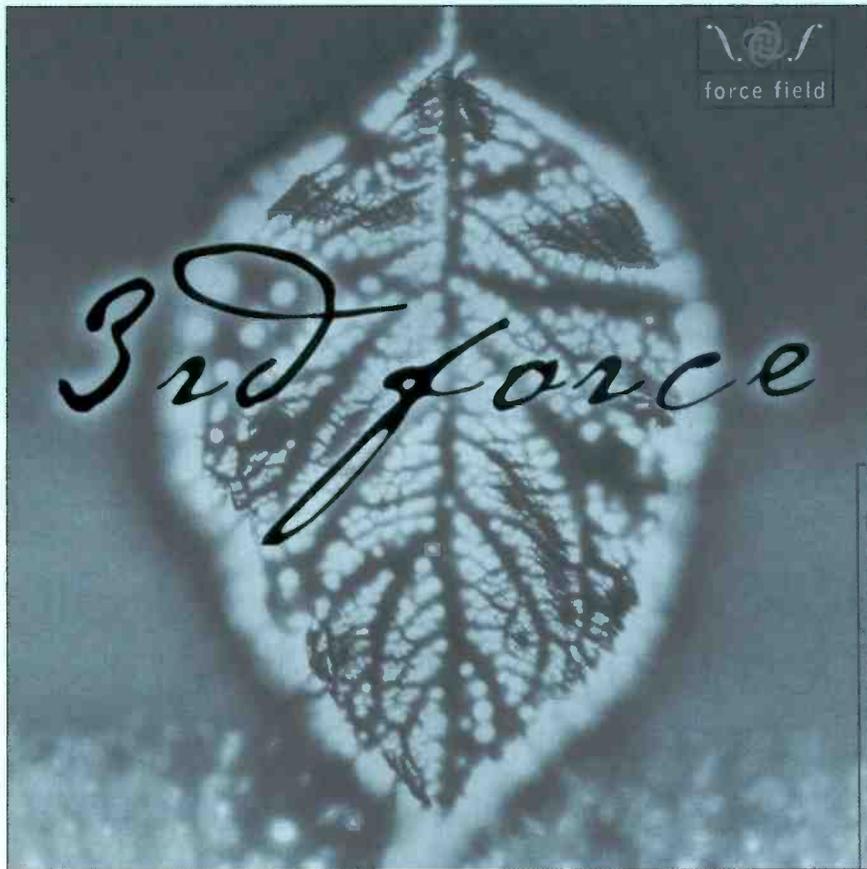
"The whole piccolo bass thing came about by accident. I was messing around with different strings and the fact that it was in the same register as a guitar really stuck with me. It was sonically easier to hear chords and clusters and it opened my ears to melody.

"On my record there's no guitar on it at all. All the parts

are just me overdubbing myself three or four times per tune. The end result is music, not just a bunch of chop stuff. I used a number of basses—a nylon-string bass, piccolo bass, fretted electric bass, fretless bass, acoustic bass, tenor bass, and live-string bass. They all have different sounds which add a color and voice to the music."



# 3rd force



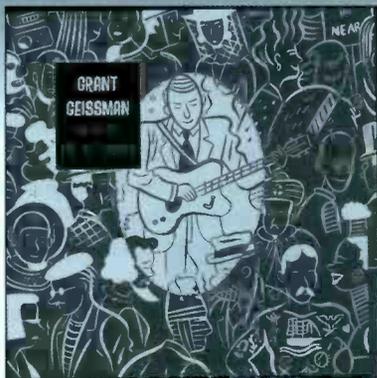
## “Revelation of the Heart”

The debut track from FORCE FIELD.  
Featuring special guests Paul Taylor on soprano sax and Brian Hughes on guitar.

**Add Date: February 4th**

Force Field, the follow-up to the Top 5 album VITAL FORCE, intensifies the trio’s contagiously uplifting attitude with an all-star lineup of Smooth Jazz icons— Paul Taylor, John Klemmer, Craig Chaquico, Grant Geissman, Brian Hughes and Bryan Savage.

**Promotion: Peer Pressure/Roger Lifeset (818) 991-7668**



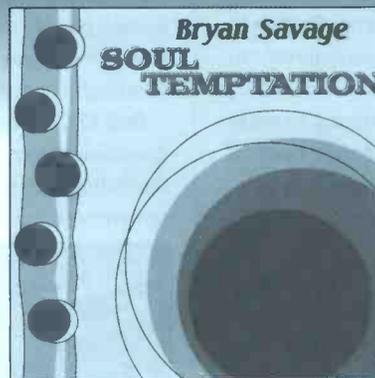
**grant geissman**

### “Did I Save?”

The hit track from  
IN WITH THE OUT CROWD  
Gavin SJ&V 7\* • R&R NAC 7\*

Power Rotations:	WVMV 20 spins
WHRL 23 spins	WJPL 22 spins
CD101 20 spins	KSMJ 25 spins
WJJZ 32 spins	KEZL 25 spins
WJJJ 23 spins	KXDC 22 spins
WJZW 20 spins	KKJZ 24 spins
WGUF 23 spins	KKSF 23 spins
WWND 24 spins	KQJZ 27 spins

Promotion: Ross Harper (818) 786-7380  
Management: Open All Nite/  
Steve Belkin (818) 892-5564



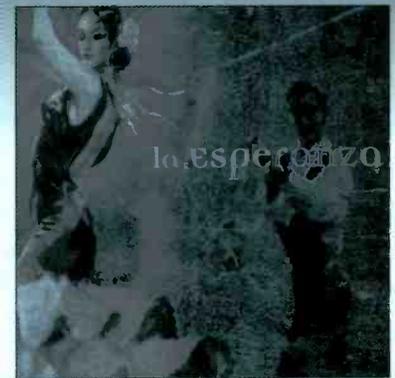
**bryan savage**

### “Mullholland Drive”

The third smash single from  
SOUL TEMPTATION

**Add Date: January 28**

Promotion: All That Jazz (310) 395-6995



**la esperanza**

### “Spanish Eyes”

**Add Date: February 25**

Promotion: Stuart Love (312) 475-1840



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# 'Cause You've Got... Stationality'

## How Stationality Still Wags the Radio Dog

A radio station's "stationality"—that is, its overall personality on the air and how and why it's memorable and vibrant—has never been more important than in these extremely modern times. Today, one lousy song can distract from a station's overall flow, and even the length of a tune can throw off continuity.

Whether you're programming within a group ownership structure or overseeing a non-commercial public station, achieving consistent stationality means a station has to be tweaked and enhanced often in order to remain fresh to its listeners. If a station's music flow appears to sound mundane, over-researched, or sleepy in tempo, chances are that station will lose diary mentions.

For Jazz and Smooth Jazz, music flow is still the main component of stationality, but nowadays marketing, promotion, and production elements are all battling for a close second.

"This music has to be in the foreground if it's going to be successful," says Steve Williams, Station Manager for KSSJ-Sacramento. "In the Arbitron ratings game, it's all about people remembering to vote for you. If you're wallpaper, then you're inviting phantom come, and that's where stationality comes into play.

"Stationality is a naturally occurring phenomenon, but once it occurs, it's the job of the broadcaster to maintain and enhance it in creative ways. The primary piece of stationality is the Jazz on your station."

"Stationality equals personality for our jazz station," says Carlos Lando, PD of KUVU in Denver. "Stationality is the collective personality of your radio station, and it involves a lot of different elements. If you are a Jazz station, then everything revolves around that persona. It's a certain hipness in how you conduct yourself on the air. It means you're hip, but in a

straightforward sort of way; you're not a caricature of cool. When you speak, people respect what you're saying, because there's no sense of false hype or talking down."

Bob O'Connor, a visionary programmer who now works with the OpTiMum Consultants group, remembers the early days of

ity, and that was before the word 'niche' was used. There was no niche radio 15 years ago, though often we niched ourselves with mom and pop station owners.

"Today, just being musically different isn't enough, although it's still key," he continues. "If you listen to the stationality of The Wave, there's

still a tremendous hipness there. The station sounds like Los Angeles. Same goes for KKSF and San Francisco. You really have to sound like your city and still compete with 40 other signals."

For some PDs, just breaking musical

boundaries is not enough. Being musically unique, they say, doesn't automatically create charismatic stationality.

"Thanks to records like Down to the Bone, which we helped break in New York [when I was at WQCD],



KUVU's Carlos Lando

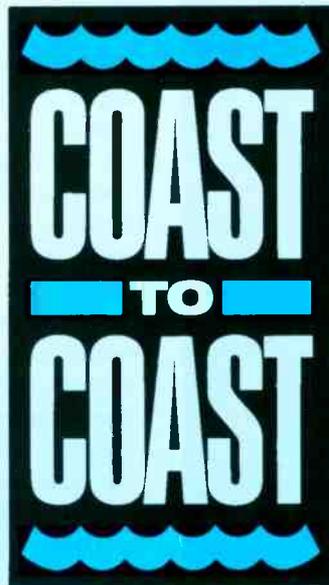
Smooth Jazz, when there were no big marketing budgets and unique music was your only weapon: "With the early stations that succeeded, like WLOQ and KIFM, stationality was all we had," he recalls. "Great music became part of our station-

by Keith and Kent Zimmerman

## **Q: WHAT DO THESE ARTISTS HAVE IN COMMON?**

Gerald Albright • Wessell Anderson • Anita Baker • Gato Barbieri • Pete Belasco  
Tony Bennett • Chris Botti • The Braxton Brothers • Michael Brecker • Norman Brown  
Jonathan Butler • Mariah Carey • James Carter • Cyrus Chestnut • Natalie Cole  
Phil Collins • Harry Connick Jr. • Will Downing • Kyle Eastwood • Leo Gandelman  
Ronan Hardiman • Donald Harrison • Incognito • Mark Isham • Janet Jackson  
JK • Jimmy Cobb's Mob • Marcus Johnson • Ricky Jones • Gregg Karukas  
Geoff Keezer • Ryan Kisor • Dave Koz • Diana Krall • Doug Lawrence • Jeff Lorber  
Russell Malone • Herbie Mann • Eric Marienthal • Evan Marks • Wynton Marsalis  
Marcus Miller • Bob Mintzer • TS Monk • Najee • Peace of Mind • Danilo Perez  
Lou Rawls • Eric Reed • Lee Ritenour • Vanessa Rubin • Philippe Saisse • David Sanborn  
John Scofield • Jimmy Scott • Marilyn Scott • Horace Silver • Simply Red  
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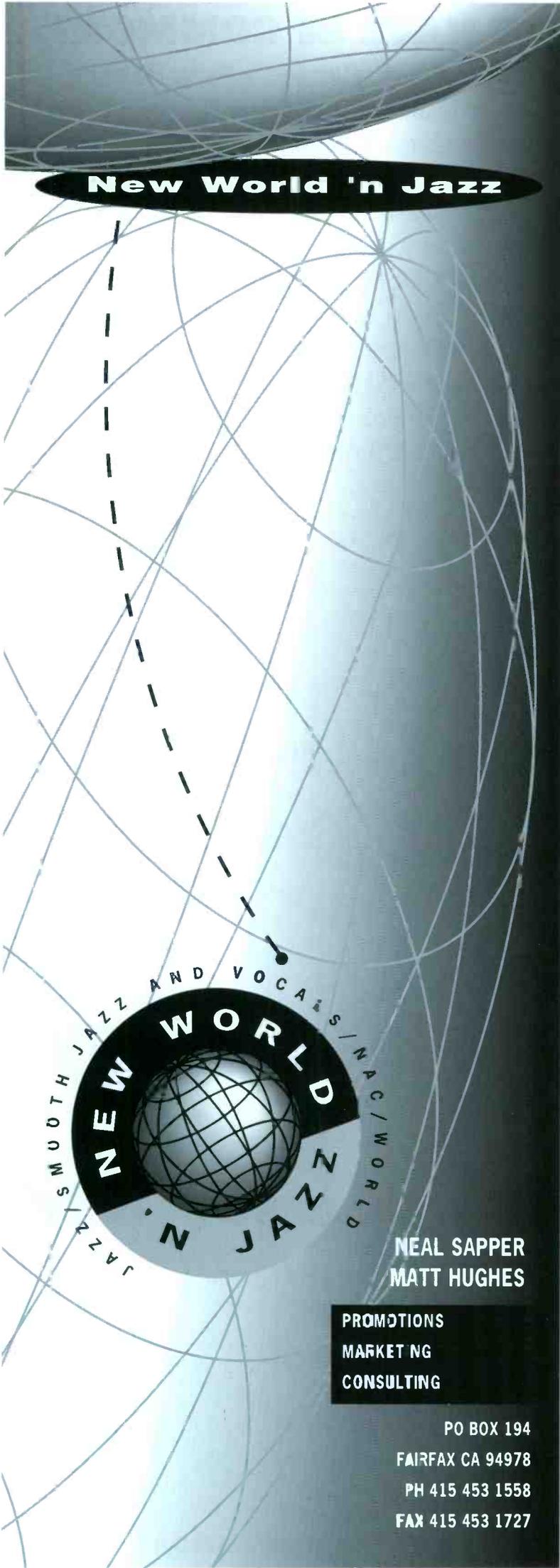
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“Stationality is a naturally occurring phenomenon, but once it occurs, it’s the responsibility of the station to maintain and enhance it in the background wallpaper, then you’re invited to the party—that’s where stationality comes in.”

you have more rhythm and Urban influences now than you’ve ever had in Smooth Jazz radio,” says Williams. “But now these kinds of songs are all over every other Smooth Jazz station’s playlist. It’s the order of the day, so it’s not as distinctive a trait as it used to be.”

Maxine Todd, PD for WJCD-Norfolk, knows her station’s primary mission is to relax listeners and help keep the edge off their work day but, she says, explaining the Smooth Jazz phenomenon to listeners requires a consistent succession of liners and artist montages. “We have to constantly reintroduce and reinforce our radio station. To help with recall, we have to identify ourselves often without taking away from the Smooth presentation of the format.

“At WJCD we do it with music montages; when we say Smooth Jazz, this is what we mean by Smooth Jazz. The challenge is to dispel the notion that Smooth Jazz is merely background. If you’re perceived as background, then that ratings and audience recall is not going to be there.”

According to Williams, successful stationality for Smooth Jazz can be as simple as the difference between talking about the music versus not being musically intensive, or using hip jingle packages by a signature Smooth Jazz musician like Brian Culbertson as opposed to some canned, Top 40-sounding stuff. Clever production techniques can boost a station’s flair when entering or leaving a spot load, he adds.

“We have all of our key artists pre-record teasers so that before we go into commercials, the announcer does their rap, then you hear Kenny G playing and he says, ‘Hi, this is Kenny G, we’re just moments away from one of my songs on 94.7 KSSJ, Sacramento’s Smooth Jazz.’ Then when we come out of the spots, we play a Kenny G song. *That’s* stationality.”

When Jazz stations block-program with NPR-styled news and information shows, effective stationality can be maintained through fundamental cross-promotion.

“We convey stationality through promos, both live and recorded,” says Joe Cohn, PD of KPLU-Tacoma/Seattle. “But if you go from a jazz host to *All Things Considered*, it’s great to have those hosts talking back and forth with each other and interacting on the air. That allows their personalities, and your stationality, to come out.”

“The thing we’ve been thinking about a lot in terms of the station’s personality is that we can be ‘dual format’ and be proud,” says Nick Morrison, KPLU MD and midday air talent. “We’re trying hard to integrate the two different programming streams. Crosstalk and on-air promotion works toward that end. Every morning I crosstalk at about ten minutes before my show with the morning drive news host. It brings him out of the box and makes me present during the newscast. The reverse is true in the afternoon when *All Things Considered* comes on after afternoon jazz.”

For Carlos Lando, who has been with KUVO for over a decade, community and diversity is still extremely key, even in pursuit of the bottom line (i.e., larger cume and more profitable fund drives).

“In terms of imaging, people know we’re the Jazz station in Denver and surrounding suburbs,” he says. “But equally as strong as stationality is the aura of community. I know community and diversity are overused words, but this has always been our focus.

“When we present Jazz, we let you know that, in our diverse community, Jazz is not just for the obvious older white male demographic. We want the Hispanic and African American population to realize that this is their radio station, too.”

occurring phenomenon, job of the broadcaster to creative ways...If you're ng phantom cume, and mes into play."

As PDs feel more and more pressure to think in terms of aggressively marketing their stations in order to attract non-traditional revenues, the stations with the strongest imagery or hottest promotional angles are ahead of the game. Some stations have the luxury of being in a highly identifiable market and tying in their call letters with the locale.

"Los Angeles is The Wave; San Diego is The Breeze," says Williams. "But if you don't have a marketing angle that's clear cut, you can still use other angles. Back when WQCD was first on the air, the big thing was us being at the beginning of the digital era. The

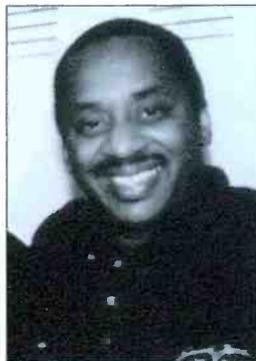
water. We'll sell the beauty of the city on the air."

To Lando—whose Jazz station is housed in the historical Five Points Media Center, where Duke Ellington used to play—cool stationality stems from tradition.

"Loyalty is what pays the bills," explains Lando, "and public stations are in a unique position when you talk about stationality. We do not change format or adjust our programming at the drop of a hat simply because our ratings dropped. We look at how we can bring this to another level in terms of converting the community into being part of KUVU's core, so they are more likely to pledge money



OpTiMum's Bob O'Connor



KSSJ's Steve Williams



KPLU's Joe Cohn

'CD' imagery of CD101.9's stationality was perfect for a slick, sophisticated, smooth sound that suggested 'quality and hi-tech.'"

Whether you're the station where listeners win lots of free vacations or a non-comm that tackles local environmental issues, stationality can be derived from anything, from the scenic to the historic.

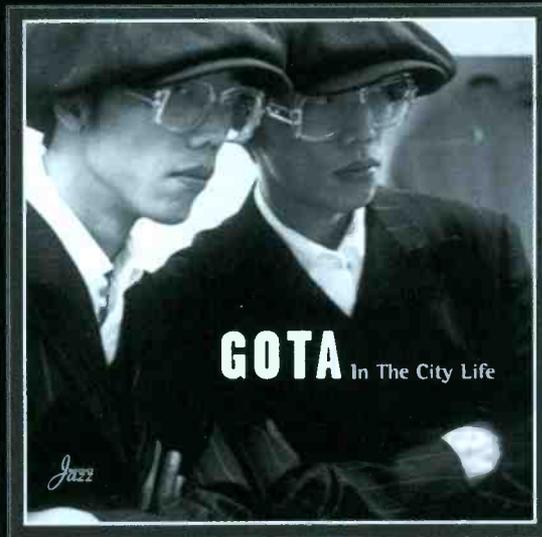
"With all the rain we get in Seattle, we used to have a promo where you'd hear the sound of rain against a window and then Nick saying, 'KPLU, where Jazz reigns'. We also use the Seattle environment for local events, like the seven Jazz Brunch cruises we do each year, where we tie in the theme of Jazz on a boat, sailing Puget Sound, serving up salmon and touring the cityscape from the

during that next drive."

Ultimately, though, it does come around again to the music and the rhythm of stationality.

"I love the word, 'rhythm' in the context of broadcasting," says O'Connor. "It's not a word you hear much anymore, but you will be hearing more of it—and not just about the music. I'm talking about the rhythm of the whole station, which includes its stationality and its music. How do the promos play into the spot sets? How do the air talents sound compared to the spot sets? If Bob from Boot World is screaming about selling shoes, then are you going into a quiet DJ thing? With increased spot inventories, the station's rhythm is becoming a bigger puzzle than ever." ■

## MAYBE IT SHOULD BE CALLED "COOL JAZZ"



**GOTA** In The City Life  
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**RECORD TO WATCH !!**



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featuring "Blue Azure"

**Chris Standing: Velvet**  
featuring "Steven" &  
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# The Comprehensive Guide To Jazz/Smooth New Releases:

## ARABESQUE

**Ray Drummond**  
"1-2-3-4"  
release date: February

**Norman Hedman**  
(as yet untitled)  
release date: March

**Myra Melford**  
*Above Blue*  
release date: April

**Jane Ira Bloom**  
(as yet untitled)  
release date: June  
contact: Phil Cassesse  
(212) 730-5000

## ARBORS

**John and Bucky Pizzarelli**  
*Contrasts*  
release date: February 9  
contact: Dmitri Vietze  
(800) 288-2007 ext 2107  
dmitri@allegro-music.com

## ASTOR PLACE RECORDINGS

**Cedar Walton**  
*Composures II*  
release date: March  
contact: Vera Sheps  
(212) 529-2600

## ATLANTIC

**Lester Bowie Brass Fantasy**  
*The Odyssey of Funk & Popular Music Vol. 1*  
release date: February 2

**Russell Gunn**  
*Ethnomusicology Vol. 1*  
(Birdology/Atlantic)  
release date: February 16

**Various Artists**  
*Funky Jazz Party*  
(Atlantic/Bluemoon)  
release date: March 2

**Dianne Schuur**  
*Music Is My Life*  
release date: March 2

**Gary Lemel**  
*Moonlighting*  
release date: March 16  
Contact: Erica Linderholm  
(212) 707-2263

## BLACKBIRD

**Deanna Kirk**  
*Live at Deanna's*  
release date: end of first quarter/beginning of second quarter  
contact: Adam Kurtz  
(212) 226-5379

## BLUE NOTE

**Joe Chambers**  
*Mirrors*  
release date: Out now

**Irakere featuring Chucho Valdes**  
*Yemaya*  
release date: Out now

**Everette Harp**  
"For You Always" from the album *From Better Days*  
release date: January 21

**Tim Hagans**  
*Animation Imagination*  
release date: January 26

**Cassandra Wilson**  
*Traveling Miles*  
release date: February 25

**Charlie Hunter with Leon Parker**  
release date: March 11

**Dianne Reeves**  
(as yet untitled)  
release date: April 8



**Junko Onishi**  
*Fragile*  
release date: April 22

**Karlínhos Brown**  
*Omelette Man*  
release date: April 22

**Jacky Terrasson**  
(as yet untitled)  
release date: May 6  
Contact: Andy Sarnow  
(212) 253-3205 or Groov Marketing (800)-54-GROOV

**CHARTMAKER**  
**Bob Leatherbarrow**  
*Bumpin' in the Basement*  
release date: January 26

**Charly**  
*Silhouette of an Era*  
release date: January 26

**Al McKibbin**  
*Tumbao Para Los Congueros Di Mi Vida*  
release date: February 9

**JoMarie Payton**  
*Southern Shadows*  
release date: March 9

**Steve Blackwood**  
*I Don't Worry Bout A Thing*  
release date: March 9

**Barbara Morrison**  
(as yet untitled)  
release date: April 23

**CHESKY**  
**Chuck Mangione**  
*The Feeling's Back*  
release date: April 27  
contact: Lisa Hershfield  
1-800-331-1437

**COLUMBIA**  
**Sam Newsome & Global Unity**  
release date: February

**Branford Marsalis**  
*Requiem*  
release date: March

**Gato Barbieri**  
(as yet untitled)  
release date: March



**Lincoln Center Jazz Orchestra**  
*Live in Swing City*  
release date: April

**Various Artists**  
*Panthalassa: The Remixes*  
release date: April

**Mark Isham**  
*Miles Remembered: The Silent Way Project*  
featuring Mark Isham  
release date: April

**Jeff "Tain" Watts**  
*Citizen Tain*  
release date: April

**Frank McComb**  
(as yet untitled)  
release date: May

**Richard Bona**  
(as yet untitled)  
release date: May

**Marcus Roberts**  
*Cole After Midnight*  
release date: June

**CONCORD**  
**Charlie Byrd**  
*My Inspiration*  
release date: January 12

**Ed Calle**  
*Sunset Harbor*  
release date: January 28

**Christian Jacob**  
*Time Lines*  
release date: February 2

**Jack McDuff**  
*Bringin' It Home*  
release date: February 2

**Frank Vignola**  
*Deja Vu*  
release date: March (tentative)

**Susannah McCorkle**  
*From Broken Hearts to Blue Skies*  
release date: March (tentative)

**Dave McKenna/Buddy DeFranco**  
(as yet untitled)  
release date: March (tentative)  
Contact: Allen Farnham  
(201) 836-0522



**DELMARK**  
**Cecil Payne**  
(as yet untitled)  
release date: February 22

**Rob Mazurek's Chicago Underground Trio**  
(as yet untitled)  
release date: February 22

**Von Freeman feat. Ed Petersen**  
(as yet untitled)  
release date: February 22

**Roscoe Mitchell**  
(as yet untitled)  
release date: February 22  
contact: Doug Engel  
(773) 539-5001

**ENJA**  
**Stephen Scott**  
*Vision Quest*  
release date: January 19

**Klaus Konig**  
*The H.E.A.R.T. Project*  
release date: February 16

**Laurent Coq**  
*Jaywalker*  
release date: March 23

**The Voodoo-Gang**  
*Return of the Turtle*  
release date: March 23

**ECM**  
**Jan Garbarek**  
*Rites*  
release date: January 12

**Dave Holland/John Thurman/Anouar Braham**  
*Thimar*  
release date: January 12

**Charles Lloyd**  
*Voice in the Night*  
release date: March 9



**Roscoe Mitchell and the Note Factory**  
*Nine to Get Ready*  
release date: March 9

**Peter Erskine Trio**  
*Juni*  
release date: March 9

**Jan Garbarek with The Hilliard Ensemble**  
*Mnemosyne*  
release date: April 13

**GRP**  
**Joe Sample (PRA/GRP)**  
(as yet untitled)  
release date: April 6

**David Benoit (GRP)**  
*Why Not!*  
release date: May 11  
Contact Sue Stillwagon  
(818) 972-5726

**HIGHER OCTAVE**  
**Bryan Savage**  
"Mulholland Drive"  
from the album *Soul Temptation*  
release date: January 21

**3rd Force**  
"Revelation of the Heart"  
from the album *Force Field*  
release date: February 4  
contact: Scott Bergstein  
(310) 589-1525

**HIGH NOTE**  
**Larry Coryell**  
*Monk, Trane, Miles and Me*  
release date: late January

**Russell Gunn**  
*Love Requiem*  
release date: late January

**Carlos Garnett**  
*Under Nubian Skies*  
release date: late January

**Don Byas**  
*Midnight at Minton's*  
release date: second quarter

**Lucky Thompson**  
*Lucky in Paris*  
release date: second quarter

**Sheila Jordan**  
*Jazz Child*  
release date: second quarter

**Joey DeFrancesco**  
*The Champ: Joey Plays Jimmy Smith*  
release date: second quarter

**Santi DeBriano**  
*Circle Chant*  
release date: second quarter  
contact: Barney Fields  
(212) 873-2020

**IMPULSE!**  
**Donald Harrison**  
*Free to Be*  
release date: February 9

**Omer Avital**  
*Devil Head*  
release date: April 20

**Jason Lindner**  
*Premonition*  
release date: April 20

**Kurt Rosenwinkel**  
*Under It All*  
release date: April 20

**Diana Krall (Impulse!/GRP)**  
*When I look in Your Eyes*  
release date: May 18  
Contact: Laura Chiarelli  
(212) 424-1085

**J CURVE**  
**Phil DeGreg**  
*The Green Gate*  
release date: February 23

**Aaron Goldberg**  
*Turning Point*  
release date: march 23

# Keynote Speakers & Celebrity Interviews

# They'll have the whole Industry talkin' ...



## Jeff Foxworthy

One of the biggest draws in Standup Comedy Jeff makes his Canadian Industry debut at CMW'99  
Thursday, March 4



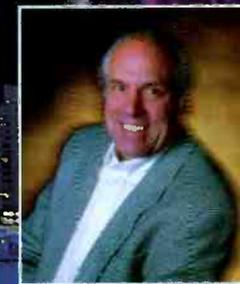
## David Pullman

Keynote Address  
The Wizard of Wall Street and his famous "Bowie Bonds" brings his unique financial vision to CMW'99  
Thursday, March 4



## Robert Sillerman

Keynote Address  
North America's biggest player in the Live Concert and Theatre business, brings his insight to CMW'99  
Thursday, March 4



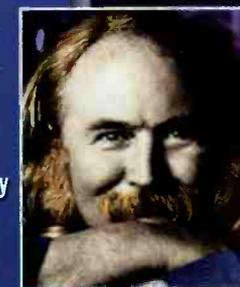
## Bruce Allen

Celebrity Interview  
He's the manager of one of the most successful singer-songwriters in Rock n Roll...  
Friday, March 5



## Ted Nugent

Celebrity Interview  
He's got a Rock n' Roll legacy that stretches back 30 Years, the original Gonzo Rocker gets caught in the cross hairs at CMW'99  
Saturday, March 6



## David Crosby

Celebrity Interview  
Fabled Pop music veteran, David Crosby's career is filled with enough stories to dwarf the CN Tower..  
Sunday, March 7

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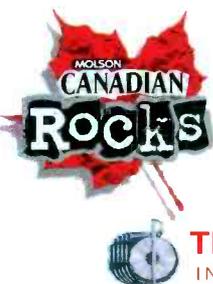
- Radio Music Awards
- Canadian Music Industry
- Rising Star Awards
- Session & Tour Guide

### For More Information:

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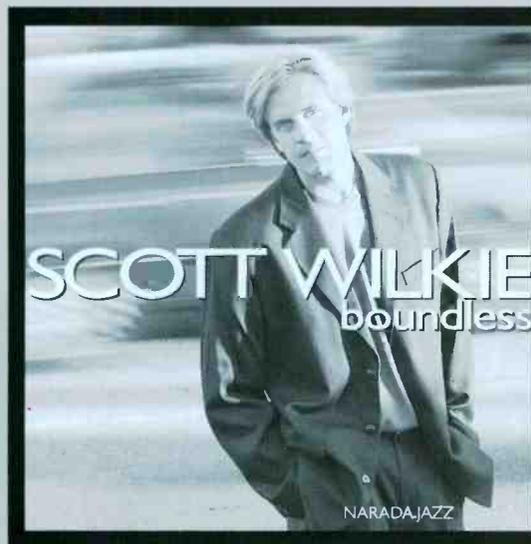


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**Paul Jackson Jr.**  
**Jeff Kashiwa**  
**John Patitucci**  
**Steve Reid**  
and others



Going for adds on "Home Again" Jan. 28!

For info:  
Sue or Lisa at NARADA  
414-961-8350  
All That Jazz  
310-395-6995

**NARADA®**

Russ Freeman appears courtesy of Peak Records/Windham Hill Jazz.  
Jeff Kashiwa appears courtesy of Fahrenheit Records. John Patitucci appears courtesy of  
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**Lenora Zenzalai Helm**  
*Spirit Child*  
release date: April 6

**Darren Barrett**  
*First One Up*  
release date: April 20

**LINN**  
**Tommy Smith**  
*The Sound of Love*  
release date: March 9  
contact: Dmitri Vietze  
(800) 288-2007  
dmitri@allegro-music.com

**MAMA FOUNDATION**  
**The Bob Florence**  
*Limited Edition*  
*Serendipity 18*  
release date: February 9  
radio date: February 25  
contact: Dean Porter  
(818) 985-6565

**MAPLESHADE**  
**Thurman Green with**  
**The John Hicks Trio**  
*Dance of the Night Creatures*  
release date: March 5

**Sunny Sumter**  
*Sunny*  
release date: March 5

**Harold Ashby**  
*Just for You*  
release date: May 5  
contact: Myrrh (202) 468-5656

**MILESTONE**  
**Hank Crawford/**  
**Jimmy McGriff**  
*Crunch Time*  
release date: February

**Kenny Drew Jr.**  
(as yet untitled)  
release date: March (tentative)

**Lew Soloff**  
*With a Song in My Heart*  
release date: March (tentative)

**Bill Evans**  
*Homecoming (Live at*  
*Southeastern Louisiana*  
*University)*  
release date: March (tentative)  
Contact: John Rogers  
(510) 486-2067

**MIRAMAR**  
**Roger Smith**  
*Both Sides*  
release date: February 11  
contact: David Kunert  
(310) 280-0795

**NARADA**  
**Scott Wilkie**  
"Home Again"  
from the debut album  
*Boundless*  
single release: January 28  
full CD: February 8

**Artie Traum**  
*Meetings with Remarkable*  
*Friends*  
release date: February 9

**NUGROOVE**  
**Down to the Bone**  
*The Urban Grooves*  
release date: second quarter  
contact: David Kunert  
(310) 280-0795

**PABLO**  
**Ella Fitzgerald**  
*in Budapest*  
release date: February or March

**Ron Affif**  
(as yet untitled)  
release date: February or March  
Contact: John Rogers  
(510) 486-2067

**PALMETTO**  
**Pete McCann**  
*Parable*  
release date: February 8

**Joel Frahm**  
*Sorry, No Decaf*  
release date: March

**Various Artists**  
*The Other Side of Standards*  
release date: April

**Steve Million**  
*Truth Is...*  
release date: May  
contact: Terry Cohn or Pat  
Rustici (800) PALM-CDS

**POSITIVE MUSIC**  
**Ken Navarro**  
*In My Wildest Dreams*  
release date: April 15  
Contact: Kristen Leonhard (410)  
750-1897

**SAVANT**  
**Irene Reid**  
*I Ain't Doin' Too Bad*  
release date: first quarter

**Mel Rhyne**  
*Remembering Wes*  
release date: first quarter

**Peter Martin Weiss**  
*Bass Hits: A Celebration of*  
*Bassist Composers*  
release date: first quarter  
Contact: Barney Fields  
(212) 873-2020

**SHANACHIE**  
**Nelson Rangell**  
"The Way to You"  
from the album *Always*  
release date: first quarter  
contact: Claudia Navarro (310)  
390-8880

**SONY CLASSICAL**  
**Terence Blanchard**  
*Jazz in Movies*  
release date: March 2

**TCB**  
**NY Hardbop Quintet**  
*A Whisper Away*  
release date: January 22

**Buster Williams Quartet**  
*Lost in a Memory*  
release date: March 9

**TELARC JAZZ**  
**Bobby Short**  
*How's Your Romance*  
release date: January 26

**Oscar Peterson**  
*A Summer Night in Munich With*  
*Oscar Peterson*  
release date: February 22

**McCoy Tyner**  
*McCoy Tyner and*  
*The Latin All-Stars*  
release date: March

**Bluezeum featuring**  
**Adwin Brown**  
*Put Your Mind on Hold*  
release date: March

**Jim Hall and Pat Metheny**  
release date: April  
contact: Vikki Rickman  
(216) 464-2313, ext. 228

**UNITY**  
**Soul Ballet**  
"Her Joyride"  
from the album *Trip The Night*  
*Fantastic*  
release date: early February  
contact: Bill Clodfelter  
(503) 231-7078

**VERVE**  
**Bobby Hutcherson**  
*Skyline*  
release date: January 26

**Abbey Lincoln**  
*Wholly Earth*  
release date: January 26

**J.J. Johnson**  
*Heroes*  
release date: January 26

**Pharoah Sanders**  
*Save Our Children*  
release date: February 2

**Pill Bronner**  
*Love*  
release date: February 2

**Steve Turre**  
*Lotus Flower*  
release date: February 9

**Redman/Taylor/Jones**  
*Momentum Space*  
release date: March 9

**Vinicius Cantuaria**  
*Tucuma*  
release date: March 16  
contact: Bud Harner  
(310) 996-7905

**WARNER BROS.**  
**Boney James**  
*Body Language*  
release date: February 23  
Deborah Lewow (707) 962-1470

**WINTER & WINTER**  
**Uri Caine Trio**  
*Blue Wall*  
release date: March 9  
Contact: Dmitri Vietze  
(800) 288-2007 ext. 2107  
e-mail: dmitri@allegro-music.com

**ZEBRA**  
**Jungle Funk**  
release date: February

**David Pritchard**  
*Unassigned Territory*  
release date: February

**Bulgarian Voices with**  
**Moscow Art Trio and**  
**Huun-Huur-Tu**  
*Mountain Tale*  
release date: February

**Scott Henderson, Gary Willis**  
**and Tribal Tech**  
*Thick*  
release date: March

**Bill Evans**  
(as yet untitled)  
release date: April

**Vince Mendoza/Jazz All-Stars**  
*Epiphany*  
release date: April  
contact: Rebecca Risman  
(310) 453-7776 ■

# AMERICANA

## New Year, New Day...New Editor!

BY JESSIE SCOTT

Hello from Nashville! Jessie Scott checking in, delighted to be taking the Americana reins from Chris Marino here at GAVIN, the only trade making a commitment to this innovative music. I believe most of us became acquainted during my tenure at Eminent with the Emmylou Harris *Spyboy* album, and then at In the Pines in Tahoe.

I'm excited to be here, and I'm hoping to be a catalyst for the further growth of the Americana format. How can we get it into more people's ears? That is the quest that unites record labels, radio stations, artists, independents, managers, et al. We know we're on to a good thing—we see it work and feel it in our bones!

Especially in this time of prepackaged entertainment, it's so refreshing to have something coming down the pike that is *real*.

Remember art? It's supposed to touch you, elicit a response, make you laugh, cry, ponder, or jump up and down. Americana deserves a chance to reach people in this way. At radio, how can we grow our audience? On the label side, how can we sell more records? (So, say, Americana artists can give up their day jobs?)

Speaking of artists, Boy, is there great music coming our way this year! There's *Asleep at the Wheel*, a Gram Parsons Tribute, the Steve Earle & Del McCoury collaboration, Ricky Skaggs, and Rosie Flores...YAHOO! Plus I'm sure there will be lots of albums that are just stone revelations, as well—don't you love when you throw something on for the first time and it winds up being a discovery?

We are in a pivotal time. For the first time in 20 years, people are

crossing over from Country to pop, what with Shania, LeAnn, and Faith. (Remember Crystal Gayle, Eddie Rabbitt, the Oak Ridge Boys, etc.?) Why is this significant to Americana? It's a seepage thing. The twang factor is becoming more acceptable on a mass appeal level. Consider Lucinda's incredibly well-received album, or Willie and Lyle's high profile showings in 1998, and I think we're in for one hell of a year.

So let's salute some early 1999 success stories! Kudos to KPIG-Monterey for spectacular ratings in the Fall Book: # 2 adults 25-54 and 1# men 25-54. Hail to KHYI for showing up on Dallas' 12+ for the first time!

So go forth and be fruitful. Do good radio. Make important records. Cross your t's and dot the i's. We are on the upward part of the wave, and when you get right down to it, who would you rather share this success story with than the incredible bunch of music aficionados that populate the Americana universe?

Before I sign off, I just wanted to thank a few folks for their support. Chris Marino, John Grimson, Al Moss, Sean Coakley, Brad Paul and

Leslie Rouffe. There are more, but you know who you are! I'm so totally stoked to be sharing this world. This column is a forum for us all. My phone number is (615) 255-5010 ext. 5, and my ears are open.

What music are you digging? What exciting shows have you seen? Got any ideas? Problems? Comments? Promotions? Where would you like to go tomorrow? What's working for you? What do you need to make it happen? Please share and allow me to facilitate.

P.S.: Get well wishes to John Hiatt, who's been forced to cancel his February dates in order to have a cyst removed from his throat.

### On a Sad Note...

Our sympathies go out to Dan Reed of WFPK. Just after the new year, he and his wife Ann suffered the loss of their newborn daughter, Mia Angel, to a rare genetic disorder. There is a fund set up for parents who have lost a child to this disease; if you would like to make a donation in Mia Angel's name, here are the particulars: SOFT, 2982 South Union Street, Rochester, NY 14624.

### PDPROFILE

## Fred Boenig

#### STATION/MARKET:

WDVR 89.7 & 91.9 FM  
Princeton to Morristown  
N.J.-Central N.J. Eastern  
Pa.-North Philly to the  
Poconos.

#### POSITION:

Program  
Director

#### HOW LONG?:

3 years

#### WHAT DO YOU LIKE

MOST ABOUT YOUR

#### JOB?

Playing really

great music for the pub-

lic.

#### Least? Paperwork

#### THE EARLY YEARS:

BORN IN: Hunterdon

County, NJ

#### FIRST RADIO JOB:

Right here at WDVR

#### YOUR FAVORITE

SONG OF ALL TIME?

"Thunderstorms and

Neon Signs" by Wayne  
Hancock

#### WHAT ALBUM/CD IN YOUR COLLECTION

#### ARE YOU MOST ASHAMED OF?

AC/DC  
DIDYAKNOW? I pro-

duce a live radio show,  
have a great wife

named Vicki, two sons,  
and a Jack Russell

named Dexter.

#### IF I WORKED FOR A RECORD LABEL, I

WOULD... Be a great  
A&R guy.

#### MOTTO TO LIVE & WORK BY:

"All I need  
is true love and a mil-

lion dollars."

#### IF STUCK ON A DESERT ISLAND, WHAT FIVE ALBUMS



#### WOULD YOU WANT?

1) Lyle Lovett & His  
Large Band; 2) Wayne  
Hancock's,  
Thunderstorms and  
Neon Signs; 3) Bob  
Dylan's, Blood on the  
Tracks; and something  
by Louis Gordon, Louis  
Armstrong, or Spike  
Jones.

#### WHAT RADIO STA- TION DID YOU GROW UP LISTENING TO?

WPRB-Princeton, NJ.

by Chris Marino

## Happy Trails...

When I stepped in as Americana Editor in the fall of 1997, I made it my primary goal to bring wider recognition to this genre of music. Since then, the format has been covered in national press ranging from the *Wall Street Journal* to US Airlines' in-flight magazine *Departures*, bringing awareness of the music and the artists to a wide-range of new fans.

We made a lot of progress—I say "we" because this has been a group effort from the beginning. Sure I was charged with leading the march, but without your support, I wouldn't have got past the front gate. Whether dutifully calling in your playlists, crowing about some great new band, or cheering an In the Pines performance, the growing success of Americana is as much yours as it is mine.

It's time again to pass the torch, and I think GAVIN has made a great choice in Jessie Scott. Her passion for the music and dedication to the format will surely help Americana move forward. She has my full support; I know she will excel as GAVIN's new Americana Editor.

—Chris Marino

# AMERICANA®

## MOST ADDED

- CHERYL WHEELER (49)
- BOTTLE ROCKETS (34)
- DAVID OLNEY (29)
- FLACO JIMENEZ (29)
- MIKE HENDERSON (22)



## HOT PICKS



- SARA EVANS
- JOHN JENNINGS
- THE WARREN BROTHERS
- HAZELDINE
- ALLISON MOORER

## RADIO SAYS



- FLACO JIMENEZ
- Said and Done
- (Barb Wire Virgin)

The English language cuts on the new Flaco Jimenez CD, *Said and Done*, are so good, I wish the entire album was in English.  
Joe Daniels, PD, KKYC-Clovis,

LW	TW		Repts.	Adds	Spins	Trend
1	1	ROBERT EARL KEEN - Walking Distance (Arista)	75	2	950	-46
4	2	ALLISON MOORER - Alabama Song (MCA)	61	2	789	+1
2	3	THE TRACTORS - Farmers In A Changing World (Arista)	56	0	779	-22
3	4	LYLE LOVETT - Step Inside This House (Curb/MCA)	59	0	698	-94
5	5	CHARLIE ROBINSON - Life Of The Party (Lucky Dog)	47	0	653	-60
6	6	JOHN JENNINGS - I Belong To You (Vanguard)	56	1	611	+19
7	7	CHRIS WALL - Tainted Angel (Cold Spring)	50	1	518	-41
14	8	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	33	1	489	+17
11	9	SON VOLT - Wide Swing Tremolo (Warner Bros.)	50	0	477	-36
8	10	DON WILLIAMS - I Turn The Page (Giant)	40	0	474	-62
12	11	GREG TROOPER - Popular Dreams (Koch)	46	2	472	-36
13	12	DEL McCOURY, DOC WATSON & MAC WISEMAN - Mac, Doc & Del (Sugar Hill)	53	0	440	-51
9	13	CONNIE SMITH - Connie Smith (Warner Bros.)	40	0	412	-116
18	14	DOUG SAHM - SDQ 98 (Watermelon)	45	2	408	+1
10	15	WILLIE NELSON - Teatro (Island)	40	0	405	-112
17	16	CRY CRY CRY - Cry Cry Cry with Dar Williams, Lucy Kaplansky, & R. Shindell (Razor & Tie)	45	1	402	-7
30	17	SARA EVANS - No Place That Far (RCA)	35	13	393	+134
<i>Huge on the Country chart, it's good to see her getting respect at Americana as well.</i>						
16	18	MARK DAVID MANDERS - Tales From The Couch Circuit (Blind Nello)	32	1	393	-24
19	19	THE V-ROYS - All About Town (E-Squared)	39	0	360	-30
21	20	RUTHIE AND THE WRANGLERS - Life's Savings (Lasso)	47	2	356	-24
20	21	HEATHER MYLES - Highways & Honky Tonks (Rounder)	33	1	334	-48
22	22	THE STEAM DONKEYS - Little Honky Tonks (Landslide)	30	0	333	-20
15	23	DALE WATSON - The Truckin' Sessions (Koch)	37	0	325	-96
24	24	MICHAEL MARTIN MURPHEY - Cowboy Songs Four (Valley Entertainment)	37	1	313	-16
27	25	HAZELDINE - Orphans (All Swoll Music)	45	2	305	+11
26	26	HILLBILLY IDOL - Town And Country (HBI)	40	1	296	-7
25	27	PAUL BURCH - Wire To Wire (Checkered Past)	36	1	276	-29
28	28	VARIOUS ARTISTS - Tribute To Tradition (Columbia/CRG)	23	1	270	-17
23	29	JUNIOR BROWN - Long Walk Back (Curb)	24	0	253	-85
—	30	CHERYL WHEELER - Sylvia Hotel (Philo)	52	49	236	N
—	31	BOTTLE ROCKETS - Left Overs (Doolittle)	41	34	227	N
37	32	PINE VALLEY COSMONAUTS - Salute The Majesty Of Bob Wills (Bloodshot)	33	1	217	+4
38	33	GEOFF MULDAUR - The Secret Handshake (Hightone)	30	3	209	-3
—	34	CIGAR STORE INDIANS - el Baile de la Cobra (Deep South)	30	5	208	N
<i>Welcome Cigar Store Indians — an incredibly hard working, deserving band.</i>						
33	35	THE BAND - Jubilation (River North)	27	0	204	-38
32	36	LOS SUPER SEVEN - Los Super Seven (RCA)	31	0	201	-41
39	37	DEKE DICKERSON & THE ECCO-FONICS - Number One Hit Record! (HMG)	22	1	195	-11
—	38	RORY BLOCK - Confessions Of A Blues Singer (Rounder)	28	2	192	N
31	39	VERN GOSDIN - The Voice (BTM)	17	0	191	-63
29	40	THE KENNEDYS - Angel Fire (Philo/Rounder)	27	1	188	-81



## AMERICANA REVIEWS

By Chris Marino

### MIKE HENDERSON & THE BLUEBLOODS Thicker Than Water (Dead Reckoning)

Whether he's playing blues, Country, or a little bit of both, Mike Henderson is always exciting. On this Bluebloods outing, he and the crew (Glen Worf on bass, John Gardner on drums, and John Jarvis on piano) cry the blues with a downhome attitude. Gems include: "Keep What You've Got," "Whiskey Store," and "My Country Sugar Mama."



### DICKENS, JONES, HAWKER Heart of a Singer (Rounder)

These gals can flat-out sing! Their old-timey/bluegrass sound is engaging and true to tradition. This is the real deal, folks. Standout include: "Forsaken Lover," "Jealous Heart," and "Coming Down From God."



## CHARTBOUND

DICKENS, JONES, & HAWKER (Rounder)	GOLDEN SMOG (Rykodisc)
MIKE HENDERSON/BLUEBLOODS (Dead Reckoning)	PRICKLY PAIR (Rockhouse)
DAVID OLNEY (Philo)	FLACO JIMENEZ (Barb Wire/Virgin)
OLD DOGS (Atlantic)	JONI HARMS (Warner Western)
SUNDOGS (Parhelion)	LUCKY 13 (Oh Boy!)
SOUTHBOUND (Soundwaves)	

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# The 1999 GAVIN Seminar

## February 17-21 New Orleans — The Regency

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**SOLD OUT**

# COUNTRY

## Commitment to Country '99: Our Future Looks Bigger & Better!

BY JAMIE MATTESON



This week's editorial is especially thrilling for me to write, because I get to talk about (and you get to experience) GAVIN's new, expanded Country section, which debuts this week. For the past several months, we have been polling many of our radio and record label readers, asking what they'd like to see more of, less of, or added to the pages of GAVIN Country. It is our sincere hope that you find these changes informative, helpful, and also a great weekly read.

In addition to our existing weekly editorial feature, we're increasing Country radio's participation in GAVIN by expanding our "Radio Says" feature. Each week, we'll invite several programmers and music directors to comment on the songs that are impacting their stations and markets. Another new radio feature is "DIScovery," which gives radio folks a chance to highlight favorite current album projects. We're planning to rotate this feature weekly with our popular PROfile because hey, who doesn't like to have their mug in the mag?

Our new "In the Spotlight" will introduce radio to Country's newest artists as well as give up-to-date information on established artists who have new projects on the horizon. "Random Radio" is just that—thoughts on subjects pertaining to radio, including scheduling, air-talent,

ratings, programming, promotions, music and more.

Another exciting aspect of this redesign is our expanded research, which will allow us to further spotlight Country's developing artists. By launching our "Break-out Chart," which will consist of the top 12 songs (compiled from GAVIN Country chart data) from artists who have not yet scored more than three top 10 singles on GAVIN's Country chart. We feel that this



chart will provide developing artists a more level playing field, thus allowing these songs to develop in an environment separate from our national chart.

"Region x Region" offers a breakdown of our Country reporting stations in five separate regions—West Coast, Southwest, Midwest, Northeast, and Southeast—in order to better spotlight the difference in activity and impact of songs in particular areas of the Country.

So GAVIN's renewed Commitment to Country 1999 begins with more features in the magazine each week, but we're also excited to continue the drive at next month's GAVIN Seminar in New Orleans. We've planned a great weekend for our Country attendees filled

with informative meetings, new artist showcases, and a chance to network and share ideas with friends and peers. This year's buzz started early, when the over 100 Country attendees from last year's seminar in San Diego spread the word that this intimate, boutique-style gathering was a "don't miss" event for Country radio. With just over four weeks to go before the Seminar, I'm happy to say we've already far surpassed last year's Country registration numbers.

In the coming weeks, look for GAVIN's Commitment to Country to weave its way into our reporting panel as we undertake the important task of evaluating, revising, and enhancing our current group of reporters in order to insure our place as Country's trendsetter and music breaking chart. Recent changes in other reporting panels have caused several "Country lifestyle" markets to become under-represented. It is our plan to seek out the best Country stations in some of these markets and add them to GAVIN's family of reporters, enabling us to offer an even broader view of Country in this country.

Check out our new features and let us know what you think. Your input, comments, and suggestions are always encouraged and welcome—especially if they're good! We are committed to providing Country radio readers with information, news, and stories that are relevant and important to the growth of our format. Enjoy!

### The Scene



DreamWorks' Linda Davis (center) shares a "ride" with KAJA's Keith Montgomery (left) and Jennie James (right).

### In the Spotlight



#### LILA McCANN

**LABEL:** Asylum Records

**CURRENT SINGLE:** "With You"  
— in stores 2/16/99

**CURRENT ALBUM:** *Something In The Air* — in stores 3/23/99

**ON THE RECORD:** *Something In The Air* features a song written by Steve Wariner and Bryan White. They, along with Vince Gill, are guest vocalists on the album.

**1998 HIGHLIGHTS:** George Strait Country Music Festival Tour, getting braces off, turning 17.

**PUCKERING UP:** Lila's new video for "With You" features her first on-screen kiss

**WATCHING:** Dawson's Creek  
**LISTENING TO:** Shania Twain, *The Woman In Me*

**ACTING:** Lila recently played an aspiring singer on an episode of Walker, Texas Ranger

**DRIVING:** A maroon GMC Jimmy  
**STUDYING:** Lila has a 3.5 GPA

**CHEERING:** Lila's high-school cheerleading squad is participating in the National Cheerleading Competition in February in Orlando. Lila is not allowed to miss a single practice before the competition!

# COUNTRY

COUNTRY REPORTS ACCEPTED FRIDAYS 8 A.M.-3 P.M. AND MONDAYS 8 A.M.-3 P.M.  
GAVIN STATION REPORTING PH: (615) 255-5010  
GAVIN FAX: (615) 255-5020



J E F F H O U S E

## MOST ADDED



- FAITH HILL (69)
- VINCE GILL (66)
- COLLIN RAYE (42)
- MARK WILLS (38)
- CLINT BLACK (36)

## MOST SPINCREASE



- GEORGE STRAIT +731
- BROOKS & DUNN +685
- DIXIE CHICKS +481
- TRISHA YEARWOOD +452
- MARK CHESNUTT +408

## HOTPHONES



**WYGY - Cincinnati**  
Top 9 at 9 with JJ  
Gerard 7:00 - Midnight

1. SHANIA TWAIN "That Don't Impress Me Much" (Mercury)
2. GARTH BROOKS "It's Your Song" (Capitol)
3. TRISHA YEARWOOD "Powerful Thing" (MCA)
4. DIXIE CHICKS "You Were Mine" (Monument)
5. TOBY KEITH "Getcha Some" (Mercury)
6. MARK WILLS "Don't Laugh at Me" (Mercury)
7. ALAN JACKSON "Right on the Money" (Arista)
8. THE WILKINSONS "Fly" (Giant)
9. MARK CHESNUTT "I Don't Want to Miss a Thing" (Decca)

LW	TW	Artist - Title (Label)	Weeks	Rpts.	Adds	SPINS	TREND
2	1	JO DEE MESSINA - Stand Beside Me (Curb)	14	200	0	7262	+172
<i>Jo Dee can't miss as she scores her third consecutive Number One from I'm Alright.</i>							
3	2	TIM MCGRAW - For A Little While (Curb)	10	200	0	7192	+142
1	3	RANDY TRAVIS - Spirit Of A Boy, Wisdom Of A Man (DreamWorks)	16	192	0	6851	-380
4	4	MARK CHESNUTT - I Don't Want To Miss A Thing (Decca)	8	200	0	6849	+408
6	5	DIAMOND RIO - Unbelievable (Arista)	13	197	0	6685	+321
8	6	JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)	16	199	0	6575	+258
7	7	REBA McENTIRE - Wrong Night (MCA)	10	199	0	6541	+216
10	8	SARA EVANS - No Place That Far (RCA)	14	197	0	5815	+400
11	9	TRISHA YEARWOOD - Powerful Thing (MCA)	8	199	0	5781	+452
9	10	THE WILKINSONS - Fly (The Angel Song) (Giant)	11	199	0	5682	+236
13	11	BILLY RAY CYRUS - Busy Man (Mercury)	11	197	1	5613	+300
15	12	DIXIE CHICKS - You Were Mine (Monument)	5	197	0	5327	+481
16	13	SHANIA TWAIN - That Don't Impress Me Much (Mercury)	6	188	0	4906	+200
17	14	MICHAEL PETERSON - By The Book (Reprise)	16	191	2	4883	+239
19	15	ALABAMA - Keepin' Up (RCA)	7	193	3	4594	+330
5	16	MARTINA McBRIDE - Wrong Again (RCA)	17	154	0	4491	-1926
24	17	GEORGE STRAIT - Meanwhile (MCA)	3	197	4	4477	+731
<i>Already generating big phones at KIZN, WFMB, WQYK, KRKT, WQSB, KZAM, and KXBZ.</i>							
18	18	DERYL DODD - A Bitter End (Columbia/CRG)	17	186	3	4438	+113
22	19	KENNY CHESNEY - How Forever Feels (BNA)	5	192	2	4124	+325
20	20	LARI WHITE - Take Me (Lyric Street)	15	179	1	4112	+62
21	21	THE KINLEYS - Somebody's Out There Watching (Epic)	12	184	1	4009	+137
27	22	BROOKS & DUNN - I Can't Get Over You (Arista)	3	189	9	3780	+685
29	23	CHAD BROCK - Ordinary Life (Warner Bros.)	11	179	2	3286	+326
25	24	STEVE WARINER - Every Little Whisper (Capitol Nashville)	13	159	4	3228	-223
26	25	LINDA DAVIS - I'm Yours (DreamWorks)	12	175	1	3222	+86
30	26	SAWYER BROWN - Drive Me Wild (Curb)	6	173	6	3122	+206
28	27	LeANN RIMES - These Arms Of Mine (MCG/Curb)	9	168	2	3112	+130
33	28	LEE ANN WOMACK - I'll Think Of A Reason Later (Decca)	4	181	14	3091	+460
32	29	TRACY BYRD - When Mama Ain't Happy (MCA)	5	166	6	3032	+271
31	30	SAMMY KERSHAW - One Day Left To Live (Mercury)	15	142	2	2778	-73
40	31	FAITH HILL - Love Ain't Like That (Warner Bros.)	3	161	69	2603	+1227
36	32	TY HERNDON - Hands Of A Working Man (Epic)	4	154	11	2546	+342
34	33	GARY ALLAN - I'll Take Today (Decca)	10	143	2	2472	+60
37	34	PATTY LOVELESS - Can't Get Enough (Epic)	3	150	22	2370	+498
42	35	MARK WILLS - Wish You Were Here (Mercury)	3	135	38	1967	+666
39	36	TRAVIS TRITT - No More Looking Over My Shoulder (Warner Bros.)	4	120	6	1866	+186
38	37	RICOCHET - Can't Stop Thinkin' 'Bout That (Columbia/CRG)	8	96	1	1624	-126
—	38	VINCE GILL - Don't Come Crying To Me (MCA)	2	106	66	1463	N
44	39	DEANA CARTER - You Still Shake Me (Capitol)	3	103	24	1453	+382
43	40	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	4	115	12	1430	+180
41	41	SOUTH SIXTY FIVE - A Random Act Of Senseless Kindness (Atlantic)	8	75	0	1236	-93
35	42	MARK NESLER - Slow Down (Asylum)	17	72	0	1189	-1198
48	43	WADE HAYES - Tore Up From The Floor Up (Columbia/DKC)	3	83	23	1147	+360
—	44	SHANE McANALLY - Say Anything (MCG/Curb)	2	75	32	924	N
—	45	COLLIN RAYE - Anyone Else (Epic)	1	54	42	701	N
—	46	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	2	53	13	657	N
50	47	JODY JENKINS - Old Country Dance Floor (Zone7)	6	39	0	606	+13
—	48	CLINT BLACK - You Don't Need Me Now (RCA)	1	45	36	589	N
—	49	CHARLIE ROBISON - Barlight (Columbia/CRG)	2	40	6	588	N
45	50	SUZY BOGGUSS - From Where I Stand (Capitol Nashville)	8	35	0	547	-524

## REGION x REGION

### West Coast (40)

#### MOST ADDED:

1. FAITH HILL (13)
2. VINCE GILL (13)
3. COLLIN RAYE (9)

#### SPINCREASE:

1. GEORGE STRAIT +163
2. BROOKS & DUNN +158
3. SARA EVANS +118

### Southwest (34)

#### MOST ADDED:

1. FAITH HILL (17)
2. VINCE GILL (11)
3. AARON TIPPIN (9)

#### SPINCREASE:

1. BROOKS & DUNN +134
2. TRISHA YEARWOOD +130
3. DIXIE CHICKS +112

### Midwest (60)

#### MOST ADDED:

1. FAITH HILL (25)
2. VINCE GILL (17)
3. COLLIN RAYE (17)

#### SPINCREASE:

1. GEORGE STRAIT +181
2. TRISHA YEARWOOD +168
3. MARK CHESNUTT +163

### Northeast (30)

#### MOST ADDED:

1. VINCE GILL (12)
2. CLINT BLACK (7)
3. FAITH HILL (5)

#### SPINCREASE:

1. GEORGE STRAIT +144
2. BROOKS & DUNN +105
3. TRISHA YEARWOOD +57

### Southeast (36)

#### MOST ADDED:

1. VINCE GILL (13)
2. MARK WILLS (11)
3. FAITH HILL (9)

#### SPINCREASE:

1. GEORGE STRAIT +155
2. BROOKS & DUNN +140
3. MARK CHESNUTT +96

## UP & COMING

Reports	Adds	SPINS	Weeks	Artist - Title (Label)
42	22	451	1	* THE WARREN BROTHERS - Better Man (BNA)
37	11	465	1	* MONTE WARDEN - Someday... (Asylum)
37	31	434	1	* LILA McCANN - With You (Asylum)

Commitment to Country  
1999

# COUNTRYBREAKOUT

THE GAVIN COUNTRY BREAKOUT CHART REPRESENTS ARTISTS WITH NO MORE THAN THREE GAVIN COUNTRY TOP TEN SINGLES.

LW	TW	Artist/Title/Label	Weeks	Rpts.	Adds	SPINS
—	1	<b>SARA EVANS</b> - No Place That Far (RCA) <i>Big time moves this week include WFMS 26X-37X, KSKS 26X-37X, KUBB 27X-38X, KRST 20X-32X, KGNU 22X-36X, WBWN 22X-36X, KLTO 25X-47X, KXKZ 25X-42X, and KZAM 26X-50X.</i>	14	197	0	5815
—	2	<b>THE WILKINSONS</b> - Fly (The Angel Song) (Giant)	11	199	0	5682
—	3	<b>DERYL DODD</b> - A Bitter End (Columbia)	17	186	3	4438
—	4	<b>THE KINLEYS</b> - Somebody's Out There Watching (Epic)	12	184	1	4009
—	5	<b>CHAD BROCK</b> - Ordinary Life (Warner Bros.)	11	179	2	3286
—	6	<b>LINDA DAVIS</b> - I'm Yours (DreamWorks)	12	175	1	3222
—	7	<b>GARY ALLAN</b> - I'll Take Today (Decca)	10	143	2	2472
—	8	<b>ANDY GRIGGS</b> - You Won't Ever Be Lonely (RCA)	4	115	12	1430
—	9	<b>SOUTH SIXTY FIVE</b> - A Random Act Of Senseless Kindness (Atlantic)	8	75	0	1236
—	10	<b>MARK NESLER</b> - Slow Down (Asylum)	17	72	0	1189
—	11	<b>SHANE McANALLY</b> - Say Anything (MCG/Curb)	2	75	32	924
—	12	<b>CLAUDIA CHURCH</b> - What's The Matter With You Baby (Reprise)	2	53	13	657



## TOP TIP

### SARA EVANS

"No Place That Far" (RCA)

Sara debuts at Number One on GAVIN's premiere Breakout Chart and also garners her first top 10 this week on GAVIN's Country chart.

## DISCOVERY



**NAME:** Dave Shepel

**TITLE:** Program Director

**STATION/MARKET:** KFGE/Froggy 98-Lincoln/Hastings/Kearney, Nb.

**ARTIST:** Billy Ray Cyrus

**ALBUM TITLE:** Shot Full of Love

**PRODUCER:** John Kelton & Keith Stegall

**LABEL:** Mercury Nashville

"I'm glad Billy Ray Cyrus put his current project in the hands of producers John Kelton & Keith Stegall, because the result is the best Billy Ray album yet! This album has great lyrics, great production, and most important, great songs—including 'The American Dream,' which is worthy of airplay, and 'Touchy Subject,' an upbeat, fun summertime radio song. Also, the first time I listened to 'Give My Heart to You,' it hooked me.

**MY CHOICE FOR THE ALBUM'S NEXT SINGLE IS:** "Give My Heart to You," because it's a song of true love and it would tie in nicely with Valentine's Day.

**MY PERSONAL FAVORITE SONG ON THIS ALBUM:** "Give My Heart to You" and "His Shoes" are a tie.

**OVERALL:** I am happy to say, I like this Billy Ray Cyrus album. Teaming up with some great writers and two great producers make for a solid album. Way to go Billy Ray!

**FIVE STAR SCALE:** ★★★★★ 1/2



## THE HOTLINE

### ROB CARPENTER, PD, WCTQ-SARASOTA, FLA.

"Immediately after Wynonna appeared in a *Touched by an Angel* episode last November, we started playing "Testify to Love" from the show's soundtrack. It's the best Wynonna song to come out in several years. We spun it three times and got enough phones to see the song show up in our Top 4 at 9 countdown....We jumped on the Mark Wills 'Wish You Were Here' track this week and the phones are already ringing off the hook. This one's gonna be a monster!"

### SCOTT BRYANT, MD, KRRV-ALEXANDRIA, LA.

"The new Aaron Tippin, 'I'm Leaving,' is spectacular. The hook was a real surprise and it became instantly familiar after the first listen. It's the perfect follow-up to 'For You I Will' and one of the best songs on the CD...Sara Evans' 'No Place That Far' was a conversion to heavy last week. We've been on it for awhile and it's real hot...John Michael Montgomery is starting to pick up phones. It took a while to develop, but it's a solid song...I love the new Faith Hill single, 'Let Me Let Go.' It's going to be a smash!"

### DAN HOLIDAY, MD, KZSN-WICHITA, KAN.

"After I listened to Susan Ashton's 'Faith From the Heart,' I said, Wow. Here is an artist that may sound like some others already on the radio, but the song is so phenomenal. We put it right on the radio and I think it's better than the pop version by Rod Stewart that I heard on our A/C station, KRBB...When I first spun the new Mark Wills single, 'Wish You Were Here,' I asked my listeners to pull off the road, stop whatever they were doing, and just listen to the words of the song. Our phones rang for hours!"

### MATT JAMES, MD, KGNU-EUGENE, ORE.

"Chad Brock's 'Ordinary Life' gave me chills right off the bat. Not a single play goes by without a caller asking who sings the song, what's the title, and where can they buy it. Tremendous phones...My girlfriend says that Lee Ann Womack's 'I'll Think of a Reason Later' describes me perfectly. She gets that way every time I talk to another woman."

## RANDOMRADIO

### Creating a Promo Plan

- Form your promotions planning committee — included should be the PD, MD, Promotions Director and Sales Manager. Start with a blank 1999 calendar:
- Fill in every successful promotion from last year.
- Add in events that you feel your station missed out on last year.
- Add in any new ideas or events taking place in your market, i.e. concerts, client remotes, giveaways, etc.
- Brainstorm topics or items that may be "hot" — i.e. DVD, HDTV, PlayStation, current events, weather etc.
- Be sure that you've scheduled major promotions in conjunction with Arbitron's diary distribution.
- Use media resources such as the Internet and books such as Chase's *Calendar of Events* for key dates that you may have missed.

- Be sure to include all local community oriented functions — i.e. blood drives, special fundraisers, etc.

### Tips From the Top

Vicki Fiorelli, Promotions Director  
KNIX-Phoenix

- Take local event promoters out to lunch at least once a quarter. This helps in maintaining relationships and keeps your station Top of Mind.
- Get to know the security people at the local music/entertainment venues — it doesn't hurt to bring them something special, such as station merchandise or special prizes.
- Write thank-you letters after each major station event. This small gesture goes a long way.
- Take your part-timers out to lunch once a month. It can inspire beyond-the-call-of-duty help during crunch times.

# PARTINGSHOTS

## KNUCKLING UNDER...

In a totally candid shot, WDET-Detroit MD Martin Bandyre faces off with Interscope recording artist Sinead Lohan.



## ROGER "BLANK" ...

Game Show icon Charles Nelson Reilley (remember Match Game?) offered his talents to Wilco (get it?) as the group mixed the upcoming album *Summer Teeth*, due out in March (front, l-r): Reilley, Wilco's Jeff Tweedy and Jay Bennett; (back, l-r): Warner/Reprise VP Artist Development Gary Briggs, studio staffer Mike Hagler, Wilco's John Stirratt, studio's Mike Scotella.



## gmailBOXSET

WPLJ-New York has afternoons open. VP of Programming **Tom Cuddy** confirms that **Rocky Allen** has crossed the hall for mornings at sister **WABC**, effective January 25. "We're looking to move in a more music-intensive direction," Cuddy tells *gmail*. Rush your package to WPLJ, 2 Penn Plaza, 17th Floor, New York, NY 10121.

KRBE-Houston finally found a new Creative Services Director, **Brian Christopher**, most recently employed at Chancellor's L.A. stations. He's also gotten his face on TV doing extra work on *ER*, *Party of Five*, and *Ally McBeal*.

KIOI (KIOI)-San Francisco evening personality **Samy the Psychic** has left the building. No replacement has been named yet by PD **Bob Lawrence**. No word on whether she saw it coming...

KZZP-Phoenix OM **Dan Persi-**

**gehl** is soliciting for airchecks for all shifts. "No big deal, it's just that our available talent bank is down to zero, and I want to see what's out there and re-load the box in my office." Packages to Persi-gehl at KZZP, 645 E. Missouri Ave, Suite 360, Phoenix, AZ 85012.

**Radio One** plays flush the format at Classic Rock **WWBR (The Bear)**-Detroit, emerging as Mainstream A/C **102.7 Kiss-FM**, targeted to the same fine folks who already listen to **Chancellor's WNIC**.

**KQAR (Q100)**-Little Rock morning guy **Rob Tanner** exits, replaced by **Kevin Clay**, a Top 40 vet, who crosses the hall from **Clear Channel** sister Country **KDDK**. PD **Gary Robinson** still seeks a co-host.

**Entercom** Top 40 **KDND (107.9 the End)**-Sacramento night jock **Chris K.**, former PD of **KLRS-**

Chico, adds MD stripes.

**WEOW/FM**-Key West PD/MD **Andrew Jaye** exits and re-locates to the Washington, D.C. area for family reasons and will be looking for radio work. Call him @ (301) 309-9966 or email: keywestdj@hotmail.com.

**WMXL**-Lexington PD **Barry Fox** segues to the PD post at **Jacor** sister Top 40 **WDJX**-Louisville under OM **C.C. Matthews**.

**KKPN (104.5 the Planet)**-Corpus Christi PD **Jason Hillery** is upped to Pacific Broadcasting Director of Contemporary Programming, now also overseeing sister Rhythm-Crossover outlet **KBTE (102.3 the Beat)**.

**KMMX (Mix 100)**-Lubbock, Tex. PD **Jay Richards** heats up his reporting status from Hot A/C to

Mainstream Top 40 using the new slogan, "Your Music Fix." The other two Top 40s in the market, **KZII** and **KLZK**, lean Rhythmic.

**KMEL**-San Francisco is giving away a planeload o' Grammy Trips. "We're doing trips every weekday at 7, 11, 3 and 7 on the 'KMEL Jams Jet,'" says PD **Joey Arbagey**. How long do the give-away's last? "Until we run out in a couple of weeks," he tells *gmail*. Down the hall, afternoon jock **Sway** is leaving to seek his fortune outside of radio in LA. Night jock **Chuy Gomez** moves up to replace him, while **Franzen & Trace** take nights, followed by **Gil Alexander** in late nights and **Foxxee Brown** in overnights. "The Roots featuring **Erykah Badu** ('You Got Me' on MCA) is hot!" says Arbagey. "Phones after a few mix show spins."

### GAVIN IS ONLINE!

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

We want to know what you think about what you see on our pages. E-mail us at [editorial@mail.gavin.com](mailto:editorial@mail.gavin.com)

***Everybody  
is going to  
be there.***



**New Orleans Hyatt Regency  
February 17-21, 1999**

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For Sponsorship Opportunities: Call Lou (805) 542-9999  
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kenny lattimore

IF I LOSE MY WOMAN

The new single

delivered by a voice like no other.

From the album From The Soul Of Man.

Producer: Daryl Simmons for Silent Partner Productions, Inc.

COLUMBIA

