

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

ISSUE 2240

FEBRUARY 12 1999

GAMIN

eagle-eye cherry

**Eagle-Eye nominated for Grammy!
"Save Tonight" goes #1 and radio is
"Falling In Love Again" with new single!**



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Leftfield • **LEN** • Lionrock • **No Doubt** •
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Phillip Steir featuring Steppenwolf

film directed by Doug Liman (Swingers)

COLUMBIA PICTURES

In theaters April 16

SONY MUSIC SOUNDTRAX

WORK

THE MOST TRUSTED NAME IN RADIO SINCE JOHNNY HORTON WENT DOWN THE MISSISSIPPI
ISSUE 223

FEBRUARY 12 1999

GAVIN

EXCLUSIVE!
Edgar Bronfman, Jr.
Profile

Welcome to *new* ORLEANS

Inside:
Complete
Seminar Program



Most Added!

On over 80 stations including:

WKTU	<CIS
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KSLZ	<PLZ
KZQZ	WXKS
KRBE	WZJM
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XL106	Y100
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WKSS	WWHT
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KYKY	<LAZ
KBFM	and more!



ADD



ADD

the new single
from her brilliant album;
RAY OF LIGHT
over 10 million copies sold worldwide
(her fifth album to do so)
more than 3 million scanned in the U.S.
nominated for six grammy awards including:
album of the year
record of the year
best pop album

watch madonna perform "nothing really matters"
on the grammy awards

madonna nothing really matters

look for her tour this year!

produced by madonna, william orbit and marcus devries
management: norman west, q-prime, inc.
© 1993 warner bros records, inc. www.wbr.com/madonna

NEWSBRIEFS

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See Ya Monday...

We work in an industry where it's not unusual to socialize with your co-workers. In the real world, that's not the norm. Paige Neinaber focuses on how to bring fun into your listeners' workplaces.

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Master of the Universe

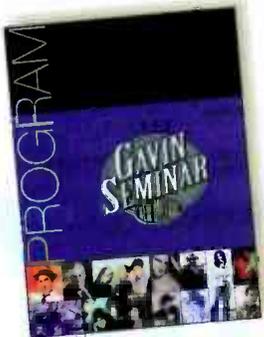
Depending on who you talk to, Edgar Bronfman, Jr., 43, is either a visionary genius or a star-struck dilettante who is out of his depth. We profile the man so you can make up your own mind.



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Making the Big Easy Easier

In our official 1999 GAVIN Seminar Program, you'll find all the details you need to successfully navigate the halls of the Hyatt—and the streets of New Orleans. Plan your days (and nights) now so you can cram as many working sessions and musical performances into your days and nights as possible.



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GAVIN IS ONLINE!
www.gavin.com

FIRSTPERSON

AS TOLD TO TONY SANDERS

Rick Ramirez

OnRadio

Rick Ramirez is a co-founder and President/CEO of OnRadio, a company he helped start as Electric Village three years ago.

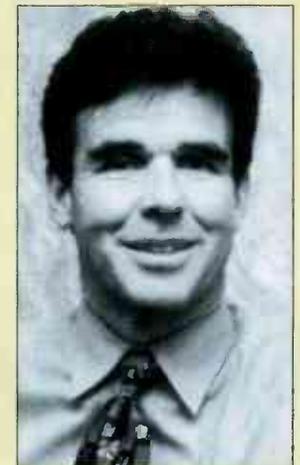
OnRadio provides an Internet presence for radio stations to help establish them as "entertainment and information hubs" that includes editorial content links to other popular music sites.

The radio industry has the ability to profoundly affect how music gets sold and distributed. Radio is a very compelling way of selling music and of creating an alternate distribution channel. There's nothing like having the ability to hear a song while you're driving, go to that station's Web site and say, I've sampled it, I like it, I want to buy it, and I want to download it to my CD-R or have it delivered to my house.

If the broadcasting industry doesn't align itself with an Internet strategy that addresses commerce, on-air and online components, and the distribution of new programming channels, it will have some strong competitors to contend with soon. We're trying to marry the best aspects of the one-on-one interactivity of the Web with the best aspects of radio.

If a radio station is going to be serious about this, the operator should sit back and look at how much is spent on direct-marketing and on loyal-listener cards. If I take just those two components, I can build a very effective and efficient database and really reach my P1s. By leveraging my on-air programming with the Internet, I have the ability to drive existing listeners to look at programming fea-

tures or to look at getting feature stories about an artist that just came through the studio the night before. And if I they wanted to go to the concert the next night they would fill out their loyal-listener card online and



put all the particulars into their database. A station like a K-Rock (WXRK/New York) can build a 100- to 200,000-person database.

With that type of database, you're talking about, all of a sudden, by not even selling one commercial spot, increasing the value of that station by millions of dollars.

On top of this, if you take some of the station's existing radio spots and convert those to Internet spots and really combine these Internet and on-air properties, for the first time, you have the ability to add minutes to the clock and to move more inventory.

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GAVIN NEWS

GAVIN Seminar Opens in New Orleans

The long wait is over!

The 1999 GAVIN Seminar opens its doors in just five days (February 17) in New Orleans with a full slate of general sessions, format meetings, programming and management forums...and, of course, the hottest new (and established) acts in the music business.

This year's Seminar kicks off with an exclusive GAVIN

Town Hall Meeting, and features a full schedule of over



70 individual sessions providing in-depth discussion of

issues confronting radio programmers in 14 different formats, and in markets of all sizes. Spread out over three days, more than 200 individual speakers will share their insights and opinions on topics including ratings and research, developing innovative marketing strategies, solving consolidation-driven management challenges, and dealing with emerging technologies.

Also on tap: controversial "cyber-columnist"/keynote speaker Matt Drudge, who will discuss how the Internet has shifted the role—and the impact—of the news media; and financial advisor Stephen Pollan, whose message is to "work for yourself...and work for the money."

Of course, there's the music...lots of music, including performances from over 30 artists during the Seminar itself, plus dozens more artists playing at various venues throughout N'Awlins.

And, of course, there's the

cocktail party.

That's not all, of course... but you'll have to show up in the Crescent City next week to get "the rest of the story."

See you there...and enjoy!

"We're going to have much more repertoire and much less expense... We're changing the model for different record companies. Our margins are going to be exceptional."

—Doug Morris,

Page 14

Seminar Will Be Webcast

Radio veteran Bob Hamilton brings his company New Star Radio to New Orleans next week as he Webcasts the GAVIN Seminar, beginning February 17. Headquartered in front of the French Market in the Hyatt Regency, the simulcast can be heard and seen at www.newradiostar.com/gavin.htm.

Hamilton and crew will have live cameras in at least five rooms, detailing action from the various panels and workshops. The Web site will include video clips on

demand, live photos, and interviews with participants and attendees.

With 39 years of experience in the radio industry, Hamilton is a former PD and publisher of *The Radio Report*. He has written five books about the radio and music business, and 16 years ago founded New Radio Star. The company's Web site provides news and databases for radio, and provides Superstar, a morning show network with subscriber stations nationwide.

IBM Announces Madison Test

Will we be downloading Dave Matthews in 2001 or 2002?

More like 2010, even with the latest news from this week's New York City debut of IBM's "Madison Project." The five major labels showed up at the Waldorf Astoria to help promote IBM's new computer system for secure, SDMI-compatible, digital downloading of music. Universal Music Group EVP and global head of e-commerce Larry Kenswil put it best when he said the only thing holding back digital downloading as a significant part of the

majors' business is the lack of high-speed Internet connections in most households.

As Kenswil said: "I think when [high-speed] connectivity gets to 20 percent penetration, it will be significant" and a real source of revenue for labels.

Sony Music's Al Smith agreed and said that, although the exact time frame is still up in the air, some form of digital-delivery system will become "a significant part of our business." He also dubbed it "a tremendous opportunity for artists. They were the first to embrace the Internet, to

put music on, and to communicate with their fans."

Warner Music Group's Paul Vidich added that, no matter how the testing with IBM turns out, the end result will be that "it's really just another shopping choice for consumers."

To test IBM's system, the five major labels have opted for six-to-nine months of music testing in 1,000 San Diego households; more extensive, nationwide tests of a "narrowband" (read: slower, 56K modems) in a select number of homes across the country also are in the works.

OnRadio Audience To Be Measured

OnRadio has agreed to cooperate with Arbitron to help develop audience measurements for Internet listening. The ratings firm's New Media Division will measure listening to OnRadio's affiliates that stream live audio via the 'Net.

Results of the first survey to measure Internet listening originally were scheduled to be released late last year, but now will not be ready for several more months. "We plan to release four measures of audience information for up to 300 stations and Internet-only broadcasters that stream live audio," says Greg Verdino, Arbitron's VP/New Media.

OnRadio and other streaming networks will see data reported on cumulative, TSL, total listening sessions, and total listening minutes.

FIRSTWORDS

Officially it's known as "The GAVIN Seminar"...but inside the industry it's simply the biggest music radio programming convention in the U.S.—if not the world.

So here's the deal: over 70 individual music, programming, and management sessions covering 14 different formats. More than 200 individual panelists and speakers offering their views and concerns about virtually every issue affecting the radio and record industries. Well over 30 musical performances from the hottest new artists in the biz, and dozens more exclusive appearances scattered through the clubs of New Orleans over three days and nights. And more than one hotel's worth of music directors and programmers who've come to learn, play, take notes, kick back, and bring back some serious, innovative ideas to implement at their stations and in their personal lives.

The backdrop to all of this is the city that never sleeps: the infamous French Quarter, the bustling warehouse district, the sleepy Mississippi River rolling by, the antebellum mansions in the Garden District—and some of the best cuisine to be found anywhere in the world.

OK, that's the hype. And you know the drill. If you're like most PDs and MDs in radio, you're a GAVIN regular, and you know what to expect. But you also know that GAVIN events are anything but predictable...so be prepared for the unexpected.

Reed Bunzel, Editor-in-Chief

Internet Radio Listening Doubles

Two new developments emphasize the increasing attention Arbitron is paying to listening via the Internet. First, the company has released an update of its benchmark Internet listening study released last fall, revealing that online radio

listenership has doubled in six months; 13 percent of Americans say they listened to radio on the Web vs. 6 percent last July when the first study was conducted.

Additionally, more and more people are going online, from 30 percent of

Americans last summer up to 41 percent now having access either at work or at home. Note: the study also reveals that 23 percent of those polled would prefer to buy music from radio station Web sites than other online locales.

GRABBAG

BY LAURA SWEZEY

■ KMXS-ANCHORAGE "MIX 103.1" morning guy Hal Abrams is getting lots of funny looks these days. Abrams is wearing an "Empathy Belly," a large, heavy, uncomfortable device that simulates pregnancy. He's doing so to raise awareness and money for the March of Dimes. Each \$100 that listeners send in means another day for the "pregnancy." Abrams, who dutifully keeps up the gig full-time, hopes to continue for another month. So far, he has raised \$1000 in less than a week. In addition to wearing the 32-lb. simulator, Abrams'



sidekick Selina Smith has made sure he experiences all the unpleasantness of pregnancy: morning sickness induced by doses of Ipecac syrup coupled with glucose blood tests. Response to the promo has been mixed; female listeners hope Hal has a horribly uncomfortable pregnancy, while males chastise him

for possibly starting a new trend. There are other drawbacks to the routine as well. While shopping for software last weekend, Abrams was stopped by a Comp USA security guard, who spotted the bulge in his parka and nearly nailed him for shoplifting.

■ KEDJ "THE EDGE"-PHOENIX is giving new meaning to the term "cash cow." Every Friday through March 26, the Edge is staging a free money giveaway. Listeners simply show up at a given destination, have an Edge rear window sticker placed on their car, then make various stops for free stuff like pizza or movie rentals. They then proceed to an ATM where, using a special PIN number, they get funny money, which they take to—your guessed it—a real cow. The cow, a very mellow girl named Blue, stands by as PD Shellie Hart exchanges the fake stuff for real green, in increments of \$5, \$10, \$50, \$100, and \$1000. If this weren't surreal enough, Promotion Director Jane Monzures tells us that Blue will not participate unless accompanied by her sheep friend Dudley. We're bullish on this one.

Chancellor Forms Creative Group

Chancellor Radio Group President Jimmy de Castro has announced the formation of Chancellor Creative Resources Group, a new division of Chancellor Media Corporation that will focus on building revenues through creative advertising solutions. Chancellor has also appointed Gerry Tabio Senior Vice President of Chancellor Media Corporation and President of the Group.

Chancellor Media has retained Creative Resources on a consulting basis for the past five months, during which Creative Resources has generated nearly \$1 million in new advertising revenues for Chancellor Media in Chicago alone. Chancellor Creative Resources Group will work closely with the Chancellor Marketing Group and station sales staffs in each market to explore and implement ideas and solutions for advertisers.

de Castro commented, "Chancellor Media has con-

sistently proven its commitment to increasing top line growth and unlocking the value at each of its 467 radio stations. Forming Creative Resources Group and bolstering our ability to generate powerful new marketing concepts for advertisers is a key to this success. We look to Chancellor Creative Resources Group to become a powerful 'think tank' resource for our advertising clients, providing them with

the best promotional tools available."

Tabio brings 23 years of radio industry experience to Chancellor. Prior to forming Creative Resources, he held various positions for New City Communications, including Vice President and General Manager of KWEN/FM and KRMG/AM in Tulsa, and Marketing/Promotions Director at WFPQ/AM in Worcester, Mass.

WEBSITE OF THE WEEK

NEW ORLEANS ONLINE featuring RADIO FREE NEW ORLEANS

February [CLICK HERE FOR VIRTUAL NEW ORLEANS.COM](#) 1999

Mardi Gras: February 16, 1999!
If you're gearing up for the Mardi Gras season here to the midst of the madness, or just curious as to what all the fuss is about, check out our Mardi Gras Jam. Be transported to get the 411 on our favorite season to party. Links to history, trivia, tips and tracks, photos, and more!

Just as everyone born in New Orleans has jazz in their blood, so do the blues have a soul in their soul. And like the blues,

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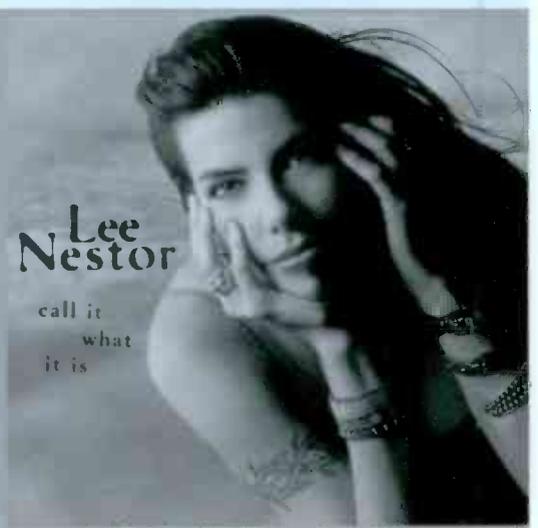
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It's a **KNOCK** out!

LOOK FOR LEE'S VIDEO "STILL WITH ME"
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Lee Nestor

call it
what
it is

*"If a song plays on the radio and nobody hears it...did it really play?"
Guglielmo Marconi, 1901*

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**Combine the power of RCS Selector with your
ARBITRON ratings with SelectorREACH..**

"Song, artist and category turnover is critical at every station, and SelectorREACH is a great new tool to help maximize rotations!"

*Jim Richards, Partner,
Vallie-Richards Consulting*

"It is only with the recent release of SelectorREACH that a programming tool specifically geared toward a programmer's needs has been seen. To compute a song's performance, you can get out a calculator, or you can get SelectorREACH."

*Jim Kerr, Alternative Editor,
Radio & Records, January 8, 1999*

"How many P1 listeners hear specific artists, songs or categories? By using SelectorREACH to match music schedules with ARBITRON listening estimates, you can answer these questions for the first time!"

*Pierre Bouvard, GM,
Arbitron Radio*

Yes! Send more info on SelectorREACH fast.

GAVIN

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ARBITRON

FROM THE MAKERS OF
Selector
THE MUSIC SCHEDULING SYSTEM

G-FILES

EEG GRABS SKINNER



Eric Skinner

Eric Skinner has been named Senior Rap Promotions Director for the Elektra Entertainment Group. He joins the company from Jive Records, where he was Director of Rap Promo. "Eric comes to Elektra with an impeccable reputation as one of the most well-seasoned, highly-regarded executives in the genre," said EEG Senior VP of Urban Promotions Richard Nash. "He's destined to become an invaluable asset not only to our own department, but to everyone throughout the company."

FISCHER WINDS HER WAY TO THE TOP

New York-based Wind-up Records adds "Senior" to the front of Shanna Fischer's VP of Promotion title. "Shanna has been crucial in developing Creed into a chart-topping, triple-platinum selling artist," said label President Steven Lerner. "She has built the Wind-up promotion team from a staff of two to a staff of 12. She will now also be an incredible asset to us in promoting our artists to all national and regional video outlets." Also at Wind-up, Director of Rock Promotion Joanne Grand adds Triple A radio to her list of duties.

MCGILL JOINS FULLY LOADED

Terry McGill joins Fully Loaded Records in Santa Monica, Calif., as Vice President of Promotion and Marketing. Most recently President, Urban Music for Breakaway Entertainment, McGill has also served promotion tenure at Scotti Brothers Records, RCA Records, and MCA Records. "Terry has worked with a cross section of various gold and platinum artists," said Fully Loaded's President Ernie Singleton. "He possesses great promotion and marketing skills, and he brings to us a great retail sensitivity....He is a welcome addition to our family."

Arbitron to Offer Network Reports

In an apparent attempt to diversify its business, Arbitron has announced plans to create, by the third quarter of 2000, new national radio ratings services. Bruce Supovitz, long-time broadcaster and current Arbitron sales executive, has been promoted to the new position of VP/National Radio Services.

Arbitron President Steve Morris says, "We are ready to work with networks, syndicators, satellite broadcasters, and national radio advertisers to build a ratings service that will help this segment of the business grow."

According to Supovitz, Arbitron hopes to report ratings of cleared network commercials and provide nationwide regional audience tallies for radio groups and syndicated programs.

Network/national ratings currently are produced by Statistical Research's RADAR report, and are considered the industry standard. Arbitron spokesman Thom Mocarsky pointed out that RADAR figures are based on a sample size of 12,000 respondents nationally, while Arbitron's new nationals will be based on over one million local diaries.

GoodNoise Acquires Creative Fulfillment

GoodNoise Corporation, a seller of downloadable music on the Internet, has announced the completion of its acquisition of Creative Fulfillment, Inc. Santa Monica-based Creative Fulfillment is an entertainment and Internet marketing company that owns and operates the Emusic.com Web site. GoodNoise plans to use Emusic.com as the primary brand for its downloadable Web site.

Under the terms of the agreement, GoodNoise will issue 630,190 shares of GoodNoise common stock and pay cash of approximately \$300,000. Emusic becomes a wholly-owned subsidiary of GoodNoise, and will be integrated into the GoodNoise site in the next few months. GoodNoise will launch a new Web site at Emusic.com in the near future.



YOU KNOW WHO WE ARE!!



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OR
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Radio Tops \$15B in '98

The radio industry has set yet another advertising revenue record in 1998, shattering the \$15 billion mark in sales for the year. The industry saw an overall 12 percent increase in earnings during 1998, bumping up ad revenue to an estimated \$15.411 billion.

Local ad sales jumped by 11 percent while national spot dollars surged 15 percent, thanks to growth in the double digits in all five regions of the nation. Local ad revenue totaled \$11.923 billion in 1998, compared to the \$2.77 billion attributed to national sales. Network radio advertising climbed to an estimated \$720 million.

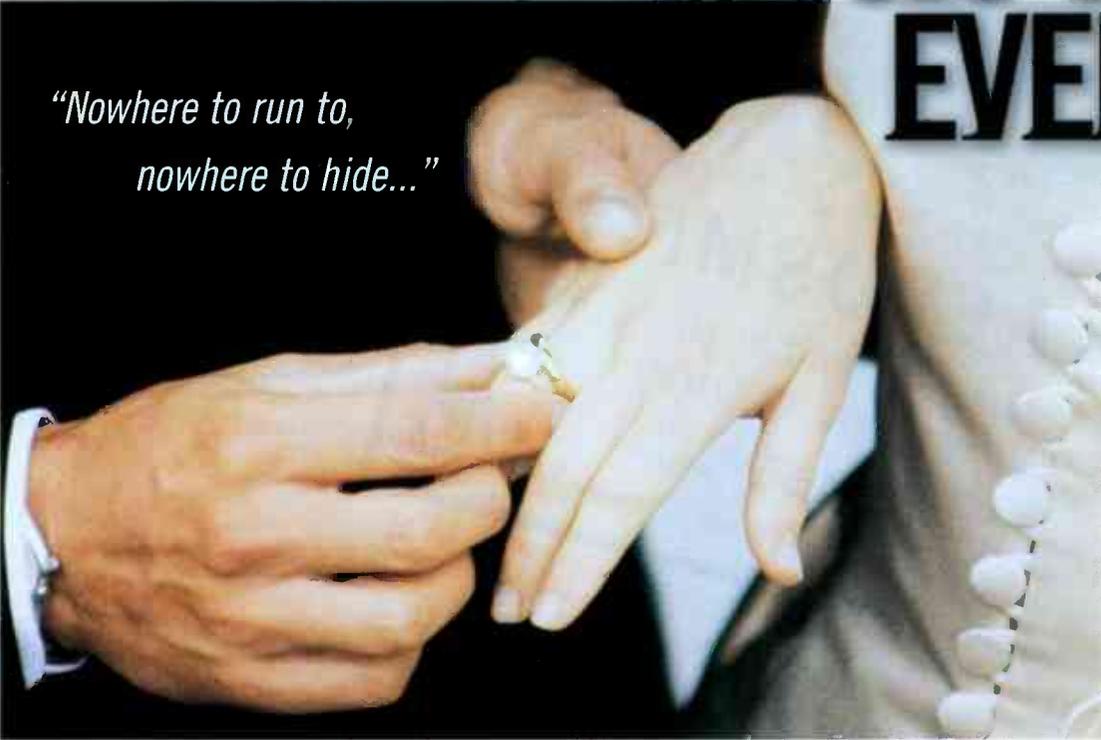
Ending 1998 on healthy note, for the month of December radio saw combined local and national sales increase 11 percent. Local numbers were up 10 percent, and national figures were 14 percent higher compared to the same month in 1997. December qualified as the 76th consecutive month of revenue gains for the industry.





*"And I-I-I will always
love you-u-u."*

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*"Nowhere to run to,
nowhere to hide..."*

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*PERFORMANCE survey results, February 1997.

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BACKSTAGE

BY JAAN UHELSZKI

Just when you think the **Mick Jagger** scandal is simmering down a little, there's another flare-up. According to the UK's *News of the World*, **Jerry Hall** has contacted that august auction house **Sotheby's** and sent over photographs of 20 items from her extensive jewelry collection—including the \$100,000 wedding ring Mick gave her nine years ago at their now-supposed (according to Jagger) Indonesian Bali wedding—for an upcoming sale. Hall is currently telling pals that if Mick doesn't give in to her demands, she will pen a tell-all, outlining all of Jagger's inadequacies. One of the pals she's reportedly confiding in is former Stones bassist **Bill Wyman**. But just because he left the band, doesn't mean he's not speaking to this old cronies. In fact, Mrs. Jagger should remember that Wyman dubbed his forthcoming album with the **Rhythm Kings** *Anyway The Wind Blows*, and she should watch what she says. After all, the lads still send Wyman care packages from the road: "Yeah, they send me kind of Red Cross packages when they're on tour...tour books, posters, stickers, bits and pieces of memorabilia, because they know I collect that stuff," Wyman recent-



Mariah Carey

ly revealed...PR firm **Rogers & Cowan** wouldn't confirm one way or another whether **Marilyn Manson** had been offered a role in the remake of the 1958 horror classic, *House on Haunted Hill*, but insiders say that it's already a fait accompli. The film, which began shooting in Los Angeles last week, is the chilling tale of a millionaire who dares five guests to spend the night in a haunted mansion, offering them each \$10,000 each if they make it through the night alive. As you might surmise, the remake ups the ante to a cool million, and no, Manson will not be playing the millionaire...Okay, we know that **Mariah Carey** isn't everyone's cup of tea, but actress **Carmen Diaz** really is gunning for her. She recently told the UK mag, *Loaded*, that the reason she broke up with **Matt Dillon** is that "I caught him sticking his filthy tongue down the front of Mariah Carey's dress." Speaking of Carey, her soon-to-be former husband, **Sony Record** head **Tommy Mottola** is reportedly painting the afternoon red with *The Today Show's* **Katie Couric**. Why the afternoon? Because the talk show host goes to bed every evening at 8 p.m., since she has to be at work by 4:30 am.

Founded by Bill Gavin in 1958

GAVIN

Miller Freeman Entertainment Group
140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990
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Chief Executive Officer DAVID DALTON
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Contributing Editor (Research) JHAN HIBER
Contributing Editor JAAN UHELSZKI

Head of Sales and Marketing LOU GALLIANI
(805) 542-9999 Fax: (805) 542-9997;
RICK GALLIANI
(415) 459-3703, Fax: (415) 485-1799
Top 40 Marketing - STEVE RESNIK
(818) 951-6700, Fax: (818) 951-6800
A/C & Urban Marketing - MEL DELATTE
(310) 573-4244, Fax: (310) 573-4289
Hip-Hop Marketing - SHAPHAN ROBERTS
(213) 733-7890, Fax: (213) 773-4637
Country & Americana Marketing - PAULA ERICKSON
(615) 255-5010, Fax: (615) 255-5020
Active Rock/College/Corporate Accounts/Classifieds
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(888) 785-0956, Fax: (805) 544-0662

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NASHVILLE OFFICE
209 10th Avenue South, Suite 516, Nashville, TN 37203
(615) 255-5010, Fax: (615) 255-5020

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FRIENDSOFRADIO

Stephen Prendergast

Vice President, Squint Entertainment

Hometown:
Montreal

What radio stat ons did you grow up listening to? CHUM/FM and CFNY-Toronto.

What stations do you listen to now regularly?
KCRW and KROQ-Los Angeles.

What were the first records you remember buying?
Queen's *Queen* and Rush's *Rush*, which I bought on the same trip to Sam the Record Man. By the way, *Rush* is the mandatory first buy for every

Canadian male.

Your first industry job?
I was a booking agent at The Agency in 1978.

What makes Sixpence None the Richer so special?
Without question, Leigh Nash's astounding voice and youthful charm coupled with Matt Slocum's ability to capture the emotions of the human spirit—gifts that personify their faith. Also, their work ethic is unparalleled and continues to be a motivation for all of us at Squint.

If you could sign anyone to Squint, who would it be



and why?
We just found them. They're three brothers (ages 18, 21, and 22) from Chicago who have been locked up practicing for years only to be discovered by producer Steve Albini. They are Chevelle and they are mean!

Future ambitions:
To continue to build careers and develop artists. Plus, we're looking forward to releasing our first feature film, which begins shooting this spring for release in 2000.

by Annette M. Lai

Berger EVP/ CFO at Emmis

Emmis Communications has named Walter Z. Berger as Executive Vice President and Chief Financial Officer of the company.

"I am thrilled to have someone of Walter's experience and background on board," said Jeff Smulyan, Chairman and CEO of Emmis. "His extensive knowledge of capital markets, mergers and acquisitions, international business, and corporate operating systems will enable our company to grow significantly. I am looking forward to partnering with Walter to take our company to the next level."

Berger has more than 20 years of financial, management, and operating experience. He most recently served as Group President of the Energy Marketing Division for LG&E Energy Corporation, an energy services company; he had previously held the position of Exec. VP/CFO for the company. From 1992 to 1996, Berger held various senior financial and operating management positions for Enron Corporation and its affiliates, a diversified global energy company.

Arbitron Proposes New Simulcast Rules



Effective with the upcoming (April 1st) start of the vital spring survey, Arbitron hopes to have in place new rules dealing with simulcasting. Since time is of the essence, they are asking for client input on the proposals ASAP...tomorrow would be fine!

Actually, Arbitron initially wanted replies in to them by February 12 (today's issue date) but, since the company didn't begin to publicize this until February 1, they have told GAVIN that reactions received after the 12th will still be welcome.

Whether or not your stations are simulcast, everyone will be affected by Arbitron's suggested new concepts. How combos are—or are not—listed in the books and the electronic breakouts (tapes, disks) is of critical importance in sales situations. If your combo is simulcast, Arbitron proposes to simplify how the stations involved are listed. Conversely, if you are up against a simulcast combo you may not want this change in policy to take effect.

CONSOLIDATION = COMBOS

With consolidation and clusters running rampant, the advent of totally simulcast combos is getting to be a bigger part of the picture. From large market southern California, where XTRA is simulcast on several other stations, to cluster combos simulcasting in medium market locales such as Wilkes-Barre, Penn. and Johnson City-Kingsport, Tenn., the phenomenon is multiplying like rab-

bits. As a result, the incidence of migraines has been surging at Arbitron.

The box below offers a look at key suggestions for how best to capture and report correctly the lis-

tening to simulcast combos.

Frankly, I wouldn't implement changes such as are proposed during a critical spring sweep, but Arbitron seems to feel a need for the rush. Thus, they seek input

ASAP. By email you can reach them via "simulcast@arbitron.com"...and don't forget to include your name/title/station(s) and phone number. Of course, you also may just call your Arbitron rep.

Proposed Multi-Simulcasting Rules SPRING 1999

TOTAL-LINE REPORTING FOR SIMULCAST STATIONS

1. All stations that are 100% simulcast (including commercials) for 100% of the survey, upon the request of the stations, will be reported with a combined total-line only in all Arbitron radio reporting services. These services are the printed Radio Market Report, Arbitrends, Maximizer, Media Professional as well as in the Client Tapes and the new Summary Data Set being introduced in Spring 1999. (Client Tapes and the new Summary Data Sets are used by third-party software providers such as Tapscan, Strata, Marketron, Donovan, and IMS.)

Stations will be considered 100% simulcast if the stations:

- a) Simulcast 100% Monday-Friday 6AM-Midnight, and
- b) Simulcast at least 91% Saturday-Sunday 6AM-Midnight

The partners simultaneously break simulcast on weekends for a no more than three and one quarter hours.

Note: For any particular quarter hour to be considered simulcast, that quarter hour must be simulcast each week of the survey by all stations who are on the air at the time.

2. For combos that meet the above criteria and request combined total-line only reporting status:

- a) *No individual station* estimates will be reported for these stations.
- b) There will be no limit to the number of stations that can be combined on one total-line.
- c) If all of the simulcasting stations combined meet Minimum Reporting Standards (MRS) for individual stations, each partner that

was mentioned in at least one diary will be reported.

d) The call letters of all of the simulcasting stations will be identified in a special notice. The data line in the book, however, will contain the call letters of *only one* of the simulcasting stations, accompanied by a special symbol indicating that the data represents a combined total-line for all stations meeting the above criteria...

g) Prior-survey data reported for multi-simulcast combos will correspond to the combined total-line (if any) reported for the combo in the applicable prior market report.

For example: Assume that WAAA, WBBB, and WCCC simulcast 100% throughout the Spring survey, but throughout Summer, WAAA and WBBB simulcast with WDDD instead of WCCC. In the Summer report, current-survey estimates for the "WAAA" combo would reflect listening to WAAA, WBBB, and WDDD, while Spring (prior-survey) estimates for the combo in the Summer report would reflect listening to WAAA & WBBB & WCCC. No Spring (prior-survey) estimate would be reported for WCCC in the Summer book, since no current-survey individual station estimates had been reported for WCCC in the Spring book.

Similarly, Multi-book averages for combos will reflect listening to the stations that comprised the combo during the survey in which the listening took place (e.g., WAAA & WBBB & WCCC in Spring; WAAA & WBBB & WDDD in Summer). Total-line prior-survey estimates and total-line multi-book averages will not be

available to a combo in the printed book until the combo develops a history of published total-lines. Initially, therefore, these estimates will not be available to any combo via the printed book.

h) If 100% simulcast stations elect *not* to receive combined total-line only reporting, they will be reported following the guidelines for partially simulcast stations.

PARTIALLY SIMULCAST

Stations that simulcast from 10% to 99% (of the Monday-Sunday, 6AM-Midnight QHs) for 100% of the survey weeks will receive individual station estimates and total-lines in the Client Tape database and in the new Summary Data Set being introduced in the Spring 1999 survey.

DUAL-METRO SIMULCASTING

Dual-Metro Simulcasting refers to simulcast partners who are home to different metros.

1) Any simulcast combo may be reported as home to only one metro (with all of the individual stations reported as home to that metro.) — Exception: Completely embedded metros, if all partners are home to the embedded metro.

Note: A station that is home to an embedded metro may not pull above-the-line (in the embedded metro) any partner who is home to the "parent" metro, unless the entire combo is listed below-the-line in the parent metro.

2) If any of the partners are home to different metros, the combo may choose which of the metros the combo will be reported as home to. ■

Go Ahead...Listen While You Work

BY PAIGE NIENABER

Being in radio provides us with some definite perks. Free tickets aside, our jobs give us a cushion from reality. Our daily work lives are dramatically different in so many ways from the masses of people out there, toiling away at jobs that they don't particularly enjoy. Still, they keep returning to them day after day.

I don't run into many people in our industry who have this attitude towards their work. We're in an exciting business that our listeners can only fantasize about—and it's light years away from their less-than-scintillating workday experiences. Which is perhaps one of the reasons that radio has truly never stepped up to the plate and delivered fun, compelling, and entertaining mid-day diversions to the millions of people who use us as the background music to their professional lives. We simply don't get it.

Only in recent years have companies like Critical Mass Media leapt on this opportunity and done campaigns targeted at the groups of (potential) listeners nesting away in offices and businesses. With few exceptions these have been tremendously effective, in large part because few stations make a concerted effort to go after and impact this audience. It's not that big of a challenge to create a promotion a little more enthralling than your competitor's At-Work All Request Fax Lunch. Wow! Pretty exciting stuff, huh?

This is truly grassroots marketing, but doing something as simple as having the morning show go out every day and deliver lunch to an office is certainly a start. It gets the

station out to the workplace, which is Accomplishment #1. It also allows your audience to meet and interact with their favorite DJs, which is another aspect of radio that has been lost on us as we drift further and further away from reality: it's a big freakin' deal for a listener to meet an announcer. How do you spell "lifetime of loyalty"? That's what you can get from this kind of encounter.

If you've done the lunch delivery for eons, then maybe it's time

CPR that the feature needed and they were able to bring it back fresh and revived.

The advent of the fax machine breathed new life into at-work promotions in the 80's and many stations made the most of this new technology, using it as an additional avenue for the audience to reach and communicate with the announcer. I still think that there are untapped possibilities that faxes provide. You just have to seek them out. Faxing in

"As a radio station, it's important to remember that we work in an industry where it's not unusual to socialize with your co-workers. In the real world, that's not the norm."



to blow it up and start all over. Or at least add some kind of twist to it. Jammin' 102.5 in Sacramento had done that promotion for years and was clearly getting the "stale" message from the audience. So, for a few months, they did the opposite: they delivered their listeners to lunch.

Every day limos would pick up an office of winners and bring them to a Chili's or Bennigans for lunch. Or to the station for a mid-day concert and lunch with an artist in the studio. It provided the

requests needs a house call from Dr. Kevorkian. The question is, what else can be done with this technology?

The fax network campaign that stations like Z-100 in Portland and Cities 97 in Minneapolis/St. Paul is a good and effective tool for keeping the audience informed of happenings and promoting up-coming appearances and remotes. These are also "sponsorable" and "couponable," if you feel like it.

With e-mail and the Internet, at-work promotions have moved into

a new frontier and it's heartening to see stations making very efficient use of this as a tool to reach the clustered work audience. Just so long as we don't get into the "e-mail us your request" rut. At-Work Chat is one venue that the Internet has given us, allowing your listeners to hook up on-line, and even compete against each other in Battle Of The Workplaces contesting. All live and "trackable" for anyone on the web to follow.

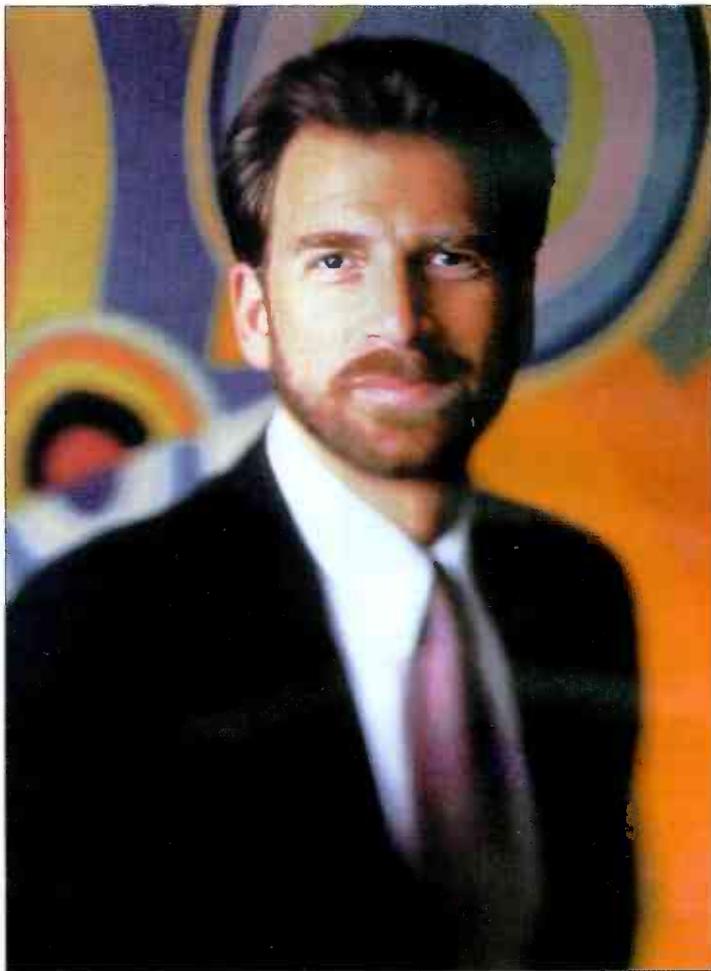
One downside to new technologies is that they can often take your eye off the ball and get you to forget the fundamentals. While trading e-mails with the mid-day jock is cost effective and a great way to meet lots of listeners, nothing can compare with the personal touch. As a radio station, you can't lose sight of that. It's also important to remember that we work in an industry where it's not unusual to socialize with your co-workers. In the real world, that's not the norm. So if you, as a radio station, can be the "enabler" and get people out of their cubicles and away from work to eat, swim, gamble, ride roller coasters or whatever, then you have accomplished something fairly massive. You did something that they weren't able to do on their own, and the glad tidings that go along with such a fete are truly worth it. Whenever you're thinking "at-work," think: "What can we do that we can take our mid-day audience out to for the day?" It's an excellent starting point.

It's important to appreciate the opportunities and benefits that being in radio brings us. We have fun, exciting jobs. Most of our listeners don't. If you keep that in mind and create the goal of adding some of our excitement into their lives, then your mid-day promotions will eclipse whatever the competition throws up against you. ●

PAIGE NIENABER IS VP/FUN 'N GAMES FOR JERRY CLIFTON'S NEW WORLD COMMUNICATIONS AND C.P.R. YOU CAN REACH PAIGE AT (651) 433-4554 OR VIA E-MAIL AT NWCPROMO@EARTHLINK.NET

Master of Universal

Can Bronfman Now Master The Music Business?



By Kevin Zimmerman and Paul Gorman

Last year, as the ramifications of Universal Music Group's multi-billion dollar acquisition of PolyGram swirled about him, Edgar Bronfman Jr. had one particular weekly priority—to check on the progress of “To Love You More,” the song he co-wrote with David Foster for pre-Titanic Celine Dion, which ended up selling 1.2 million copies in Japan and became that country's second-best selling single of the year.

Paul McGuinness, manager of U2, one of the newly-merged company's biggest acts, personally witnessed Bronfman's pride in his songwriting. “I actually rather liked him when we met soon after the deal was announced,” says McGuinness. “He is quite shy but music is obviously very important to him and when I say he is stage-struck I mean it in an affectionate way. He has obviously always wanted to be in show biz, which is good news for us.”

Just how good the news is for many of the new Universal Music Group's 15,000 staff worldwide, not to mention for executives at every level of its rivals, depends on where you are sitting. Beginning with last month's first round of “head count reductions” and continuing for the next few months, Universal ultimately is expected to shed around 3,000 employees, prompting an unprecedented influx of people onto the job market at a time when the global music business is far from buoyant.

Of wider and longer-term significance, however, is the fact that the merger of the two companies fundamentally rewrites the rules as far as the music business goes—and creates a new force against which all its rivals' performances will have to be judged. “We're going to have much more repertoire and much less expense,” says the company's worldwide music chief Doug Morris. “We're changing the model for different record companies. Our margins are going to be exceptional.”

The transition period will not be easy for anyone involved in the new combine. But as it begins to pull together the economies of scale that will become available to it, Universal is likely to set the pace for the music business—and other companies could have to reassess their own businesses to keep up.

“Warner and Sony have been beating each other's brains out for years over being number one in

U.S. market share,” remarks a senior Sony executive who requested anonymity. “Well, guess what? That game is now absolutely over.”

Depending on who you talk to, Bronfman, 43, who inherited a 36 percent share in the \$6 billion liquor business founded by his immigrant grandfather in Canada during the post-Prohibition years, is either a visionary genius or a star-struck dilettante who is out of his depth.

Some in the industry are quick to praise him on the record. Chrysalis Music president Leeds Levy, who was formerly president of MCA Music Publishing and spent 15 years at MCA during the period when it was dubbed the Music Cemetery of America, says: “I'm one of the guys in Hollywood who thinks Edgar is right on the money. There are similarities with Ted Turner when he bought the MGM film library—people were like, ‘What is he, crazy?’ But you don't have to be a rocket scientist to see that in three to five years there may be only three major record companies. [Bronfman] has positioned that company unbelievably on a global level. No one realizes the power they're going to have at retail. It's going to be like a tiger tank in World War II. The mind boggles.”

Certainly, Bronfman has overseen a slew of deals in his drive away from Seagram's core activities in liquor and soft drinks towards entertainment since being drafted into the family business by his father after a foray into the world of songwriting and film production. Foremost among them was his swift move on MCA in 1995, when he heard that Matsushita president Yoichi Morishita wanted to dispose of the film, TV, and music business. This was then trumped by his even more sudden pounce on PolyGram last May, just days after EMI had pulled out of purchase talks. While his speed of action has won praise, the more painstaking task of making these deals work, not to mention the strategy behind them, have been questioned not only on Wall Street but by members of his own family, including his father and his uncle, Seagram co-chairman Charles Bronfman.

This reached a peak when Bronfman off-loaded the substantial and lucrative shareholding in DuPont in 1995 to fund the \$5.7 billion buy-out of MCA. The DuPont stake raised \$8.8 billion—by the end of 1997 it was calculated to be worth \$20 bil-

lion (recently Bronfman told *Newsweek* that he had “zero” second thoughts about getting rid of the holding since the stock might have had a higher share price but “it wouldn’t have been a coherent company”).

Earlier this year he clashed again with the Seagram elders who were reportedly not happy about discussions to purchase EMI Records. There have been other controversial decisions too, among them the spin-off of Universal’s television and cable operations, including the lucrative USA Networks, into a new company with Barry Diller (initially reported as a sale, this has subsequently been interpreted in some quarters as a canny means for Canadian-owned Seagram to bypass U.S. ownership restrictions to gain access to the U.S. TV market).

Meanwhile, Universal’s film division has performed particularly poorly, with the company forced to issue a profits warning last December, predicting that its movie division would report a negative cash flow of \$65 million for the quarter. This followed months of executive turmoil at the studio: Executive VP Howard Weitzman, Production President Marc Platt, and the marketing team of Buffy Shutt and Kathy Jones were all shown the door last spring, while Frank Biondi, the former Viacom number two hired by Bronfman, exited in November, followed two weeks later by film division Chairman Casey Silver.

Bronfman himself remains resolutely low-profile—he declined to be interviewed for this story—but in the handful of interviews he has done in recent years he has recognized the risks he faces. In 1995, he told *Vanity Fair*, “If I do well, I have 25 years in this job. If I do poorly I have significantly less time.” Just as telling, that same article reported that he had a portrait of his grandfather Samuel Bronfman, founder of the Seagram business, in his office. The inscription below ran “Shirtsleeves to shirtsleeves in three generations. I’m worried about the third generation. Empires have come and gone.”

Today, some music industry observers—speaking off the record—are just as harsh. “He’s a boy with a new toy. He and his team haven’t really grasped the fact that PolyGram wasn’t the number one company for nothing,” says one embittered senior PolyGram executive.

At the end of last year, following Biondi’s departure, Bronfman reor-

ganized Seagram into three operating divisions: music; movies, television and recreation; and beverages. As President/CEO, he took on the role of chief executive of all three divisions and announced that he would take a more active role.

Inevitably, music is taking up a fair part of his time. He has been receiving monthly updates on every aspect of the integration process. And in the second week in January he attended a three-day series of meetings held in Marina del Rey for 80 of the new Universal Music Group’s most senior staff where he outlined his thoughts on the direction of the new company and rubber-stamped the local integration plans of key territorial and regional chiefs assembled from all over the new empire.

Much of the work of sorting out the structure of the record company is being overseen by the layer of executive managers who also addressed those meetings. Led by Doug Morris, the core team includes long-serving Seagram financial brain Bruce Hack and MCA veteran Zach Horowitz, as well as international head Jorgen Larsen. Much is depending on them and the 15 functional teams working with them to assess different aspects of the company’s global activities such as human resources, finance, real estate, and manufacturing.

Just how their internal relations have developed since the deal was first announced has fascinated and bemused some of those involved in the whole process directly below them. Equally, some observers outside the U.S. are concerned about the role international has been seen to play.

However, the shape of Universal has now changed beyond belief—as was underlined by the fact that, of the 80-odd people who attended the mid-January L.A. pow-wow, 30 were from international (15 each from PolyGram and Universal), 16 were from U.S. labels, seven or eight were consultants, and the remainder were drawn from Seagram and Universal’s central headquarters. “Morris and Horowitz are obviously driving this process but they are fairly weak internationally,” is the summary of one senior music business player. “Horowitz comes from MCA, which had a small international division while Morris is a product of the Warner culture, where bonuses and incentives are related purely to

Pay Close Attention to The Man Behind the Curtain



EDGAR BRONFMAN, JR.

Born: May 16, 1955

Educated: Collegiate prep school, New York 1973; Skips college to work in film and to write songs.

Mid-1970s: Works in U.K. on two films under British film producer David Puttnam. Moves to Hollywood. Dionne Warwick records his song “Whisper In the Dark.”

Marries Sherry Brewer, with whom he has three children.

1982: First big movie production, “The Border”, starring Jack Nicholson, fails critically and commercially. Takes on executive position at Seagram at urging of his father.

Mid-’80s: Holds posts with Seagram in London and New York.

1989: Is appointed president of Seagram.

1990: Japanese conglomerate Matsushita buys MCA entertainment empire for \$6.6 billion.

1991: Seagram acquires Tropicana for \$1.2 billion

1994: Seagram pays \$2.2 billion for 14.9 percent stake in Time Warner, prompting a feud between Bronfman and Warner boss Gerald Levin.

1994: As shareholder with 36 percent stake of Seagram, Bronfman adds CEO to Presidency title. Establishes himself among U.S. business elite by attendance at powerbroking retreat held annually by investor Herb Allen at Sun Valley.

Bronfman marries second wife Clarissa Allcock. At the wedding his collaborator Bruce Roberts sings “If I Didn’t Love You,” originally written for Barbra Streisand.

March 1995: With several companies stalking MCA, including PolyGram parent Philips, Bronfman undertakes solo trip to Japan to woo Matsushita chairman Yoichi Morishita.

April 6 1995: Seagram sells 163 million DuPont shares for \$8.8 billion. Three days later Bronfman closes acquisition of 80 percent of MCA from Matsushita for \$5.7 billion. MCA is renamed Universal after its movie studio but Seagram stock drops 20 percent with Bronfman personally sustaining a paper hit of \$800 million.

1996: Universal turns in poor financial performance with losses including Kevin Costner’s “Waterworld” (which has since recouped its investment). Bronfman displays tough edge by suing Viacom’s Sumner Redstone and winning control of joint venture USA Networks.

1997: Universal unsuccessfully submits Bronfman’s co-written “Whenever There Is Love” (theme song to Sylvester Stallone film “Daylight”) under his pseudonym Sam Roman for Oscar consideration.

October 1997: Sells majority of Universal TV to U.S. media veteran Barry Diller for \$1.2 billion. In the fourth quarter Seagram’s music and entertainment divisions outperform its traditional beverage business for first time.

Bronfman drops from nine to 22 in *Vanity Fair*’s New Establishment Top 50.

Early 1998: Bronfman emerges as head of the pack in pursuit of EMI but eventually pulls out.

May 1998: Philips accepts \$10.6 billion offer for PolyGram.

July 1998: Offer reduced to \$10.4 billion

December 10, 1998: Deal completed.



TOP 40 + RHYTHM

Off The Record

The Offbeat, the Strange, the True...As seen exclusively in Gavin's gmail.

Kiss 108 (WXKS-Boston) PD John Ivey on his recent trip to Dublin to see Capitol's Robbie Williams: "This guy is the biggest artist in Europe right now...I saw posters advertising package tours to see him in Germany—his name is in huge letters, and below it, in much smaller type: 'with Celine Dion.'"

Q102 (WKRQ)-Cincinnati PD (and sensitive guy) Mike Marino on Jennifer Paige's "Sober": "Great

song, great lyrics...and I'm a guy—we're not supposed to notice lyrics."

Epic VP/Promotion Dale Connone on his tripling his duties to cover the pop empire of Epic, WORK, and 550 Music: "I'm gonna be a busy boy."

G105 (WDCG-Raleigh) PD Kip Taylor (a.k.a. Profileboy, see below) on his huge Fall Book (6.3-8.7 12-plus, #1 in market):

"Yeah it's great, but if I ever have a book this good again, it'll be unfair."

KKFR-Phoenix PD Bruce St. James on new GM Clancy Woods: "If I could have chosen my own GM, it would be Clancy...He's my version of 'Oh Captain, My Captain.'"

WFLY-Albany OM Mike Morgan on the winner of his Label Bowling Party (where two add

slots were at stake): "I'm convinced that [Virgin rep] Cary Vance is a ringer; he showed up and just kicked ass."

WZOK-Rockford PD Scott Chase on his romantic Valentine's Day promotion (tickets to see prop comic Carrot Top): "Let's face it, after gazing at Carrot Top for an hour, your date will look like a supermodel."

Mix 104.1 (KUMX)-New Orleans OM Dave Stewart on his post-Mardi Gras/GAVIN Seminar plans: "I'd like to let all the record reps know that if they need to see me after Mardi Gras, they can come visit me in re-hab."

PDPROFILE

Kip Taylor

PD, WDCG (G105)-Raleigh

How long with the company: Four years next month.

Describe your format: We use 'Music For All People' to describe us, and now it's more accurate than ever.

Ratings: (Fall '98): #1 P12-plus, #1 P18-34, #1 P25-54, #1 M25-54, #1 F25-54

Jocks: Mornings is the *Bob & Madison Showgram* with Bob Dumas, Madison Lane, producer Tommy 'Flash' Owen, Captain Matt Stewart (News), Mark Kaye (Traffic); Middays is MD Andie Summers, Afternoons is APD Chris Edge; Nights is Jo Jo Devoe; Overnights is Otto Mation.

Early Influences

(People): I grew up listening to Scott Muni on WNEW-New York. Come to think of it, I have a pretty laidback

style on the air...hmm. I also learned a lot about entertaining, fun radio from Albie Dee on WPGC.

(Radio stations): WNEW, WPST-Trenton (the Dave Hoeffel and Trish Merelo chapters). My first memories of listening to the radio were WIBC-Indianapolis. Paul Page, who now does auto racing for ABC, worked there.

Mentor: I will always be thankful that Stacy Cantrell took me under her wing and moved me from York, Pa (WQXA) to KS104-Denver. We only worked together for a few months, but were able to achieve the highest ratings the station had achieved up until then. More than that, though, she believed in me and gave me the support and confidence to believe in myself. We

still speak often...she's still my mentor.

First gig: Nights at WLCC-Luray, Va., right across the street from Luray Caverns. I did news from 3-6pm, an airshift from 6-midnight, and cashed a check every week for a whopping \$180...that was in 1988.

Car Radio Presets: First Page: #1 G105, #2 WRDU, #3 WRAL, #4 WBBB, #5 WRSN, #6 WTRG Second Page: #1 WQOK, #2 WJMH, #3 WKZL, #4 WKSI, #5 G105, #6 WQDR (for NASCAR)

Off-Duty Listening: Cravin' Melon, Collapsis, Hootie & the Blowfish, Train, Seven Mary Three, Toad the Wet Sprocket, Far Too Jones, Edwin McCain, Blue Dogs, Barenaked Ladies.

Personal PD Network: I spend most of my time communicating

within the building, between the other three stations we own, and especially my OM, Brian Burns. I still talk to Stacy, and try to touch base with John Peake every now and then.

Average Spot Load: 14 units in a.m. drive; 11 in other dayparts.

Stop Sets: :33 and :50 for the most part

Most Memorable Gig: My first Top 40 station, WQXA-York, was the most memorable in the sense that we were all so young and learning by mistake as we went. It was me, Mark Feather, and Alex Valentine. I remember the first time we billed \$50,000 in a month. We thought we were rockin'!! Those were some good times...we didn't know any better.

Other Notable Gigs: KS104-Denver was a huge step for me.

Then KISF-Kansas City, which was interesting. Then I played golf for nine months. Now life couldn't be better at G105.

How you want your station to be perceived: Fun, upbeat, and entertaining.

Favorite restaurant: The Wicked Smile. I just moved within walking distance—probably a mistake.

Hobbies: Golf, watching auto racing, cooking, drinking wine, going over demo tapes with bands.

If you weren't the PD, what job would you like to have? I would enjoy being in the NTR (non-traditional revenue) department. Event marketing is something I really enjoy.

Everybody has a song they claim to have 'broken'...what's yours? Right Said Fred and Boy Crazy—a cou-

ple of real standards, huh? More recently, I'm confident in claiming that we were somewhat responsible for Edwin McCain's "I'll Be."

Is there a fundamental thought you always go back to? Yes. Nothing matters except what comes out of the speakers. And that thought is very hard to remember with so many daily distractions and pressures.

Career Goal: I don't really have a long-term goal. Since the consolidation rules have changed things so much, that's kind of out the window. I have re-dedicated myself to having fun and enjoying my life.

Final thoughts: I feel like I've had the complete career. I've been fired, I've wrecked the station van, and I've been number one. If I retired tomorrow, I could say I've felt all of the emotions.

by Kevin Carter

RHYTHM CROSSOVER

MOST ADDED



- TLC (47)
- BUSTA & JANET (16)
- MONIFAH (14)
- EMINEM (13)
- **REDMAN (10)
- **SILKK & MYSTIKAL (10)

TOP TIP



BUSTA RHYMES FEAT. JANET JACKSON
 "What's It Gonna Be"
 (Elektra/EEG)
 It's Busta... it's Janet...
 any questions?

RADIO SAYS



EMINEM
 "My Name Is..."
 (Interscope)

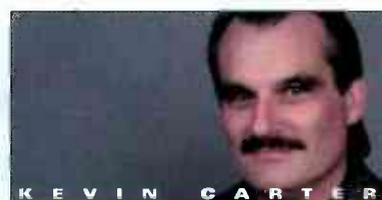
"It's all about Eminem—he's the perfect example of where our format needs to be right now."
 —Bruce St. James, PD, KKFR-Phoenix

LW	TW		SPINS	TREND
2	1	MONICA - Angel Of Mine (Arista)	2480	+116
1	2	BRANDY - Have You Ever? (Atlantic)	2345	-253
4	3	DRU HILL - These Are The Times (Island)	2042	+73
3	4	JAY-Z - Can I Get A... (Roc-A-Fella/Def Jam)	2005	+29
7	5	TLC - Silly Ho* (LaFace/Arista)	1728	-59
10	6	WHITNEY HOUSTON - Heartbreak Hotel (Arista)	1674	+69
5	7	DEBORAH COX - Nobody's Supposed To Be Here (Arista)	1670	-186
8	8	2 PAC - Changes (Interscope)	1652	-45
6	9	WILL SMITH - Miami (Columbia/CRG)	1628	-179
14	10	MARIAH CAREY - I Still Believe (Columbia/CRG)	1479	+168
13	11	OUTKAST - Rosa Parks (LaFace/Arista)	1473	+111
11	12	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	1412	-117
15	13	LAURYN HILL - Ex-Factor (Columbia/CRG)	1345	+109
16	14	BRITNEY SPEARS - ...Baby One More Time (Jive)	1291	+185
9	15	BLACKSTREET featuring MYA - Take Me There (Interscope)	1255	-431
22	16	R. KELLY - When A Woman's Fed Up (Jive)	1203	+288
17	17	GINUWINE - What's So Different (550 Music)	1194	+150
20	18	TYRESE - Sweet Lady (RCA)	1173	+217
12	19	DRU HILL - How Deep Is Your Love (Island)	1150	-296
19	20	BACKSTREET BOYS - All I Have To Give (Jive)	976	+11
18	21	LAURYN HILL - Doo Wop (That Thing) (Columbia/CRG)	892	-92
21	22	HARLEM WORLD - I Really Like It (So So Def/Columbia/CRG)	844	-102
25	23	TQ - Bye Bye Baby (Epic)	834	+36
24	24	BRANDY - Angel In Disguise (Atlantic)	831	+13
31	25	DMX - Ruff Ryders Anthem (Def Jam/Mercury)	806	+159
30	26	CHER - Believe (Warner Bros.)	788	+137
26	27	FAITH EVANS - Love Like This (Bad Boy/Arista)	776	-19
27	28	SHANICE - When I Close My Eyes (LaFace/Arista)	760	+46
32	29	FAITH EVANS - All Night Long (Bad Boy/Arista)	730	+93
—	30	EMINEM - My Name Is... (Interscope)	722	N
<i>Radio seems to have taken a liking to Slim Shady...this kid may be onto something...</i>				
29	31	JUVENILE - Ha (Universal/MCA)	664	-1
—	32	TLC - No Scrubs (LaFace/Arista)	645	N
<i>"Silly Ho" cracked the Top 5; "No Scrubs" now, poised for mass appeal success.</i>				
23	33	DIVINE - Lately (Red Ant)	632	-192
28	34	MONIFAH - Touch It (Universal)	610	-98
33	35	SWEETBOX - U Make My Love... Feat. Evelyn King (RCA)	566	-57
40	36	THE ROOTS - You Got Me (MCA)	519	+107
—	37	VENGABOYS - We Like To Party (Strictly Rhythm)	508	N
—	38	FAT JOE & BIG PUN - Bet Ya Man Can't (Atlantic)	501	N
36	39	R. KELLY & KEITH MURRAY - Home Alone (Jive)	468	-47
35	40	TOTAL - Trippin' (Bad Boy/Arista)	424	-99

Total Reports This Week **56** Last Week **58**

CHARTBOUND

	Reports	Adds	SPINS	TREND
BUSTA RHYMES feat. JANET - "What's It Gonna Be" (Elektra/EEG)	17	16	210	+210
METHOD MAN - "Break Ups 2 Make Ups" (Def Jam)	16	0	357	+43
OFFSPRING - "Pretty Fly (For A White Guy)" (Columbia/CRG)	15	1	416	+52
DIVINE - "One More Try" (Red Ant)	15	0	281	+70
BEFORE DARK - "Come Correct" (RCA)	14	1	287	+151



FOR THE RECORD

"Britney Spears is a power—selling and requesting like crazy."



—Tom
 "Jammer"
 Naylor, PD, Kiss
 99.7 (KWWV-San Luis Obispo)

"I'm really getting into this 3rd Storee record..."



should slip into the groove nicely."

—Alex Tear, PD, WDRQ-Detroit

"The Vengaboys' 'We Like to Party' is exploding...Top 5 phones; across-the-board demos." —Dan Watson, KHTN-Merced-Modesto (soon-to-be PD, KDON-Salinas)

"I picked up on Eminem from gmail...already headed for #1 phones." —Scott Wheeler, PD, WHHH-Indianapolis

"TLC's 'No Scrubs' is right in the pocket...a no-brainer."
 —Mark Feather, PD, KGGI-Riverside



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



As seen in gmail:

Interscope recording artist

EMINEM



Performing live at the GAVIN Hip-Hop Summit

FRIDAY, FEBRUARY 19 @ 4:30 PM

A/C UP&COMING

Rpts.	Adds	SPINS	TREND	
38	2	406	+51	NANAPEG - Trees (Total Envision)
37	6	392	+52	SYRVA - Fade (Trazom)
37	10	415	+159	NA LEO - Poetry Man (NLP)
36	4	358	+59	FREE CLINIC - Searching For Something (Free Clinic)
35	13	486	+168	* JOHN MELLENCAMP - I'm Not Running Anymore (Columbia/CRG)
35	7	412	+134	NEVILLE BROTHERS - A Little Piece Of Heaven (Columbia/CRG)
34	5	375	+109	DAWSON - To Fly (Thinktank)
33	1	420	+53	JIM WALSH - Only You (Photon)
31	2	579	+76	BOJEST - Kissing It On (Rosier)

A/C Drops: #22-Joe's Band, #36-Goo Goo Dolls, #39-Zak Daniels & One Eyed Snakes, Lustman's Band.
Hot A/C Drops: #36-Everything ("Hooch"), #38-Emilia.

RAVES continued

1000 CLOWNS
"Not the Greatest Rapper"
(Elektra/EEG)

If you're expecting a textbook rap record because of the title, you're mistaken. Take another look and listen to this unique and sweet love song. MC Kevi comes across humble and sincere as he tries to get the attention of his lady love. Impacting Rhythm Crossover. —KEVIN CARTER

THE PRETENDERS
"Loving You Is All I Know"
(Hollywood)

Combine the golden voice of the Pretenders' Chrissie Hynde with another lyrical gem from award-winning/Oscar nominated composer Diane Warren, and you score a slam dunk. The song will be featured in the upcoming film *The Other Sister*, starring Juliette Lewis, Diane Keaton, and Tom Skerritt, which opens in early March. I'm a sucker for anything



Chrissie sings, and I'm definitely adding this beautiful ballad to the list. Impacting Hot A/C and mainstream A/C.

ALANA DAVIS
"Can't Find My Way Home"
(Elektra/EEG)

What's that you say? You want more movie music? Well, your wish just came true. Alana Davis' remake of this Blind Faith classic is set to be part of the feature film version of the '70s TV cult favorite *The Mod Squad*, opening nationwide in April. New Yorker Davis, heralded as one of music's most promising newcomers, adds her own special touch to this Steve Winwood tune. This one's bound to bring back memories for some of your upper demos while introducing the song to the younger end. Impacting Hot A/C.

FUEL
"Shimmer" (550 Music)

Last year Fuel, led by Brett Scallions, went from Harrisburg, Pennsylvania club band to owning one of Alternative Radio's biggest hits of

Continued on page 25

Tom, Paul, and Tom

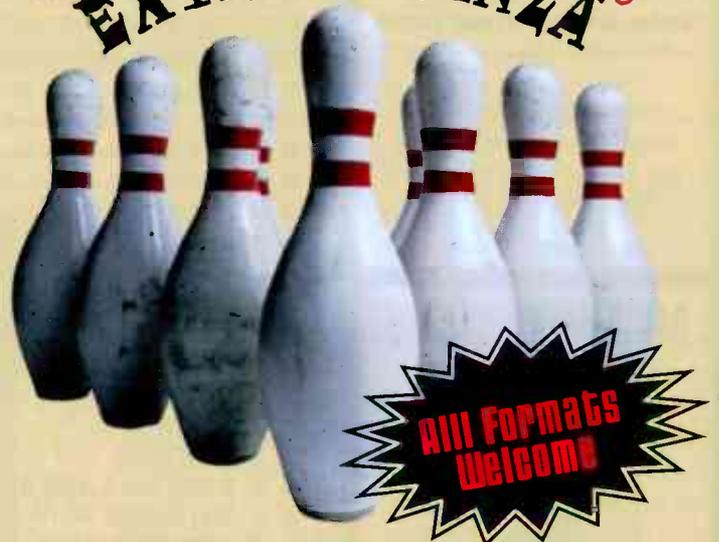


Epic recording star Paul Anka found himself sandwiched between Boulder Entertainment's Tom Mazzetta and Tom Callahan at a recent gathering in Las Vegas. Anka is currently taking A/C Radio by storm with his duet featuring Celine Dion, "It's Hard to Say Goodbye."

A/C REPORTS ACCEPTED MONDAYS 8 A.M.-5 P.M. AND TUESDAYS 8 A.M.-2 P.M.
GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580

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 (located 10 minutes from the French Quarter on the corner of Tulane and Carrollton) 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, Leukemia and AIDS.

Curb Records recording artist Mary Griffin will be performing on the mainstage in addition to Consolodation (A group made up of industry people). Doolittle Recording artist Todd Thibaud will also be performing between 10:00 and 11:00.

The event is being sponsored by Curb Records, Universal, Warner Brothers, Capitol, Jive, American Gramophone, MCA, Doolittle, Sony Classical and Dalin Records, Songlines, Coast To Coast, SW Networks, All Access Music Group, MVP Entertainment. 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, Tom Callahan (303) 545-0232 or Jim Robinson (303) 546-0200



GAVIN

MCAD-11830

okay player.
GIVING YOU TRUE NOTES SINCE 1967

THE ROOTS

“you got me” featuring Erykah Badu

THE ALBUM **THINGS FALL APART** FEBRUARY 23

Produced By The Grand Negaz Managed By Watch Your Back Management

Currently, *THE* fastest growing record in America...
Already, over 30 million in audience with only 1800 spins...
#10 on the R&B Monitor Mainstream chart after only 3 weeks...

“A sure number 1.”—Skip Cheatham, P.D. KKDA/Dallas

Video

#1 Most played on

BET's Rap City Documentary airs 2/16

#1 at the

Added at

Radio is speaking:

“Out of the Box Smash. We couldn't wait to add it. You Got Me has definitely 'Got' my phones blowin' up!”—Andre Carson, P.D. WPEG/Charlotte.

- WPEG-Charlotte #1
- WJMN-Greensboro #1
- WPHI-Philadelphia #2
- WTMP-Tampa #2
- WKYS-D.C. #3
- WUSL-Philadelphia #3
- KMJM-St. Louis #3

- WOWI-Norfolk #3
- WFXA-Augusta #4
- WDTJ-Detroit #6
- KKDA-Dallas #7
- WPGC-D.C. #7
- WCDX-Richmond #7
- WHTA-Atlanta #3 and many more...

MCA

www.mca.com 1-800-848-8484 © 1999 MCA Records, Inc.

URBAN

L A N D Z C A P E



MOST ADDED



K-CI & JOJO (52)

"Life" (Rockland/Interscope)

Including: WOZZ, WTLZ, WOTJ, WGCI, WMCS, WKPO, WJXX, WJMJ, WKGN, WDLT, WILD, KRIZ, WJKS, WFLM, WJMG, KYEA, KBCE, WPHI, WMNX, KVJM, WAAA, WJUN, KRRO, WJFX, WJMI, WDAI, WZHT, WWOM, WTMP, KOKO, WRDU, WUSL, WQHH, WFXE, WWWZ, KVSP, KJMM, WGBZ, WQOK, WIFZ, WJTT, WZAK, KPRS

TLC (50)

"No Scrubs" (LaFace/Arista)

Including: WOTJ, WTLZ, WKPO, WJMJ, WJXX, WDLZ, WKGN, WILD, KRIZ, WJKS, WFLM, WJMG, KYEA, WKKV, KBCE, WPHI, WIBB, WMNX, KVJM, WTCC, WJUN, KRRO, WJMI, WDAI, WZHT, WWOM, KOKO, WRDU, WUSL, WDWI, WQHH, KCEP, WFXE, WWWZ, KVSP, KJMM, WVEE, WGBZ, WQOK, WJTT, WZAK, KPRS

ERIC BENET AND FAITH EVANS (43)

"Georgy Porgy" (Warner Bros.)

Including: WVAZ, WOTJ, WTLZ, WMCS, WHUR, WJMJ, WJXX, WKGN, WDLT, WILD, WDAI, WJKS, WJMG, KYEA, KBCE, WPHI, WIBB, WMNX, KVJM, KXZZ, WJUN, WJMI, WZHT, WWOM, WTMP, WRDU, WUSL, WDWI, WQHH, WFXE, KVSP, KJMM, WGBZ, WQOK, WIFZ, WJTT

BUSTA RHYMES AND JANET JACKSON (42)

"What's It Gonna Be" (Flipmode/Violator/Elektra/EEG)

Including: WTLZ, WKPO, WJXX, WJIZ, WDLZ, WKGN, WILD, WJKS, WJMG, KYEA, KBCE, WPHI, WIBB, WJUN, KRRO, WJMI, WZHT, WWOM, WTMP, WJFX, KOKO, WRDU, WUSL, WDWI, WQHH, WFXE, WWWZ, KVSP, KJMM, WGBZ, WQOK, WIFZ, WJTT, WZAK, KPDA

HARLEM WORLD (27)

"I Really Like It" (So So Def/Columbia/CRG)

Including: WGCI, WKPO, WJXX, WKGN, WJKS, WJMJ, KYEA, WMNX, KVJM, WJUN, WJFX, WJMI, WZHT, WTMP, KOKO, WDWI, WQHH, KCEP, WWWZ, KVSP, KJMM, WGBZ, WQOK, KPRS, WFXA, KZWA, KKDA

BLACK A/C



GERALD LEVERT

"Taking Everything" (EastWest/EEG)

WHITNEY HOUSTON featuring FAITH EVANS and KELLY PRICE
"Heartbreak Hotel" (Arista)

JESSE POWELL
"You" (MCA)

DEBORAH COX
"Nobody's Supposed..." (Arista)

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

WEST COAST

BRANDY +35 "Angel In Disguise" (Atlantic)

R. KELLY +28 "When A Woman's Fed Up" (Jive)

BUSTA RHYMES & JANET JACKSON +25
"What's It Gonna Be" (Flipmode/Violator/Elektra)

MARIAH CAREY +25 "I Still Believe" (Columbia)

TLC +25 "No Scrubs" (LaFace/Arista)

MIDWEST

THE ROOTS featuring ERYKAH BADU +111
"You Got Me" (MCA)

DIVINE +82 "One More Try" (Red Ant)

K-CI AND JOJO +82 "Life" (Rockland/Interscope)

ERIC BENET AND FAITH EVANS +78
"Georgy Porgy" (Warner Bros.)

BRANDY +77 "Angel In Disguise" (Atlantic)

EAST COAST

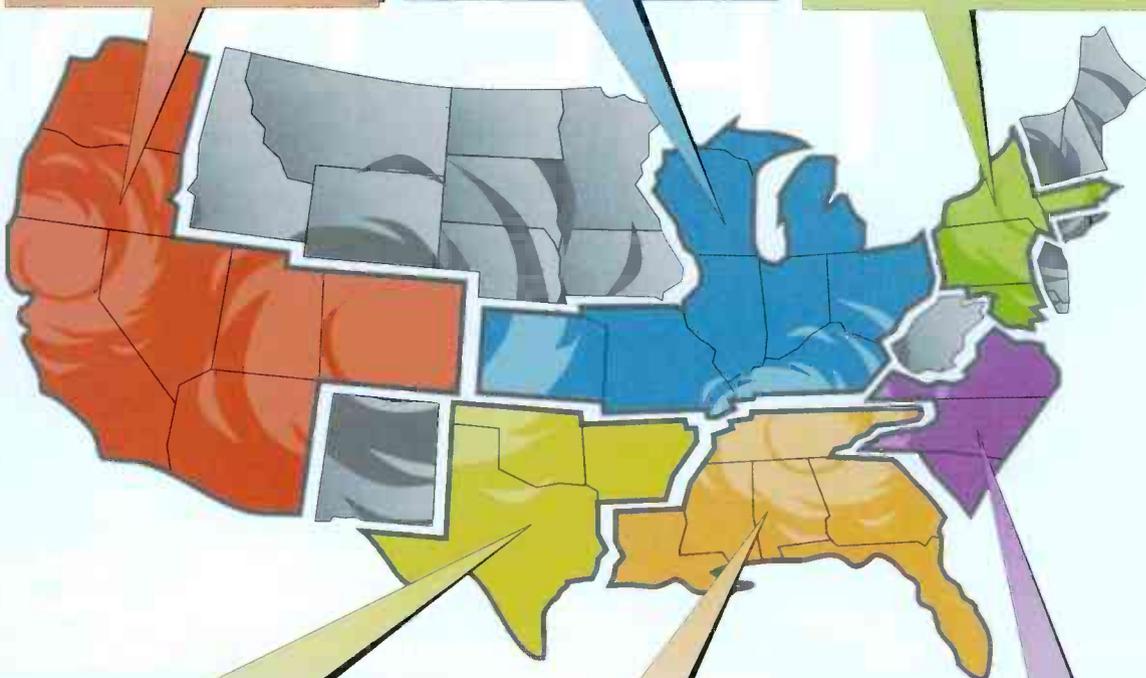
DEBORAH COX +91 "Nobody's Supposed To Be Here" (Arista)

K-CI AND JOJO +87 "Life" (Rockland/Interscope)

DRU HILL +75 "These Are The Times" (Island)

BUSTA RHYMES AND JANET JACKSON +70
"What's It Gonna Be" (Flipmode/Violator/Elektra)

KENNY LATTIMORE +68 "If I Lose My Woman" (Columbia)



SOUTHWEST

TEVIN CAMPBELL +64 "Another Day" (Qwest/Warner Bros.)

TLC +60 "No Scrubs" (LaFace/Arista)

THE ROOTS featuring ERYKAH BADU +57
"You Got Me" (MCA)

SILKK THE SHOCKER AND MYSTIKAL +56
"It Ain't My Fault Part II" (No Limit/Priority)

K-CI AND JOJO +49 "Life" (Rockland/Interscope)

SOUTHEAST

MONIFAH +220 "Suga Suga" (Universal)

OUTKAST featuring SLICK RICK +191
"Da Art Of Storytelling" (LaFace/Arista)

ERIC BENET AND FAITH EVANS +177
"Georgy Porgy" (Warner Bros.)

THE ROOTS featuring ERYKAH BADU +177
"You Got Me" (MCA)

BUSTA RHYMES AND JANET JACKSON +123
"What's It Gonna Be" (Flipmode/Violator/Elektra)

CAROLINAS/VIRGINIA

KIRK FRANKLIN +144 "Revolution" (GospoCentric)

KENNY LATTIMORE +104 "If I Lose My Woman" (Columbia)

THE ROOTS featuring ERYKAH BADU +95
"You Got Me" (MCA)

DIVINE +81 "One More Try" (Red Ant)

LAURYN HILL +80 "Ex-Factor" (Columbia)

TOPTENSPINZ

URBAN REPORTS ACCEPTED MONDAYS 8 A.M.-5 P.M.,
GAVIN STATION REPORTING PHONE: (415) 495-1990
FAX: (415) 495-2580

1	TYRESE "Sweet Lady"		3453	3484
2	MONICA "Angel Of Mine"	2839	3268	
3	R. KELLY "When A Woman's Fed Up"		3232	3452
4	LAURYN HILL "Ex-Factor"	2914	3106	
5	WHITNEY HOUSTON / FAITH EVANS and KELLY PRICE "Heartbreak Hotel"	2909	3093	
6	JESSE POWELL "You"	2553	2700	
7	GERALD LEVERT "Taking Everything"	2652	2760	
8	CASE & JOE "Faded Pictures"	2107	2933	
9	FAITH EVANS "All Night Long"	2107	2195	
10	TEVIN CAMPBELL "Another Day"	1912	2014	

Red=Spinz last week
Black=Spinz this week

NUMBER ONE
TYRESE
"Sweet Lady"
(RCA)

I finally found the nerve to say
 I'm gonna make a change in my life
 Starting here today
 I surrender all my love
 I never thought I could
 I'm giving all my love away
 And there's only one reason that I would
 And baby it's you
 The way you walk
 The way you talk
 The way you say my name, your smile
 You
 The way you move me
 The way you soothe me
 The way you sleep softly through the night
 You
 Every morning you rise and open your eyes
 I just wanna be there with you baby
 I just wanna be yours
 From this day forward

"YOU"

The jury is in and has reached a unanimous decision:
 "Jesse Powell has been found guilty of a 'Hit' in the first degree with 'You.'"

THE CHARGES:

GUILTY: TOP 5 RANKINGS

KKDA-DALLAS #1
 WUSL-PHILADELPHIA #1
 WEDR-MIAMI #1
 WDZZ-FLINT #1
 WTMP #1
 WRKH-MEMPHIS #2
 WDAS-PHILADELPHIA #2
 KVSP-OKLAHOMA #2
 WOWI-NORFOLK #2
 KJMS-MEMPHIS #2
 WMCS-MILWAUKEE #2
 WPEG-CHARLOTTE #3
 WQQK-NASHVILLE #3
 WJUC-TOLEDO #3
 WJMI-JACKSON #3
 WCDX-RICHMOND #4
 WZFX-FAYETTESVILLE #4
 KJMM-TULSA #4
 WALR-ATLANTA #5
 WIIZ-AUGUSTA #4
 WWDM-COLUMBIA #5
 WPHI-PHILADELPHIA #5
 WAMO-PITTSBURGH #5
 WVAZ-CHICAGO #5
 WDLT-MOBILE #5

GUILTY: HOT VIDEO ACTIVITY

Top 5 most played 
 Top 10 at the 
 PAX TV 2/13
 Motown Live (L.A.) 2/26
 Motown Live (N.Y.) 2/27
 Showtime at the Apollo 2/27

GUILTY: STRONG RESEARCH

#1 Most requested KKDA-Dallas
 #1 Most requested WPEG-Charlotte
 #1 Most requested WDZZ-Flint
 #1 Most requested WEDR-Miami
 #2 Most requested WHRK-Memphis
 #2 Most requested WERO-Baltimore
 #3 Most requested WUSL-Philadelphia
 #4 Most requested WPHI-Philadelphia
 #4 Most requested WPGC-D.C.
 #4 Most requested WKYS-D.C.

Researching 100% familiar of WUSL
 #4 Overall in research of WJHM-Orlando

jesse powell

GUILTY: STRONG SALES

Debuts #9 on the top 200
 Singles chart selling over 40,000 units
 #6 on the R&B chart
 #4 on the Core Chart

GUILTY: GREAT CHART ACTION

Over 29 Million in Audience
 Over 2500 Spins
 #8 R&B Monitor Mainstream
 #6 R&B Adult Monitor Chart

The Latest Hit From **'bout it** In Stores Now



Single written by Jesse Powell and Carl Roland
 Single produced by Carl Roland for Mo'Kutz Productions/Mecca Don Entertainment, Inc.
 Management: Icon Entertainment Executive Producer: Louil Silas, Jr.
 Associate Executive Producer: Felipe Darrell

EYES
BETTER
NOT
WANDER

THE FOLLOW-UP TO "I CAN'T SEE"
AND TO *ROLLING STONE'S* SINGLE OF THE YEAR,
THE GOLD SMASH "MAKE IT HOT"
FROM THE ALBUM **MAKE IT HOT**

NICOLE

Wouldn't want you to miss anything.

www.americanradiohistory.com

THE GOLD MIND, INC.

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Walt Drudge • Stephen Pollan • Divine • Phil Collins
Bobby Bare • Shana Petrone • Corey Harris • Galactic
Pence None the Richer • Cassandra Wilson
Paul Rozmus • Judy Tenuta • David Cassidy • C-Note
Del Pike • Eminem • Chalee Tennison • Flaco Jimenez
Kenny Mattimore • Monte Warden • Shane McAnally
In Hat Trio • Sonya Isaacs • Terence Blanchard

W
A
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D

Awards

1 9 9 9

GAVIN SEMINAR

NEW ORLEANS



Nas

AFTER ONE WEEK...

Nas is like

BLOWIN' UP!

"NAS IS HIP-HOP!"

MIC 106 PD, WPHI-PHILADELPHIA

"NAS IS LIKE THE BOMB!"

EBRO, PD, KBMB-SACRAMENTO

"BROOKLYN MEETS QUEENS, IT'S HOT!"

FUNKMASTER FLEX, WQXT/HOT 97-NEW YORK

"THE RETURN OF THE OLD-SKOOL NAS,
TAKES US BACK TO 'LIVE AT THE BARBECUE'"

TAWALA SHARP, AMIR, KKBT-LOS ANGELES

"DOPE RECORD, PERIOD!"

DAMION YOUNG, AMIR, KPWR/POWER 106-LOS ANGELES

AND THAT WAS FOR THE STREETS.
ON MARCH 23, PREPARE FOR THE OFFICIAL SINGLE:

HATE ME NOW.

FROM THE HIGHLY ANTICIPATED CLASSIC NEW ALBUM

i am...

COMING IN MARCH.

PRODUCED BY J. PREMIER
FOR WORKS OF MAE™ PRODUCTIONS, INC.

LIKE HIP-HOP'S SUPPOSED TO BE.

#1 MOST ADDED AT COLLEGE AND MIXSHOW, AND SMOKIN' AT:

WPAT	WVRX	WHEK	WVVR	KLEN	WGCI	WRUV	KKDA	WJ-M
WUNH	WFXA	WBLS	WAMO	WCOX	KMOJ	KCEP	KSFS	KSP2
WESU	WTR	WRIG	WPAL	WPC	WERQ	KBXX	HOT 97	WVKK
KPWR	WDR	KME	Z-90	WLD				

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COLUMBIA

Welcome

WELL, what a backdrop to have as we stage the last GAVIN Seminar of the old millennium. It feels like a millennium's worth of events has happened in just the last 12 months—and the drama continues. The music industry is getting used to a new world order and paying closer attention to margins. Counterparts in radio have had margins rammed down their throats for some time—they are not always sure from one week to the next just who they are making the margins for. And in both industries, unfortunately, many talented people have felt the cold front of consolidation. There is probably no better time, therefore, to gather together to work out where we go from here. That's the idea behind our opening Town Hall Meeting, chaired by charismatic music industry veteran Danny Goldberg and shrewd radio entrepreneur Herb McCord. Overall theme: "Everything's Changed—So Now What?"

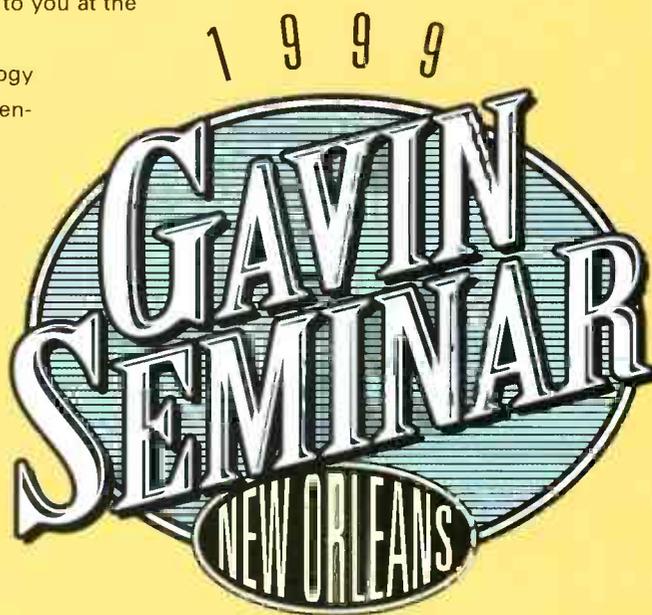
Tackling the future head on, at least one company is using this week to assemble its "new" team and strategize for the future. Maintaining GAVIN's reputation for staying close to the cutting edge, we invited Matt Drudge, the cyber-world's Walter Winchell who has harnessed Internet technology to carve out a powerful position on the World Wide Web. He, more than anyone else, has been credited (perhaps not everybody's first choice of words) with breaking what has been described as the news story of the century. Whatever your view of the events that followed, Drudge's own story—rattling the establishment and creating a national profile from a 486 computer in his apartment—provides a fascinating modern world example of the American Dream.

Another politically incorrect keynoter, whose ideas buck current wisdom, appears like a pillar of the establishment on the surface. A trained attorney, Stephen Pollan is a world class personal finance mentor who dispenses valuable (read: very expensive) advice to wealthy private clients, and more broadly on TV shows such as *Oprah* and through his best-selling books *Die Broke* and *Live Rich*. We signed him up to present his challenging philosophy directly to you at the GAVIN Seminar to help you get your personal future in focus.

There are top names from our own businesses and the new technology arena sprinkled through the program but perhaps nowhere more concentrated than in the "Big-Ass Programmers" session. Don't miss it. Old favorites, such as the Friday night cocktail party and the high-tech Jukebox Juries, remain firmly in place.

We must not lose sight of the music which fuels the record industry and enriches radio. The 1999 Gavin Seminar, as always, has great music aplenty, both in the hotel and around town in the evening, with special performances by the likes of Phil Collins and Cassandra Wilson. Perhaps the biggest star of the show for many is the Crescent City itself. I look forward to welcoming you personally in New Orleans.

David Dalton
CEO





MARC H. MORIAL
MAYOR

CITY OF NEW ORLEANS

OFFICE OF THE MAYOR
1300 PERDIDO STREET, SUITE 2E04
NEW ORLEANS, LOUISIANA 70112
(504) 565-6440



GREETINGS!

As Mayor of the City of New Orleans and on behalf of its citizens, it is my pleasure to welcome the GAVIN Seminar to the Crescent City.

As our special guests, we extend to your delight the vibrant French Quarter, the moving jazz of Preservation Hall, the gorgeous view of our city from the riverfront, and cuisine from award-winning restaurants.

Once again, we give you the warmest welcome as you make your way across the nation.

Rebuilding New Orleans, Now...I remain,

Yours very truly,

Marc H. Morial
Mayor

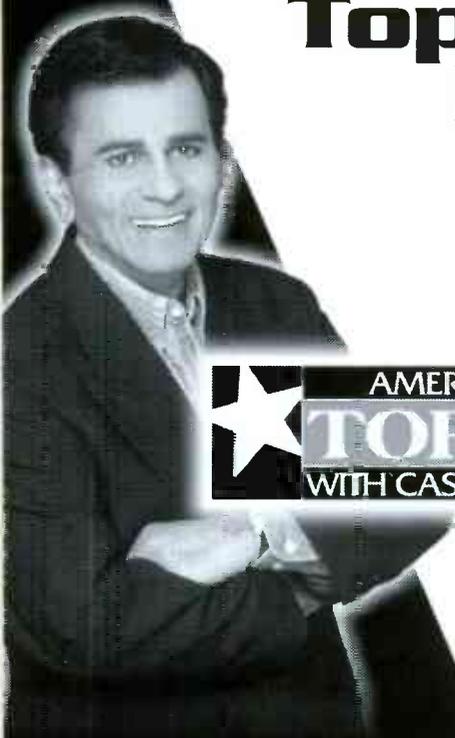
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Agenda

WEDNESDAY, FEBRUARY 17

2-8 p.m. Hyatt Lobby

REGISTRATION

- Seminar badges sponsored by **CRITICAL MASS MEDIA**
- Seminar lanyards sponsored by **TOMMY BOY**
- Pocket Agenda sponsored by **COLUMBIA RECORDS**
- Hotel Room Keys sponsored by **H.O.L.A.**

PLEASE NOTE: Badges are required for access to all Awards Presentations. Each badge comes with one meal ticket, good for use at the Awards Ceremony of the holder's choice. Additional meal tickets are available for \$35 each at the Gavin Registration desk. Badges allow access, tickets provide food.

Cocktail Party tickets are available at the Gavin Registration desk for \$85 each. Cocktail party tickets will not be sold after 3 p.m. on Friday, February 19.

9 p.m.-1 a.m. Rock 'n Bowl (off-site)

BOWLING EXTRAVAGANZA

Sponsored by Warner Bros., Capitol, Curb, American Gramophone, Universal, Jive, MCA, Dalin, Doolittle, and Sony Classics

- Boulder Entertainment Group and the TJ Martell Foundation are hosting a 'Bowling Party' complete with food and drinks. Performances by Curb recording artist **Mary Griffin**, Doolittle recording artist **Todd Thibaud**, and **Consolidation** (a group made up of industry people). A donation of \$20 is requested

with all proceeds going to the TJ Martell Foundation for Cancer, AIDS and Leukemia.

9 p.m. House of Blues (off-site)

WARNER BROS.!

**WES CUNNINGHAM,
REPRISE'S WILCO**

10 p.m. Levon Helm's Classic American Cafe (off-site)

**JERICO RECORDS' COW
HOLLOW, JAKE ANDREWS,
AND JOHN CLEARY**

THURSDAY, FEBRUARY 18

8 a.m.-7 p.m. Hyatt Lobby

REGISTRATION

8 a.m. Royale, 4th Fl.
FRIENDS OF BILL W.

10 a.m.-4 p.m. French Market, 3rd Fl.

EXHIBIT HALL OPEN

- Featuring the Gavin Silent Auction with proceeds benefiting Musician's Assistance Program (MAP), a rock & roll photo exhibit, and complimentary massages sponsored by E Pluribus Unum
- Get your Gavin Seminar Bags sponsored by Brooklyn Music Limited

9:30 a.m. Regency Soundstage, 3rd Fl.

A Continental Breakfast followed immediately by...

THE GAVIN TOWN HALL MEETING

Sponsored by Jeff McClusky & Associates

The 1990s easily could be described as the decade of

change...and nowhere has this change been felt any deeper than the radio and music industries. Without question, consolidation has dramatically altered the way we all do business. In today's economically driven times it's all about profit, bottom line, spot loads, and unit sales. Success is based on earnings ratios, IPOs, revenue projections, and who owns what. So what does it all mean to you? Should we lament



Danny



Lee Abrams



Helen Little



Bill Leopold

our lost past and fear the uncertain future? Can we still make a living doing what we love...or are those times behind us? This exclusive "meeting of the minds" tries to make some sense from all this mega-merger nonsense and put our business—and our lives—back on track. We've invited some of the radio and music industries' luminaries to give us an idea of what's right with our business—and how to fix what's wrong. No hype, no P.R., no pat answers. Just the truth and nothing but (we swear). Joining us in this unique session—moderated by Granum Communications President Herb McCord and Danny Goldberg, most recently of PolyGram's Mercury Group—are Pierre Bouvard, Arbitron; John Martin, Critical Mass Media; Chris

Ackerman, Coleman Research; Jeff McClusky, Jeff McClusky and Associates; Mark Shimmel, COO LaFace Records; Lee Abrams, XM Satellite Radio; Dan Kieley, Program Director, KIIS-Los Angeles; Bill Leopold, W.F. Leopold Management; Helen Little, Operations Manager, WUSL-Philadelphia; Charlie Warfield, Chancellor; Kevin Aucoin, Tower Records New Orleans; Norm Winer, WXRT-Chicago; Michael O'Shea, New Northwest Broadcasters; Burt Baumgartner, Capitol Records' Sr. VP Promotion; and broadcast attorney Barry Skidelsky. If you have a worry, gripe, or fear about this fabulous industry in which we live and work, don't miss this first-ever GAVIN Town Hall Meeting. Be there...or beware.

11:45 a.m. Burgundy, 4th Fl.

ONE-ON-ONE WITH ARBITRON

GAVIN Research Editor Jhan "John" Hiber and Arbitron Exec. VP Pierre Bouvard face off in this direct (but friendly) discussion of key ratings and research issues



Jhan Hiber



Pierre Bouvard

facing you and your station. Among topics likely to come up: how you can program and market your station for maximum impact on diary keepers, the best way to use Arbitron's new at-work zip code data and language preference information, and what lies ahead with the new Arbitrends and PD Advantage. Bring your ideas and questions to this open forum...and fire away.

99.9% ain't enough.

100%

GINUWINE

The new album from Ginuwine

The follow-up to his double platinum smash "Ginuwine... The Bachelor."

Includes the hit singles "What's So Different?"

"Same Ol' G"

"All Nite All Day"

"So Anxious"

Executive Producers: Barry Hankerson, Jomo Hankerson, Ginuwine

Management: B. Hankerson/J. Hankerson for Blackground Entertainment

G-DAY 3.16.99

Video added at:



www.ginuwine.com www.ginuwinefans.com



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11:45 a.m. Poydras, 2nd Fl.

JAZZ JUKEBOX JURY

Sponsored by Capricorn Records GAVIN's Jason Olaine and publicist Marshall Lamm host this lively music session. The latest jazz tunes will be submitted to the jury and they, as well as the entire audience, will be able to rate them as to how well they will actually sound on jazz airwaves. The voting statistics will be configured in several combinations, i.e., jury/audience, male/female, radio/non-radio, etc. As music ideologies are discussed and clarified, so too will points of programming. Jurists include Nick Morrison (KPLU), Brad Stone (KKUP), Bobby



Jackson (WCPN), Kyle M. LaRue (WEAA), Gary Vercelli (KXJZ), Jae Sinnett (WHRV), Kevin O'Connor (KBEM), Carl Griffin (N2K), Matt Pierson (Warner Bros.), and more. Guest music by Capricorn recording artists **Galactic**.

11:45 a.m. Gentilly, 2nd Fl.

S.P.A.M. (SPECTACULAR PROMOTIONS AND MARKETING)

"People labor under the delusion that the best promotion involves giving something to someone, i.e.: contesting...Wrong!" says New World Communication's



Paige Nienaber. "Going out and doing something substantive and impactful gets you much more mileage than some lame 'call and win a CD' contest," he continues. VP of promotion for New World Communications/GAVIN correspondent Nienaber explores community- and issue-based marketing with panelists Carlos Pedrazza, Promo Director WILD 94.9-San Francisco; Mickey Johnson, PD from 95.7 JAMZ-Birmingham; Jason Gani, Promo Director, WUSL (POWER 99)-Philly; and Karen Hence, Promo Director, WQUE-New Orleans.

1:30 p.m. Regency Soundstage, 3rd Fl.

INTERNET: PROGRAMMING FRIEND AND FOE

Hosted by John Adams of Imagine Radio, we'll explore the "here and now" realities of the Internet and how it intersects with radio's ability to promote itself and compete with upcoming forces. What are the tools available (i.e. chat, webcasting, email, and on-line retail) to try and create new revenue streams and promotions? What is the state of broadcasting on the Net, and how will that be a competitive force? John's guests include Pierre Bouvard of Arbitron (commenting on Arbitron's study and role in Internet broadcasting), Mark Bingaman of WSNY-Columbus, Daniel Adam of Microsoft, Stephen Page of Liquid Audio, Joel Denver of All Access.com, and Jim Vay Huysse, Content Director for Spinner.com.

1:30 p.m. Cabildo, 2nd Fl.

JERMAINE DUPRI PRESENTS: KNIGHTS OF THE ROUND TABLE

Sponsored by So So Def Entertainment Jermaine Dupri's So So Def Entertainment is one of pop music's prime forces, having produced Mariah Carey, Da Brat, Xscape, Aretha Franklin, Kris Kross, and many, many more. With an eye toward providing honest viewpoints on the nuts and bolts of the music biz, So So Def convenes a group of industry knights in the round to shed light on the future of the music and answer your specific questions. Join So So Def Artist Development VP Bart Phillips, EMI Music Publishing Creative VP Big Jon, and other special guests for an informative, hands-on workshop exploring the details of creative artistry, artist development, marketing, and promotion in today's music landscape.

2 p.m. Poydras, 2nd Fl.

HOT A/C & A/C JUKEBOX JURY

Sponsored by Dalin Records



The popular session where you get a sneak preview of—and a chance to vote on—the hit potential of some

yet-to-be-released tunes. With a special performance by Dalin Records' **Gregg Swann**.

2:15 p.m. Burgundy, 4th Fl.

ALTERNATIVE RADIO IN A POST CONSOLIDATION WORLD

Let's state the obvious: the radio business has changed in this new Wall Street Age. There's also a new world order in the record industry. But what does it all mean for Alternative radio? Has the push for bottom-line profits altered Alternative radio forever? GAVIN Alternative Editor Richard Sands, a 13-year veteran of the format, takes a peek into the future with panelists Alex Luke, most recently PD of Q-101-Chicago; Mark Hamilton PD of KNRK-Portland; and Jim McGuinn, PD of Y-100-Philadelphia.

2:15 p.m. Delgado, 2nd Fl.

PRE-MILLENNIUM TENSION: KEEPING COLLEGE RADIO RELEVANT IN THE 21ST CENTURY

College radio currently finds itself at a crossroads. Once held with high esteem by the industry, the format is becoming increasingly polarized. Stations have either embraced an increasingly commercial sound, or they have become so underground that label support has come to a halt. Where is College radio today, and more important, where is it going? Do we still have the power



to break new bands? Do we have an identity? Are we communicating enough? What about spins—are they a curse or a blessing? What is really going on? Leave the bitchin' at the door, as this promises to be an intense and informative panel. Moderated by Dave Sanford (S.P.E.C.T.R.E) and Vinnie Esparza (GAVIN). Panelists include Chris Hall (KUSF-San Francisco), Don Yates (KCMU-Seattle), John Rosenfelder (Island/Mercury), and Barbara Garber (KZSC-Santa Cruz, Calif.).

3:30 p.m. Esplanade, 2nd Fl.

AN A3 HYPOTHETICAL: A PERFORMANCE IN THREE ACTS

Sponsored by Imaginary Road Records

We've seen this done a couple of times at a European music convention, where a hypothetical storyline with an unraveling plot allows people to be, shall we say, "more honest," in dealing with



true-to-life examples. Adding our own personal twist, we're structuring it as a three act play, casting "panelists" in plum industry roles. We'll examine a classic artist set up in the face of new realities at radio. 6 Degrees/KOCH recording artist **Peter Himmelman** will act as the "chorus," interpreting the discussion and creating spontaneous impressions in song. On top of that, another format friend, **Jennifer Kimball**, will perform a few tunes.

3:30 p.m. Regency Soundstage, 3rd Fl.

SMOOTH JAZZ: CHOOSING THE RIGHT COMBINATIONS

Sponsored by Shanachie Entertainment

We'll take an in-depth look into specific components that make Smooth Jazz a successful ratings phenom. We'll look into examples of new music and how they address the latest trends, and explore the reality behind what sounds good on the air and how to implement the right tunes into your station flow. This will not be a back-patting



session. Co-hosted by KSSJ's Steve Williams and GAVIN's Keith Z. Special guests include: Instinct Records' Gerald Helm; Warner Bros.' Deborah Lewow; Shanachie's Wayne Martin; artists Peter White, Wayman Tisdale, and Roger Smith; Broadcast Architecture's Allen Kepler; KKSJ's Blake Lawrence; and The Wave's Ralph Stewart.

table discussion regarding jazz and its place on the radio. Who's on the panel? You, that's who! The room will be set up in a cylindrical pattern,



Carl Griffin



Tin Hat Trio

and in the center, co-hosts N2K's Carl Griffin and GAVIN's Keith Z will be the roving hosts to get the ball rolling. Topics will include: young jazz players in search of their own era; integrating different styles on the radio; the airplay shift towards melodic presentation; where "edge" fits in jazz; and the relationship between radio and the rest of the jazz industry, in terms of support, marketing and promotion. Guest music by Angel recording artists **Tin Hat Trio**.

Noon Poydras, 2nd Fl.

ACTIVE ROCK JUKEBOX JURY

Always fun, exciting, and sometimes confrontational. Join moderators Eric "Big E" Shade and Mike "Mad Dog" Mansourian as they play some of the newest and upcoming releases for the Active Rock family to vote on, with result evaluations by panelists Loris Lowe, KLBJ; Scot Fox, WCPR; Bridget Ventura, KUPD; Benji Kurtz, WPUP; Jave Patterson, KFMW; Clint Michaels, KKED; Tommy Mattern, WXTM; Roxy Myzal, HardDrive; and Jo Robinson, QOE Inc.

Noon Gentilly, 2nd Fl.

GAVIN COUNTRY AWARDS PRESENTATION

Sponsored by Epic Records Nashville

A high-energy performance from Epic Nashville's **Shana Petrone** kicks off our 1999 awards luncheon. Following Shana, WNOE-New Orleans PD and morning host Eddie Edwards will join Country Editor Jamie Matteson to announce this year's Country radio and record label award winners.



Shana Petrone

Noon Delgado, 2nd Fl.

PD 2000: ARE YOU READY FOR THE NEXT MILLENNIUM?

Sponsored by ABC Radio Networks

Deregulation and station consolidation have forced programmers into rigid, bottom-line economic policies and increased their workloads. Some say it's getting tougher to keep your job and next to impossible to enter the programming ranks. WUSL's Helen Little moderates, with WBLS-New York's Vinny Brown, WYLD/FM-New Orleans' LeBron Joseph, and The Beat's (KKBT -Los Angeles) Michael Saunders. Master the skills needed to save (or kickstart) your career. A performance by Motown's **Profile** starts things off.

2 p.m. Poydras, 2nd Fl.

COUNTRY JUKEBOX JURY

Sponsored by Lyric Street Records



Sonya Isaacs

1999 marks the return of this popular session for Country attendees. After an acoustic performance by Lyric Street's **Sonya Isaacs**, attendees will have a chance to listen to and evaluate future Country releases using an electronic scoring system. WSIX-Nashville PD Dave Kelly and WSM/FM-Nashville PD Greg Cole will co-host this event.

2 p.m. Burgundy, 4th Fl.

GAVIN URBAN AWARDS PRESENTATION

Sponsored by ABC Radio Networks

Doug Banks of ABC Radio



Divine



Doug Banks

Networks' **Doug Banks Morning Show** will commence this event with Urban Editor Quincy McCoy. Come honor the best and brightest in our format. Performance by Red Airt's **Divine**.

2 p.m. Hyatt Sports Bar, 3rd Fl.

GAVIN ACTIVE ROCK AWARDS PRESENTATION

The ballots are in and the votes tabulated. Now only the gentle-

men from the respected accounting firm of Dewy, Cheatem & Howe know the results. This year's awards ceremony will be emceed by comedian Judy Tenuta and awards presenters include Mark Tindle, formerly with A&M; Howard Leon, Universal; and Kim Langbecker, RCA.

2:30 p.m. Regency Soundstage, 3rd Fl.

CASSANDRA WILSON SOUNDSTAGE PERFORMANCE

Sponsored by Blue Note



Cassandra Wilson

Ms. Wilson has achieved worldwide acclaim as a top flight vocalist who usually only plays in large music venues.

Now *Traveling Miles*, her unique tribute to Miles Davis, promises to be a major breakthrough release. Its musical depth spans several different radio formats, including Urban, Jazz, Smooth Jazz, Adult Rock, and more. Ms. Wilson continues the GAVIN Seminar's prestigious Friday afternoon live music series, which started in 1996 with Herbie Hancock and rock producer/bandleader Don Was. Soundstage seating is intimate and very limited, so please arrive early.

2:30 p.m. Esplanade, 2nd Fl.

25-54: TARGET DEMO OR FAMILY REUNION?

Sponsored by Hybrid Recordings A/C Editor Annette M. Lai and

moderator Jerry "Springer" Lembo invite the formats' spurned lovers, cross-dressers, and meddling relatives to join in what's sure to be a lively discussion about the present state and future of adult radio. Our panel of experts will include: WLTW-New York's Jim Ryan, WLIT-Chicago's Mark Edwards, WBMX-Boston's Greg Strassell, Zapoleon Media's Pat Paxton, Q104 (WQAL)-Cleveland's Ellen Kachinske, and Columbia Records' Elaine Locatelli. You'll be introduced to the music of Hybrid Recordings' **Mike Errico**.



Jerry Springer

2:30 p.m. Delgado, 2nd Fl.

COLLEGE MUSIC DIRECTING SYMPOSIUM

Moderated by Brendan Gillen



Brendan Gillen

(WCBN-Ann Arbor), this panel will feature seasoned College music directors offering words of wisdom on the

many facets of being a good MD, including your responsibilities not only to the industry, but to your station and your listeners. Topics will include charts, community outreach, fundraising, and the Internet. Panelists include Andy Dierks (KJHK-Lawrence, Kan.), Anthony DelRosario (WTUL-New Orleans), Chris Elles (Arista), and Kelso Jacks (CMJ). Tip of the hat goes to Dan "The Man" Mackta (Autotonic).

3:30 p.m. Cabildo, 2nd Fl.

FUTURE TECH: THE SHAPE OF THINGS TO COME

Sponsored by OnRadio

For most of the 20th Century, mass media was king...but will the 21st Century see a shift toward "personal entertainment media"? 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" will search for answers to these questions and more. Sharing their views in this session, moderated by Radiowave.com's Paul Fiddick, are MP3's Michael Robertson; XM Satellite Radio's Lee Abrams; all-radio.com's Val Starr; and OnRadio's Rick Ramirez. Miss this session and you miss the future.

3:30 p.m. Poydras, 2nd Fl.

ALTERNATIVE JUKEBOX JURY

Moderator Max Tolkoff has amassed a brilliant panel of judges this year, including Robert



Max Tolkoff

Benjamin, WHFS-Washington; Dave Stewart, KKND-New Orleans; Dave Wellington, KXTE-Las Vegas; Steph Hindley, WTBZ-Burlington; Dwight Arnold, KCXX-Riverside; Cruze, PD, WFNX-Boston; and Dave Rossi, WRAX-Birmingham. As in years past, you'll be getting that little electronic gizmo to rate

the records with the esteemed jury. Come and hear the future of Alternative music, today!

3:45 p.m. *Gentilly, 2nd Fl.*

COUNTRY: PROTECTING OUR FORMAT NOW AND FOR THE FUTURE

Sponsored by Asylum Records and MCG/Curb Records
This event kicks off with acoustic



Chalee Tennison



Shane McAnally

performances from Asylum's Chalee Tennison and MCG/Curb's



Eric Logan

Following the performances, WQYK-Tampa OM Eric Logan returns by popular

demand to moderate an informal discussion that will explore some tough issues facing both the radio and record industries.

4:15 p.m. *Burgundy, 4th Fl.*

SMOOTH JAZZ RADIO: STATIONALITY & THE RULES OF EXECUTION

Sponsored by Face 2 Face Records

We'll discuss the fundamentals of establishing stationality and where to go from there. How do you exist in a "cluster world" in terms of co-promotions? What's the best way to reinforce your station's image with the listeners? What are the new ways to promote and market Smooth Jazz? How do you stay sharp and competitive when your rival is down the hall? What's up with research?



Paul Rozmus

What are the new methods of rallying your listeners? Co-hosted by

KSSJ's Steve Williams and Ann Gress from WJZJ in Philly. Special guests include Kenny King (WJZW), Shirley Maldonado (WSJZ), Carol Handley (KWJZ), Mike Vasquez (KIFM), Ross Block (WSJT), Michael Fischer (KOAI), Brant Curtiss (WHRL), and marketing consultant Suzy LeClair. Guest music by Face 2 Face recording artist Paul Rozmus.

4:30 p.m. *Regency Soundstage, 3rd Fl.*

THE HIP-HOP SUMMIT

Sponsored by Interscope Records

What are the Hip-Hop industry's hot button issues? In this town hall session, the audience—including key programmers, DJs, artists, and record reps—will provide the commentary, raise new questions, and offer solutions about a range of key subjects, including lyric content, violence, touring opportunities, airplay, video imagery, commercialism, culture, gender gaps, and more. GAVIN Hip-Hop editor Janine Coveney will lead this sure-to-be controversial discussion. Performance by hot new Interscope artist Eminem.

4:45 p.m. *Esplanade, 2nd Fl.*

THE GROUP PD PANEL

Sponsored by AMFM Networks



Special performance by MCA Records' Mulberry Lane After recent years of deregulation and consolidation, we are now learning how to operate massive numbers of properties. The parallel consolidation that's now impacting the record industry only serves to illustrate that any rules we currently live under must be written in pencil. As our industry rapidly careens toward that already-overused "new millennium," the question arises: is anyone actual-



Rick Cummings



BJ Harris



John Roberts

ly having fun anymore? Affectionately known in-house as the "Big-Ass PD Panel," this session features Emmis Executive VP of Programming Rick Cummings, CBS/Infinity Radio co-COO John Gehron, Jacor Director of Top 40 Programming BJ Harris, Clear Channel VP of Programming John Roberts, and VH1 VP of Music Programming Mike Tierney. Moderators: Kevin Carter, Dave Sholin, and Sandy Skeie.

5:45 p.m. *La Salle Poolside Hospitality Suite*



Julie Reeves

VIRGIN RECORDS NASHVILLE COUNTRY MEET & GREET
Come meet Virgin's debut

Country artist Julie Reeves as the label hosts a happy hour gathering for Country attendees.

6-7 p.m. *Regency Ballroom Foyer, 3rd Fl.*

SILENT AUCTION RECEPTION AND RESULTS

Proceeds to Benefit the Musicians' Assistance Program (MAP)

6:30-8:30 p.m. *Regency Ballrooms, 3rd Fl.*

THE 1999 GAVIN COCKTAIL PARTY

You've heard the stories—maybe you're even featured in one or two—now enjoy the experience. Always wild, always unpredictable. Come for a taste of New Orleans and, as always, expect surprises.

9 p.m. *Snug Harbor (off-site)*
COMPASS RECORDS' ASTRAL PARTY

10 p.m. *Jimmy's Club (off-site)*
DREAMWORKS' BUCK CHERRY

11 p.m. *Cafe Brazil (off-site)*
CAPRICORN RECORDS' GALACTIC

11 p.m. *Suite 2332*
ATLANTIC/BLUEMOON SMOOTH JAZZ/JAZZ HOSPITALITY SUITE

Atlantic Records and the Mesa/Bluemoon labels will host a late-night place to unwind after countless meetings, dinners, showcases, and parties. Say "hello" to bassist Wayman Tisdale and a new Mesa signing Smoke 'N Function.

11:30 p.m. *Jimmy's Club (off-site)*
LOOSEGROOVE'S QUEENS OF THE STONE AGE

SATURDAY, FEBRUARY 20

8 a.m. *Royale, 4th Fl.*
FRIENDS OF BILL W.

9 a.m.-3 p.m. *Hyatt Lobby*
REGISTRATION

10 a.m.-3 p.m. *Elysian Fields, 2nd Fl.*

COMPLIMENTARY MESSAGES

Sponsored by E Pluribus Unum

9:30 a.m. *Poydras, 2nd Fl.*

SMOOTH JAZZ JUKEBOX JURY

Sponsored by Instinct Records The bar for the ideal Smooth Jazz hit sound is always being raised, so it's again time to assess the latest tunes and discuss how they



Michael Fischer

fit into the programming. The jury will give their takes and the audience is invited to respond.

Everybody in the room can vote, and responses can be broken down between the jury and the audience, male/female, radio/non-radio, and more. KOAI's Michael Fischer is the Jury Foreman and jurists include Brett Michael (WLVE), Michael Tozzi (WJZJ), Steve Stiles (WNUA), Ralph Stewart (KTWW), Shanachie's Claudia Navarro, Unity Label Group's Hyman Katz, OpTiMum's Bob O'Connor, Kelly Cole (KIFM), Cliff Gorov (All That Jazz) and Larry Hollowell (WJCD). Musical guests: Instinct recording artists Nite Flyte.

9:30 a.m. *Gentilly, 2nd Fl.*

THE 4TH ANNUAL ALL-CHICK BREAKFAST

In year's past, this event was an ad-hoc committee of women who took off from the Seminar and had some big-time fun together. This year Karen Glauber, Tammy Why Not, and others will be convening "on-campus." Not a traditional "panel discussion," this breakfast will feature industry leaders who you can approach and ask questions of. Gals and guys, feel free to drop by.

10 a.m. *Regency Soundstage, 3rd Fl.*

STEPHEN POLLAN KEYNOTE: LIVE RICH AND DIE BROKE

Followed immediately by a book signing



Stephen Pollan

Whether we're talking day to day responsibilities or starry-eyed dreams of early

retirement, you can't underestimate the importance of knowing how to handle personal finance—especially as we all navigate the biggest bull market in the history of the United States Stock Exchange. Both of Pollan's books leap well beyond the "self-help" genre of popular home finance. He deals with a change of attitude, with the premise that many of the financial axioms that we blindly accept are irrelevant to the baby boomer generation.

11:30 a.m. *Cabildo, 2nd Fl.*

GAVIN TOP 40 AWARDS PRESENTATION

Sponsored by Yab Yum/Elektra and Epic Records

As it does every year at the GAVIN Seminar, it all comes down to this moment. Who wins what?



This year, we've doubled the fun, as awards will be given out for meritorious achievement in both radio and the record industry in both Mainstream Top 40 and Rhythm Crossover categories. After the free food, enjoy live performances by Epic recording artist **Tina Arena** and Yab Yum/Elektra recording artist **3rd Storee**.

11:30 a.m. *Esplanade, 2nd Fl.*

GAVIN SMOOTH JAZZ/JAZZ AWARDS PRESENTATION

Sponsored by Columbia Records

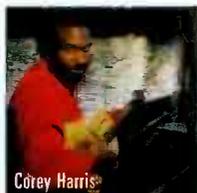
Peter White and his band (with Columbia recording artist **Kenny Lattimore**) will perform live at this year's awards presentation. Lunch will be served, the music will begin, and then Mr. White will assist us in announcing the winners of this year's GAVIN Jazz and Smooth Jazz awards. The cate-

gories have been expanded, so expect to see many new faces to receive their well-deserved accolades. Who will win the prestigious Steve Feinstein Innovation Award? It's been a volatile 12 months, so be on hand to salute the winners and fraternize with the top radio/music industry professionals in Jazz and Smooth Jazz.

11:30 a.m. *Regency Soundstage, 3rd Fl.*

WHAT'S SO SPECIAL ABOUT SPECIALTY PROGRAMMING?

What is the role of a specialty show? To fill a black hole revenue time slot? To test fringe music? To add spice to your air sound? Tom Frouge and Dan Storper, who recently debuted the *Putumayo World Music Hour* on KFOG, have assembled a panel that will touch



Corey Harris

on content, production, syndication, and programming. Guests will include Paul

Marszalek of KFOG-San Francisco, Nick Forester of E-Town, Ben Manila (producer of the *House of Blues* radio show), and Stasia Lanier of KSUT-Durango. Alligator's **Corey Harris**, the hottest new young blues artist around, will perform.

Noon *Poydras, 2nd Fl.*

COLLEGE JUKEBOX JURY

Always a favorite. Come and vote for the best (and sometimes worst) songs of the first quarter. The idea is simple: we play a song you have never heard, you rate it, we discuss it and, after the praise or laughter are over, you discover who it is. Responses are broken down between the audience and the jury, which consists of College music directors.

12:45 p.m. *Delgado 2nd Fl.*

AMERICANA SHOWCASE: BRUCE ROBISON

Sponsored by Lucky Dog Records

Awaken with an acoustic performance that you won't want to miss from GAVIN Americana Album of the Year nominee, **Bruce Robison**.



Robison

1:30 p.m. *Gentilly, 2nd Fl.*

GAVIN AMERICANA AWARDS PRESENTATION

Sponsored by Songlines and Asylum/EEG Records

We'll break bread and then enjoy



Monte Warden

a performance premiering the Asylum debut of former

Wagoner and Watermelon solo recoding artist **Monte Warden**. Mark Anthony from KDMO will co-host with GAVIN Americana Editor Jessie Scott to announce this year's winners from Americana radio and record labels.

1:30 p.m. *Burgundy, 4th Fl.*

THE RHYTHM CROSSOVER SESSION

If you had trouble squeezing into last year's event in San Diego, fear not—we called room service and had them send up a bigger room. But seriously, no format breaks more artists or generates more raw passion than Rhythm Crossover. And, like last year, our "no panel" philosophy ensures that everyone in the room will be an equally vocal participant. Check your inhibitions at the door. Moderated by GAVIN Top 40 Editor Kevin Carter and S.I.N. President Vince Pellegrino.

1:45 p.m. *Regency Soundstage, 3rd Fl.*

JAZZ RADIO: PROMOTING STATIONALITY AND OTHER PROGRAMMING ISSUES

What makes your jazz station memorable and consistent sounding? Should a jazz station adopt a "hit mentality"? How do you grab listeners from news and info blocks? What's up with getting underwriting from businesses and corporations? How is your relationship with the college or university? How do you deal with rising staff as you improve your stationality? How do you increase cume and TSL with your 25-54 target demo? These are some of the topics we can focus in on with specific takes. Co-hosted by WITR's Tony Gasparre and GAVIN's Keith Z. Special guests include: Judy Jankowsky (KLN), Kyle M. LaRue (WEAA), Gary Vercelli (KXJZ), Bert Gambini (WBFO), Mary Pat LaRue (WDCB), Neal Sapper (New World 'N Jazz),

Neil Gorov (Groov Marketing), Gabrielle Armand (Columbia Jazz), and Jerry Carter (WNCU).

2 p.m. *Poydras, 2nd Fl.*

HIP-HOP JUKEBOX JURY

While others are discussing ratings, sales, consolidation, and new technology, this session will focus on the real deal: breaking artists and hot new music! In this popular interactive listening session, we'll introduce some of the newest Hip-Hop jams on tap for 1999 and let the audience and the panel decide what works and what doesn't.

2:30 p.m. *Cabildo, 2nd Fl.*

GAVIN ALTERNATIVE AWARDS PRESENTATION

Join us as we crown the queens and kings of the Alternative radio and record industry. A sure-fire highlight of this always suspenseful event will be the video reel put together by Michael Halloran, former 91X and 92.5-San Diego PD, who chronicles "the year in Alternative." Don't miss it!

3 p.m. *Delgado, 2nd Fl.*

AMERICANA TOWN HALL MEETING: A NICHE IN TIME

Sponsored by Counterpoint Music Group and Barb Wire/Virgin Records

This event will kick off with the artistry of Barb Wire's **Flaco Jimenez**, featuring music from



Flaco Jimenez

the new album *Said and Done*, and more. A panel discussion follows, addressing how we can take Americana to the next level of awareness. Moderator will be Shannon McCombs, host of the syndicated radio show, *This Week in Americana*.

3:45 p.m. *Regency Soundstage, 3rd Fl.*

Y-100: "THE AMAZING FM" CLASS REUNION

There are great radio stations and then there's the legendary Y-100—"The Amazing FM"—the station that created the "predictable unpredictability." Members of the Legendary Y-100 (WHYI-Miami) team will remember the early days of the historic station. Expect Bill Tanner, Buzz Bennett, Tony Novia, Kid Curry, Dr. Dave Dunaway, current PD Rob

Roberts, GAVIN's Quincy McCoy, moderator Dave "The Duke" Sholin, and many more surprises.

4 p.m. *Burgundy, 4th Fl.*

GAVIN COLLEGE AWARDS PRESENTATION

Sponsored by Spectre Promotion, Ignition/Tommy Boy, Sealed Fate, Catapult Records, D Cide Records, Interscope Records, and The Planetary Group

And the winner is...*Ooh*, the excitement just makes me wanna burst. Who will win these prestigious awards: Station of the Year? MD of the Year? Label Rep of the Year? Label of the Year? Hey, it's New Orleans, so why not gamble on the winners.

4:30 p.m. *Póydras, 2nd Fl.*

STORY AND SONG: BOBBY BARE

Sponsored by Atlantic Records
This is the opportunity to get the

rest of the story in a relaxed platform for humorous tales and



Bobby Bare

acoustic tunes spanning the decades, from Old Dog, legend, and Atlantic Recording artist

Bobby Bare.

KCMU's Don Yates will preside.

4:30 p.m. *Esplanade, 2nd Fl.*

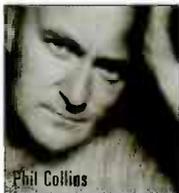
GAVIN RAP AWARDS PRESENTATION

Who has the industry voted the most important movers and shakers of the Hip-Hop world in 1998? Attend this celebration of Rap's key players in radio, record promotion, and retail, and see for yourself who takes home the prizes. Featuring the first-ever On the Rise and Woman of the Year awards.

5:30 p.m. *House of Blues (off-site)*

PHIL COLLINS LIVE

Collins will be performing his hits plus new music from the upcoming Disney animated film, *Tarzan*



Phil Collins

(soundtrack to

be released by Walt Disney Records). Special laminate is necessary for admittance. Please contact your Hollywood rep for more info.

9 p.m. *Mermaid Lounge (off-site)*

LOUISIANA RED HOT RECORDS' G.E. SMITH & TAYLOR BARTON

10 p.m. *Contemporary Arts Center (off-site)*

SONY CLASSICS'

TERRANCE BLANCHARD

Buses in front of Hyatt at 9:15 p.m. Look for Kohoutek Transportation.

11 p.m. *Suite #2206*

CHESKY RECORDS

SMOOTH JAZZ/JAZZ

HOSPITALITY SUITE

Celebrate the return of a Smooth Jazz and Jazz pioneer, trumpet player **Chuck Mangione**, who is poised to release his important comeback recording on the Chesky label, entitled *The Feeling's Back*. The record will be out in April, but meet Chuck at the final Seminar event of 1999.

MAP

musicians' assistance program

Once again this year, the Musicians' Assistance Program is the beneficiary of all proceeds raised during the GAVIN Silent Auction, which takes place in the Exhibit Hall (2nd Floor) on Thursday and Friday during the Seminar. Please stop by, browse through our variety of offerings, and make a bid if you feel so inclined.

MAP was founded in 1992 to help members of the music community recover from drug and alcohol addiction and abuse. Since then, over 300 music industry professionals have turned to MAP for help: more than 60 percent of them are still clean and sober today.

By making a simple phone call, anyone inside the music industry—from label executives, club and session musicians,

established recording artists, or behind-the-scenes professionals like recording engineers and producers—can be referred to a MAP treatment provider. The provider network includes services ranging from intervention, detoxification, inpatient and residential treatment to outpatient programs, partial hospitalization, sober living houses, and community referrals. MAP will subsidize the cost of treatment for those with limited funds or no insurance, and MAP monitors individual progress throughout via a peer network.

To find out more about MAP—whether you're seeking help or wish to volunteer—contact the organization at 817 Vine st., Hollywood, CA 90038; or call (888) MAP-MAP1 or (213) 993-3197.

Nominees



Congratulations to the 1999 Gavin Award Nominees...

Winners will be announced at individual format luncheons during the 1999 Gavin Seminar, February 18-21, in New Orleans. See you there!

TOP 40

Major Market (#1-20)

Station

KDWB-Minneapolis
KHKS-Dallas
KHS-Los Angeles
KRBE-Houston
WHTZ (Z100)-New York
WXKS-Boston

Major Market OM/PD

Dan Bowen, WSTR-Atlanta
Dan Kieley, KHS-Los Angeles
Mr. Ed Lambert, KHKS-Dallas
John Peake, KRBE-Houston
Tom Poleman, Z100-New York

Major Market APD/MD

J.R. Ammons, WSTR-Dallas
Tracy Austin, KHS-Los Angeles
Paul "Cubby" Bryant, Z100-New York
Jay Michaels, KRBE-Houston
John Reynolds, KHKS-Dallas

Large Market (#21-50)

Station

KKRZ-Portland
KMXV-Kansas City
WFLZ-Tampa
WNCI-Columbus
WPXY-Rochester

Large Market OM/PD

Tommy Austin, KKRZ-Portland
Brian Bridgman, WNKs-Charlotte
B.J. Harris, WFLZ-Tampa
Clarke Ingram, WPXY-Rochester
Jon Zellner, KMXV-Kansas City

Large Market APD/MD

Pete de Graaf, WXXL-Orlando
Dylan, KMXV-Kansas City
Davey Morris, WPRO-Providence
Neal Sharpe, WNCI-Columbus
Dom "Domino" Theodore, WFLZ-Tampa

Medium Market (#51-100)

Station

KQKQ-Omaha
KRQQ-Tucson
WABB-Mobile
WKRZ-Wilkes Barre
WWHT-Syracuse

Medium Market OM/PD

Wayne Coy, WABB-Mobile/KQKQ-Omaha
John O'Dea, WNNK-Harrisburg
J.J. Rice, WWHT-Syracuse
Tim Richards, KRQQ-Tucson
Darrin Stone, WABB-Mobile

Medium Market APD/MD

Tony Mann, WAPE-Jacksonville
JJ Morgan, KQKQ-Omaha
Mike Rossi, WSTW-Wilmington
Jerry Padden, WKRZ-Wilkes Barre
Randy Williams, KRQQ-Tucson

Small Market (#101-plus)

Station

WHTS-Quad Cities
WKCI-New Haven
WPST-Trenton
WZEE-Madison
WZOK-Rockford

Small Market PD

Scott Chase, WZOK-Rockford
Dave McKay, WPST-Trenton
Kelly Nash, WKCI-New Haven
Jimmy Steele, WZEE-Madison (now at WRVW-Nashville)
Tony Waitekus, WHTS-Quad Cities

Small Market APD/MD

David Jay, WZOK-Rockford
Tommy Bo Dean, WZEE-Madison
Mark Reid, KQKY-Kearney
Sally Vicious, WYCR-York
Chris Puorro, WPST-Trenton

Major Label

Arista
Atlantic
Columbia
Interscope
Reprise
Universal

Independent Label

Curb
DreamWorks
Hollywood
Jive
Red Ant

Sr./Exec. VP/Promotion

Jerry Blair, Columbia
Steve Ellis, Mercury
Andrea Ganis, Atlantic
Brenda Romano, Interscope
Greg Thompson, Elektra
Charlie Walk, Columbia

VP/Promotion

Jim Elliott, Arista Records
Scott Finck, Hollywood Records
Barney Kilpatrick, Warner Bros
Vicki Leben, Reprise Records
Lee Leipsner, Columbia Records
Bill Pfordresher, Elektra Records

National Promotion Executive

Ken Lucek, A&M
Karen McLellan, Jive
Eric Olesen, Elektra
Marc Ratner, DreamWorks
Felicia Swerling, Epic
Bob Weil, Reprise

RHYTHM CROSSOVER

Major Market Station (#1-20)

KYLD-San Francisco
WBBM/FM (B96)-Chicago
WERQ-Baltimore
WKTU-New York
WJMN-Boston
WQHT-(Hot 97)-New York

Major Market OM/PD

Joey Arbagey, KMEL-San Francisco
Frankie Blue, WKTU-New York
Tom Catococci, WERQ-Baltimore
Todd Cavanah, B96-Chicago
Cadillac Jack, WJMN-Boston
Michael Martin, KYLD-San Francisco

Major Market APD/MD

Erik Bradley, B96-Chicago
Andy Shane, WKTU-New York
Danny Ocean, WJMN-Boston
Maurice Devoe, WPGC-Washington
Jazzy Jim Archer, KYLD-San Francisco

Large Market (#21-50)

Station

KLUC-Las Vegas
KQKS-Denver
KGGI-Riverside
KTFM-San Antonio
WLLD-Tampa

Large Market OM/PD

Cat Collins, KQKS-Denver
Cat Thomas, KLUC-Las Vegas
Diana Laird, KGGI-Riverside (now at KHTS-San Diego)
Cliff Tredway, KTFM-San Antonio
Scott Wheeler, WHHH-Indianapolis

Large Market APD/MD

Steve Chavez, KTFM-San Antonio
Jesse Duran, KGGI-Riverside
Orlando, WLLD-Tampa
Melissa Stefas, KLUC-Las Vegas
Jennifer Wilde, KQKS-Denver

Medium Market (#51-100)

Station

KBFM-McAllen-Brownsville
KDON-Salinas-Monterey
KISV-Bakersfield
KKSS-Albuquerque
KPRR-El Paso

Medium Market OM/PD

John Candelaria, KPRR-El Paso
Mark Feather, KISV-Bakersfield (now at KGGI-Riverside)
Mickey Johnson, WBHJ-Birmingham
Tony Manero, KKSS-Albuquerque
Scooter B. Stevens, KDON-Salinas (now at KQBT-Austin)

Medium Market APD/MD

James Coles, KIKI-Honolulu
Tiffany Green, WJBT-Jacksonville
Jackie James, KKSS-Albuquerque
Picazzo, KDON-Salinas
Bobby Sato, KISV-Bakersfield

Small Market (#101-plus)

Station

KCAQ-Oxnard
KWNZ-Reno
KZFM-Corpus Christi
WJJS-Roanoke
WOCQ-Salisbury-Ocean City

Small Market OM/PD

Dan Garite, KCAQ-Oxnard
Mike Keane, KPSI-Palm Springs
David Lee Michaels, WJJS-Roanoke

Dan Watson, KHTN-Stockton
Wookie, WOCQ-Salisbury-Ocean City

Small Market APD/MD

Corn Dog, KCAQ-Oxnard
Jojo, KZFM-Corpus Christi
Melissa Morgan, WJJS-Roanoke
Pretty Boy Dante, KWLN-Stockton
Bill Shakespeare, KWVZ-Reno (now PD)

Major Label

Arista
Columbia
Interscope
Atlantic
Elektra

Independent Label

Def Jam
Jive
Priority
Relativity
Tommy Boy

VP/Promotion

Nino Cuccinello, Interscope
Tom Maffei, Arista
Tony Monte, RCA
Bruce Reiner, MCA
Lisa Velasquez, Atlantic

National Promotion Executive

Lisa Ellis, Columbia
John McMann, Jive
Debbie Peterson, MCA
John Strazza, RCA
Monte Shulman, Def Jam

ADULT CONTEMPORARY

Label of the Year

Arista
Atlantic
Columbia
Mercury
Warner Bros.

Label Promotion Executive

Mary Conroy, Atlantic
 Elaine Locatelli, Columbia
 Valerie Moses, Warner Bros.
 Claire Parr, Curb
 Mark Rizzo, Arista
 Kerry Wood, Mercury

Promotion Person

Bill Cason, Mercury
 D. Scott Meyers, GTSP
 Linde Thurman, Elektra
 Etoile Zisselman, Arista

Independent Promotion Person

Donna Brake, Donna Brake Promotion
 Tom Callahan, Callahan & Associates
 Rhonda Herlich, RJ Promotions
 Sandi Lifson, Sandi Lifson Promotion
 Mike Martucci, Tucci Promotions
 Tom Mazzetta, Mazzetta Promotion

Major Market Station

KOST-Los Angeles
 KVIL-Dallas
 WBEB-Philadelphia
 WLIT-Chicago
 WLTE-Minneapolis
 WLTW-New York

Major Market Program Director

Bill Curtis, KVIL-Dallas
 Mike Del Rosso, KESZ-Phoenix
 Mark Edwards, WLIT-Chicago
 Jhani Kaye, KOST-Los Angeles
 Gary Nolan, WLTE-Minneapolis
 Jim Ryan, WLTW-New York

Major Market Music Director

Johnny Chiang, KOST-Los Angeles
 Tony Coles, KBIG-Los Angeles
 David Joy, WPCF-Atlanta
 Charlie Lombardo, WALK-Long Island
 Alex O'Neal, KVIL-Dallas
 Donna Rowland, WBEB-Philadelphia

Large/Medium Market Station

KKCW (K103)-Portland
 KOSI-Denver
 KSFI-Salt Lake City
 WDOO-Cleveland
 WRCH-Hartford, Conn.
 WSNY (Sunny 95)-Columbus, Ohio

Large/Medium Market Program Director

Allan Camp, WRCH-Hartford, Conn.
 Dain Craig, KSFI-Salt Lake City
 Tom Holt, WWLI-Providence
 Chuck Knight, WSNY (Sunny 95)-Columbus, Ohio
 Scott Taylor, KOSI-Denver

Large/Medium Market Music Director

Mark Bingaman, WSNY (Sunny 95)-Columbus, Ohio
 Joe Hahn, WRCH-Hartford, Conn.
 Lyle Morris, KSFI-Salt Lake City
 Thom Walsh, KUDL-Kansas City, Mo.

Small Market Station

KELO-Sioux Falls, S.D.
 KOSO-Modesto, Calif.
 WBBQ-Augusta, Ga.
 WFMK-Lansing, Mich.
 WKWK/FM-Wheeling, W. Va.
 WQLR-Kalamazoo, Mich.

Small Market Person

Reid Holten, KELO-Sioux Falls, S.D.
 Donna Miller, KOSO-Modesto, Calif.
 Max Miller, KOSO-Modesto, Calif.
 John Patrick, WBBQ-Augusta, Ga.
 Brian Walker, WRZI-Elizabethtown, Ky.

HOT A/C**Major Market Station**

KDMX-Dallas
 KFMB-San Diego
 KLLC-San Francisco
 KYSR-Los Angeles
 WBMX-Boston
 WPLJ-New York

Major Market Program Director

Barry James, WTMX-Chicago
 Tracy Johnson, KFMB-San Diego
 Louis Kaplan, KLLC-San Francisco
 Angela Perelli, KYSR-Los Angeles
 Scott Shannon, WPLJ-New York
 Greg Strassell, WBMX-Boston

Major Market Music Director

Rich Anhorn, KHMX-Houston
 Chris Ebbott, KYSR-Los Angeles
 Jaime Kartak, WTMX-Chicago
 Tony Mascaro, WPLJ-New York
 Julie Nakahara-Stoeckel, KLLC-San Francisco
 Lisa Thomas, KDMX-Dallas

Large/Medium Market Station

KAMX-Austin
 KMXB-Las Vegas
 KZZO-Sacramento
 WKTI-Milwaukee
 WMC-Memphis
 WSSR-Tampa

Large/Medium Market Program Director

Danny Clayton, WKTI-Milwaukee
 Chuck Collins, WKDD-Akron
 Dusty Hayes, KAMX-Austin and WXPT-Minneapolis
 Chuck Morgan, WSSR-Tampa
 Duncan Payton, KMXB-Las Vegas

Large/Medium Market Music Director

Kozman, KMXB-Las Vegas
 Drew Michaels, KZPT-Tucson
 Leonard Peace, WKTI-Milwaukee
 Jack Stevens, KAMX-Austin
 Bruce Wayne, WMC-Memphis

Promotion Person

Nick Bedding, Capitol
 Debbie Cerchione, Island
 Scott Emerson, A&M
 Dana Keil, Elektra
 Cheryl Khaner, RCA

URBAN**Major Market Station**

WBLS-New York
 WGCI-Chicago
 WVEE-Atlanta
 WUSL-Philadelphia
 WHUR-Washington
 KKDA-Dallas
 KBXX-Houston

Major Market Program Director

Vinny Brown, WBLS-New York
 Helen Little, WUSL-Philadelphia
 Hector Hannibal-Washington
 Elroy Smith, WGCI-Chicago
 Michael Saunders, WJLB-Detroit
 Tony Brown, WVEE-Atlanta

Major Market Music Director

Glenn "Golden Boy" Cooper, WUSL-Philadelphia
 Kashon Powell, KBXX-Houston
 Michell Campbell, WBLS-New York
 Carla Boatner, KMJQ-Houston
 Kris Kelly, WAMO-Pittsburg

Large/Medium Market Station

WQUE-New Orleans
 WPEG-Charlotte
 WOWI-Norfolk
 KPRS-Kansas City

Large/Medium OM/ PD

Brian Wallace, WTLC, Indianapolis
 Gerod Stevens, WQUE-New Orleans
 Andre Carson, WPEG-Charlotte
 Sam Weaver, KPRS-Kansas City
 Skip Dillard, WBLK-Buffalo
 KJ Holiday, WOWI-Norfolk

Large/Medium Market Music Director

Nate Quick, WPEG-Charlotte
 Rick Walker, KDKO-Denver
 Myron Fears, KPRS-Kansas City
 Vicki Buchanan, WTIC-Indianapolis
 Heart Attack, WOWI-Norfolk

Small Market Station

WBHJ-Birmingham, Ala.
 KIZ-Killeen, Texas
 WJMI-Ridgeland
 WROU-Dayton
 WJMI-Jackson, Miss.

Small Market OM/ PD

Mickey Johnson, WBHJ-Birmingham
 Niecy Davis, WBLX-Mooile
 Stan Branson, WJMI-Jackson, Miss.
 Phillip March, WFXE-Columbus, Ga.
 Desarea Downs, WLJM-Lima, Ohio
 Michael Maguire, KIZ-Killeen

Small Market Music Director

Phil Daniels, WPLZ-Richmond, Va.
 Kelly Berry, WJMZ-Greenville, S.C.
 "DJ" Gold, WAHY-Lexington, KY
 Jewel Carter, WEAS-Savannah, GA

Urban A/C Station

WHUR-Washington, D.C.
 WVAZ-Chicago
 WDAS-Philadelphia
 WYLD-New Orleans
 KMJQ-Houston
 KJLH-Los Angeles

Urban A/C OM/ PD

Hector Hannibal, WHUR-Washington, D.C.
 Maxx Myrick, WVAZ-Chicago
 Carl Conners, KMJQ-Houston
 LeBron Joseph, WYLD-New Orleans
 Cliff Winston, KJLH-Los Angeles
 Kathy Brown, WWIN-Baltimore

Heritage Station of the Year

WHUR-Washington, D.C.
 WDAS-Philadelphia
 WBLS-New York
 KJLH-Los Angeles
 WAMO-Pittsburgh
 KPRS-Kansas City

Major Label of the Year

Elektra
 MCA
 Red Ant
 RCA
 Arista
 Atlantic
 Columbia

Executive of the Year

Richard Nash, Elektra Entertainment
 Michael Johnson, RCA
 Wayman Jones, Motown
 Benny Pough, MCA
 Manny Bella, Atlantic
 Ruben Rodriguez, Red Ant
 Mike Kelly, Elektra Entertainment
 Demmette Guidry, Columbia

National Promotion Person

Vanessa Barryer, Arista
 Ken James, MCA
 Maurica Warfield, Epic
 Kathi Moore, Red Ant
 Cynthia Johnson, Columbia
 Jodi Williams, RCA

Artist of the Year

Laurn Hill
 Mya
 Divine
 Kelly Price
 R. Kelly
 LSG
 Dru Hill

RAP**Commercial Station**

WQHT (Hot 97)-New York
 KKBT (The Beat)-Los Angeles
 KPWR (Power 106)-Los Angeles
 WOWI-Norfolk, Va.

College/Community Station

WQOV-Hampton, Va.
 KSJS-San Jose, Ca.
 WRAS-Atlanta
 KSCR-Los Angeles

Mixshow DJ/Personality

Baka Boyz, KPWR-Los Angeles
 Sway & Tech,
 The Wakeup Show
 Budda Brothers,
 WOWI-Norfolk
 Julio G, KKBT-Los Angeles
 Funkmaster Flex, WQHT-New York

College/Community Programmer

Jay Wright, WQOV-Hampton
 Warren Peace, KUNV-Las Vegas
 Mike Nice WNCU-Durham, N.C.
 Michelle Ortiz, KSFS-San Francisco

Retailer of the Year

Fat Beats, New York
 V.I.P. Records, Long Beach, Ca.
 Ear Wax, Atlanta
 George's Music Room, Chicago

Major Label of the Year

Columbia
 Elektra
 Def Jam
 MCA

Independent Label (Major Distribution)

Loud Records
 No Limit Records
 Jive Records
 Priority Records
 Relativity Records

Independent Label (Self-Distributed)

Rawkus Records
 Makin' Records
 Tommy Boy Records
 ABB Records

Record Pool

Heavyweights, Los Angeles
 Table of Distinction, Maryland
 Impact, Los Angeles
 Big Dawg, New York
 V.I.P., Chicago

College/Mixshow Promotion Person

Mong Chan, Loud
 Mike Spivey (formerly Interscope)
 Roddy Rod Edwards, Priority
 Al Lindstrom, Jive

Promotion/Marketing Exec

Chris "Atlas" McDaniel,
 Tommy Boy
 Rene McLean, Interscope
 Marlo Martin, Relativity
 Garnett Reid, Universal

Independent Promotion Person

J. Grand, Makin' Records
 Byze-One, IPLN
 Ray Tamarra
 Rene Sandy & Wes Jackson,
 Seven Heads

THE NEXT LEVEL AWARDS For Those on the Rise and Going Places:

DJ On the Rise
 Mike Nice, WNCU-Durham, N.C.
 DJ Mecca, 88HIPHOP
 Warren Peace, KUNV-Las Vegas
 Icy Ice, KKBT-Los Angeles

Executive On the Rise

Al Lindstrom, Jive
 Rene McLean, Interscope
 Chris "Atlas" McDaniel,
 Tommy Boy
 J. Grand

Rap Woman Award

Marlo Martin, Relativity
 Jennifer Norwood, Priority
 Aisha White, Epic Records
 Crystal Isaacs, Atlantic

TRIPLE A**Major Market Station**

KBCO-Denver/Boulder
 KFOG-San Francisco
 KKZN-Dallas/Fort Worth
 KMTT-Seattle
 KTCZ-Minneapolis/St. Paul
 WXRT-Chicago

Market 25+ Station

KBAC-Santa Fe
KGSR-Austin
KPIG-Watsonville
KTHX-Reno
WNCS-Montpelier
WRNX-Holyoke

Non Commercial Station

KSUT-Ignacio
WFPK-Louisville
WFUV-New York
WNCW-Spindale
WYEP-Pittsburgh
WXPX-Philadelphia

Major Market OM/PD

Dave Benson, KBCO-
Denver/Boulder
Dennis Constantine, KINK-
Portland
Lauren MacLeash, KTCZ-
Minneapolis/St. Paul
Paul Marszalek, KFOG-
San Francisco
Jason Parker, KMTT-Seattle
Norm Winer, WXRT-Chicago

Markets 25+ OM/PD

Barbara Dacey, WMVY-
Martha's Vineyard
Jody Denberg, KGSR-Austin
Pat Gallagher, WMMM-
Madison
Ira Gordon, KBAC-Santa Fe
Bruce Van Dyke, KTHX-Reno
Dave Witthaus, WRNX-
Holyoke

Non Commercial OM/PD

Mark Keefe, WNCW-Spindale
Shana LiVigni, KPCC-Pasadena
Dan Reed, WFPK-Louisville
Bill Stewart, KIWR-Omaha
Bruce Warren, WXPX-
Philadelphia

Major Market APD/MD

Scott Arbough, KBCO-
Denver/Boulder
Dean Carlson, KMTT-Seattle
Bill Evans, KFOG-San Francisco
Patty Martin, WXRT-Chicago
Mike Mullaney, WXRV-Boston
Mike Wolf, KTCZ-
Minneapolis/St. Paul

Markets 25+ APD/MD

Susan Castle, KGSR-Austin
Dean Kattari, KOTR-San Luis
Obispo
Jeff Martin, WDOD-
Chattanooga
Jody Peterson, WNCS-
Montpelier
Harry Reynolds, KTHX-Reno
Tom Teuber, WMMM-Madison

Non Commercial APD/MD

Maxx Faulkner, WCBE-
Columbus
Chuck Horn, WDET-Detroit
Rita Houston, WFUV-New York
Stasia Lanier, KSUT-Ignacio
Shawn Stewart, WXPX-
Philadelphia

Major Label of the Year

Capitol
Mercury
RCA
Reprise
Virgin
Warner Bros.

**Independent Label
(with major label
distribution)**

Capricorn
DreamWorks
Maverick
Outpost
Rounder
WORK

Independent Label

Aware
Alligator
E-Squared
Razor & Tie
Righteous Babe
Rykodisc

Major Label**Promotion Person**

Nick Bedding, Capitol
Alex Coronfly, Reprise
David Einstein, Mercury
Lisa Michelson, Elektra/EEG
Bonnie Slifkin, Atlantic
Nancy Stein, Warner Bros.

Independent Label**Promotion Person**

(with major label
distribution)
Cathy Burke, Blackbird/Sire
Jeff Cook, Capricorn
Pam Edwards, WORK
Bud Harner, Verve
Leslie Rouffe, Rounder

Independent Label**Promotion Person**

Dave Bartlett, Tone Cool
Meg MacDonald, Vanguard
Michael Marrone, Rykodisc
Sean O'Connell,
Righteous Babe
Liz Opoka, Razor & Tie

Independent Promotion**Person**

Michele Clark, Michele
Clark Promotion
Sean Coakley, Songlines
Michael Ehrenberg,
Outsource Music
Susan Levin, Coast to Coast
Harry Levy, Levitation
Entertainment
Kevin Sutter, M3

**Major Label Artist and
Album**

Barenaked Ladies, Stunt (Reprise)
Chris Isaak, Speak of the Devil
(Reprise)
Lyle Lovett, Step Inside This
House (Curb/MCA)
Dave Matthews Band, Before
These Crowded Streets (RCA)
Semisonic, Closing Time (MCA)
Lucinda Williams, Car Wheels
on a Gravel Road (Mercury)

Imprint or Independent**Artist and Album**

Ani DiFranco, Little Plastic
Castle (Righteous Babe)
Everything, Supernatural
(Blackbird/Sire)
Emmylou Harris, Spyboy
(Eminent)
Jennifer Kimball, Veering From
the Wave (Imaginary Road)
Susan Tedeschi, Just Won't
Burn (Tone Cool/Rounder)

Zimmerman Ear**Special Achievement****Award: Radio**

John Bradley,
SBR Creative Media
Dean Carlson, KMTT-Seattle
Bruce Warren, WXPX-
Philadelphia
Norm Winer, WXRT-Chicago

Zimmerman Ear**Special Achievement****Award: Records**

Alex Coronfly, Reprise
David Einstein, Mercury
James Evans, Interscope
Paulette McCubbin, Frequency
Lounge
Nancy Stein, Warner Bros.

ALTERNATIVE**Major Market Station**

99X-Atlanta
KNDD-Seattle
KNRK-Portland
KROQ-Los Angeles
Q101-Chicago
WBCN-Boston

Medium Market Station

KNRX-Kansas City
KXRX-Salt Lake City
KXTE-Las Vegas
WBRU-Providence
WEDG-Buffalo

Small Market Station

KHLR-Brian
KJEE-Santa Barbara
KMYZ-Tulsa
KRZQ-Reno
WHMP-Springfield
WRAX-Birmingham

Major Market OM/PD

Leslie Fram, 99X
Alex Luke, Q101
Phil Manning, KNDD
Oedipus, WBCN
Kevin Weatherly, KROQ

Medium Market OM/PD

Ron Bunce, KWOD
John O'Connell, WPBZ
Tim Schiavelli, WBRU
Sean Smyth, KNRX
Rich Wall, WEDG

Small Market OM/PD

Rob "Blaze" Brooks, KZRQ
Chris Brunt, WWDX
Eddie Gutierrez, KJEE
Adam Wright, WHMP
Dave Rossi, WRAX

Major Market MD

Aaron Axelsen, Live105
Lenny Diana, WXDX
Pat Ferrise, WHFS
Chris Patyk, KEDJ
Mike Peer, WXRK

Medium Market MD

Dave Hill, WMRQ
John Michael, WRXQ
Chris Ripley, KXTE
Alan Rantz, WXEG
Raz, KWOD

Small Market MD

Jana Baldwin, WAVF
Stephen Bottomley, WEQX
Heather Combs, KRZQ
Julie Forman, KTEG
Steve Picard, WBZT

Major Label

Atlantic
Capitol
Geffen
Interscope
Virgin

Indie Label

Astralwerks
Capricorn
Mammoth
Trauma
Vel-Vel
Wind-Up

Major Label Promotion**Person**

Tom Biery, Warner Bros.
Brian Corona, Capitol
Bob Divney, Reprise
Robbie Lloyd, Interscope
Jaqueline Saturn, Epic
Gary Spivack, Atlantic

Indie Label Promotion**Person**

Mike Abbatista, Vel, Vel
Marc Alghini, Astralwerks
Nan Fisher, Capricorn
Shanna Fischer, Wind, Up
Sean Maxson, Mammoth
Kristin Meyer, Sub Pop

Independent Promotion**Person**

Scott Burton, McClusky
Jon Cohen, Cornerstone
Jonathon Lev, Mutant
Thomas Westfall, McClusky
Del Williams, A.R.M.S.

COLLEGE**Station of the Year**

KXLU-Los Angeles, CA
WFMU-Jersey City, NJ
WICB-Ithaca, NY
WNHU-West Haven, CT

Music Director of the Year

Ron Brown, WNHU-
West Haven, CT
Casey Kerchner, WICB-
Ithaca, NY
Brad Pfranger, WUMS-
University, MS
Kerensa Wight, KUGS-
Bellingham, WA

Major Label of the Year

Capitol
Geffen/DGC
Virgin
Warner Bros.

**Major-Affiliated
Independent Label**

Astralwerks
Grand Royal
Matador
Sub Pop

Independent Label

Drag City
Jade Tree
Jet Set
Thrill Jockey

Label Promotion Person

Lawrence Lui, V2
Julie Muncy, Warner Bros.
Mike Powers, Maverick
Crystal Stephens, Astralwerks

Independent Promotion**Person**

Jen Fowler, AAM
Jon Landman, The Syndicate
Dave Sanford, S.P.E.C.T.R.E.
Gary Sherwood, AAM

ACTIVE ROCK**Major Market Station**

KUPD-Phoenix, AZ
KIOZ-San Diego, CA
WRIF-Detroit, MI
WAAF-Boston, MA
WWDC-Washington, DC
WXTM-St. Louis, MO

Major Market OM/PD

Greg Stevens, KEGI-Dallas, TX
Doug Podell, WRIF-Detroit, MI
J.J. Jefferies, KUPD-
Phoenix, AZ
Neal Mirsky, WYSP-
Philadelphia, PA
Tommy Mattern, WXTM-St.
Louis, MO

Major Market MD

Buddy Rizer, WWDC-
Washington, DC
John Osterlind, WAAF-
Boston, MA
Shanon Leder, KIOZ-
San Diego, CA
Cathy Faulkner, KISW-
Seattle, WA

Medium Market Station

KRXQ-Sacramento, CA
WLZR-Milwaukee, WI
KISS-San Antonio, TX
WMFS-Memphis, TN

Medium Market OM/PD

Curtiss Johnson, KRXQ-
Sacramento, CA
Keith Hastings, WLZR-
Milwaukee, WI
Brad Hardin, WXTB-Tampa, FL
Dick Sheetz, WJRR-Orlando, FL

Medium Market MD

Marilyn Mee, WLZR-
Milwaukee, WI
Kylee Brooks, KRXQ-
Sacramento, CA
Pat Lynch, WJRR-Orlando, FL
Al Scott, KUFO-Portland, OR

Small Market Station

KZRQ-Springfield, MO
KTUX-Shreveport, LA
KNJY-Spokane, WA
KRZR-Fresno, CA

Small Market OM/PD

Paul Cannell, KTUX-
Shreveport, LA
E. Curtis Johnson, KRZR-
Fresno, CA
Jave Patterson, KFMW-
Waterloo, IA
Rick Hawk, KIL0-Colorado
Springs, CO

Small Market MD

Jon Terry, KIBZ-Lincoln, NE
Mark the Shark, WTKX-
Pensacola, FL
Chili Walker, WWBN-Flint, MI
John Carroll, WQLZ-
Springfield, IL

Major Label

Elektra
Columbia
Capitol
Hollywood

Major Label Promo Person

Al Tavera, Elektra
Warren Christensen, Geffen
Howard Leon, Universal
Ray Gmeiner, Virgin

Indie Label

TVT
Wind-Up
Trauma
Roadrunner

Indie Label Promo Person

Mark Abramson, TVT
JoAnne Grand, Wind-Up
Wendy Naylor, Wind-Up
Joe Guzik, Roadrunner

Rookie Station

WPUP-Athens, GA
KZRQ-Springfield, MO
WXTM-St. Louis, MO
KMBR-Butte, MT

Rookie Promo Person

Joey Scoleri, Hollywood
Mari Dew, Trauma
William Marion, Sire
Matt Shay, Loosegroove

An Invitation to

LIFEbeat's Breakfast with Special Guest

Steve Smith

Host Committee:

John Christian, KWLN
Tracy Cloherty, WQHT
Dave Du'ose, WBHL/WBHK
Steve Hclbrook, WCFB
Yal Mackey, KPWR
Tony Maaero, KKSS
Jerry McKenna, WYXX/WAAX
Judy McClurt, WXXY
Chris Miller, KBOS
Diane Obermeyer, KPWR
Robin Pechotta, KXXX
Bruce St. James, KXFR
Brian Wallace, WTLC
Gary Weiss, WDMH/WQMG
Brian White, KISS
Deldra Williams, WTWZ
Damion Young, KPWR

112, Lenny Bear, Manny Bella,
Jerry Blair, John Boukos, Brandy,
Danny Buch, Gerry Cagle,
Dale Cannone, Mariah Carey,
Bob Catania, Sean Combs,
Phil Costello, Rick Cummings,
Yal DeLong, Judy Ellis, Lisa Ellis,
Steve Ellis, Erica Farber,
Barry Fiedel, Andrea Garis,
Ron Geslin, Mark Gortlick,
John Gwonn, Jimmy Hester,
Dru Hill, Lauryn Hill,
Dan Hubbard, LL Cool J,
Montell Jordan, Mike Kaiser,
Craig Kallman, Steve Kline,
Craig Lambert, Queen Latifah,
Dennis Lavinthal, Greg Lawley,
Kevin Liles, Kevin McCabe,
Bonny Medina, Tony Monte,
Michael Newman, NEXT, Tony Novia,
Richard Palmese, Brad Patrick,
Marthe Reynolds, Joe Riccitelli,
Lionel Ridenour, Brenda Romano,
Theda Sandiford-Waller, Jack Satter,
Andy Schuon, Chris Schwartz,
Hillary Shaev, Rob Stone,
Greg Thompson, John Trienis,
Bryan Turner, Doc Wymtor, Jay-Z

LIFEbeat, The Music Industry Fights AIDS
and our Guest Host, Radio Consultant Steve Smith,
Invite You to Help Launch LIFEbeat's
Zero Transmissions by 2001 Campaign

Please Join Us for Breakfast
on February 24, 1999

Asia de Cuba
at the Mondrian Hotel
8440 West Sunset Boulevard
Los Angeles, CA
10:00 AM - 11:30 AM

\$250 Per Person Includes:
1 Ticket for Breakfast and
Listing in Event Program

\$2500 Donation Includes:
10 Tickets for Breakfast and
Platinum Listing in Event Program

Please R.S.V.P. to Barri Cillié by February 17
at 212-965-8900 or Fax your R.S.V.P
to 212-965-3910 to Reserve a Space
(Visa, Mastercard or American Express)

LIFEbeat's Board:

Daniel Glass
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Karen Colamussi
Gary Dell'Abate
Judy McGrath
Denise Rich
Hillary Rosen
Tim Rosta
John Shea
Mitch Slater
John Sykes
Gabriel Torres, M.D.
Yeronica Webb

In 1999, LIFEbeat, the Music Industry
Fights AIDS is launching a fundraising
and awareness campaign that will direct
millions of dollars to local HIV/AIDS and
youth-focused organizations that are
engaged in helping America's youth
from getting infected with HIV.

LIFEbeat is a 501(c)3 organization.
Donations are tax deductible
to the extent allowable by law.

This Event is Generously
Underwritten By Denise Rich.



THE
MUSIC
INDUSTRY
FIGHTS
AIDS

Restaurants

Crescent City Cuisine

So you're in New Orleans, your nights are open, and you've got the company expense card in your pocket. Sounds like the perfect reason to sample some of the best flavors this side of the Mississippi. But where to begin? To help you decide, the following restaurant reviews are excerpted with permission from neworleansonline.com. Enjoy...

FRENCH QUARTER

ACME OYSTER AND SEAFOOD HOUSE

725 Iberville Street (504) 522-5552
Acme is a hard working, efficient, and decidedly crowd-pleasing operation. Almost everybody starts with a dozen cold ones ordered at the bar. Besides the "New Orleans Specialties" such as red beans, creole jambalaya, and seafood gumbo, fried seafood plays a major role at Acme.

ALEX PATOUT'S LOUISIANA RESTAURANT

221 Royal Street (504) 525-7788
Nationally acclaimed Southern Louisiana cuisine. *Gourmet Magazine* raves: "...the lighting is subdued, the service polished, the linen impeccable, and the food and wine superior." Within walking distance of all major hotels. Private dining rooms available.

ARNAUD'S RESTAURANT

813 Bienville Street (504) 523-5433
Spectacular Creole Cuisine and outstanding service. Arnaud's has six public dining rooms reflecting authentic French Quarter ambiance and twelve private dining rooms decorated in turn-of-the-century splendor. An incomparable Mardi Gras Museum housing the most extensive collection of Carnival costumes is also on the premises.

BACCO

310 Chartres Street (504) 522-2426
Another hit from the Commanders Palace family of restaurants, Bacco is a great New Orleans bistro specializing in home-made pastas, wood-fired pizzas and/orcini roasted duck, crabmeat & pappardelle

pasta and our italian sausage pesto pizza. Situated in the heart of the French Quarter, Bacco boasts stunning decor, courtyard dining (seasonal) and a festive Sunday jazz brunch. Dress is casual—come decked out in blue jeans to black tie.

BAYONA

430 Dauphine Street (504) 525-4455
Bayona has been distinguished as one of the top 40 places to dine in the U.S. by Conde Nast in 1993. Bayona is located in a romantic 150-year old creole cottage in the historic French Quarter. You may choose to be served while seated in our lush tropical courtyard, where you will dine on Chef Susan Spicer's nationally acclaimed cuisine.

BELLA LUNA

914 North Peters Street (504) 529-1583
Chef Horst Pfeifer provides an eclectic menu with New Orleans, Continental, and Southwestern influences. Overlooking the Mississippi River and offering views of the Central Business District and French Quarter rooftops, Bella Luna has been described as one of the country's most romantic restaurants.

BRENNAN'S

417 Royal Street (504) 525-9711
Located in the heart of the historic French Quarter within walking distance of most major hotels and attractions, Brennan's sets itself apart from an array of fine restaurants in New Orleans. "Breakfast at Brennan's" is a tradition for local New Orleanians and visitors from around the world, while dinner recently received the highest rating from the *New*

Orleans Times-Picayune newspaper, 5 beans out of 5.

BROUSSARD'S

819 Conti Street (504) 581-3866
Located only 1/2 block from Bourbon Street, this beautiful restaurant features three elegant dining rooms which overlook a lush, tropical courtyard. A romantic bar occupies the area once used as a carriageway. The menu features classic creole cuisine prepared in the traditional manner. Try the shrimp with two remoulades, pecan stuffed salmon, or panee'acadian. Broussard's celebrated its 75th anniversary in the fall of 1995.

CAFE DU MONDE

800 Decatur Street (504) 581-2914
Since 1862 this has been the original French Market coffee stand serving cafe au lait and beignets. A New Orleans landmark, located directly across from Jackson Square and the Pontalba apartments, Cafe du Monde offers the original beignet, the state doughnut of Louisiana. Coffee and chicory is a New Orleans favorite, mixed half-and-half with hot milk as cafe au lait. Other locations at the Riverwalk, New Orleans Centre, Oakwood Mall, Lakeside Mall, and Esplanade Mall. Cash only.

CAFE GIOVANNI

117 Decatur Street (504) 529-2154
Award-winning Chef Duke LoCicero continues to serve up his delectable New World Italian cuisine at this chic eatery just a few blocks off Canal Street. From your first bite of prosciutto pinwheels to your last savory taste of pasta gambino,

you'll know you're dining somewhere special. Complimentary valet parking. Rated one of the top six new restaurants by *New Orleans* magazine, and four stars by restaurant critic Tom Fitzmorris.

CAFE SBISA

1011 Rue Decatur Street (504) 522-5565
Founded in 1899, Cafe Sbisa captures the romance of the historic French Quarter. Nationally acclaimed Chef Gerard Maras, formerly Executive Chef of Mr. B's, prepares such regional favorites as bayou crabcakes and BBQ shrimp of Gulf fish with pan fried oysters and a creole meuniere sauce.

COURT OF TWO SISTERS

613 Royal Street (504) 522-7273
Experience the ambiance of the largest historical dining courtyard in the French Quarter with flowering plants and flowing fountains. Listen to the strolling live jazz trio during the daily brunch buffet, serving Eggs Benedict, omelets, and a feast of local specialties, or enjoy a romantic five star creole dinner surrounded by softly glittering glass lights.

GALATOIRE'S RESTAURANT

209 Bourbon Street (504) 525-2021
Located in the historic French Quarter, Galatoire's has the reputation of being the best of the old line establishments of New Orleans. Along with excellent French Creole cuisine, a festive and yet elegant atmosphere lures locals and visitors alike. Steeped in tradition and run by fourth generation proprietors, Galatoire's has delighted the many who have dined on renowned specialties such as shrimp

remoulade, oysters en brochette, and crabmeat Yvonne.

K-PAUL'S LOUISIANA KITCHEN

416 Chartres Street (504) 524-7394
Owned and operated by Chef Paul Prudhomme since 1979, K-Paul's Louisiana Kitchen has recently undergone a complete renovation and now features scenic balcony and romantic courtyard dining, spacious dining rooms, three kitchens, and a bakery. There is also K's Parlor for private parties and corporate events, which can seat up to 60 people. For larger functions, the entire upstairs is available and seats a maximum of 115 guests. In addition, K-Paul's offers special menus for off-site events.

LA LOUISIANE

725 Iberville Street (504) 523-4664
Established in 1881, this traditional French Creole cuisine restaurant features private dining rooms as well as group menus. Lunch is available for groups of 15 or more.

LOUIS XVI

730 Rue Bienville (504) 581-7300
One of only seven local restaurants to receive the prestigious DIRONA award for dining excellence, Louis XVI features classic French cuisine served tableside in the European tradition.

MR. B'S BISTRO

201 Royal Street (504) 523-2078
This clubby, relaxed, and comfortable French Quarter bistro specializes in contemporary Creole cooking. Hickory grilled meats, seafood, and vegetables dominate a menu lush with local and regional ingredients.

NAPOLEON HOUSE BAR AND CAFE

500 Chartres Street (504) 524-9752
Housed in a historic landmark dating from 1797 and family-owned since 1914, this European-style cafe serves local sandwiches, soups, salads, gumbo, and jambalaya. The atmosphere is unique and casual, the music is classical. Tuesday through Saturday evenings enjoy Mediterranean French cuisine from Girod's Bistro.

NOLA

534 St. Louis Street (504) 522-NOLA
NOLA features Chef Emeril Lagasse's unique style of new New Orleans cuisine—a light version of Creole cuisine with occasional ethnic twists; rustic Cajun cooking featuring Louisiana products. Located in a renovated French Quarter warehouse with a bright yellow stucco facade and second floor balcony. Private dining rooms are available on NOLA's third floor.

REDFISH GRILL

115 Bourbon Street (504) 598-1200
Poised to become New Orleans' definitive casual seafood restaurant, Redfish Grill, under the culinary direction of Executive Chef Mitch Engleman, boasts a variety of fresh seafood selections, including an abundant supply of fresh gulf shell fish, fin fish, a raw oyster bar, and several other New Orleans classic seafood dishes like baked oysters, crawfish etouffe (in season), and barbeque shrimp po boys.

ROYAL CAFE

700 Royal Street (504) 528-9086
A fantastic romantic dining experience! Here you will have the opportunity to dine on Royal Street's most photographed balcony. Royal Cafe offers the unique mix of fabulous food with a fabulous view. Try award-winning dishes such as Louisiana crabcakes with corn macque choux and penne pasta with smoked duck sausage. An imaginative bar and private upstairs dining rooms with their own balconies makes this restaurant a local favorite.

THE BISTRO AT MAISON DE VILLE

727 Rue Toulouse Street (504) 561-5858
A French bistro located in the heart of the French Quarter. The Bistro at Maison De Ville serves contemporary stylish fare in surroundings of a chic intimate atmosphere. Local restaurant critic Gene Bourg says, "Bistro trademarks—clever combinations of impeccably fresh ingredients in light, delicately flavored sauces. One of the top ten restaurants in New Orleans."

TONY MORAN'S RESTAURANT

240 Bourbon Street (504) 523-3181
A New Orleans favorite, Tony Moran's offers a combination of elegant atmosphere and the best Northern Italian cuisine in the city. The menu includes a selection of traditional family recipes handed down from Tony Moran's father, "Diamond" Jim Moran. Enjoy fresh pasta made daily, veal, steaks, shrimp Moran, and more.

DOWNTOWN

BON TON CAFE

401 Magazine Street (504) 524-3386
Serving authentic Cajun dishes from family recipes since the 1950s. Friendly service and great food served with Old New Orleans ambiance in a casual atmosphere. Located in the Central Business District adjacent to the French Quarter, Bon Ton is the oldest cajun restaurant in New Orleans. Try the 5-course crawfish sampler dinner.

MIKE'S ON THE AVENUE

628 St. Charles Avenue (504) 523-1709
Chef Mike Fennelly and partner Vicky Bayley's answer to the call for a new

cross-cultural cuisine. Conceived from numerous culinary influences including Asian, Southwestern, and Creole, Mike's has received the highest ratings locally. *Esquire* magazine called Mike's "the most exciting place in town."

PALACE CAFE

605 Canal Street (504) 523-1661
New Orleans' premiere seafood restaurant. voted best casual restaurant 1994 (*New Orleans Magazine*). Jazz murals. Best seafood boil. Blues brunch. Serious desserts. Life's short. Eat well...

THE GRILL ROOM AT THE WINDSOR COURT

300 Gravier Street (504) 522-1992
Modeled after the famed Grill in London's Savoy Hotel, the Grill Room is located on the second floor of the Windsor Court Hotel. In a city known for spectacular food, the Grill Room is recognized for a special blend of cuisine's best described as "New Orleans Grande Cuisine." Over the years, the Grill room has been honored as one of the fine dining establishments of the United States and Europe.

UPTOWN

COMMANDER'S PALACE

1403 Washington Avenue (504) 899-8221
New Orleans magazine Chef of the Year (1996) and Favorite Overall Restaurant (1995). *GQ's* Golden Dish Award for Eggs Sardou. Located in the historic Garden District. You can walk through the kitchen to the bar and patio. Rated five stars. Original jazz brunch, patio dining—Commander's Palace—that's what living in New Orleans is all about!

DELMONICO

1300 St. Charles Avenue (504) 525-4937
Before it was re-established in 1998 by Chef Emeril Lagasse, Delmonico had been an icon in the New Orleans restaurant industry for more than a century. Today, Emeril serves Grand Creole Cuisine here with his world-famous flavors and style, while keeping much of the original heritage, colorful history and classic menu items that made Delmonico a favorite for generations of New Orleanians.

FIVE HAPPINESS RESTAURANT

3605 S. Carrollton Avenue (504) 488-6468
For the past 17 years, locals have gravitated to Five Happiness for wonderful Chinese cuisine served in a handsome environment by a friendly, attentive staff. Voted by the local *Reader's Choice* as Best Chinese Restaurant, Five Happiness serves an elaborate dim sum weekend menu, plus an extensive regular menu featuring favorites such as potstickers, sizzling jumbo shrimp, triple dragon, house baked duck, and crispy whole fish.

LA CREPE NANOU

1410 Robert Street (504) 899-2670
La Crepe Nanou is a cozy little French cafe located in uptown New Orleans. We use only the freshest ingredients in our recipes. In addition to our list of dessert and entree crepes, we have a complete menu of fine grilled fish, grilled lamb, roasted chicken, and sauteed veal dishes. We've become known for having the best steamed mussels in town. We offer several French wines by the glass or bottle, as well as a full bar.

PASCAL'S MANALE RESTAURANT

1838 Napoleon Avenue (504) 895-4877
Family-owned and operated since 1913, Pascal's Manale specializes in Italian cuisine and seafood. It's the home of the original barbequed shrimp. Also recommended are the veal dishes and steaks.

VERSAILLES RESTAURANT

2100 St. Charles Avenue (504) 524-2535
Dinner at the Versailles is an experience into the heart of brilliant Creole French cuisine, serving such delectable entrees as trout Marcus, veal Versailles, and duck Andreas.

ALSO NOTEWORTHY

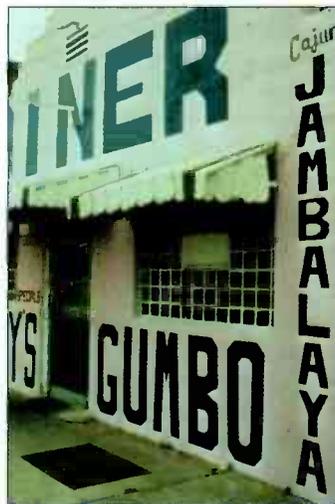
EMERIL'S RESTAURANT

800 Tchoupitoulas Street (504) 528-9393
Chef Emeril Lagasse's premier restaurant is nestled in the heart of the Historic Warehouse district, eight blocks from the Vieux Carre, in a renovated pharmacy warehouse. Exposed brick and glass walls flank one side of the main dining room, the other carefully selected colors and local art are displayed creating an energetic, yet warm atmosphere. Reservations required.

RUTH'S CHRIS STEAK HOUSE

711 North Broad (504) 486-0810
Serving Midwest, corn-fed prime beef!

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Seminar Stars

Meet and Greet

A brief introduction to some of the faces of the 1999 GAVIN Seminar:

GAVIN KEYNOTE MATT DRUDGE

The Web's Walter Winchell

From CBS store clerk to the number one "netizen" of the '90s:



that's just one way to describe the meteoric rise of Internet reporter Matt Drudge, who one year ago broke what may turn out to be the story of the century. Inside the Beltway, he's known as the most feared journalist at the White House. The *New York Times* has dubbed him "the nation's reigning mischief-maker," while *Brill's Content* calls him "the town crier for the new age." His critics claim he "embodies the most dangerous aspects of online" where, as one member of the National Press Club said, "a wacky conspiracy theory can move the stock market and people with impure hearts and hidden agendas can injure reputations and spread lies at will."

"From a little corner in my apartment, in the company of nothing more than my 486 com-

puter and my six-toed cat, I have consistently been able to break big stories, thanks to a network of ordinary guys," Drudge proudly says of his Hollywood-based cottage industry. "Time was, only newsrooms had access to the full pictures of the day's events but now, with a modem, anyone can follow the world—no middle man, no big brother." Drudge, who counts numerous fans and detractors among his Web site regulars (drudgereport.com), says his Web site consistently draws hundreds of thousand of hits each day.

A native of Tacoma Park, Maryland, Drudge skipped college and moved to Los Angeles, where he worked in the CBS gift shop for seven years before starting his cyber-report in 1995. A voracious reader and watcher of news, he says he has no training or education in journalism. He likes to draw parallels between himself and Walter Winchell, the hard-bitten gossip columnist of the 1930s and 1940s, and attributes his popularity to being at the right place at the right time.

GAVIN KEYNOTE STEPHEN POLLAN

Financial Consultant/Author

One of America's foremost personal finance mentors, Stephen Pollan has written many best-selling books—including *Die Broke* and *Live Rich*—that have become bibles for anyone making business, real estate, or financial decisions. His television credits include regular commentaries on *Nightly Business*

Report, *The Today Show*, *CBS This Morning*, the *Wall Street Journal Reports*, and *Good Morning America*; he also broad-



casts a daily radio segment, "The Business of Living," heard on the Westwood One Radio Network. A practicing attorney for 35 years, Pollan has a financial and legal consulting practice in New York City. Before starting private practice, he served as Senior Vice President of National Westminster Bank and CEO of a closed-end investment company listed on the American Stock Exchange. He is adjunct professor at CW Post University's School of Business, and has also served on the Small Business Administration Advisory Council.

TOWN HALL MEETING DANNY GOLDBERG

Danny Goldberg has worked hands-on with more popular musical talent than literally any other recorded music executive in

the 1990s. He is also one of the very few who has worked with every major genre of popular music—Rap, Country, Jazz, pop, R&B, and Alternative.

Goldberg began his music industry career in the early 1980s. Early in his career, he was VP of Led Zeppelin's Swan Song Records; he also supervised music for numerous feature films, including *Dirty Dancing*, and for TV's *Miami Vice*. Between 1983-1992, Goldberg was principal owner of Gold Mountain Entertainment, a personal management firm whose clients included Bonnie Raitt, Nirvana, Hole, Sonic Youth, Rickie Lee Jones, and the Beastie Boys.

In 1992, Danny Goldberg joined Atlantic Records as Senior VP; he was President of the Time Warner-affiliated label within a year. Goldberg exited as Chairman/CEO of Warner Bros. in 1995, and was subsequently named President of Mercury Records.



Records.

During 1998, prior to the acquisition of PolyGram by Universal, Goldberg was

Chairman and CEO of Mercury Records Group, the largest U.S. record group owned by PolyGram, with a year-to-date market share of about 6.5%. The Mercury Records group included Mercury, Motown, Def Jam, Verve, Deutsche Grammophon, London Classics, and Philips.

THEY'VE COME HERE FOR A REASON...

TRINA & TAMARA

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HERB McCORD

Granum Communications

Herb McCord is President of Granum Communications, a leading management consulting firm serving the needs of the radio industry. Prior to focusing his company on the consulting end of the business, McCord helped build Granum into one of the most successful start-up companies in the business. Founded in 1991, Granum acquired 12 stations in five markets before being sold in 1996 to Infinity for \$425 million—at that time the most ever paid for a stand-alone radio group.

Prior to founding Granum, McCord spent more than ten years as Group Vice President in charge of Greater Media's 14-station group, where he helped launch successful AM/FM combos in Los Angeles and Boston. Before joining Greater Media, he served as the first Manager of WCBS/FM-New York and President/General Manager of CKLW AM/FM-Windsor, Canada. McCord currently serves as a member of the Radio Advertising Bureau's Board of Directors Executive Committee, and is past Chairman of the Radio Operators Caucus. He is a graduate of Dartmouth College and earned his M.B.A. from Columbia University.

PIERRE BOUVARD

General Manager, Arbitron

Prior to joining Arbitron, Bouvard served for five years as Executive Vice President of Coleman Research, one of America's premiere strategic consulting firms for radio stations. He served with Arbitron in various sales and management capacities in Chicago, San Francisco, New York, and Dallas.

During that time he rose from Client Services Representative to Dallas Office manager. Pierre is a graduate of Northwestern University and holds a B.S. degree in Radio, Television, and Film.

JOHN MARTIN

Critical Mass Media

John Martin has been President of Critical Mass Media since 1991.

Prior to that he served as President/General Manager of Evergreen Media's KHYI/FM-Dallas and also spent five years at CBS Radio Networks, where he held positions of VP/Affiliate Relations and Midwest Sales Manager. Prior to joining CBS, Martin's extensive Chicago radio experience included sales and management positions at WUSN/FM, WFYR, WLS AM/FM, and RKO Radio. He holds a B.S. degree in Radio and Television from Southern Illinois University, and an M.B.A. in Marketing from Loyola University.

CHRIS ACKERMAN

Coleman Research

Chris Ackerman has been a Vice President at Coleman Research since August of 1992. He currently works with leading stations such as Hot 97 and Kiss FM in New York, Q101 in Chicago, and Mix 106.5 in Baltimore. Prior to joining Coleman, Chris spent 14 years in radio station ownership, management, and sales. Among the stations for which he has served as General Manager are WSTF-Orlando, WJAS/WSSH-Pittsburgh, WJYE-Buffalo, and WKQQ-Lexington. In both Orlando and Buffalo, Chris completed successful station relaunches. He holds a Bachelor of Science degree in Mass Communications from Miami University in Oxford, Ohio.

BARRY SKIDELSKY

Broadcast Attorney

Barry Skidelsky is an attorney who specializes in the music industry. Before becoming a lawyer, Barry studied music at the Berklee College of Music in Boston. And after 15 years in radio in cities like Boston, Philadelphia, and New York, he boasts programming, sales, and management experience. In his hometown of New York, Barry works with clients and friends nationwide on a variety of legal and business matters.

JEFF McCLUSKY

Jeff McCluskey and Associates

Jeff McClusky began his career as an intern at WCBN/FM-Boston. He then worked as a promotion representative for Columbia Records. It was during this time that he saw

firsthand the lack of follow-through that can occur between the varying, yet closely-inter-twined, areas of the music business. McClusky saw a need within the industry to create a company whose objective would be to superserve its clients through a staff with a broad and varied base of experience and knowledge. His answer to that need was to assemble a team of professionals who all possess hands-on experience in radio, label promotion, radio marketing, and artist promotion.

BURT BAUMGARTNER

Capitol Records

Newly-named Senior VP of Promotion at Capitol Records, Baumgartner was most recently with the WORK Group in a similar capacity. At Capitol, he will oversee all facets of the label's rock, pop, adult, and Alternative promotion.

MARK SHIMMEL

LaFace Records

As COO of LaFace Records, Shimmel's responsibilities include label management, overseeing promotion and marketing, and liaising with parent companies BMG and Arista, artist management for all the label's acts, and coordinating with LaFace co-presidents Antonio "L.A." Reid and Kenneth "Babyface" Edmonds.

LEE ABRAMS

XM Satellite Radio

Lee Abrams is one of the preeminent radio consultant/programmers in the U.S., with more than 30 years' experience. He is credited with many innovations in radio programming including transforming FM radio by pioneering the Album



Rock format in the early 1970; Urban, Classic, and Smooth Jazz radio in the '80s, and Active Rock radio in the '90s. He most recently has served as a consultant for ABC Radio Networks, Capstar, and Nationwide.

DAN KEILEY

KIIS-Los Angeles

Dan Kieley was named PD of Jacor Top 40 KIIS/FM-Los Angeles

several years ago after a successful stint as PD of KDWB-Minneapolis. His previous career highlights include program director of heritage Top 40 KQQQ-Omaha, and Marketing Director for B96 (WBBM/FM)-Chicago.

HELEN LITTLE

WUSL (Power 99)-Philadelphia



A longtime friend of GAVIN, Helen Little's rise into radio's management ranks has been closely chronicled in

these pages. From air talent and MD at WBLS-New York to APD and, eventually, Operations Manager at WUSL/FM (Power 99)-Philadelphia, Little has proven time and again the power of her own determination and talent. Little will also moderate *PD 2000: Are You Ready for the Next Millenium?* on Friday at noon.

CHARLES WARFIELD

Chancellor Media

Warfield is a seasoned broadcaster and veteran General Manager who has worked both sides of the fence. He was GM of Inner City Broadcasting's WBLS/FM in New York when that black-owned company was at the peak of its power, and he had an even longer run keeping Kiss FM (WRKS) number one in the Big Apple when it was owned by Summit Broadcasting. "The survival of black jobs and ownership in the broadcast industry will require the determined efforts of all of us involved in the industry," he says. Then again, he adds, "There will always be an interest in programming to our community, and I think we should have a role in that."

MICHAEL O'SHEA

New Northwest Broadcasters

Michael O'Shea is Chairman/CEO for Seattle-based New Northwest Broadcasters, a company that currently has 15 stations in three markets either under ownership, LMA, or contract awaiting FCC approval. Prior to forming New Northwest with partner Ivan Braiker, O'Shea was President and founding partner of New Century Media, which owned KUBE/FM, KJR/FM, and KJR/AM, all in

Seattle. The company also was partnered with New Century Arizona, which owned four stations in Phoenix. Before his New Century venture, O'Shea was Executive VP of Cook Inlet Radio Partners, which operated stations in Seattle, Chicago, Washington, Boston, Atlanta, Baltimore, and Houston. He also was GM at KUBE/FM, a station he founded in 1981 for then-owner First Media Corporation. Prior to getting into station management and ownership, O'Shea held a variety of programming positions, including the position of National PD at Golden West Broadcasters, and PD positions at WLW-Cincinnati and KLIF-Dallas. O'Shea and his wife Laura live on Mercer Island, Wash.

JAZZ JUKEBOX JURY
JASON OLAINÉ

In addition to being an integral GAVIN Jazz staffer, Jason Olaine is also the head booking person for Yoshi's, the prestigious nightclub in Oakland. In addition to presenting top-flight Jazz acts like Pat Metheny, Oscar Peterson, McCoy Tyner, Michael Brecker, and many others, he's also worked with non-Jazz artists like Bruce Hornsby, Joan Osborne, and the Dave Matthews Band. Olaine also works with Columbia Jazz on a promotional advisory level, and is an accomplished Jazz trumpet player.

S.P.A.M.
PAIGE NIENABER

New World Communications
Since 1992 Paige Nienaber has been VP/Fun 'N Games for Jerry Clifton's New World Communications, which he describes as the company's "idea



central." One year ago New World launched CPR, which is a consultancy for promotions "and nothing but promotions." Nienaber got his first job in commercial radio "after bopping around College radio for a few years" at KGON-Portland, doing research and morning show "gofering." The following year he crossed the street to KRCK, where he got his first taste of promotional work. In 1983 he moved to Top 40 WLWL in Minneapolis, and remained

with the station until 1989, when he left for Kiss 102 in Charlotte, N.C., where he was "Director of Fun 'N Games." The station was consulted by Clifton who, in 1991, invited Nienaber to work at KSOL-San Francisco, where he promised that "big things would happen real soon." Seven days later the station was flipped to Wild 107, "a career highlight," Nienaber says.

KNIGHTS OF THE ROUND TABLE
JERMAINE DUPRI

Dupri's accomplishments are truly awe-inspiring. In 1998 alone, he helped Usher sell 3 million albums (and counting) by writing and producing "You Make me Wanna..." and "Nice and Slow," the first and follow-up platinum selling singles from Usher's triple platinum album *My Way*. '97 saw JD's remix of Dru Hill's "Sleeping in My Bed" rocket to number one after the original dropped from the coveted position. Today his own solo project, *Life in 1472*, proves he has all the skills necessary to follow his collaborators up the charts.

"BIG" JON PLATT
EMI Music Publishing

As Vice President for Creative at EMI Music Publishing and an A&R consultant for Virgin/Noo Trybe Records, Platt makes sure his songwriters are taken care of—securing their services for as many music projects as possible, ensuring the collection of their publishing and performance royalties, and placing their songs in various projects. Working hand-in-hand with managers, producers, and A&R execs, Platt makes sure his artists remain in the mix.

COLLEGE RADIO IN THE 21ST CENTURY
DAVE SANFORD
S.P.E.C.T.R.E.

You know him. You love him. The man is virtually an institution at College radio, but somehow he



has remained a nice guy. Amazing! Dave got his start at MD/PP for WTUL in 1990. In 1993 he moved to Relativity, where he was Manager of Alternative Promotion. In 1994 he moved to the City of Angels to

work at the Want Adds and run No Life Records, both the label and the shop. He now runs his own ship at S.P.E.C.T.R.E., where he has become one of the most sought-after and respected independent promoters for College radio.

SMOOTH JAZZ: CHOOSING THE RIGHT COMBINATIONS
STEVE WILLIAMS
KSSJ-Sacramento

Steve Williams is a GAVIN award winning programmer in the



Smooth Jazz field, as well as a true opinion leader for the genre. He programmed one of the last commercial jazz stations in Detroit, WJZZ, before moving into Smooth Jazz at stations in Ann Arbor and Washington D.C. He then joined WQCD (CD101.9) in New York City, first as Music Director and then as Program Director. Williams has since relocated to the West Coast where he is currently Station Manager at KSSJ in Sacramento.

FESTIVALS: THE MONSTER WE CREATED
JONATHAN L. ROSEN

Before Lollapalooza and all the many Alternative festivals roving



the country, there was "Q-Fest." Noted as the first of its kind, this Phoenix radio station concert was the brainchild of longtime industry veteran Jonathan L. Rosen. Now a Vice President of Alternative at a fellow trade publication, Rosen is also well-known for his speciality program "Virgin Vinyl," which was aired at all the stations Rosen worked in his 14 years on the air in Phoenix and Tucson.

INDEPENDENT PROMOTION IN THE NEW MILLENNIUM
JOEY "VENETTA" SCOLERI
Hollywood Records

After 11 years at Toronto rock radio outlet Q107, Scoleri made the jump



to the record side as a promo man for Elektra Records; while there, he reportedly masqueraded as the fifth member of Metallica. In August, 1998, Scoleri moved to Hollywood Records, where he is currently National Director of Rock Promotion.

JAZZ ENCOUNTER GROUP
CARL GRIFFIN

Carl Griffin is best known for his A&R and record producing talents. Over the past decade, Carl worked extensively with Dave Grusin and Larry Rosen with the GRP Recording Company and their subsequent label, N2K Encoded Music. Griffin has worked



with many high-level artists in the studio, including Diana Krall, Jonathan Butler, and Candy Dulfer. His ears are equally keen to the best of Jazz, Smooth Jazz, pop, and Urban.

GAVIN COUNTRY AWARDS
EDDIE EDWARDS
PD, WNOE-New Orleans

Celebrating nearly 30 years in radio, Edwards has spent the past seven as wake-up host for WNOE and 2 1/2 years ago added PD duties. Edwards' career has included such legendary stations as KLAC-Los Angeles and WSIX-Nashville.

COUNTRY JUKEBOX JURY
DAVE KELLY
WSIX-Nashville

Kelly joined WSIX as program director in July '95. Previously he served as PD at WKN-Columbus, Ga. since October 1992. Both WSIX and Kelly are nominees for 1999 GAVIN Major/Large Market Station of the Year and GAVIN Major/Large Market OM/PP of the Year, respectively.

GREG COLE
WSM/FM-Nashville

Since Cole's arrival as WSM PD nine months ago, the station has enjoyed a significant increase in ratings. Prior to Nashville, Cole spent 12 years as APD/MD and air

talent at heritage Country WPOC-Baltimore. WSM is currently nominated for 1999 Major/Large Market Station of the Year.

GAVIN URBAN AWARDS DOUG BANKS

ABC Radio Networks

Banks has been one of the highest-rated air personalities in



Chicago for over a decade. He has been named "America's Best Urban DJ," and is credited with

re-energizing ABC Radio Networks' Urban radio syndication programming with his nationally broadcast *Doug Banks Morning Show*. Banks is a strong communicator and excellent entertainer who finds humor in everyday life. In 1997, Banks was the recipient of GAVIN's "Sunny Joe White Award," which honors excellence and innovation.

FUTURE TECH

PAUL FIDDICK

RadioWave.com

Paul Fiddick was co-founder of Dallas-based Heritage Media Corporation and served as its President prior to its acquisition by The News Corp. in August 1997 as part of a \$1.5 billion transaction. Fiddick had been recruited to Heritage Media's predecessor in 1986 to develop a new radio division, and subsequently acquired a total of 24 stations in seven top 50 markets. The radio division was the company's fastest-growing business group and reported 38 consecutive quarterly cash flow increases before its sale. Prior to joining Heritage, Fiddick was President of the radio subsidiary of Multimedia, Inc., and had held a variety of sales and management positions at radio stations throughout the U.S. Currently Vice Chairman and Acting President of Motorola's RadioWave.com, Fiddick holds a Bachelor of Journalism degree from the University of Missouri.

RICARDO I. RAMIREZ

OnRadio

Ricardo (Rick) Ramirez, CEO & President (Founder) of OnRadio, is responsible for development of

the company's business strategy, as well as for funding and the execution of strategic relationships. He has significant broadcast experience as the owner and operator of several Northern California radio properties, resulting in extensive experience in station acquisition, operation, turn-around, and successful re-sale. Rick received a B.S. in Finance from the University of Santa Clara.

MICHAEL ROBERTSON

MP3.com

Michael Robertson founded The Z Company in 1996 as a way to merge developing Web search technologies and commerce. As President of the firm he established Filez, one of the Internet's largest and fastest file search engines; Websitez, a domain name search engine; and MP3.com, a site that quickly has become one of the leading (and most controversial) music sites on the 'Net, boasting an average of 200,000 visitors per day.

Robertson's Digital Automatic Music label program allows artists to market and distribute their music via the Internet, while individuals who visit MP3.com can access a library of several thousand CD-quality songs. Prior to forming the Z Company, Robertson founded Media Minds Inc., a maker of digital picture software, and MR Mac Software, specializing in networking and security tools. He is a graduate of the University of California at San Diego and holds a Bachelor's Degree in Cognitive Science.

VAL STARR

allradio.com

For nearly two decades Val Starr has played an active role in the music industry by helping to develop and break recording artists through traditional radio promotion, working for the industry's leading independent promotion firms. She also worked for many different major and independent labels throughout the 1970s and '80s, including ABC, PolyGram, and Chrysalis Records. Coincidentally, it was at a GAVIN Seminar in San Francisco



that Val met and teamed up with partner Honey Brooks, and in 1997 launched allradio.com, one of the first multi-formatted Internet broadcasting stations.

that Val met and teamed up with partner Honey Brooks, and in 1997 launched allradio.com, one of the first multi-formatted Internet broadcasting stations.

25-54: TARGET DEMO OR FAMILY REUNION?

JERRY "SPRINGER" LEMBO

Jerry Lembo, President of the Jerry Lembo Entertainment Group, a music business consult-



ing firm, has spent nearly two decades promoting and marketing to Adult Top 40, Modern Adult, and

such mainstream Adult Contemporary radio legends as Tony Bennett, Barbra Streisand, James Taylor, and Neil Diamond, as well as newer talents such as Sixpence None the Richer, Lenny Kravitz, and Jennifer Paige.

Lembo has also been honored over the years with many industry nominations and awards, including a GAVIN Award for A/C National Promotion Executive of the Year in 1993, and more recently a nomination for GAVIN A/C Independent Promotion Person of the Year in 1998.

COLLEGE MUSIC DIRECTING SYMPOSIUM

BRENDAN GILLEN

WCBN-Ann Arbor

Gillen first became involved at WCBN in 1991 as Chief Announcer, eventually moving up the ranks to Music Director in 1993.



Since then, he has managed to become a favorite MD in the College world, winning the GAVIN MD of

the Year award in 1995. He has also made a name for himself in the Detroit underground techno scene by DJing both in clubs and on the airwaves. He landed a job at the small but strong Planet E label. Eventually he went on to start his own label, Star 67, releasing a series of 12-inches and the critically acclaimed CD, *Interdimensional Transmissions*

From Beyond. He leaves his post as MD this year and has agreed to bestow his knowledge upon the new school of MDs.

ALTERNATIVE JUKEBOX JURY MAX TOLKOFF

OK, everybody knows and loves Max. Scratch that—everybody



knows Max. The former GAVIN Alternative Editor returns to the Seminar ranks as host of this year's

Alternative Jukebox Jury (a task, we'd like to point out, he only tackled grudgingly during his tenure here). But anyway, Max is a consummate pro of sorts, with experience in both radio programming and record promotion—exactly the type of mind needed to guide a roomful of jaded industryites through a jumble of new music and emerge on the other side unscathed.

COUNTRY: PROTECTING OUR FORMAT

ERIC LOGAN

WQYK-Tampa

Before his appointment as PD at



CBS' Country outlet WQYK-Tampa last year, 10-year Country radio broadcaster Logan spent several years as PD at

KYCY-San Francisco. Previous gigs include programming stints at stations in Seattle and Oklahoma City.

STATIONALITY & THE RULES OF EXECUTION ANN GRESS

WJJZ-Philadelphia

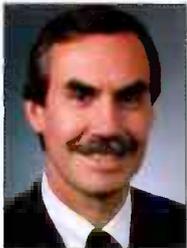
WJJZ in Philadelphia is one of the most successful Smooth Jazz stations in the country in terms of ratings, billing, and national influence. Since Ann Gress was appointed Program Director of the station, she has helped guide it to its best ratings, come, and market profile. Gress is one of a handful of influential PDs who has helped steer and fine-tune the format into the mainstream and, as a result, has created a large, loyal listening audience for WJJZ.

THE GROUP PD PANEL

JOHN GERHON

CBS Radio

Gerhon began his career as a Program Director in Philadelphia, New York, and Chicago before he joined Capital Cities/ABC in 1983 as



VP/GM of WLS AM/FM-Chicago. In 1987, he joined CBS and launched WODS/FM-Boston, bringing the sta-

tion from 15th to first within three years. Gerhon joined Pyramid Broadcasting in 1989 as VP/GM for WNUA/FM-Chicago which, under his aegis, became the national benchmark for Smooth Jazz programming. By 1994, Gerhon was co-COO of American Radio Systems, a post he segued to CBS Radio in June, 1998.

RICK CUMMINGS

Emmis Broadcasting

Following graduation from Butler University in 1973, Cummings signed on the air at WFMS-Indianapolis, as a talk show host at WTIC-Hartford and WSMB-New Orleans, and eventually PD of



New-Talk WNTS-Indianapolis. In 1981, he joined Emmis Broadcasting as PD of flagship station WENS-

Baltimore. Named National PD for the company in 1984, Cummings then stepped up to Executive VP, Programming for Emmis in '87; he was at that point responsible for the entire 11-station group. In 1991, Cummings added on-site PD duties for Power 106-L.A., where he established the "Knowledge Is Power" foundation. He returned to corporate duties in 1996. In the past months, he has helped re-launch WQCD-New York, WTLC/FM-Indianapolis, and "Slager Radio" in Hungary. Cummings lives in Glendale, California, with his wife Martha and two children.

DAVE SHOLIN

A native of San Francisco, Sholin—like many of his colleagues—got the radio bug early on. While still in grade school he was "broad-

casting" in his bedroom studio. A graduate of San Francisco State University, his professional career began in San Jose, eventually landing him at KFRC-San Francisco. Several years later, parent company RKO enlisted his services as National Music Director, moving him to Los Angeles. Four years later he returned to San Francisco and middays on KFRC. At the same time he was named Top 40 Editor at the then *GAVIN Report*. Not long after, he was promoted to Program Director at KFRC. In April 1998, he entered the



music industry as Vice President Promotion for Island Records. For more than ten years he has been the

music expert for KGO Radio in San Francisco, which includes regular appearances on the Ronn Owens Show. Sholin has hosted several nationally-syndicated radio shows as well as a weekly music countdown aired in Japan. He has also served as music consultant to Bill Graham Management. Sholin is also a charter inductee (radio talent) in Cleveland at the Rock & Roll Hall of Fame.

MIKE TIERNEY

VH1

Mike Tierney made the transition to VP of Music Programming at VH1 one year ago, after four years as PD of Rhythmic Top 40 KUBE-Seattle. Previously, Tierney was MD of crosstown KPLZ. He has a Masters Degree in Communications from Syracuse University, where he cut his radio teeth as PD/Station Manager/Janitor at campus station WJPZ (Z89).

JOHN ROBERTS

Clear Channel Communications

John Roberts is a 23-year industry vet whose resume includes PD stops at such Top 40 stations as WIOQ (Q102)-Philadelphia, KEGL (Eagle 97)-Dallas, and WBZZ (B-94)



Pittsburgh; A/C WLLT (95 W-Lite) Cincinnati; Classic Rock/AORs WYSP-Philadelphia, WFBO-

Indianapolis, and WAFX-Norfolk. Roberts joined Clear Channel in March 1993, and spent the next five years as Director of Operations & Programming for Clear Channel-Austin (Top 40 KHFI, Classic Rock KPEZ, Oldies KEYI, and Sports KFON). He was upped to Vice President of Programming for Clear Channel just over a year ago.

B.J. HARRIS

Jacor Communications

WFLZ-Tampa PD B.J. Harris has been with the station since its



infamous inaugural days as "the Power Pig." Last year he was named Jacor's National Director of

Top 40 Radio Programming, making Harris the only nationally-ranked programmer we know of who still does a daily morning show. With his longtime partner MJ Kelli, the MJ & BJ show enjoys healthy ratings and is syndicated in several markets.

SMOOTH JAZZ JUKEBOX JURY

MICHAEL FISCHER

KOAI-Dallas

Michael Fischer has been a music-intensive shaker and mover among Smooth Jazz circles for well over a decade. He worked with early contemporary Jazz radio consultant Bob O'Connor when Bob was also PD



at KIFM-San Diego. Fischer became Music Director at WNUA in Chicago and then moved to New York City to work with SW Networks doing syndication and programming. Michael is currently Program Director of one of the bellwether Smooth Jazz stations in America, KOAI, The Oasis in Dallas.

GAVIN AMERICANA AWARDS

MARK ANTHONY

KMXL-Joplin, Mo.

Mark Anthony Anderson has a voice that's well-known throughout the Midwest. He's been doing radio for over ten years in such cities as Joplin, Mo., St. Cloud, Minn., Fargo and Grand Forks,



N.Dak. He's also been a TV weatherman and news anchor. Currently Program Director at KMXL-Joplin,

Anthony has been working on an album of pop material during this past year, which he hopes to release soon.

PROMOTING STATIONALITY AND OTHER PROGRAMMING ISSUES

TONY GASPARRE

In addition to programming Jazz on WITR in Rochester, NY, programmer Tony Gasparre has also been a pioneer in the field of Internet technology. Gasparre launched Yellow Dog Communications and helps advise radio and music industry clients on setting up Web sites and other Internet services. Gasparre is also active in over-seeing chat room events so that programmers in Jazz radio can exchange ideas and compare notes on the state of the format.

AMERICANA TOWN HALL MEETING

SHANNON MCCOMBS

McCombs is host of *This Week in Americana*®, a 60-minute radio program produced in Nashville by CounterPoint Productions, LLC. McCombs is an 18-year broadcast veteran with a background in Country and Rock radio, as well as in television with TNN and CMT. She has worked in every aspect of radio, including programming, promotions, music direction, news, traffic, sales, and on the air. *This Week in Americana*® is currently heard on 60 Country radio outlets nationwide.

STORY AND SONG: BOBBY BARE

DON YATES

KCMU-Seattle

Don Yates has been Program/Music Director at KCMU-Seattle 90.3FM for the past seven years. He's also co-list administrator of Postcard2, the Internet's alternative country mailing list, while also occasionally contributing to *No Depression* and other alt-country 'zines. Yates will also be a member of Thursday's *Pre-Millennium Tension: College Radio in the 21st Century* session. ●

Artists '99

It's All About the Music...

A brief introduction to some of the artists who will be performing in the Hyatt during the 1999 GAVIN Seminar:

3rd Storee

YAB YUM/ELEKTRA

With infectious vocals and bubbling harmonies, 3rd Storee has taken the pop and R&B worlds by storm. Reminiscent of the Jackson 5 in the '70s and New Edition in the '80s, this male teen group delivers both a smoothness and streetwise sound that can be described as a blend of urban and pop tracks with spirited R&B.

Tina Arena

EPIC

Known as a child TV star and disco diva in her native Australia, Tina Arena is now a singer-songwriter to be reckoned with. Her newest release, *In Deep* on Epic, is an eclectic mix ranging from reflective ballads to rhythmic dance tunes, each showcasing her agile voice and relating highly personal stories penned by Arena. Her dynamic live performances have helped thrust her into the national spotlight.

Bobby Bare

ATLANTIC

Bobby Bare has been called an outspoken advocate for new directions in Country music. His storytelling skills and folk experimentations



have reinvigorated the Country music genre, and his personal attributes—a laid back style and smart sense of humor—have earned him quite a reputation. His "Detroit City" won him a Grammy for Best Country Recording, and he has also been nominated in the Best Country Single and Best Male Country Vocal Performance categories.

C-Note

EPIC

C-Note combines a sexy, athletic look with an abundance of stage, vocal, and dance skills. A bilingual foursome all in their early 20s, C-Note is simply one of the hottest new vocal groups on the dance scene today, bringing a sensual Latin flavor to their blend of pop, dance, and R&B sounds.

David Cassidy

SLAMAJAMA

"I've never gone out and changed my style to suit the times. I have always been true to myself." Now, David Cassidy's insistent inner voice has led him back to a welcome and familiar place—the recording studio, where he's recorded his first album in eight years for Slamajama Records. Entitled *Old Trick New Dog*, the album finds David gleefully embracing his '70s pop roots and features 10 soulful new recordings including contemporized versions of some Partridge Family classics as well as his recent Top Ten hit, "No Bridge I Wouldn't Cross."

Divine

RED ANT

There is something about youth, flawless in its idealism. There is something about raw talent, pure in

its very essence. There is also something about three voices—powerful, determined, emotive voices that can



variously meld as one mellifluous sonic thunderstorm or break out in stunning solo salvos. There is something about this combination that is, simply, Divine.

Eminem

INTERSCOPE

The impending release of the *Slim Shady* LP, his first set on Aftermath/Interscope Records, already has the underground hip-hop heads fiending for Detroit native Eminem—and they're not alone. "My Name Is..." is already exploding at Rap, Rhythm Crossover, and Alternative radio—an unusual crossover for an unusual artist.

Mike Errico

HYBRID RECORDINGS

With an expressive, agile voice, artfully-crafted lyrics, and a guitar sound that ranges from introspective to full-out rocking, Mike Errico does more than sing songs; he brings listeners deep into his world. Radio will receive Errico's music this spring—his first release on Hybrid Recordings, distributed by Sire Records.

Galactic

CAPRICORN RECORDINGS

When the GAVIN Seminar pulls into New Orleans, they'll be visiting the home turf of Galactic. Listen to the title cut of their latest Capricorn project, *Crazyhorse Mongoose*, and you'll hear a rollicking combination of jazz changes, early Meters-funk rhythms, a twist of James Brown horns, and a fresh burst of youth and modernity.

Corey Harris

ALLIGATOR

On his second album on Alligator Records, *Fish Ain't Bitin'*, Corey Harris demonstrates his mastery of blues and ragtime guitar. This



Denver native, who grew up on blues, jazz, soul, and funk, could easily be mistaken for a native of the Mississippi Delta. His sparse, old school blues arrangements and raw, interpretive voice make him a captivating performer.

Sonya Isaacs

LYRIC STREET RECORDS

Her debut album was produced by Vince Gill. She's been on the Grand Ole Opry. She was tracked down by an artist manager and publisher who immediately got her a solo deal after hearing her singing on the radio with her family's band. So far, life's been good for this 23-year old singer, who also plays acoustic guitar and mandolin. Her first solo record will be released on Lyric Street Records.

Flaco Jimenez

BARB WIRE

In a career spanning four decades, Jimenez has amassed three Grammys, and his accordion is featured on more than 60 albums. He has taken traditional Conjunto music and made it into a contemporary favorite for fans of all kinds. He has played Presidential Inaugurations, Peter Gabriel's WOMAD Festival, the Montreux Jazz Festival, the Monterey Pop Festival, and the Cite de la Musique in Paris.

Jennifer Kimball

IMAGINARY ROAD

Although Jennifer Kimball's CD



Veering From the Wave is her debut release, she is by no means new on the scene. Her instantly-recognizable

voice formerly supplied harmonies for The Story, the critically-acclaimed early '90s band that paved the way for contemporary hit making folk-pop artists such as Sarah McLachlan, Paula Cole, and Jewel. Radio responded to the phenomenon led in part by Kimball by creating the Triple A format.

Shane McAnally

MCG/CURB

Shane McAnally moved to Nashville in 1994 after a stint as a bartender and a year spent at the University of Texas in Austin. With few prospects but an enormous amount of talent, the aspiring singer-songwriter was discovered by businessman Bob Robison as he performed on the Johnnie High Music Revue. McAnally eventually landed a deal on MCG/Curb Records. He is now putting the finishing touches on his debut album, which he is co-producing with Rich Herring and Brian Ahern.

Mulberry Lane

MCA RECORDS

Sisters Heather, Jaymie, Rachel, and Allie got their start playing the state fair circuit around the country. Hailing from Omaha, Nebraska (on a street called, you guessed it, Mulberry Lane), the four have crafted a unique form of melodic, folk-flavored pop. They do it all—songwriting, arranging, producing—they even self-distributed their 1998 debut album *Don't Cry 'Til You Get to the Car*. The group is currently working on their major label debut for Refuge/MCA, slated for spring 1999.

Nite Flyte

INSTINCT RECORDS

Nite Flyte is another one of those elusive British funk bands that keeps redefining the Smooth Jazz genre as it's perceived in the United States.

This UK group is fronted by a multi-instrumentalist and studio producer named Tony Campbell. Joining Campbell is guitarist Mark Jaimes. With their upcoming Instinct release, *Ascension*, Nite Flyte will certainly liven up Smooth Jazz airwaves with hip, upbeat, funky tunes based in the early 1990s tradition of the Euro-British Acid Jazz scene.

Old Pike

550 MUSIC

One of the most vibrant bands to emerge from the midwest in years, Old Pike delivers anthemic, emotional rock songs in a grassroots style that harkens back to Bruce Springsteen or the Replacements. Their fierce grooves, smoking guitar work, and intelligent songs made them a hit opening for Ben Folds Five in 1997 as an unsigned band. They remain one of music's best-kept secrets that's destined not to remain a secret much longer.

Shana Petrone

EPIC RECORDS NASHVILLE

Hailing from Hollywood, Florida, Petrone's first paying gig was singing at a wedding with a family band from her church at age 10, earning her \$25. Since then, she



worked as a waitress, bartender, and dishwasher before being signed to Epic Records. Her influences include Patsy Cline, Reba McEntire, The Judds, Patty Loveless, Dolly Parton, Linda Ronstadt, The Eagles, and Trisha Yearwood.

Julie Reeves

VIRGIN RECORDS NASHVILLE

This spirited Kentucky native's Appalachian roots come across in her impassioned delivery and ability to make any song her own. In addition to the genres of bluegrass, Southern gospel, and honky-tonk, Reeves cites influences from pop and soul singers such as Tina Turner, Linda Ronstadt, and Whitney Houston—women who, she says, convey a strong sense of self through the music.

Bruce Robison

LUCKY DOG

His debut album, *Wrapped*, with its plaintive steel guitar, is timeless enough to be from any Country era, yet it contains the unmistakable contemporary stamp of Bruce Robison. Known as a prodigiously gifted singer-songwriter, and an engaging storyteller and soulful singer, Robison hails from the small town of Bandera, Texas. His song-

writing is equal parts Buddy Holly and Hank Williams, and his influences range from Willie Nelson and Emmylou Harris to Jerry Jeff Walker.

Paul Rozmus

FACE 2 FACE

Paul Rozmus is a multi-instrumentalist who is currently based in Florida, but originally comes from Poland. In his native country, Rozmus has climbed the pop charts and has been involved in platinum pop recording projects. As a Smooth Jazz and Adult/Contemporary instrumentalist, Rozmus has a new recording on the Face 2 Face label called *Rhythm of Love*. Besides being an accomplished flute player, Rozmus is also a talented producer and engineer.

Sixpence None the Richer

SQUINT/COLUMBIA

Frontwoman Leigh Nash's smoothly textured vocals give songwriter-guitarist Matt Slocum's innocent tales of love and humanity a signature, sugary, folk-pop style. Squint Records President Stephen Prendergrast says of SNTR, "A live performance gives more opportunity to pick up on the subtleties that prove SNTR won't have a one song career. People who see them in person can recognize that the band's work is not just another song, and that they're not just another band."



recognize that the band's work is not just another song, and that they're not just another band."

Gregg Swann

DALIN RECORDS

Swann got his start playing college pubs and bars in St. Louis and from there moved onto the City of Brotherly Love, where he honed his skill for writing catchy, classic pop songs. With his strong songwriting ability and humble personality, Gregg has impressed many a crowd. He also has spent time touring in Europe and some of his music has been featured on the NBC-TV prime time show *Homicide*. His Dalin Records' debut album *Dizzy At the Door* was produced by Rob Freeman (Blondie, the Go-Go's, Kiss) and features the current A/C hit "Spinning."

Chalee Tennison

ASYLUM

With a diverse musical background, Chalee Tennison brings a strong, soulful presence to Country music, a sound that's not far from the Texas roadhouses where she forged her unique style. Her self-titled debut album displays a commanding vocal presence and emotional depth that shows she's in the company of Country's best singers.

Judy Tenuta

Joan Rivers refers to her as "the funniest woman in the world," while Tenuta describes herself as a "multi-media Bondage Goddess." Whatever you call her, Judy Tenuta is one funny woman. The accordion-playing standup comic/actress has starred in her own specials on HBO, Showtime, and Lifetime. Her CDs, *Attention Butt-Pirates and Lesbeterians* and *In Goddess We Trust* are Grammy-nominated. Her book, *The Power of Judyism*, teaches how to turn unsuspecting trolls into your personal love slaves.

Tin Hat Trio

ANGEL RECORDS

Although Tin Hat Trio has signed with the prestigious classical imprint Angel, their music is entirely eclectic and artfully beyond categories. All three members are Julliard-trained, but if you alchemized varying degrees of Astor Piazzolla, Django Reinhardt, and Charles Ives, you might come close in verbalizing their agile chamber music approach. *Memory Is An Elephant*, their debut CD, will be out February 23.

Monte Warden

ASYLUM

Monte Warden's classic take on vintage Country has been shaping the Nashville landscape for nearly a decade, since he first led the quartet The Wagoners onto the scene. On his latest, *A Stranger To Me Now*, Warden returns to his roots with a maturity in his vocals and deepening of his songwriting. His music offers probing personal insight, and tackles universal issues with greater depth than ever.

Peter White

COLUMBIA RECORDS

British guitarist Peter White rose to musical prominence with his work as guitarist and musical partner with English songwriter Al Stewart. He then started dabbling with solo guitar recording projects and traveled the world as lead guitarist with international singer Basia. With two best-selling Columbia solo recordings under his belt, including his latest, *Perfect Moment*, White is part of the elite Southern California "Smooth Jazz Mafia," which includes saxophonist Boney James, trumpet player Rick Braun, keyboardist Brian Culbertson, guitarist Marc Antoine, and saxophonist Richard Elliot. ●



Exhibits

Louisiana Music Commission (LMC) is a state agency within the Louisiana Department of Economic Development. The LMC is responsible for instituting many projects and initiatives, in particular in broadcasting, to get commercial radio and television to support Louisiana recording artists.

MAP Promotions specializes in travel promotions and incentives, coordinates travel fulfillment for sweepstakes, contests, and special events. MAP has professional expertise in designing customized and cost-effective packages that promote sales and motivate clients or employees.

Liquid Audio focuses exclusively on the needs of the music industry, providing labels and artists with software tools and technologies that enable secure online preview and purchase of CD-quality music. Formed by veterans of the music industry and professional recording engineers, Liquid Audio is leading the convergence of music and technology.

World Anthem Broadcast 2000 is a project dedicated to the creation of one World Anthem to commemorate the new millennium. The project utilizes EMI (Experiments in Musical

Intelligence), extracting the common tendencies of today's 195 existing national anthems and composing one World Anthem to be broadcast at noon New Year's Day 2000.

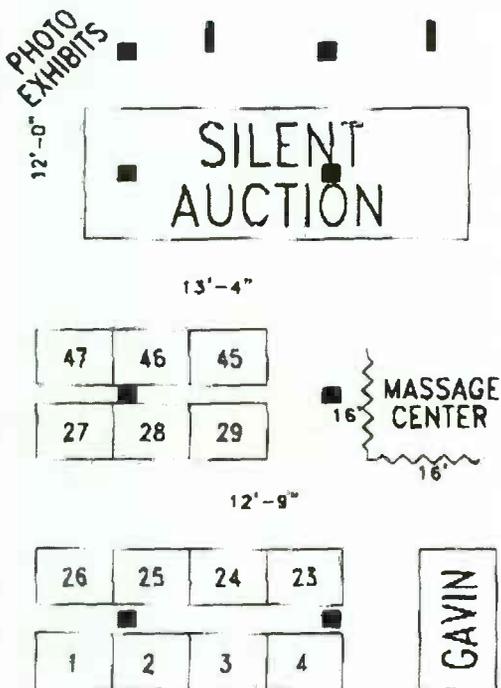
Howard Rosen Promotion is a full service radio promotion/marketing company specializing in Top 40, A/C, Modern A/C, College, and AOR. Thunderquest records presents the release of Love Police, featuring the current singles "Abuse of Power" and "Without You."

Rude Dog Records and Promotions firmly believes that College radio exposure is instrumental in breaking artists. Rude Dog is on a first name basis with many College DJs and other radio personnel and knows how to build a successful project.

WebRadio is the next wave in Internet broadcasting and radio's best option. WebRadio allows each station to webcast its signal to the widest possible audience on the Internet using Java based EMBLAZE™ exclusively.

OnRadio leads the convergence of radio and the Internet. By offering loyal listeners a direct link to the online world, stations can keep audiences connected whenever they're connected to the computer. OnRadio Network Service, with over 500 affiliates, is a turnkey Internet solution for building an engaging and entertaining online presence.

Refugee All Stars presents a refreshing and thirst-quenching taste in entertainment. Stop by and get the first samplings of new music from Wyclef, Earth Wind and Fire, Khadejia, Marie Antoinette, and many others.



From Bowie to Bone Thugs: 25 Years of Rock Photography

GAVIN Seminar photographer Pat Johnson (he's the one wandering in and out of sessions wearing a beret) was covering the music world long before he hooked up with us. In fact, Johnson's images have graced countless album covers, been used as publicity and news pics, and they've been admired as "how'd he get that close?"

live shots for years. Now GAVIN attendees have the opportunity to view his work in-depth, because he's bringing an encapsulated version of his first gallery exhibit, "From Bowie to Bone Thugs: 25 Years of Rock Photography," to the 1999 GAVIN Seminar.



Johnson's photos will be on display in the Exhibit Area, so stop by and take a look. And who knows: since Johnson's also graciously donated a few stills to our Silent Auction, you may be able to take your favorite home with you.

Founded by Bill Gavin in 1958

GAVIN

Miller Freeman Entertainment Group
140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990
Fax: (415) 495-2580
http://www.gavin.com
e-mail: editorial@gavin.com

Chief Executive Officer DAVID DALTON
Chief Operating Officer BOB GALLIANI
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Editor-in-Chief REED BUNZEL

Managing Editor ALEXANDRA RUSSELL
East Coast Bureau TONY SANDERS
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Contributing Editor (Research) JHAN HIBER
Contributing Editor JAAN UHELSZKI

Head of Sales and Marketing LOU GALLIANI
(805) 542-9999 Fax: (805) 542-9997;

RICK GALLIANI
(415) 459-3703, Fax: (415) 485-1799
Top 40 Marketing - STEVE RESNIK
(818) 951-6700, Fax: (818) 951-6800

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NASHVILLE OFFICE
209 10th Avenue South, Suite 516, Nashville, TN 37203
(615) 255-5010, Fax: (615) 255-5020

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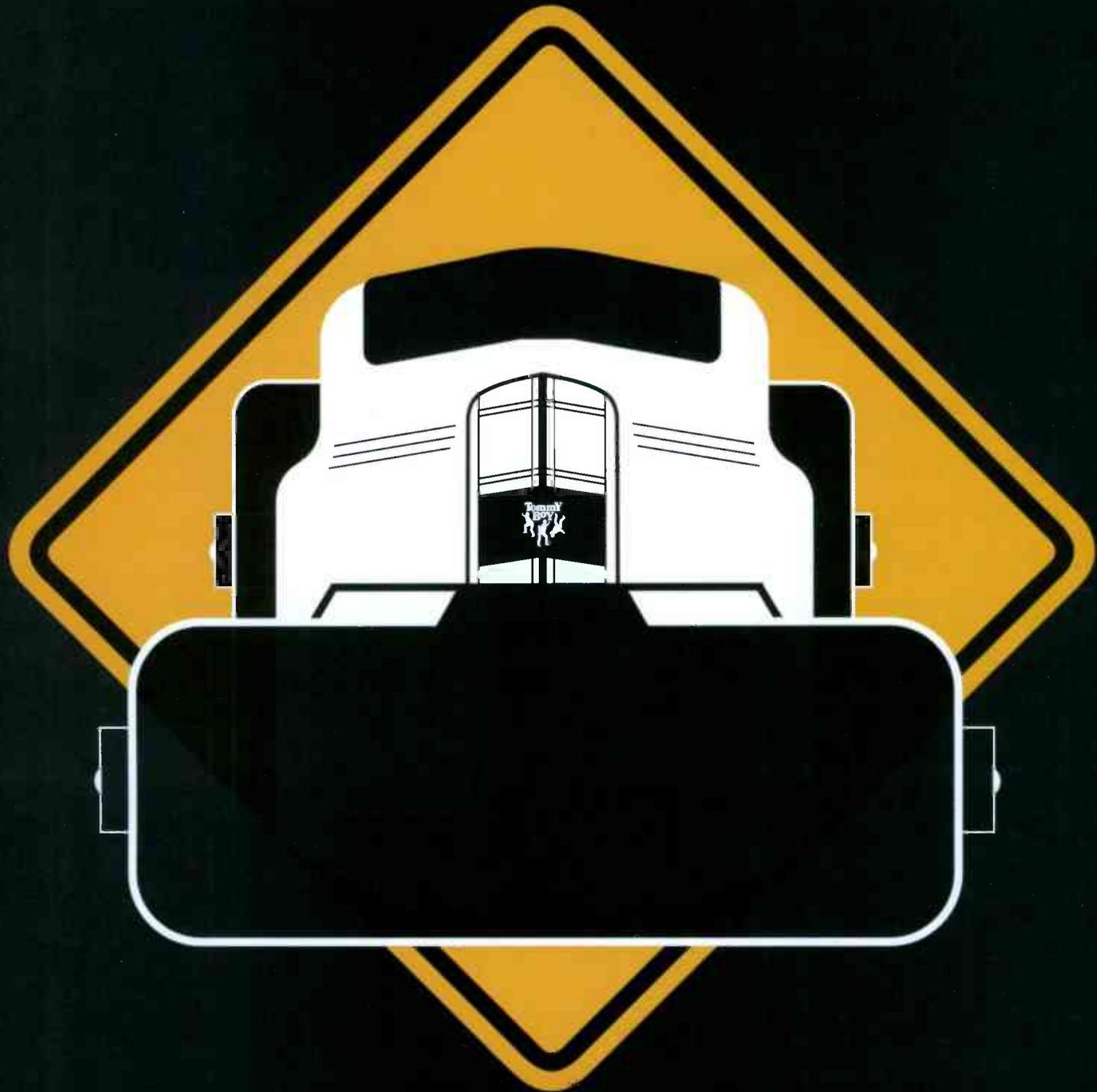
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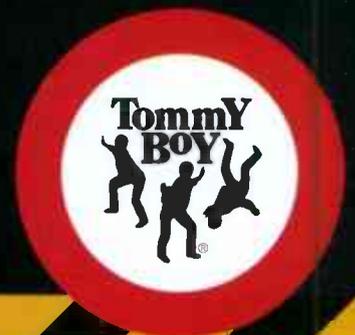
PLATINUM ARTIST EVERLAST "WHITEY FORD SINGS THE BLUES"

NEXT TO ROLL

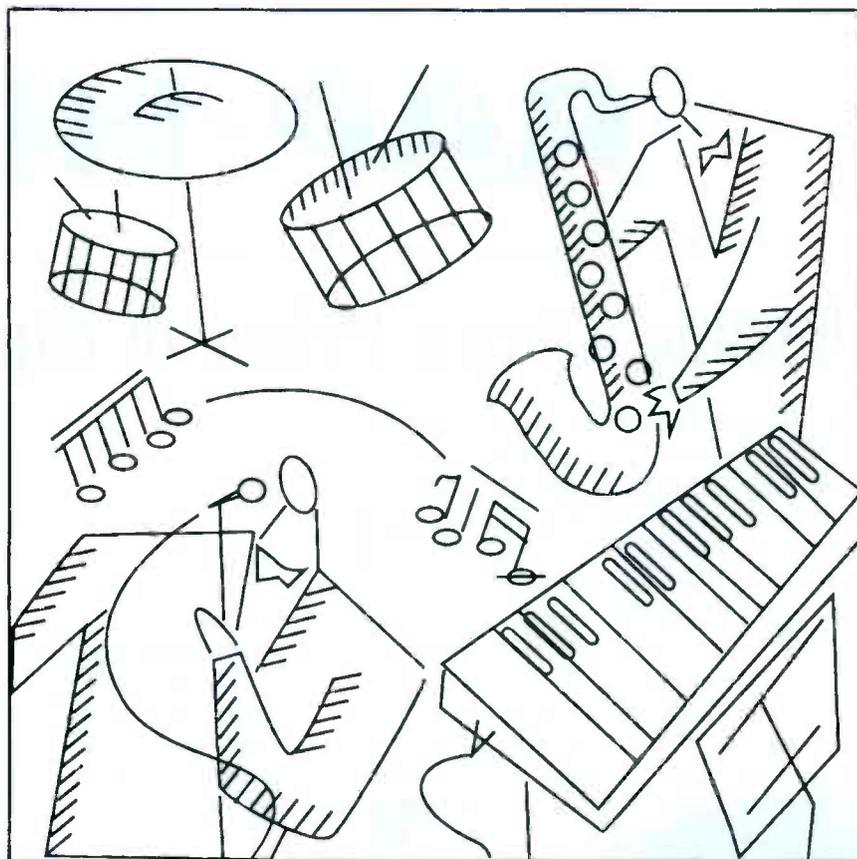
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RAP • HIP-HOP

Jerome: Crown Prince of Hip-Hop Soul?

His name is Jerome Childers, and if his Bad Boy label gets what it wants—and when hasn't it?—his smokey tenor will be the Next Big Voice in hip-hop soul.

He's already been featured on the *Bad Boy's Greatest Hits* collection, with the track "Too Old For Me," which was accompanied by a videoclip featuring Penny Hardaway and Keisha from Total which was played on BET and

Childers has been warbling since the age of 3, listening to his parents' collection of R&B records and performing for family gatherings. Soon he was singing with school choirs and local talent shows, wowing the locals.

"I always liked to sing, and listen to singers and study them," he says. "My mom and dad were always playing music around the house; my whole family is musical-inclined. My sister is in a group called Portraits of Ebony, and my mom brought them up to New York and I went along." According to Jerome, the tape featuring his sister's



MTV. And at a time when long-term artist development seems to be a thing of the past, Jerome has an automatic advantage: he's just 12-years old, giving him plenty of room to mature as an artist.

Sean "Puff Daddy" Combs, who built the bridge between rap and R&B in the '90s with his work on artists like Mary J. Blige, Jodeci, and Total, discovered Jerome through a fortuitous combination that can be summed up as "right tape, right time."

The odd thing is, the soft-spoken young man from Akron, Ohio, caught the ear of one of the biggest hip-hop producers in pop music without even knowing who he was. "I didn't really know who Puffy was," Jerome admits. "I wasn't really listening to his stuff...I like a little rap—I like Busta Rhymes—but I met Puffy at the audition."

The story goes that little Jerome

group also highlighted him in a solo performance. It was this track that caught the ears of producing partners Shawn Brown and Ed Woods, who approached Jerome's dad, Stanley Childers, about signing the youngster to their production company, Brown Wood & Black Tree. Jerome was just 9 years old.

The producers brought the tape of Jerome's performance to Combs, who wanted to hear more. Jerome was summoned to the Big Apple for a live audition, and things went so well that both Brown Wood & Black Tree and Jerome got deals—one a production pact and the other a recording contract.

Now the youngster's world is radically altered. He tells GAVIN he now lives in New York and attends a professional children's school, "My life is school and the studio," Jerome says quietly. "I really like science,

math, English, social studies...I'm really into school. Also astronomy and anatomy—I like to do those two things. As far as creative, I'm singing and getting into acting, and also doing producing and writing. I'm taking it as far as it can go."

And that seems to be quite a distance, considering the names contributing to his debut album, which will be released in late March: Mario Winans, Heavy D, Teddy Riley, Rodney Jerkins, and Kelly Price will join Puffy in shaping the young artist's sound. But Jerome still thinks of himself as a fan.

"Stevie Wonder, Whitney Houston, and Brandy...I'd really like to meet them," he says.

Hampton's Got the Boomin' System



Hey, that's L.L. Cool J visiting WHOV-FM 88.1, Hampton University's college station, flashing the infamous microphone tattoo that started the jealous beef with Cannibus on the track "4-3-2-1" from his last album, *Phenomenon*. WHOV PD Jay Wright, right, is just happy to have L.L. on hand.

Gavin Seminar Hip-Hop Agenda

THURSDAY, 1:30 P.M.

Hip-Hop Inaugural Session

Jermaine Dupri Presents: Knights of the Round Table

Jermaine Dupri's So So Def Entertainment, together with EMI Music Publishing, convenes a group of industry knights in the round to shed light on the future of the music and answer your specific questions. Join So So Def artist development VP Bart Phillips, EMI Music Publishing creative VP Big Jon, and special guests for a hands-on workshop session exploring artist development, marketing, and promotion in today's music landscape.

FRIDAY, 4:30 P.M.

The Hip-Hop Summit

Performance by hot new Death Row/Interscope artist Eminem.

In this town hall-styled session, the audience—including key programmers, DJs, artists, and record reps—will provide the commentary, raise new questions, and offer solutions about a range of key subjects, including: lyric content, violence, touring opportunities, airplay, video imagery, commercialism, culture, gender gaps, and more. GAVIN Hip-Hop Editor Janine Coveney will lead this sure-to-be controversial discussion.

SATURDAY, 2:00 P.M.

Hip-Hop Jukebox Jury

Straight to the point: We'll listen and rate some of the newest hip-hop jams for 1999 and let the audience and the panel decide what works and what doesn't.

SATURDAY, 4.30 P.M.

Fifth Annual Rap Awards Luncheon

Attend this celebration of Rap's key players in radio, record promotion, and retail, and see for yourself who takes home the prizes. Featuring the first-ever On the Rise and Rap Woman of the Year awards.

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RAP

MOST ADDED



- CHOCLAIR (60)
- EMINEM (40)
- SKEME TEAM (39)
- THE ROOTS (33)
- SNOOP DOGG (33)

MOST REQUESTED



- SAUCE MONEY
- DEFARI
- NAS
- ROOTS
- NAUGHTY BY NATURE

RADIO SAYS



DEFARI
 "Likwit Connection"
 (Black Label/Tommy Boy)
 "Lyrics! What more can
 I possibly say."
 —Mz. K Sly, KSDB-
 Manhattan, KS.

LW	TW		Spins	Diff.
1	1	BAD MEETS EVIL - Nuttin' To Do (Game Recordings)	1516	-107
5	2	SAUCE MONEY - Middle Finger U/Pre-Game (MCA)	1392	+266
6	3	NAUGHTY BY NATURE - Dirt All By My Lonely (Arista)	1336	+204
4	4	AFU RA - Whirlwind Thru Cities (Gee Street)	1301	+134
3	5	BLACK STAR - Respiration Feat. Common (Rawkus)	1252	+54
10	6	DEFARI - Likwit Connection (Black Label/Tommy Boy)	1249	+214
11	7	PETE ROCK - Tha Game/One Life To Live (Loud)	1167	+158
13	8	BUCKSHOT, 5FT. EVIL DEE - Showdown/Onslaught (Duck Down/Priority)	1129	+177
2	9	THE ROOTS - Adrenaline (MCA)	1029	-291
23	10	RAS KASS - Rasassination (PatchWerk Recordings) <i>My pick of the week breaks into the Top 10.</i>	910	+339
33	11	NAS - Nas Is Like (Columbia/CRG)	874	+475
20	12	KRS ONE - 5 Boroughs (Jive)	872	+284
19	13	INSPECTAH DECK - Rec Room (Loud)	819	+203
9	14	RASCO - Take It Back Home (Stones Throw Records)	784	-223
18	15	ICE CUBE - Pushin' Weight Remix (Priority)	779	+148
7	16	BAD SEED - Grits (Makin' Records)	777	-271
8	17	UNSPOKEN HEARD - Better (7 Headz Recordings)	721	-317
24	18	TIMBALAND - Lobster & Scrimp (Atlantic)	716	+188
12	19	BUSTA RHYMES - Gimme Some More/Tear The Roof Off (Elektra/EEG)	644	-331
17	20	COOL BREEZE - Watch For The Hook (Organized Noize/Interscope)	640	-56
14	21	LYRICIST LOUNGE ALL-STARS - Talking To You/C.I.A. (Rawkus)	634	-277
29	22	SPORTY THIEVZ - Cheapskate Remix (Roc-A-Blok)	627	+156
—	23	RZA - NYC Everything feat. Method Man (Gee Street) <i>A strong debut this week means Rza could be Top 10 by next week.</i>	608	N
35	24	THE ROOTS - You Got Me (MCA)	589	+218
15	25	HELTAH SKELTAH - Brownsville 2 Long Beach (Duck Down/Priority)	565	-249
34	26	HALF-A-MIL - Fires In Hell (Penalty Recordings)	554	+182
28	27	PRINCE PAUL - More Than You Know feat. De La Soul (Tommy Boy)	532	+22
—	28	TASH - Bermuda Triangle (Loud)	493	N
22	29	ZION I - Innerlight (Goodvibe)	484	-80
21	30	GHOSTFACE KILLAH - Mighty Healthy (Razor Sharp/Epic Street)	478	-92
27	31	CHARLI BALTIMORE & GHOSTFACE - Stand Up (Untertainment/Epic)	473	-7
—	32	THE DWELLAS - Stand Up (Loud)	465	N
25	33	VISIONARIES - Audible Angels (UP ABOVE)	453	-58
—	34	PSYCHO & IRISCIENCE - On Deadly Ground (Blackberry)	439	N
31	35	OUTKAST - Da Art Of Storytelling (LaFace/Arista)	425	+15
36	36	REDMAN - I'll Be Dat (Def Jam/Mercury)	409	+36
32	37	EVA FLO - I'm The One (Nervous)	392	+2
16	38	RZA - Holocaust Feat. GhostFace (Gee Street)	374	-376
30	39	EDDIE MEEKS & THAREKO - Larger Than Life (Serious Records)	348	-74
26	40	TRAGEDY - Blood Type (25 To Life Records)	329	-166



REVIEWS

HOMELESS NATION 8:14

Bum Endeavors (Homeless Records)

While the majority of the country is enjoying prosperity, recent news reports showed that in California, the gap between rich and poor has continued to widen since the 1994 recession. With homelessness still an issue in many inner cities, one enterprising Laguna Hills, Ca., group of former street people has formed a rap collective to put out records showcasing their skills and improve their lot. This two-disc set—their second album effort—is full of social commentary about life on the streets, as well as lighter party rhymes, all over sample-free, head-nodding, deep groove beats. Check the rapidfire shout-out rhymes on "Cali Livin'," the party grooves "Westside" or "Avalanche"; on "Kickn' a Verse Like Bone," the group does their best to rip over a sweet groove in the style of the infamous Bone Thugs. Call (909) 984-9264.



RAP REPORTS ACCEPTED
 THURSDAYS 9 A.M.-4 P.M.
 STATION REPORTING PHONE:
 (415) 495-1990
 FAX: (415) 495-2580

CHARTBOUND

- EMINEM - "My Name Is..." (Aftermath/Interscope)
- KARDINAL OFFISHAL - "And What" (Figure IV)
- CHOCLAIR - "Flagrant" (Figure IV)
- JT MONEY - "Who Dat?" (Priority)
- REDMAN feat. BUSTA RHYMES - "Da Goodness" (Def Jam)

UP&ADD'EM

- MR. COMPLEX - "Kill It" (Core Records) 2/18
- RUFF RYDERS - "Ryde Or Die" (Ruff Ryder/Interscope) 2/25
- ALL NATURAL - "It's Okay" (All Natural Recordings) 2/25
- MASTERMINDS - "Bring It Back" (Exodus) 2/25
- OZOMATLI - "Cut Chemist Suite" (Interscope) 3/4

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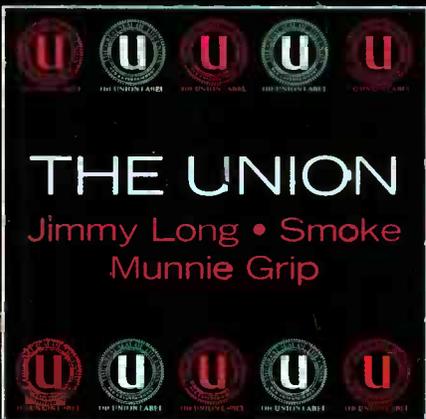


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TRIPLE A

Ani DiFranco on the Up ...and Up and Up and Up and Up and Up and Up

BY KENT ZIMMERMAN

They number 14 and they're on a mission from hell. Jamie Canfield, who heads up Righteous Babe Records' radio promotion, puts it best: "We're here to bring Ani's music to the people. That's our main goal, to make sure Ani's voice is heard. We're her representatives."

The 14 folks at Righteous Babe—as well as support troops in the field—are currently enjoying Ani DiFranco's greatest success at radio to-date, with airplay at major markets (KMTT, WXRT, KFOG) as well as near unanimous non-commercial play (#1 GAVIN Non Comm). It's only taken ten years of continuous recording and touring, but at least it's success on their own terms.

"I don't think a major label would be able to take this music and give

it its due without [Ani] having to play the game," says Canfield. "It's not that we're not playing the game, it's just that we're playing the game the way we want to, using the music as the only tool to get it on the radio. Other labels have different ways of dealing with that—several avenues and large staffs."

Over the past five years, Ani DiFranco has been slowly adding instrumentation to her regimen of songs. After making her greatest inroads on the radio with *Little Plastic Castles*, her latest album *Up, Up, Up, Up, Up, Up* has hit the DiFranco Nation in a big way, forcing radio to sit up higher and take notice.

"The grassroots support is more than half of the story, resulting in

51,000 albums sold the first week," Canfield boasts. "The touring is also one of Ani's biggest strengths. She's constantly on the road, playing bigger venues this year in places she hasn't been to in a while. After the spring tour comes the summer and the fall tour, then it's off to Australia."

"Ani's a trooper in the strictest sense of the world."

The view from retail land has gotten better as well. According to label manager Mary Begley, the Ani equation is broadening from concerts, retail, and press, and now includes the latest radio base—and the timing couldn't be better, building their retail distribution just as major market radio seems to be getting on the bus.

"Our sales are steady and spread



out," says Begley. "This is no one hit wonder. Ani as an artist, Righteous Babe as a business, and radio's acceptance; it's all growing together." Since signing a major distribu-

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tion deal while still maintaining independent status, Begley attributes the retail success to Righteous Babe's atypical relationship with its distributor, KOCH International. While Righteous Babe certainly doesn't lack quirkiness, they do lack the traditional intensity usually present in a day-to-day relationship with the record distributor.

"Every album has increased gradually," says Begley. "But when we signed up for distribution with KOCH in 1995, everything really took off. We really like KOCH International. We're one of their big customers. They're independent, plus we're not their normal customer. We don't pick up the phone every day and yell and scream. We work together. Problems are approached with solutions as opposed to threats and butcher knives."

"It's nothing like I've ever worked with before," says Canfield, who has past experience working with independent firms like Ryko and Rounder. "It's so compact. Everyone here communicates."

Building an awareness on the retail level wasn't a cheap venture. But Righteous Babe has found that there's wisdom in getting the music out, and the label has always liberally serviced

their discs to air willing to lister

"We did a huge press mailing like we always do," says Begley, "now we're getting more calls for review people we've from before."

As for the Righteous Babe there to a degree of bigger label given up.

"Other labels on radio and College," says I

we want everyone to have the choice to play Ani or not, so we service everybody—except for maybe Top 40, ...right now, anyway. If radio wants to play us, fine. We do the same thing for retail as

well. We service everyone with the album whether they'll play it in the store or just put it in the used bin. At least they get it. We might send over 4,000 promos just to retail."

As a result, Ani's music is out the door early, and even very first album has yet to reach its saturation point.

"The live album [*Living in great*]," Begley dig hit at radio, go gold. We've units. We'll go month. The live *Little Plastic* ng. The whole ready sales. We copies a week album."

utter is working the third Ani record at radio, watching each release carve out a higher plateau of airplay awareness. "Each one has its own benchmark," he says. "The last record, *Little Plastic Castles*, marked

the first time a large block of programmers really started taking her seriously. Also, Alana Davis covering '32 Flavors' helped."

Getting radio on the DiFranco handwagon can only happen if an artist's grassroots following is congruent to the station's audience. But in Ani's case, she brings the matter of street credibility into play, something that could conceivably rub off on the stations that feature her music.

"You approach people from the standpoint that here's an artist who can draw five to ten thousand people in New York, Boston, Detroit, San Francisco, maybe Seattle and Chicago," says promoter Paul Brown.

"Here's an artist who is 30 years old with ten records under her belt. Also you've got artists like Sarah McLachlan, Metallica, Phish, and Ani DiFranco—four white artists with more street cred than most everybody out there, and they all did it by touring."

"It's exciting to defy and do the unthinkable," Brown added. "To be involved with artists who are perpetrating the impossible, that is, beating the pants off the system."



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TRIPLE A

Red entries highlight a stronger performance than on the combined A3



MOST ADDED

PAUL WESTERBERG (25)

"Lookin' Out Forever"
(Capitol)

Including: WRNX, WBOS, WMVY, WMWV, WNCS, WEBK, WXPX, WRNR, WVOD, WRLT, WAPS, WMMM, KTCZ, WXRT, WEBX, KBXR, KSPN, KTAO, KBAC, KTHX, KPCC, K-OTTER, KFXJ, KBSU, and KRVM

STEVE EARLE AND THE DEL McCOURY BAND (14)

The Mountain
(E-Squared)

Including: WERI, WMWV, WEBK, WKZE, WFUV, WXPX, WYSO, KPFT, WNCW, WMKY, WCBE, KYNF, KRCL, and KPIG

GOMEZ (13)

"Get Myself Arrested"
(Virgin/Hut)

Including: WRNX, WBOS, WERI, WMWV, WRNR, WNCW, WMKY, KGSR, KSPN, KBAC, KTHX, KPCC, and KFXJ

BLACK CROWES (11)

"Only a Fool"
(Columbia/American)

Including: WEBK, WXPX, WRLT, KFAN, KBXR, KMMS, KSPN, KTAO, KTHX, KPCC, and K-OTTER

RECORD TO WATCH



GOMEZ

"Get Myself Arrested"
(Virgin/Hut)

Gomez breaks the Brit-Pop mold by relying on a tight and funky roots sound. Round up the usual suspects including WRNX, WBOS, KGSR, KTHX, and 15 more!

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
1	1	R.E.M. (Warner Bros.)	1	1	SHERYL CROW (A&M)	1	1	ANI DiFRANCO (Righteous Babe)
2	2	SHERYL CROW (A&M)	2	2	NEW RADICALS (MCA)	2	2	R.E.M. (Warner Bros.)
3	3	CHRIS ISAAK (Reprise)	4	3	R.E.M. (Warner Bros.)	4	3	PETER HIMMELMAN (6 Degrees/KOCH)
4	4	NEW RADICALS (MCA)	3	4	CHRIS ISAAK (Reprise)	3	4	BECK (DGC)
6	5	JOHN MELLENCAMP (Columbia/CRG)	6	5	JOHN MELLENCAMP (Columbia/CRG)	8	5	LYNN MILES (Philo/Rounder)
5	6	ANI DiFRANCO (Righteous Babe)	5	6	SHAWN MULLINS (SMG/Columbia)	13	6	JULIAN LENNON (Fuel 2000)
8	7	SHAWN MULLINS (SMG/Columbia)	10	7	JONNY LANG (A&M)	6	7	MARTIN SEXTON (Atlantic)
10	8	JONNY LANG (A&M)	12	8	COLLECTIVE SOUL (Atlantic/Hollywood)	5	8	BRUCE HORNSBY (RCA)
11	9	SUGAR RAY (Lava/Atlantic)	7	9	LUCINDA WILLIAMS (Mercury)	12	9	CHRIS ISAAK (Reprise)
12	10	LUCINDA WILLIAMS (Mercury)	11	10	SUSAN TEDESCHI (Tone Cool/Rounder)	7	10	B.B.KING (MCA)
9	11	JEWEL (Atlantic)	13	11	JEWEL (Atlantic)	10	11	GOLDEN SMOG (Rykodisc)
18	12	COLLECTIVE SOUL (Atlantic/Hollywood)	15	12	GOO GOO DOLLS (Warner Bros.)	36	12	CHERYL WHEELER (Philo/Rounder)
13	13	WES CUNNINGHAM (Warner Bros.)	8	13	BRIAN SETZER ORCHESTRA (Interscope)	9	13	RUSTED ROOT (Mercury)
16	14	SUSAN TEDESCHI (Tone Cool/Rounder)	20	14	WES CUNNINGHAM (Warner Bros.)	14	14	LYLE LOVETT (Curb/MCA)
19	15	BRUCE HORNSBY (RCA)	19	15	SUGAR RAY (Lava/Atlantic)	15	15	INDIGENOUS (Pachyderm)
25	16	PETER HIMMELMAN (6 Degrees/KOCH)	21	16	BRUCE HORNSBY (RCA)	18	16	PHISH (Elektra/EEG)
17	17	LYLE LOVETT (Curb/MCA)	18	17	ANI DiFRANCO (Righteous Babe)	16	17	ROBERT EARL KEEN (Arista)
20	18	GOO GOO DOLLS (Warner Bros.)	16	18	LYLE LOVETT (Curb/MCA)	19	18	JIMMY ROGERS ALL-STARS (Atlantic)
7	19	SEAL (Warner Bros.)	17	19	B.B.KING (MCA)	20	19	SHERYL CROW (A&M)
28	20	ALANIS MORISSETTE (Maverick)	25	20	SINEAD LOHAN (Interscope)	41	20	DAVID WILCOX (Vanguard)
15	21	B.B.KING (MCA)	14	21	BARENAKED LADIES (Reprise)	11	21	LAURA LOVE (Mercury)
31	22	SINEAD LOHAN (Interscope)	9	22	SEAL (Warner Bros.)	17	22	KEB' MO' (550 Music)
22	23	KEB' MO' (550 Music)	28	23	ALANIS MORISSETTE (Maverick)	23	23	ALANIS MORISSETTE (Maverick)
26	24	INDIGENOUS (Pachyderm)	22	24	DAVE MATTHEWS BAND (RCA)	31	24	LUCINDA WILLIAMS (Mercury)
23	25	BRIAN SETZER ORCHESTRA (Interscope)	35	25	RUGRATS SOUNDTRACK (Interscope)	30	25	SINEAD LOHAN (Interscope)
24	26	DAVE MATTHEWS BAND (RCA)	27	26	GOLDEN SMOG (Rykodisc)	25	26	JOHN MELLENCAMP (Columbia/CRG)
21	27	BECK (DGC)	32	27	PETER HIMMELMAN (6 Degrees/KOCH)	24	27	JEWEL (Atlantic)
29	28	GOLDEN SMOG (Rykodisc)	24	28	SEMISONIC (MCA)	43	28	SUGAR RAY (Lava/Atlantic)
14	29	BARENAKED LADIES (Reprise)	23	29	KEB' MO' (550 Music)	27	29	BRUCE SPRINGSTEEN (Columbia/CRG)
27	30	PHISH (Elektra/EEG)	30	30	INDIGENOUS (Pachyderm)	22	30	SEAL (Warner Bros.)
35	31	DUKE DANIELS (E Pluribus Unum)	31	31	BLONDIE (Beyond Music)	N 31	31	RICHARD JULIAN (Blackbird/Sire)
38	32	NATALIE MERCHANT (Elektra/EEG)	26	32	PHISH (Elektra/EEG)	40	32	BOTTLE ROCKETS (Doolittle)
33	33	SEMISONIC (MCA)	36	33	DUKE DANIELS (E Pluribus Unum)	28	33	DUKE DANIELS (E Pluribus Unum)
44	34	JULIAN LENNON (Fuel 2000)	41	34	R.L. BURNSIDE (Fat Possum/Epitaph)	39	34	THE NIELDS (Rounder)
36	35	ROLLING STONES (Virgin)	N 35	35	BONNIE RAITT (Capitol)	33	35	ELLIS PAUL (Philo/Rounder)
30	36	RUSTED ROOT (Mercury)	33	36	ROLLING STONES (Virgin)	44	36	UNBELIEVABLE TRUTH (Virgin)
32	37	CAKE (Capricorn)	37	37	CRACKER (Virgin)	46	37	SUSAN TEDESCHI (Tone Cool/Rounder)
34	38	EVERLAST (Tommy Boy)	38	38	U2 (Island)	34	38	ELLIOTT SMITH (Dreamworks)
40	39	RUGRATS SOUNDTRACK (Interscope)	29	39	RUSTED ROOT (Mercury)	21	39	WES CUNNINGHAM (Warner Bros.)
41	40	BLONDIE (Beyond Music)	N 40	40	DAVID WILCOX (Vanguard)	29	40	SON VOLT (Warner Bros.)
50	41	DAVID WILCOX (Vanguard)	40	41	SON VOLT (Warner Bros.)	45	41	NEW RADICALS (MCA)
47	42	ELLIOTT SMITH (Dreamworks)	43	42	MATCHBOX 20 (Lava/Atlantic)	48	42	COLLECTIVE SOUL (Atlantic/Hollywood)
37	43	BRUCE SPRINGSTEEN (Columbia/CRG)	48	43	NATALIE MERCHANT (Elektra/EEG)	N 43	43	MIKE SCOTT (Steady)
45	44	JIMMY ROGERS ALL-STARS (Atlantic)	49	44	ELLIOTT SMITH (Dreamworks)	50	44	ROLLING STONES (Virgin)
42	45	MARTIN SEXTON (Atlantic)	34	45	CAKE (Capricorn)	N 45	45	MIKE HENDERSON & THE BLUEBLOODS (Dead Reckoning)
43	46	SON VOLT (Warner Bros.)	46	46	JIMMY ROGERS ALL-STARS (Atlantic)	49	46	JONNY LANG (A&M)
N 47	47	LYNN MILES (Philo/Rounder)	—	47	BLACK CROWES (American)	—	47	EVERLAST (Tommy Boy)
39	48	U2 (Island)	N 48	48	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	26	48	JOHN GORKA (Red House)
N 49	49	BONNIE RAITT (Capitol)	N 49	49	GUS (Almo Sounds)	37	49	BARENAKED LADIES (Reprise)
N 50	50	R.L. BURNSIDE (Fat Possum/Epitaph)	N 50	50	FASTBALL (Hollywood)	N 50	50	VIC CHESNUTT (Capricorn)



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- Rolling Stone* - One of the "Albums That Mattered in 1998"
- Spin* - #2 Album of the year, 7th "biggest thing" in 1998
- LA Times* - Bob Hilburn - Top 10 of 1998
- New York Times* - Stephen Holden - Best of 1998
- New York Times* - Jon Pareles #9 album of the year
- New York Magazine* - #1 Album of 1998
- Rocket* - #1 album of 98
- Magnet* - Best of 1998



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A3 BOOMER GRID

EDITORS:
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ZIMMERMAN

TW	Title (Label)	Spins	Trend	CDR	KACD	KACV	KBAC	KBDO	KBHR	KCRW	KEPC	KFAN	KELK	KFOG	KFLU	KGSR	KINK	KKZN	KLRQ	KMMS	KMTT	KNBA	KOTR	KPCC	KPIG	KROK	KRSB	KRMM	KRRS	KSRN	KSUT	KTAO	KTCZ	KTIK
1	R.E.M. (Warner Bros.)	922	-23	9	9	24	13	5	11		13	15	15	30	14	33	8		13	17	24	10	16	7		10	19	15	21	11	8	16	32	14
2	SHERYL CROW (A&M)	901	+44	28	25	23	16	24	23			15	29	22	24	22	17			17	24		12	7		33	21	15	17	15		26	37	12
3	CHRIS ISAAK (Reprise)	842	-12	28	24	23	21	15	22		10	15	27	22	24	13	10		3	16	10	8	9	7	12	33	23	20	19	6	4	24	11	14
4	NEW RADICALS (MCA)	770	-8	28	27		20	22	25		11			22	18	14	7		16		24	10	8	7		33	5		21		8	21	34	14
5	JOHN MELLENCAMP (Columbia/CRG)	698	+110	17	13	21	8	14				15	23	23	10	25	17		8	7	8	9	10	10	23	20	15	19	11		22	32	14	
6	ANI DI FRANCO (Righteous Babe)	644	+26			14	5				13			11	7		8		4		12	10	12	7	10	26	8	15	14	7	12	7	10	
7	SHAWN MULLINS (SMG/Columbia)	597	+18	7	13		3		12			10	8	8	14	23	29		8		24	9	7	6	26	16	15	19	14			17	10	
8	JONNY LANG (A&M)	559	+23		15		6	7				10	30	11	23	8			4		24	10	8	8	10	32	6		5	23		22	16	9
9	SUGAR RAY (Lava/Atlantic)	557	+34		27	23	18	15	25		12				12	15			3	9	24			7	32	27		21	9		6	13	8	
10	LUCINDA WILLIAMS (Mercury)	534	+22	30	15		15	29	12		7	10	8	11	23	23							4	5	18	28	2	15	5	14	7	9	14	10
11	JEWEL (Atlantic)	533	-28	30	26		2	24	25		10			10										7	33	4	15	9	8	8	17	13	10	
12	COLLECTIVE SOUL (Atlantic/Hollywood)	528	+36	6	15	11	8	13	12		6				23	25	9		9	8	12	10		7		11	10	14	8		8	11	12	
13	WES CUNNINGHAM (Warner Bros.)	509	+1	17	14		11	13	10					11	24	12	10		3		12	9	7		16		10	21			6	7	14	
14	SUSAN TEDESCHI (Tone Cool/Rounder)	506	+10	9	25		7	24						11	13	24	13		4	16	10	10	5	8	24	11	15	19	8			11	9	
15	BRUCE HORNSBY (RCA)	488	+14				20		3		8	15		6	7	12	18					4	8	5	3	22	12	15	12	11	12	22		14
16	PETER HIMMELMAN (6 Degrees/KOCH)	484	+57							6	10				8	12	8					12	8	14	5		15	14	5	5	7	7	8	
17	LYLE LOVETT (Curb/MCA)	477	-17	10			6	18			7	10	8		10	19						9		5	13	22	4	20	5	11	12	12	4	19
18	GOO GOO DOLLS (Warner Bros.)	463	-11	29	11		3		25		7				20									5	32	6	10	5		6	30	9		
19	SEAL (Warner Bros.)	459	-129		13			14	12			15		18	17		6		15		10	8	5		33	3	10	9	5		11		12	
20	ALANIS MORISSETTE (Maverick)	454	+35	17	11	21	8		11		10	10			7				8			10		10		25	21	15	19	13		26		8
21	B.B. KING (MCA)	451	-46	10	13		6	30	9		10	10	9	22	8							7	10	8	9		15	9	11	12	7	14	8	
22	SINEAD LOHAN (Interscope)	440	+63				19		7	6		5			7		12				11	9	5				14				20		12	
23	KEB' MO' (550 Music)	425	-33		15		5	14			9	15	34			12			8			10	8		10		15	5	10	10	9		12	
24	INDIGENOUS (Pachyderm)	422	-5				11				11	15	8		7				9	7		5	9	7	5		15	20	21	8	9		14	
25	BRIAN SETZER ORCHESTRA (Interscope)	400	-55	9	15		8	14	20					15	3	16	12							8		6		5	4			11	14	
26	DAVE MATTHEWS BAND (RCA)	399	-42	10	40	19		33						12					17					5	25	4	15				14	11		
27	BECK (DGC)	397	-65		15					6	13					7						11	12	5	22	15				7	9			
28	GOLDEN SMOG (Rykodisc)	394	-22				13		13		12				10		9					9	7			7		14		4	4	8	10	
29	BARENAKED LADIES (Reprise)	376	-127	28			3	24			15		9	4	8							11	14	5	33	5	15	9	12		10			
30	PHISH (Elektra/EEG)	363	-59				4				8		8	11	8	9						5	16	7	23	15	5	13	5	14	1	9		
31	DUKE DANIELS (E Pluribus Unum)	340	-2								15	8		15	8		9		8		8	8	5		16	7	10	8	4	10	5			
32	NATALIE MERCHANT (Elektra/EEG)	331	+43	8	24		5							3		9									12	17	20	5	5		3	9		
33	SEMISONIC (MCA)	328	-29			17	13		11						10				8	9	9	11		5	14	13		14	7		16	8		
34	JULIAN LENNON (Fuel 2000)	325	+62				5				8		6			14			8			9	5				15	21	5	6	7		12	
35	ROLLING STONES (Virgin)	319	-9		14		2				7	5	25			26			17				4		10	27			18	7		12	12	
36	RUSTED ROOT (Mercury)	317	-82	6							12	15										10	5	5	18		10		13	7	10			
37	CAKE (Capricorn)	314	-53		15	16		10	12		7	10		14		9						11		12		16		10					10	
38	EVERLAST (Tommy Boy)	304	-52		26	20		30			9				6				9					5	32		15						8	
39	RUGRATS SOUNDTRACK (Interscope)	302	+17	10			5	9			5		11	8		8			14			10		5	22	15		12					9	
40	BLONDIE (Beyond Music)	294	+11			21	5		11						6		9		9	7		8				11	7	12	11		6	8		
41	DAVID WILCOX (Vanguard)	285	+68		16		4	15					14		8		9		7			8	3	6		5	10	7	8	7	15	8		
42	ELLIOTT SMITH (Dreamworks)	265	+12				7				9	10			6		8				8	7	14	5		9	10	5	7		15	5		
43	BRUCE SPRINGSTEEN (Columbia/CRG)	265	-33		21							10			10		11				9	10			6		8	9	18					
44	JIMMY ROGERS ALL-STARS (Atlantic)	262	+2				4		21				11		7								8	5	10		5		12	20	8	12		
45	MARTIN SEXTON (Atlantic)	261	-12								9					13					8	9			8		10			12			7	
46	SON VOLT (Warner Bros.)	239	-30					28			9	15	4										14				7		7	8			7	
47	LYNN MILES (Philo/Rounder)	234	NEW								11				7									3	6	10			9	6				
48	U2 (Island)	230	-58	17	13				11			10	8	9									4			26	3	10	5	4				
49	BONNIE RAITT (Capitol)	228	NEW				4	14						10	8	23	14							10		17		5			9	19	9	
50	R.L. BURNSIDE (Fat Possum/Epitaph)	227	NEW												7	34	12							8		14			7		7		10	

GUS

laughicouldlearntolove

#1 Gridbound

Debut #49*
on the Commercial Chart

Early Believers

KINK

WNCS

WMVY

WRNY

KFXJ

KTHX

KOTR

and many more!

Produced, Recorded
and Mixed by
Mark Philip Endert
Mixed by Jack Joseph Puig



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A3 BOOMER GRID

SPINS in RED are ADDS

Artist - Title (Label)	KUNR	KXL	WSPS	WBOB	WBZC	WDBE	WFLZ	WDET	WEEK	WFBY	WFRU	WFHB	WFTX	WFOV	WKEZ	WLOM	WMAK	WMMM	WNNV	WNNY	WVCS	WVCH	WVLU	WVRI	WVLT	WVPR	WVFX	WVOD	WVRY	WVWC	WVPI	WVRT	WVTV	WVEP
R.E.M. (Warner Bros.)	2	4	13	10		6	13	11	9	10	10		12	9	16		6	15	13	14		16		28	11	11	17	24	14	6	9	15	13	
SHERYL CROW (A&M)		10	22				14						12	5	12		27	12	29		16			10	20	24		47	26	7	16	18	10	
CHRIS ISAAK (Reprise)		16	7	16		9	17				8		5	16					11	14	14			20	25	23	23	19	6	5	12	5		
NEW RADICALS (MCA)			2	17			29		8	36			12			17		26	19	10	13			10	17	12	43	14	3		25			
JOHN MELLENCAMP (Columbia/CRG)	1			4			13						12		16		14	13	5	13			6	10	21	21		26		20	7	4		
ANI DIFRANCO (Righteous Babe)	2		7		12	9	8	13	13	36	6	16	12	5	12		9	5	14			16	15	28	25	15		14		8	13	15	1	
SHAWN MULLINS (SMG/Columbia)	2		7	15			14		9					16			13	13	15	11				28	10	24	32	13	4	4	16			
JONNY LANG (A&M)				15			17			20	4		4	6	18		23	12			9	8			10	7	24	31		8	13			
SUGAR RAY (Lava/Atlantic)	1			9	9										11		14								10	25	15		5	15	21	21		
LUCINDA WILLIAMS (Mercury)				16		9	17		7		6	3		9			15	5	20	10				28	28	10	10		35	5	10	12	8	
JEWEL (Atlantic)	2	23	4	8	9		10		8					16		7		12		9			12	25	10	10		35	5	10	12	12		
COLLECTIVE SOUL (Atlantic/Hollywood)	1	4	6		8		14									16	23	11		12				22	18	23	34			11	15			
WES CUNNINGHAM (Warner Bros.)			8	17		6	17						4				14	8		12				18	23	7	22		15	5	9	6	7	
SUSAN TEDESCHI (Tone Cool/Rounder)				17		9	18						7				16			12	12				30		15		26	3	12	4	14	
BRUCE HORNSBY (RCA)	1	15	4	5	10	9			7		7		8	5	16		7	12	22	15	16		5	7	21			2	5	15				
PETER HIMMELMAN (6 Degrees/KOCH)	2		9		3	6	13	16	15	20	6	9	8	5	12		7	15		11	9	4	6	18	7		15		8	10	9	16		
LYLE LOVETT (Curb/MCA)		14	3	4		9	16		7		9		7	16			15	13	24				10	8	19			14	11		5			
GOO GOO DOLLS (Warner Bros.)			7	7	13		16									6								28		11		53	27		14	15		
SEAL (Warner Bros.)	2	15	6		10		13						4		12				13	5	12		12	10		12		9	8	9	5			
AZANIS MORISSETTE (Maverick)		4	5	12	9		28		14				8						20	5	15						12	10	7		3	5		
B.B.KING (MCA)	2					19	15	8					12	5	12		5	15	11	10	7	16					17			6	8			
SINEAD LOHAN (Interscope)	1	3	8	9	15	14				36	5		4	12			8	7	14	15			20	4	10	10	15		6	9	15	5		
KEB' MO' (50/50 Music)		14	5	5	13	18							5	16				9	26	15				8		9		9		14	5			
INDIGENOUS (Pachyderm)			6	15	13	13		8	20							16				7	6					8	16		11	10				
BRIAN SETZER ORCHESTRA (Interscope)				4	5	14									16			26	9	20	14				20	10	16		12	8	6	3		
DAVE MATTHEWS BAND (A)				17	13								4						18					24	28			33	8	15				
BECK (DGC)			6			9	17	14	7	20	10	4	12	9					8	8	15	15	28	9				6	7	14				
GOLDEN SMOG (Hykodic)	2			4	6		10		20	9	4	12	9	6			9	6	14	13	16	15	20		11	21	23		6	9	4	3		
BARENAKED LADIES (Reprise)			2	7	13		10												8	6	9						22	26		15	7			
PHISH (Elektra/EEG)			6			18	10	9	20	5			5						8	11	12	16	15				6		2	6	7	7		
DUKE DANIELS (E Pluribus Unum)			6	4	5	6	14		8	10	5		2	12		7	14	3	14						8	8	15		3	4				
NATALIE MERCHANT (Elektra/EE)	1	19	5			8							5						13	8	8			8		12	21		3	4	13	4		
SEMISONIC (MCA)	1			4	2	15													9	9	8	16		26			3	10	5	8	5			
JULIAN LENNON (Fuel 2000)	1	3	8	3	7			21		4	13	4	5	6		6			6	9	8	16		26			7		10		17	2		
ROLLING STONES (Virgin)	1			17	10		13	11					4	12					10											8	8	4		
RUSTED ROOT (Mercury)	2			9		6	18			20	6	8	8	12		5	6		6		14	16		11	12				9	11		5		
CAKE (Capricorn)								9		6			4		7								26	28						13	15			
EVERLAST (Tommy Boy)				4			10									28	23							28										
RUGRATS SOUNDTRACK (Interscope)				6	9		13		7									9	6						8	22		32	13		5	1		
BLONDIE (Beyond Music)	1		8	5		13	14													7				8	14	6	23		2	16	12	3		
DAVID WILCOX (Vanguard)	1					8	5	14												9	13	8			10	14			3	10		2		
ELLIOTT SMITH (Dreamworks)	1					6				8	5		7	12			6			9	13	8			12							5		
BRUCE SPRINGSTEEN (Columbia/CRG)	1	14				6	30			5			16	12					6														3	
JIMMY ROGERS ALL-STARS (Atlantic)	1					3		13					4	4	12				7	9	2										3			
MARTIN SEXTON (Atlantic)	2					9		4		36	5		12	10	16				3														8	
SON VOLT (Warner Bros.)						9			8		9		8	12					9	5		17			11			13		3		2	6	
LYNN MILES (Philo/Rounder)	1		5		13	9	13	8	15		3		5	6		7				6		4	15							3			3	
U2 (Island)				25																							13		37	10		8	4	
BONNIE RAITT (Capitol)	2	18				8								16					9	2	7			9								8		
R.L. BURNSIDE (Fat Possum/Epitaph)	1					3				10	5														12	18				8	11	13	4	

REVIEWS

CRASH TEST DUMMIES

"Keep a Lid on Things" (Arista)

Living in Harlem this past year cast Dummy Brad Roberts onto a trans-cyberian Barry White trip, causing such a radical reinvention of the CTD sound that the first time we heard the anonymous tape that Tom Gates sent out, we had no earthly idea who this was. Only thing obvious was its enormous hit potential.

STEVE EARLE AND THE DEL MCCOURY BAND

The Mountain (E-Squared) EMMYLOU HARRIS, LINDA RONSTADT, DOLLY PARTON

Trio II (Asylum)

Last week I phoned Jessie in

Nashville: "Wow girl, Americana won the CD derby with these two!" Steve Earle and Del McCoury have recorded the Van Halen of blue-grass albums. From note one, this collection kicks big time booty; Earle's edge and McCoury's precision are a match made in hell. On the angelic side, Emmy, Linda, and Dolly finally follow up their *Trio* album of 1987 (which was actually born in 1977).



Fittingly, they open with Carter Family poetry that includes "God

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ALTERNATIVE

The World Has Now Been Consolidated

BY RICHARD SANDS

"I think the recent Universal-PolyGram merger will make Alternative radio even more mainstream," one leading Program Director told me over lunch while visiting San Francisco recently. And that got me to thinking. The Merger '90s are definitely in full swing. But the question in our little corner of the planet is, "How will the consolidation that has rocked the radio and record industries affect those of us in Alternative?"

"Just think," my lunchmate pondered, "if record labels are forced to cut their artist roster dramatically, then the fringe bands—almost by definition—will be the ones purged." This PD further explained, "when that happens, the net result is a more homogenous output of music for us to play. Hence, a more 'mainstream' Alternative station."

I decided to test this theory out on a Vice President of Promotion for a major West Coast record label. "I don't agree," this key exec. responded, "Labels have been spending stupid money to sign acts before they have any kind of following at all. By cutting back on signing new bands, the unsigned acts can actually first nurture a passionate core of support *before* they get signed to an astronomical contract."

Another VP of Alternative Promotion at a different label (one that so far has withstood the pressure of consolidation) complained,

"The idea of artist development is an anathema to radio right now." This VP continued, "I certainly understand that concept, because as one PD said to me recently, 'If I don't get ratings right now, who will be here in the future to help you develop an artist?'" The 10-year vet of record

take a lot more chances, and can really champion adventurous new music." Did this theory come to fruition? "Hardly," my friend laughed. "His playlist is now about 80 percent recurrent or older, and he only rotates about 20 to 25 currents. Sure, he plays some new

"If record labels are forced to cut their artist roster dramatically, then the fringe bands—almost by definition—will be the ones purged."

promotion then sighed, "He's right, of course. This one-hit-wonder mentality is killing the format."

And what of the effect of consolidation on radio? One New York-based VP of Alt Promotion told me this anecdote, from a conversation he had with one of the most successful Alternative Program Directors around: "This PD argued very passionately that market clusters would be very beneficial for taking chances on new music," the record exec explained to me. "His reasoning was that, 'since we own the marketplace, and don't have a direct competitor, we will be able to

music, but he really doesn't champion new bands."

A leading Midwestern PD who also didn't want me to use his name for this article, complained to me, "Radio is driving itself right off a cliff—and we're helpless to stop it." Why so pessimistic? I wondered. "For one, we are forced to run up to 16 units an hour. What listener, really, will willingly put up with that?"

Another PD and I lapsed into a philosophical discussion about talent development: "What just happened at KSJO-San Jose is really depressing to me," he said. "If an active young adult station can get rid of the night jock—when your most active listeners are tuning in—what's to stop the GM from asking me to get rid of the midday jock and just voice track?"

A more optimistic VP of Promotion expressed a happier conclusion to the topic, though: "Think of the state of our industry as a pendulum. Right now it has swung to one contracting side, but sooner or later, things will swing the other way."



Given the state of affairs in our business today, you will want to join me next Thursday afternoon at the GAVIN Seminar in New Orleans. I will be joined by Alex Luke, the ex-PD of Q-101-Chicago; Mark Hamilton, PD of KNRK-Portland; Jim McGuinn, PD at Y-100-Philadelphia; and Lynn McDonnell, Time Bomb Recordings. Our topic is **Alternative Radio in a Post-Consolidation World**, so if you're interested in your future, this is one discussion you should not miss.

"Ladies and Gentlemen Please Disperse"

I fondly remember the first anniversary of LIVE 105, back in 1987. To celebrate our wildly successful first year (doubling our ratings) we threw a huge Listener Appreciation Party for our fans, with 15 of the biggest bands at the time. In one fell swoop, this was the best *and* worst night of my entire radio career.

We held the party in the ballroom at the San Francisco Hilton (lovely, if a bit small). There we were—myself, Steve Masters, Julie Bruzzone, and the rest of the staff in all our triumphant glory. Unfortunately, early in the evening, the fire marshall decided it was too

crowded, and demanded that we seal the doors shut and not let another person in. Lucky me. The police figured I should be the one to go outside with a bullhorn to inform the *several thousand* LIVE 105 fans who had won their free tickets on-air that they must disperse. Luckily, I'm still here to tell the story after the ensuing near-riot. Thus started my love/hate relationship with radio fests. At the GAVIN Seminar Friday afternoon, Jonathan L. Rosen will moderate **Festivals: The Monster We Created**. If you've ever been a part of a radio festival, you'll want to be there!

Do You Swear to tell the Whole Truth?

"Miss Lewinsky, could you please demonstrate on this anatomically correct doll, exactly where Mr. Clinton put his bad thing?" Oh wait. That's the wrong trial.

At the Seminar, the Alternative Jukebox Jury will be in fine form with Chief Justice Mad Max Tolkoff presiding. You get to vote, but the following "House Managers" will help persuade you with their opinions: Gene Sandbloom, KROQ-Los Angeles; Robert Benjamin, WHFS-Washington; Dave Stewart, KKND-New Orleans; Kim Monroe, KNDD-Seattle; Cruze, WFNX-Boston; Steph Hindley, WTBZ-Burlington; Dwight Arnold, KCXX-Riverside; Chris Ripley, KXTE-Las Vegas and Dave Rossi, WRAX-Birmingham.

Don't Forget the Flowers

BY RICHARD SANDS

Alternative radio is known for putting its unique spin on common radio promotions, and Valentine's Day is no exception. Some examples:

• **KROQ-LOS ANGELES** had a lot of fun this week on the Kevin and Bean Show hyping its "Valentine's Skate N' Date Singles Party" scheduled for Sunday. "Los Angeles is such a hard town to meet people, that there is always a huge demand for these events," KROQ APD **Gene Sandbloom** told us.

• **CIMX-DETROIT** is letting its listeners hook up with their favorite artists in "Meet Your New Rock Valentine's." As PD **Murray Brookshaw** explains, "we're having our audience tell us which Alternative artist they want to meet via an on-air contest, and through



e-mail." 89X then steers the winners toward those artists who will be coming through Detroit in the near future for "meet-and-greets" "although I suppose if someone wants to meet Kurt Cobain, we would provide a medium," chuckles Brookstone.

• **KWOD-SACRAMENTO** is capitalizing on the kissing part of the holiday, sponsoring the "Valentine's Day Frenchie." As MD **Raz** explains, "we are getting 20 couples together in our local Sunrise Mall and letting them kiss the night away." The last remaining kissing couple wins a trip to the City of Lights—Paris, France—to

see the Beastie Boys. "The funny thing might be if we have same-sex contestants," Raz chides, "because in Sacramento, that would be a pretty big deal."

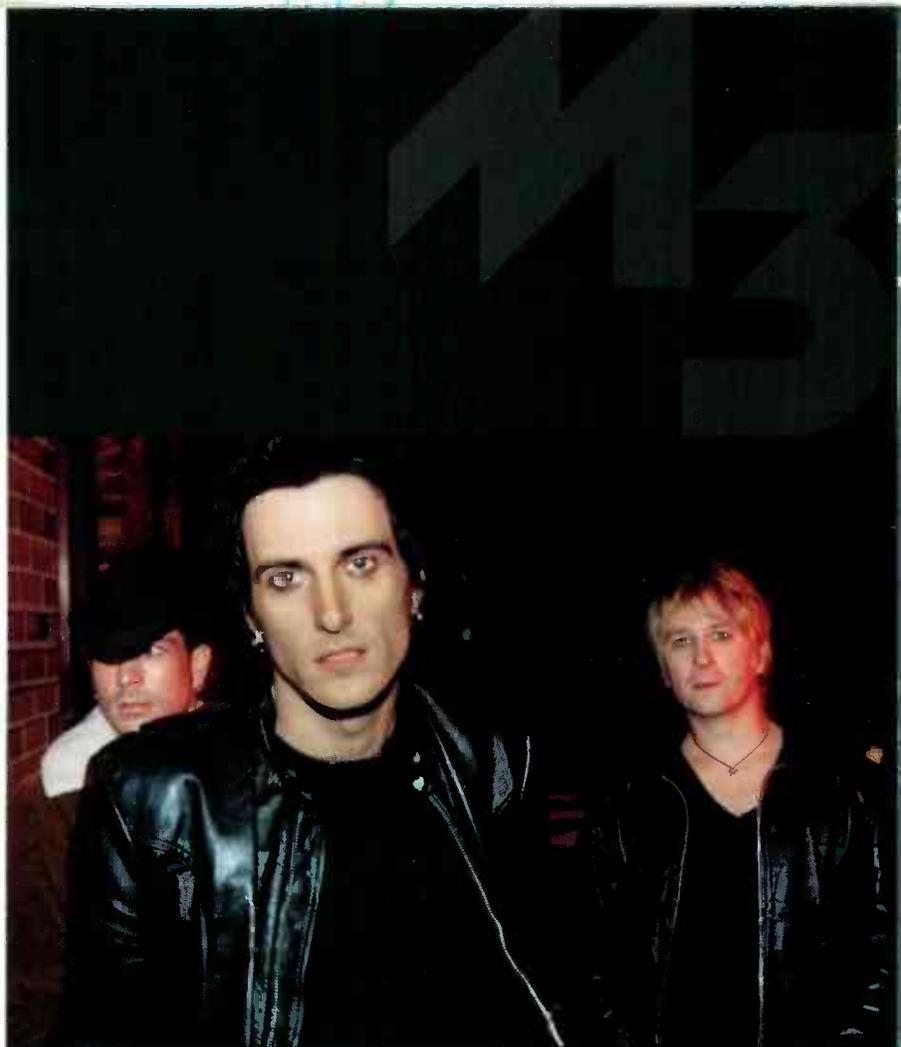
• **KNRK-PORTLAND PD Mark Hamilton** was in a feverish state when we reached him at home about the station's Valentine's Day plans. "We are using our web site to promote our contest—"Would You Date This Man?" Hamilton explained. "We've posted a picture of longtime Portland morning man Bill Prescott, and asked our listeners to tell us why they would want

to win a date with him. Morning sidekicks Daria and Marconi will be selecting the date." Who might they dream up for Prescott? "It could be a girl, it could be a man, it might even be a dog," grumbled the slightly loopy Hamilton.

• **KEDJ-Phoenix** is asking listeners to get married, live, on-the-air! "The response has been unbelievable," says Edge PD **Shellie Hart**.

Note: Not every Alternative station in the country even has a Valentine's Day Promotion. "We're too busy here putting on shows and doing other promotions to have time for Valentine's Day," laughs KXKR-Salt Lake City PD Mike Summers.

And do the love connections made on these Valentine's Day promotions ever lead to anything more serious? "Yes," says KROQ's Sandbloom. "Out of the 15 or so Kevin and Bean single's events, we have had several long-term relationships...and even a few weddings!"



mar velous3

FREAK OF THE WEEK

the abnormally happening hit single from HEY! ALBUM

Showcasing at The GAVIN Convention

Thursday, Feb 18, 9:30pm

Howlin' Wolf, 828 S Peters St, New Orleans

For info and laminate:

Greg Dorfman 212-275-2506

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Let's Eat

Sure, the best part of most conventions is the free food, so mark down these two chow times and places. The Chick Breakfast will be Saturday morning from 9:30 to 11 in the Gentilly Room. Dudes welcome, too. And The Alternative Awards Luncheon will be served fashionably late, from 2:30 to 4:30 in the Cabildo Room. See the crowning of the Kings and Queens of Alternative, and enjoy Mike Halloran's annual video tribute to our stupid business "The Year In Alternative."

On over 90 Alternative Stations

BDS Modern Rock Monitor 11-7*

1660 spins, +173

ALTERNATIVE

MOST ADDED



CITIZEN KING (22)

Better Days (A3)

Including: KLLK, WGBD, WEDG, WQBK, WBTZ, WEJE, KFTE, WVDX, WMAD, WLSZ, KHLR, KMRJ, WVCD, WXEG, WFNX, KLYY, KWOD, WMRO, WJSE, WLIR, KNRK, WBER

HARVEY DANGER (14)

Save It For Later (Slash/London)

Including: WHFS, WQBK, KLZR, WHTG, KHLR, WWCOD, KJEE, KLYY, WIXO, KWDD, WJSE, WLIR, WBCN, KITS

LIT (11)

My Own Worst Enemy (RCA)

Including: KLLK, KKND, WEDG, WVDX, KDGE, XTRA, WKOC, WXDG, WPLY, WAVF, WXDX

SEBADOH (11)

Flame (Sub Pop)

Including: KLLK, WDST, WBTZ, WEJE, WHMP, WKQX, WWCOD, KJEE, WXDG, WBRU, WJSE

CAKE (9)

Sheep Go To Heaven (Capricorn)

Including: KMRJ, KLLK, KTEG, CFNY, WEJE, WLSZ, WEND, WIXO, WBCN

RADIO SAYS



FAT BOY SLIM

"Praise You"

(Skint/Astralwerks/Caroline)

Researching well everywhere, and blowing up around the country. "This song is amazing. And the video is so funny, too."

Murray Brookshaw, 89X-Detroit

LW	TW		Spins	Diff.
2	1	SUGAR RAY - Every Morning (Lava/Atlantic)	2724	+169
1	2	EVERLAST - What's It Like (Tommy Boy)	2643	+50
3	3	HOLE - Malibu (DGC)	2291	+302
<i>Hole's "Malibu" is quickly surfing to the top at #3</i>				
5	4	CREED - One (Wind-up)	1777	+104
7	5	ORGY - Blue Monday (Reprise)	1719	+183
6	6	EVE 6 - Leech (RCA)	1667	+97
9	7	MARVELOUS 3 - Freak Of The Week (Elektra/EEG)	1613	+217
4	8	CAKE - Never There (Capricorn)	1591	-154
11	9	EVERCLEAR - One Hit Wonder (Capitol)	1544	+285
13	10	COLLECTIVE SOUL - Heavy (Atlantic)	1538	+339
<i>Collective Soul's "Heavy" is a heavy hitter at #10</i>				
16	11	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	1438	+304
12	12	DAVE MATTHEWS BAND - Crush (RCA)	1292	+78
21	13	TIN STAR - Head (V2)	1278	+263
8	14	LENNY KRAVITZ - Fly Away (Virgin)	1250	-191
15	15	CARDIGANS - My Favourite Game (Mercury)	1242	+96
20	16	FATBOY SLIM - Praise You (Astralwerks)	1210	+162
14	17	GARBAGE - Special (Almo/Interscope)	1170	-5
29	18	LIT - My Own Worst Enemy (RCA)	1115	+414
10	19	GOO GOO DOLLS - Slide (Warner Bros.)	1095	-243
23	20	SEMISONIC - Secret Smile (MCA)	960	+63
17	21	NEW RADICALS - You Get What You Give (MCA)	936	-198
19	22	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	873	-183
18	23	PLACEBO - Pure Morning (Virgin)	835	-223
31	24	DOVETAIL JOINT - Level On The Inside (Columbia/CRG)	813	+175
26	25	VAST - Touched (Elektra/EEG)	795	+26
30	26	R.E.M. - Lotus (Warner Bros.)	727	+29
22	27	ALANIS MORISSETTE - Joining You (Maverick/Reprise)	697	-252
34	28	THE LIVING END - Prisoner of Society (Reprise)	661	+66
28	29	BETTER THAN EZRA - At The Stars (Elektra/EEG)	626	-127
33	30	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)	622	-5
27	31	U2 - Sweetest Thing (Island)	608	-154
36	32	LIMP BIZKIT - Faith (Flip/Interscope)	605	+49
35	33	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	595	+18
44	34	CAKE - Sheep Go To Heaven (Capricorn)	579	+183
24	35	REMY ZERO - Prophecy (Profile)	542	-342
39	36	BARE JR. - You Blew Me Off (Immortal/Epic)	525	+4
37	37	KORN - Got The Life (Epic)	491	-63
32	38	SOUL COUGHING - Circles (Warner Bros.)	474	-160
25	39	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	467	-391
—	40	KORN - Freak On A Leash (Immortal/Epic)	459	N
43	41	STABBING WESTWARD - Haunting Me (Columbia/CRG)	440	+42
—	42	BARENAKED LADIES - Alcohol (Reprise)	414	N
47	43	BLONDIE - Maria (Beyond Music)	405	+18
40	44	BARENAKED LADIES - It's All Been Done (Reprise)	398	-81
41	45	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	387	-62
38	46	HOLE - Celebrity Skin (DGC)	386	-136
42	47	FUEL - Bittersweet (550 Music)	367	-44
—	48	JUDE - Rick James (Maverick)	356	N
50	49	DIG - Live in Sound (Radiouniverse)	350	+40
46	50	ROB ZOMBIE - Dragula (Geffen)	330	-58



ON THE RECORD

All The CBS-Infinity Alternative Music Directors will be at the Gavin Seminar next week. Thursday evening at 6 they will join hands and entertain major label and indie record folks in Suite 201 at the International House Hotel. Here's some songs **LIVE 105 MD Aaron Axelsen** talked to me about:

BLUR

"Tender" (Virgin)

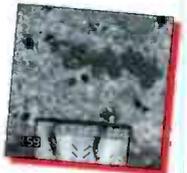
Axelsen says "I am really looking forward to their new CD, 13."

SUGAR RAY

"Falls Apart" (Atlantic)

"We added this one this week.

One of the strongest tracks on the album, with a little more of an edge."



INDIAN ROPE MAN

"Dog In The Piano" (Skint)

"This one is getting huge requests on my speciality shows," shares Axelsen.

IMPORTANT: HOLIDAY REPORTING

No, President's Day is *not* a holiday at Gavin this year. We're all getting ready for the Seminar, so we go to press one day early this coming week. If at all possible, please get your playlists to us as early as possible, even Friday, February 12th is good. If you're reading this after that date, get it to me this instant.

ALTERNATIVE REPORTS

ACCEPTED THROUGH TUESDAYS

8 A.M.-3 P.M.

GAVIN STATION REPORTING

PHONE: (415) 495-1990

FAX: (415) 495-2580

PICTUREPARADE

We're warming up for New Orleans, so here's a photo of a band that will be playing in town for the Gavin Seminar—native sons Better Than Ezra. Shown hanging out with Renee from Planet 96.3- Detroit.



Time for the obligatory K-Rock, New York photo. Here is Lava/Atlantic artist Kid Rock in town for a low-dough show. As Uncle Sam says, "I want You" to send me your photos. Do it now, and see them in the mag next week!

COLLEGE

Brentwood Estates: Helping Rhode Island Pop Flourish

BY VINNIE ESPARZA

Forget for a minute that there was drama earlier this year with Providence, Rhode Island station WRIU. (Quick history: Former MD was very flakey; refused to report or return calls, was dropped as a GAVIN reporter, gets the boot. New MD is a champ and on top of it. May start reporting again soon).

Before all that silliness took place, however, a music director by the name of Renee Bessette did a fine job of running the station's music

department. She improved relations between the station and labels, but ultimately had to graduate.

Now Renee had reemerged as the sole proprietor of Brentwood Estates, a small label with the goal of exposing Rhode Island's pop music talent.

"One of the reasons I decided to go to school in Rhode Island is because they have a very vibrant indie pop scene here. People know about the big bands like Amazing Royal Crowns and Six Finger Satellite, but there hasn't really been much talk outside of Rhode Island about the indie rock scene going on right now," Renee recently told GAVIN. "I decided I wanted to do something about it. There are a few local labels here, but most of them focus on hardcore or noise; nobody

was doing anything about pop. That's where I come in."

So far Brentwood Estates has released four 7" records including Olympic Hopeful, Rebuilt-an-garththeory. The Parcels (featuring Tara McClane from WTSR on vocals and guitar and AJ from Triage on drums), and Meridian 1520. Each of these releases features glorious pop that clearly indicates good things are a-brewing in Providence.

Renee admits that she wasn't really quite sure how to go about releasing records when she started

out, but that everything soon fell into place neatly. "I jumped into it not really knowing how to put out a record," she confesses. "I had to learn myself.

"Money for my label wasn't a problem. I had set aside some money for a rainy day, and it sort of rained a lot in 1998," she laughs. "I'm a firm believer in giving back to something that gives you enjoyment. The Providence music scene has given me a lot. Whatever I can do to help out the Providence Pop scene, I want to do."

Thank you, Renee, for keeping the vibe alive! May your dedication and persistence pay off!

Contact Spinachpie@aol.com.



BMI Celebrates 10 Years of College Monitoring

BMI, the first performing rights organization to implement a comprehensive system for monitoring and distributing royalties for music broadcast on College radio, is currently marking its tenth year of working to secure airplay royalties for College-oriented artists. BMI's monitoring system, which mirrors what is in use at commercial stations, utilizes a scientific sampling strategy first introduced and developed by the organization.

Since its inception, BMI has logged approximately 50,000 hours of College airplay per year—over half a million cumulative hours. In 1998 alone, approximately 800 College stations were monitored.

BMI represents more than 200,000 songwriters, composers, and music publishers, with a repertoire of more than three million songs and compositions. For more information on BMI, contact Pat Baird at (212) 830-2528, or e-mail pbaird@bmi.com.



A Message From Mr. New Orleans

As you all know, WTUL-New Orleans' Anthony DelRosario is the man about town in the Crescent City. Here are a few recommendations from The Man himself. Off the Beaten Path (i.e. not on Bourbon Street):

C NOTE LOUNGE

1753 St. Charles
The ultimate old man hangout. There's always somebody passed out at the bar or at a table. Right next to the Please U Restaurant breakfast/lunch (a little greasy).

ST. CHARLES TAVERN

1433 St Charles
All night food.

TROLLEY STOP

1923 St. Charles
All night food.

LENNY'S PICCADILLY LOUNGE

113 University
Across the street from the Fairmont Hotel
Lots of red vinyl. Jason Knuth loved this place—'nuf sed.

HUMMINGBIRD GRILL

Late night greasy spoon (did I mention greasy?)
804 St Charles
Just ask Tick (Grand Royal), Miwa (DHR), Matt (Loose Groove), or Cindy (Columbia).

SATURN BAR

3067 St Claude
A bit away from the quarter, but *the* best bar in New Orleans. Make sure to check out all the crazy paintings. They're almost as weird as the collection in my bathroom.

SPELLCASTER LODGE

3052 St Claude
(right across from the Saturn Bar)
Quintron and Pussycat's pad. Home of the Drum Buddy and Flossie & the Unicorns. If yer in town early, Feb 12 they are having a show with Glyn Styler, Quintron and Pussycat, MC Traechotomy, 9th Ward Marching Band, magicians, and more.

LE ROUNDUP

819 St. Louis
Transvestites and rednecks. The jukebox has soul divas and C&W! You'll find me there late night.

LUCKY CHENG'S

720 St. Louis
Upstairs: Futo Maki Beats—WTUL's rpm staff spins on Fri's and Sat's.
Downstairs: The restaurant has female impersonators as waitron.

LE PENICHE

Somewhere on Dauphine (I think)
Late night food that isn't greasy.

SIAM CAFE/DAGON'S DEN

435 Esplanade
Local bands in an almost-opium-den setting with Thai food.

BLUEBIRD CAFE

3625 Prytania
breakfast/lunch.
Hmm...huevos rancheros.

JUAN'S FLYING BURRITO

2018 Magazine
811 Conti (in the back room of a bar)
Filling and cheap burritos.

MOLLY'S AT THE MARKET

1107 Decatur
Hipsters of all sorts. Chinese rest in back also.

THE R BAR

1431 Royal
See and be seen.

JIM RUSSELL

1837 Magazine
Way too much used vinyl.

MAGIC BUS

527 Conti
More used vinyl.

VIC'S KANGAROO CAFE

636 Tchoupitoulas
Have a pint, mate.

TOP OF THE MART

33rd floor of World Trade Center at foot of Poydras St
Essential stop. Go up just before sunset and enjoy one revolution (it's a revolving bar). Be sure to order the Shirley Hemphill.

TOP OF THE DOME

at the Hyatt
Rotates also. Check out the all-you-can-eat chocolate lovers' buffet for \$6.50.

HOTEL MOTELEONE

214 Royal
The bar itself rotates, not the room.

THE SAZERAC

123 Barrone in the Fairmont Hotel
Swank little bar.

SIRENS

1560 Magazine
A boutique, but Colleen is also a barber—yep, a female barber, not hair stylist. Tell her I sent ya.

MARIPOSA

2038 Magazine
Vintage clothes. Tell 'em I sent ya.

HEART AND SOLE

527 St. Phillip
Trendy shoes and clothes.

BARRISTER'S GALLERY

526 Royal
Outsider/folk and prisoner art.

A GALLERY FOR THE PHOTOGRAPHY

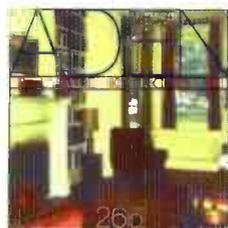
322 Royal
Always a good show.

PORT O'CALL

838 Esplanade
Big fat burgers and baked potatoes.

COLLEGE

MOST ADDED



ADEN (31)

Black Cow (Teen Beat)
Including: CTR, KBOO, KCOU, KCPK, KDVS, KJHK, KUCI, KUGS, KUOM, KVMR, KWBU, KWVA, KZSC, WBNY, WCBN, WCDB, WDCR, WFDU, WHRW, WYU, WRSU, WRUV, WSMU, WTSR, WUOG, WUSB, WVKR, WVUM, WXDU, WZBC.

PAN SONIC (30)

A (Blast First/Mute)
Including: CTR, KCOU, KCPK, KFSR, KGLT, KJHK, KLSU, KSJS, KTXI, KUCI, KUGS, KWBU, KWVA, KZSC, WBNY, WCBN, WCDB, WFDU, WJCU, WNYU, WQFS, WRFL, WRSU, WRUV, WSMU, WUSB, WVUM, WXDU, WVKR, WNUH.

GIGOLO AUNTS (29)

Minor Chords and Major Themes (E Pluribus Unum)
Including: CTR, KCOU, KCRW, KCSU, KFSR, KGLT, KLSU, KTCU, KTXI, KWBU, KWVA, WBNY, WCDB, WDCR, WFDU, WICB, WITR, WJCU, WMNF, WNUH, WRSU.

POSTER CHILDREN (27)

New World Record (SpinArt)

SPARKLEHORSE (27)

Good Morning Spider (Capitol)

FRONTSIDE (27)

Frontside (Wax Trax!/TVT)

RECORD TO WATCH



LOWER EAST SIDE STITCHES

STAJA98L.E.S.
(Ng)

Quality punk in the tradition of the great New York bands of the past. Check out their site at www.nytrash.com/stitches.html.

LW	TW		Rpts.	Adds
20	1	BUILT TO SPILL - Keep It Like A Secret (Warner Bros.) <i>With an increase of almost 400 spins, this band sets a new spin count record!</i>	55	1
3	2	THE PASTELS - Illuminati (Up)	37	0
2	3	TAKAKO MINEKAWA - Cloudy Cloud Calculator (Emperor Norton/March)	38	0
1	4	MOJAVE 3 - Out of Tune (4AD/Sire)	35	0
4	5	ANI DIFRANCO - Up Up Up Up Up Up (Righteous Babe)	28	0
6	6	VARIOUS ARTISTS - Songs for the Jetset Volume 2 (Jetset)	40	2
5	7	DON CABALLERO - Singles Breaking Up (Touch & Go)	27	1
13	8	IMPERIAL TEEN - What Is Not to Love (Slash/London)	30	2
11	9	BOO RADLEYS - Kingsize (Creation)	29	0
N	10	APRIL MARCH - Chrominance Decoder (Mammoth/Ideal) <i>Hey, nice Top 10 debut for the lovely Madame March. Ooh-la-la!</i>	35	3
7	11	VARIOUS ARTISTS - Bombay the Hard Way (Motel)	24	0
8	12	KITTY CRAFT - Beats and Breaks from the Flower Patch (Kindercore)	27	1
N	13	VARIOUS ARTISTS - Pop Romantique (Emperor Norton)	40	19
16	14	LAGWAGON - Let's Talk About Feelings (Fat Wreck Chords)	24	0
10	15	JASON FALKNER - Can You Still Feel? (Elektra/EEG)	22	0
21	16	MUSLIM GAUZE - Hussein Mahmood Jeeb Tehar Gass (Soleilmoon)	20	0
18	17	LO-FIDELITY ALLSTARS - How to Operate With A Blown Mind (Columbia/CRG)	16	0
9	18	FATBOY SLIM - You've Come A Long Way, Baby (Astralwerks)	14	0
15	19	VARIOUS ARTISTS - Yo Yo A Go-Go (Yoyo Recordings)	19	1
19	20	MXPX - Let It Happen (Tooth and Nail)	17	0
28	21	HI-FI KILLERS - Jamaica (LooseGroove)	17	0
12	22	ASIAN DUB FOUNDATION - Rafi's Revenge (Phase 4)	13	0
23	23	JIMMY EAT WORLD - Jimmy Eat World (Capitol)	13	0
17	24	THE BOREDOMS - Super aR (Birdman)	16	0
N	25	SAM PREKOP - Sam Prekop (Thrill Jockey)	24	6
48	26	THE GLORIA RECORD - The Gloria Record (Crank!)	15	0
N	27	SMOG - Knock Knock (Drag City)	16	3
43	28	SATISFACT - The Third Meeting at the Third Counter (K)	17	0
25	29	BUCKMINSTER FUZEBOARD - How to Make C60 BR24 In an Hour (Slabco)	11	0
27	30	T-MODEL FORD - You Better Keep Still (Fat Possum/Epitaph)	12	0
35	31	LEE SCRATCH PERRY - Fire In Dub (RAS)	14	0
N	32	THE BETA BAND - The Three EPs (Astralwerks)	19	2
29	33	LONG HIND LEGS - Feb. 4th-14th, 1998 (Kill Rock Stars)	11	0
36	34	PORTABLE - Portable (TVT)	13	0
32	35	HATE DEPT. - Release It (Restless)	9	0
N	36	FUN LOVIN' CRIMINALS - 100% Columbian (Virgin)	10	0
33	37	SEAN LENNON - Half Horse, Half Musician (Grand Royal/Capitol)	13	0
N	38	1000 CLOWNS - Freelance Bubblehead (Elektra/EEG)	12	0
41	39	JON SPENCER BLUES EXPLOSION - Acme (Matador/Capitol)	7	0
40	40	PUYA - Fundamental (MCA)	9	0
24	41	DIG - Lifelike (Radiouniverse)	6	0
22	42	SPIRITUALIZEDO - Royal Albert Hall October 10, 1997 Live (deConstruction/Arista)	11	0
30	43	MASTERS OF THE HEMISPHERE - Masters of the Hemisphere (Kindercore)	10	0
N	44	SUGAR RAY - 14:59 (Lava/Atlantic)	5	0
N	45	KING RADIO - Mr. K Is Dead, Go Home (Tar Hut)	7	0
14	46	STEREOLAB - Aluminum Tunes (Drag City)	12	0
N	47	DOVETAIL JOINT - 001 (Columbia C2 Aware)	9	0
46	48	JUCIFER - Calling All Cars on the Vegas Strip (Crack Rock)	9	0
31	49	R.E.M. - Up (Warner Bros.)	6	0
26	50	FEAR OF POP - Volume 1 (550 Music)	12	0



REVIEWS

BIG RUDE JAKE

Big Rude Jake (Roadrunner)

And you thought Canada was only famous for their Ketchup flavored potato chips. Yes, the debut from Big Rude Jake has hit our shores and swingers everywhere are ordering a round of Martinis for everyone in the joint. Influenced by various sources, including (but not limited to): Tom Waits, Duke Ellington, Nick Cave, Dr. John, and Cab Calloway, BRJ's jazz-jump-blues and cabaret inspired tunes is a refreshing break from all the booty "swing" bands that have been popping up as of late. This cat has been doing his thing long before "swing" was hip, and his authenticity shines through. Hell, he even throws in a couple of spoken word pieces. This daddy is for real, baby! Be sure and catch him live in New Orleans (What could be more perfect?) at the GAVIN Seminar on Thursday, February 18, 9:00 P.M. at the Red Room, 2040 St. Charles Ave. For more information. Contact Vicki Little at (212) 274-7546.



NOTICE:

Big Rude Jake is performing at 9:00 PM, *not* 8:00 PM as printed everywhere else, at the Red Room, Thursday night, 2040 St. Charles Avenue.

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ROBB ROY



HEROES AND COCKTAILS

Featuring: **MAGIC LOTION**
ANYWAY

Doug Podell - PD WRIF Detroit
"ROBB ROY has surfaced to be one of the most talented groups around ..."

Early believers include:
WRIF, THE EDGE, 89X
www.robb.roy.com



MOST ADDED



BLACK CROWES (18)

Only A Fool (Columbia)
Including: WZBH, WHMH, KSEZ, KFMW, WTUE, WCCC, KLFX, KEYJ, KDEZ, WZZQ, WRQX, WBOP, KLBJ, KZZK, KTUX, KLAQ, WZNF, WKZQ

FINGER ELEVEN (18)

Above (Wind-Up)
Including: KATS, KSEZ, KZZK, WIHN, WTPX, KEYJ, KTUX, WMFS, WXVO, KLSZ, WBOP, WPHD, WZBH, WAAF, KRZR, WHMH, WPUP, WCPB

VIRGOS MERLOT (17)

Gain (Atlantic)
Including: KTUX, KLFX, WGBF, WPUP, KZZK, KRAR, WHMH, WQKK, WCPB, KROR, WBOP, WIHN, WTPX, WBYR, KEYJ, WJJO, WZNF

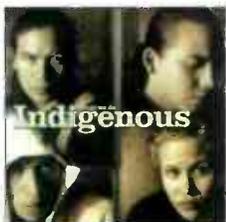
MARVELOUS 3 (14)

Freak Of The Week (Elektra)
Including: WCCC, WQKK, WZZQ, WRIF, WHMH, KLAQ, KEYJ, KPOI, WMMS, WZBH, KATS, WJJO, WXVO, KEGL

MOON DOG MANE (7)

I Believe (Eureka)
Including: KHOP, WPUP, KZZK, WRXF, KEYJ, WZZQ, WHMH

RADIO SAYS



INDIGENOUS
"Things We Do"
(Pachyderm)

"The bluesy feel with the solid rock background is generating tons of phones".
— KKED Fairbanks, Alaska PD
Clint Michaels

ACTIVE

LW	TW		Spins	Diff.
1	1	CREED - One (Wind-up) <i>One is one once again</i>	2278	+359
2	2	EVERLAST - What's It Like (Tommy Boy)	2142	+281
3	3	COLLECTIVE SOUL - Heavy (Atlantic)	2084	+463
4	4	METALLICA - Turn The Page (Elektra Entertainment Grp.)	1697	+99
7	5	METALLICA - Whiskey In The Jar (Elektra Entertainment Grp.)	1521	+359
6	6	GODSMACK - Whatever (Republic/Universal)	1484	+231
5	7	BLACK CROWES - Kicking My Heart Around (Columbia/CRG)	1224	-36
8	8	LENNY KRAVITZ - Fly Away (Virgin)	1153	+60
11	9	EVE 6 - Leech (RCA)	1146	+276
9	10	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	1023	+120
10	11	MONSTER MAGNET - Powertrip (A&M)	971	+74
14	12	BLACK SABBATH - Selling My Soul (Epic)	967	+184
18	13	ROB ZOMBIE - Living Dead Girl (Geffen) <i>Rob likes women from all backgrounds....</i>	939	+233
21	14	BARE JR. - You Blew Me Off (Immortal/Epic)	923	+310
23	15	CANDLEBOX - Happy Pills (Maverick)	881	+288
13	16	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	873	+45
20	17	STABBING WESTWARD - Haunting Me (Columbia/CRG)	858	+191
12	18	ROB ZOMBIE - Dragula (Geffen)	857	-12
19	19	REMY ZERO - Prophecy (Profile)	780	+97
17	20	CLASS OF 99 - Another Brick in the Wall (Columbia/CRG)	743	+6
15	21	KENNY WAYNE SHEPHERD - Everything Is Broken (Revolution)	709	-59
16	22	FUEL - Bittersweet (550 Music)	702	-59
24	23	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	668	+88
22	24	GOO GOO DOLLS - Slide (Warner Bros.)	667	+63
42	25	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	652	+325
38	26	OLEANDER - Why I'm Here (Republic/Universal)	633	+279
29	27	ORGY - Blue Monday (Reprise)	623	+137
39	28	HOLE - Malibu (DGC)	614	+272
28	29	TRAIN - Free (Aware/Columbia)	613	+102
25	30	BLACK SABBATH - Psycho Man (Epic)	594	+14
30	31	INDIGENOUS - Now That You're Gone (Pachyderm)	560	+85
27	32	HOLE - Celebrity Skin (DGC)	537	+8
44	33	SECOND COMING - Vintage Eyes (Capitol)	532	+221
32	34	JONNY LANG - Still Rainin' (A&M)	515	+53
33	35	PLACEBO - Pure Morning (Virgin)	507	+54
26	36	SPRUNG MONKEY - Super Breakdown (Hollywood)	490	-84
40	37	LIMP BIZKIT - Faith (Flip/Interscope)	438	+96
49	38	KORN - Freak On A Leash (Immortal/Epic)	429	+155
36	39	KORN - Got The Life (Epic)	421	+50
34	40	CREED - What's This Life For? (Wind-Up)	390	+1

CHARTBOUND

SCREAMING CHEETAH WHEELIES - "Right Place Wrong Time (Capricorn)	MOTLEY CRUE - "Enslaved" (Motley/Beyond)
FEAR FACTORY - "Descent" (Roadrunner)	CUTTERS - "Satisfied" (CMC International)
LIT - "My Own Worst Enemy" (RCA)	R.E.M. - "Lotus" (Warner Bros.)
THE FLYS - "She's So Huge" (Trauma/Delicious Vinyl)	CREED - "I'm Eighteen" (Wind-Up)
PANTERA - "Hole in the Sky" (Elektra/EEG)	DOVETAIL JOINT - "Level On The Inside" (C2)
NAZARETH - "Light Comes Down" (CMC International)	GOO GOO DOLLS - "Dizzy" (Warner Bros.)

REVIEWS

LIT

"My Own Worst Enemy"
(RCA)

Currently being hailed as the "next big thing" outta Orange County, Lit seems headed for inevitable success with their punky/poppy hybrid. Citing influences from "Iron Maiden to Frank Sinatra," the Popoif Brothers front the versatile outfit, whose music ranges from punk to ska to hard rock. The first single, "My Own Worst Enemy," chronicles the alcohol related madness associated with the morning after (I did what??), and is already gaining considerable airplay in both the Alternative and Active formats. Look for these boys to make some serious waves in the near future. Per Eric Shade, "call the lovely and talented" Kim Langbecker with RCA at (310) 358-4177 for the latest Lit info.

PUYA

Fundamental
(MCA)

Originally from the brewing Rock-En-Español scene in Puerto Rico, Puya's unique style of skull crushing guitar riffs-meets-syncopated Latin beats should easily satisfy fans of both genres. Produced by Gustavo Santoalla (Cafe Tacuba, Molotov), the album fluctuates between horn backed salsa ("Solo"), and Korn/Deltonish heaviness ("Montate"). Not for the weak hearted.

ADDS FOR FEBRUARY 15 & 16

Honky Toast "Shakin' And A Bakin'" (550 Music), Goo Goo Dolls "Dizzy" (Warner Bros.), Pushmonkey "Caught My Mind" (Arista), Rolling Stones "Memory Motel" (Virgin)

ADDS FOR FEBRUARY 22 & 23

Galactic Cowboys "Ants" (Metal Blade)

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THE 1999 GAVIN SEMINAR

FEBRUARY 17-20 NEW ORLEANS — THE HYPER AGENCY

SOLD OUT

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

JAZZ + SMOOTH

JAZZ & VOCALS

East Meets West: KLON and WBGO Battle Over \$1 Mil in Pledges

Two years after the first bi-coastal WBGO/KLON challenge as to who would be the first to raise \$500,000 in contributions, the stakes have now swelled to double-or-nothing status.

The 1999 WBGO/KLON Million Dollar Double or Nothing Drive began on February 3 and will continue until February 17. In 1997, the victorious KLON-Long Beach was declared "Jazz Capital of the World" after raising its \$500,000 total eight hours before its East Coast adversary, WBGO-Newark. WBGO General Manager Cephias Bowles remembers the competition as being painstakingly close.

"We did raise the half million dollars," recalls Bowles "and overall, we

raised more money in that drive than they did, but they got to the half million point first. This time we challenged them double or nothing. It's a million dollars per station in support of classic Jazz radio."



WBGO GM
Cephias Bowles

The first station to raise an unprecedented \$1 million dollars through listener pledges, corporate underwriting, and challenge grants will earn the bragging rights to be called 1999's "Jazz Capital of the World." This is the largest fundraising target for Jazz radio in the history of public radio.

"We're hoping to motivate both sets of listeners with a competitive challenge to support their public radio stations," said Bowles.

The bi-coastal challenge actually

began last November, when both stations conducted direct mail campaigns to current members. In terms of total listeners and membership, both stations are fairly evenly matched. Both KLON and WBGO have well over 12,000 members and each come over 300,000 listeners. Both stations are still at even-odds after the initial direct mail pitch.

"We have raised about \$153,000 and they have about \$160,000 [prior to the February 4 pledge drive], so we're not that far apart," said KLON GM Judy Jankowsky. "It's true that we're a little behind and they [get to start] three hours ahead of us. Then they have Cephias the

Pitch Man on the air and he drives them crazy in New York!"

Both stations are now streamed onto the Internet, while KLON is on Armed Forces Radio and is also beaming its signal to Japan via Direct TV. Five New Jersey stations are simulcasting WBGO in the Tri-state area from midnight to six.

Listeners outside the standard signal coverage can listen in to the challenge drive via the Internet at www.wbgo.org and www.klon.org.

"We now have pledges coming in worldwide," Bowles told GAVIN. "We're one of the few public stations that has a secure server, meaning that we can take credit card pledges over the Internet



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and the information is encrypted [to guard against fraud]."

In preparation for the Double or Nothing Drive, both stations have done extensive on-air promotion, inserts in their program guides, and talked up the contest at remotes and special events.

Each day, both stations will speak with one another on the air, and both will have the capability to listen in on one another's broadcasts and track the ongoing progress of the pledges.

WBGO is also celebrating its twentieth anniversary, and among the premium gifts they'll be giving is a CD co-produced with Impulse! Records featuring twenty years of listeners' favorites, ranging from artists like John Coltrane, Johnny Hartman, and Eric Reed. Other thank-you gifts like t-shirts, calendars, coffee mugs, sweatshirts, and jackets will bear WBGO's 20th anniversary logo.

GM Bowles feels confident that, not only will WBGO prevail, but the concept is a winner for both stations. The East-West face-off creates lots of excitement, and Cephas looks forward to recreating the buzz of 1997.

"We had more people say to us that was the most exciting fund drive they

had ever heard on our airwaves," Bowles recalls. "People were energized, motivated, and psyched that two classic Jazz stations were trying to get to the half million dollar mark. Our phones were ringing off the

hook. I'd never seen money coming in like that. Volunteers were hopping over each other to answer phones. Three people were pitching simultaneously and everybody was yelling and screaming."

"We are confident that in our 20th anniversary year, listeners and jazz supporters will rally and help us reach the \$1 million goal—and reach it first."



Shanachie artist/producer Chuck Loeb gigged in Albany recently and the WHRL contingent was on hand. (l to r) WHRL's Shidana Crawford, Chuck Loeb, and WHRL PD Brant Curtiss.

Columbia artist Peter White came to Boston to play at a WSJZ listener function. Pictured backstage (l to r) are PD Shirley Maldonado, Peter Hite, News Director Debby Enblom, Midday host Ed Cherubino, and afternoon host Jackie Brush.



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 from the smooth jazz album

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Ken Borgers Is New KLON PD

After serving several months as acting Program Director, Ken Borgers has been appointed full time Program Director of Southern California Jazz station, KLON-Long Beach.

"We had a national search committee and he came up to be the recommendation," KLON General Manager Judy Jankowsky told GAVIN. "I'm delighted that Ken got the job." Borgers received word as the station begins its million dollar public radio pledge challenge with East Coast Jazz beacon WBGO. (see accompanying story).

Ken's sister, Helen, will continue in her interim role as Music Director. There's no word yet as to when that position will be filled officially.

SMOOTH

Z Z & V O C A

MOST ADDED



BRAXTON BROTHERS (18)

"A Night to Love"
(Windham Hill Jazz)

Including: WHRL, WJFK, WLOQ, WLVE, WGUF, WUKY, WQNB, WMBN, WJPL, KPRS, KUOR/FM, KXOC, KRVR, KQEX, KSSJ, KJZ, and KNIK

3RD FORCE (17)

"Revelation of the Heart"
(Higher Octave/Virgin)

Including: WHRL, WJFK, WFSJ, WGUF, WVAS, WUKY, WQNB, WNUA, KCLC, KPRS, KUOR, KXOC, KRVR, PAUL HUNTER, KJZY, KQEX, and KNIK

JANGO (11)

"With Your Love (Victor's Song)" (Samson Music)

Including: WHRL, WGUF, WVAS, WUKY, WQNB, KJFM, KXOC, KXSE, KRVR, PAUL

HUNTER, and KNIK

ERIC MARIENTHAL (10)

"Mercy, Mercy, Mercy"
(i.e. music)

Including: WJZZ, WLOQ, WGUF, WNWV, WYJZ, KCIY, KHHI, KUOR, KXOC, and KWJZ

RECORD TO WATCH



JANGO

"With Your Love (Victor's Song)" (Samson Music)

The Zimmermen remember this song with fondness when Steve Nieves performed it last year at the Gavin Seminar in San Diego.

ARTISTPROFILE

BONEY JAMES

BONEY WITH STRINGS

"I was surprised when Cliff Gorov, my esteemed radio advisor, recommended 'Into the Blue' as the first single [from *Body Language* on Warner Bros.]. I wondered, 'Will they

play it on Smooth Jazz radio? I guess the answer is yes and I was thrilled. We decided it would be best as the first single because it's new and they'd be more inclined to play it.

"It was daring to record the song in that fashion with the strings and the drums and a live sounding sax track. I'm happy with it. Some people say

it reminds them of early CTI jazz pop records and that's exactly what it is. I was trying to do a Claus Ogerman [string arrangement] thing. When I wrote 'Into the Blue,' 'All Night Long' and 'Love Fest', I thought, 'These remind me of some of my favorite records from the seventies.' A song like 'Breezin' starts with that orchestral intro.

"We used a 22-piece orchestra

on all three songs and did it all in one afternoon. Jerry Hey did the arrangements and conducting, and it was incredible. All my friends wanted to come down to that session. We recorded it at Bill Schnee's studio where we did a lot of the other songs for the record. [Co-producer] Paul Brown didn't actually mix this record, it was done by Bill. So it has a little bit of a different sound as well."



LW	TW		Repts.	Adds	Spins	Diff.
4	1	KIRK WHALUM - For You (Warner Bros.)	54	0	933	+98
1	2	NAJEE - Morning Tenderness (Verve Forecast)	53	0	924	-17
3	3	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	51	0	848	-21
2	4	WALTER BEASLEY - For Your Pleasure (Shanachie)	48	0	821	-84
5	5	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	49	1	772	-10
9	6	LEE RITENOUR - This Is Love (i.e. music)	49	0	729	+67
7	7	MARC ANTOINE - Madrid (NYC/GRP)	51	0	701	+4
6	8	ERIC MARIENTHAL - Walk Tall (i.e. music)	48	10	638	-97
8	9	PETER WHITE - Perfect Moment (Columbia/CRG)	53	0	610	-84
12	10	GEORGE BENSON - Standing Together (GRP)	46	2	555	+18
10	11	PATTI AUSTIN - In and Out of Love (Concord/Vista)	43	0	547	-54
11	12	RICK BRAUN - Full Stride (Atlantic)	47	0	535	-35
13	13	JK - What's the Word (Verve Forecast)	43	1	499	-22
17	14	KIM WATERS - Love's Melody (Shanachie)	38	1	497	+50
15	15	WILL DOWNING/GERALD ALBRIGHT - Pleasures of the Night (Verve Forecast)	40	0	490	+17
14	16	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	42	2	465	-12
27	17	BONEY JAMES - Body Language (Warner Bros.)	52	3	461	+133
<i>The opening cut has a orchestral freshness similar to past CTI recordings.</i>						
20	18	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	38	4	458	+81
18	19	GREGG KARUKAS - Blue Touch (i.e. music)	35	0	443	-4
19	20	JEFF LORBER - Midnight (Zebra)	36	0	422	+10
16	21	VANESSA WILLIAMS - "My Flame" (Mercury)	32	0	404	-46
26	22	GOTA - "In the City Life" (Instinct)	46	3	396	+61
22	23	BRIAN BROMBERG - You Know That Feeling (Zebra)	42	6	389	+17
21	24	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome)	31	0	358	-15
23	25	FOURPLAY - Four (Warner Bros.)	36	0	355	-16
25	26	PHIL COLLINS - ...Hits (Atlantic)	27	0	331	-5
28	27	GABRIELA ANDERS - Wanting (Warner Bros.)	28	1	326	+18
35	28	JIM BRICKMAN - Destiny (Windham Hill)	41	5	315	+102
41	29	JOHN TESH with JAMES INGRAM - One World (GTSP/Mercury)	23	1	277	+103
<i>John Tesh makes a "worldly music" collection as opposed to World Music.</i>						
24	30	SHAKATAK - Shinin' On (Instinct)	25	0	259	-78
33	31	WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	22	0	244	+7
34	32	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	22	1	239	+18
36	33	EVERETTE HARP - Better Days (Blue Note)	23	0	215	+2
29	34	CRAIG CHAQUICO & RUSS FREEMAN - "Riders of the Ancient Winds" (Windham Hill Jazz/Peak)	26	0	214	-47
32	35	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	18	0	210	-33
31	36	CHRIS STANDRING - Velvet (Instinct)	23	1	205	-44
37	37	PEACE OF MIND - Journey to the Fore (Nu Groove)	20	0	198	+8
30	38	RACHEL Z - Love Is the Power (NYC/GRP)	21	0	197	-57
40	39	LUTHER VANDROSS - "I Know" (Virgin)	20	1	180	-1
39	40	DOTSERD - Jumpin' Thru Hoops (Ichiban)	21	0	178	-7
38	41	BRYAN SAVAGE - Soul Temptation (Higher Octave)	21	0	157	-31
44	42	DON DIEGO - This Must Be Heaven (Ichiban)	19	3	136	+2
43	43	HEADS UP SUPER BAND - Live At the Berks Jazz Fest (Heads Up)	10	0	129	-11
49	44	MARILYN SCOTT - Starting to Fall! (Warner Bros.)	12	2	128	+17
—	45	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	12	0	121	N
46	46	GEORGE DUKE - After Hours (Warner Bros.)	13	0	120	-1
—	47	SOUL BALLET - Trip the Night Fantastic (Countdown/Unity)	12	0	117	+37
42	48	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	15	0	111	-49
—	49	GLENN McNULTY - Raw Silk (Isona)	10	0	107	N
—	50	BASIA - Clear Horizon (550 Music)	13	0	103	-1



REVIEW

3RD FORCE "Revelation of the Heart" (Higher Octave)

"Revelation" is a brand new tune from 3rd Force, from their upcoming release entitled *Force Field*. That's Paul Taylor playing the soprano saxophone head on this bumping, rhythmic piece. Brian Hughes supplies the atmospheric guitar noodlings underneath William Aura's seamless mixture of keyboards and drum loops. 3rd Force always manages to thrust open a Pandora's Box of canned rhythms and dance-style synth beats, but this is the most commercial thing they've ever put on the air. Hughes' box guitar and Aura's Hammond organ combination may seem traditional on the surface, but the mix is all too modern.

SPINCREASE

1. BONEY JAMES +133
2. J. TESH with J. INGRAM +103
3. JIM BRICKMAN +102
4. KIRK WHALUM +98
5. TRIBUTE TO MOTOWN +81

CHARTBOUND

THE BRAXTON BROTHERS (Windham Hill Jazz)

3RD FORCE (Higher Octave/Virgin)

DANIEL HO (Aire Music)

SCOTT WILKIE (Narada)

DANNY LERMAN (Chartmaker)

JANGO (Samson Music)

Dropped: #45 Keiko Matsui, #47 Ramsey Lewis, #48 Marcus Johnson, #50 Jim Brickman (Visions).

JAZZ & SMOOTH JAZZ

REPORTS ACCEPTED

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The List

STEVE COLE STAY AWHILE "WHERE THE NIGHT BEGINS"



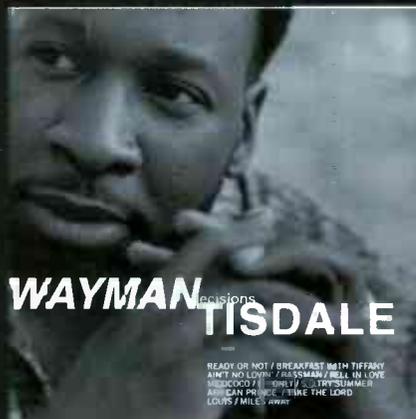
Steve Cole: stay awhile

One of the shirring new voices in smooth jazz.

Gavin Smooth Jazz: 16

Already on: KTWV, KKSF, WNUA, KIFM, WWWW, KOAL, KYOT, WSJZ

WAYMAN TISDALE DECISIONS "BASEMAN"



WAYMAN TISDALE

The new single from NBA hotshot turned smooth jazz superstar.

Gavin Smooth Jazz: 11

REPORTS
FEBRUARY 25

SMOKE 'N FUNCTION "SMOKEE"



smoke n function

Early believers include WNUA, KYOT, WLOQ, WGUF, KXDC, KNK, WTMD

RICK BRAUN FULL STRIDE "A VERY GOOD THING"



Full Stride

Rick Braun

Gavin Smooth Jazz: 12

ON YOUR DESK NOW

REPORTS
FEBRUARY 11

RUSSELL GUNN ETHNOMUSICOLOGY VOLUME 1



RUSSELL GUNN

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JAZZ

MOST ADDED



BOBBY HUTCHERSON (54)

Skyline (Verve Music Group)
Including: WGBH, WBGD, WAER, WBFO, WTR, WEA, WVVU, WNA, WSHA, WNCU, WUCF, WDNA, WUSF, WMOT, WWOZ, KABF, WUTC, WCPN, WXTS, WNOP

J.J. JOHNSON (47)

Heroes (Verve Music Group)
Including: KZJZ, KANU, WSIE, KIDS, KUT, KSUT, KKUP, KUVO, KUNR, KLON, KCLU, KSOS, KCBX, KMHD, KLCC, KEWU, WCPN, WXTS, WOET, WGVU

ABBEY LINCOLN (45)

Wholly Earth (Verve Music Group)
Including: WFNX, WGBH, WBGD, WTR, WRTI, WAAA, WHOV, WVVU, WSHA, WNCU, WRQM, WFSS, WKGC, WUWF, WDNA, WUSF, WMOT, WWOZ, WDOB, WGVU

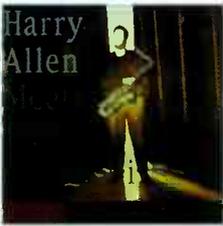
DOUG LAWRENCE (44)

High Heel Sneakers (Fable)
Including: WSIE, KZJZ, KIDS, KSUT, KUVO, KVN, KUVAZ, KTAO, WCPN, WXTS, WNOP, WDOB, WLNZ, KTRP, KWIT, WSHA, WRQM, WFSS, WKGC, WUWF

HARRY ALLEN (44)

...Meets the John Pizzarelli Trio (RCA Victor)
Including: KIDS, WVVU, WAER, WBFO, WESM, WHOV, WSHA, WRQM, WFSS, WKGC, WUWF, WUCF, WFIT, WKRY, WUSF, WMOT, KEDM, WCPN, WDOB, KBEM

RECORD TO WATCH



HARRY ALLEN

Meets the John Pizzarelli Trio (RCA Victor)
Trumpet player Warren Vache hooks saxophonist Harry Allen with John Pizzarelli Trio, and jazz radio gets a nice spin-off of Lester Young and Stan Getz.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	BURTON/COREA/METHENY/HAYNES/HOLLAND - Like Minds (Concord Jazz)	81	1	795	+18
4	2	JOHN HICKS - The Billy Strayhorn Songbook (HighNote)	84	1	787	+26
2	3	HOUSTON PERSON - My Romance (HighNote)	74	0	714	-58
3	4	PHIL WOODS feat. JOHNNY GRIFFIN - The Rev & I (Blue Note)	74	0	711	-56
5	5	KERRY STRAYER SEPTET - Jeru Blue: A Tribute to Gerry Mulligan (Palmetto)	71	0	672	+13
12	6	JOE CHAMBERS - Mirrors (Blue Note)	83	0	647	+130
13	7	BILLY TAYLOR - Ten Fingers—One Voice (Arkadia Jazz)	85	1	645	+139
7	8	GENE HARRIS & PHILIP MORRIS ALL-STARS - Live (Concord Jazz)	70	1	632	+15
6	9	TRUMPET LEGACY - Feat. Payton, Soloff, Harrell, Henderson (Milestone)	74	0	611	-7
9	10	ERNE ANDREWS - Many Faces of ... (HighNote)	69	0	582	+32
11	11	ETHEL ENNIS - If Women Ruled the World (Savoy/Denon)	63	1	543	+17
10	12	TONY BENNETT - The Playground (Columbia/CRG)	60	0	507	-22
15	13	MAYNARD FERGUSON & BIG BOP NOUVEAU - Brass Attitude (Concord Jazz)	56	0	499	+5
22	14	NEW YORK HARD BOP QUINTET - A Whisper Away (TCB)	75	2	473	+132
17	15	ERIC GOULD - On The Real (Umoja)	64	1	472	+48
14	16	JIMMY SCOTT - Holding Back the Years (Artists Only)	52	0	472	-25
8	17	SPHERE - Sphere (Verve Music Group)	49	0	429	-173
29	18	PAQUITO D'RIVERA - 100 Years of Latin Love Songs (Heads Up)	67	4	409	+113
—	19	BOB MINTZER QUARTET - Quality Time (TVT) <i>Bob Mintzer puts away his big band charts for this conversational quartet recording.</i>	74	9	395	N
21	20	JASON MARSALIS - The Year of the Drummer (Basin Street)	56	0	394	+26
38	21	CHARLIE BYRD - My Inspiration (Concord Jazz) <i>Charlie Byrd's updated bossa nova jazz is perfect for afternoon drive.</i>	67	7	361	+138
16	22	HERBIE HANCOCK - Gershwin's World (Verve Music Group)	43	0	326	-107
18	23	MARCUS ROBERTS - The Joy of Joplin (Sony Classical)	46	1	319	-101
23	24	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	38	0	310	-25
19	25	JIMMY McGRUFF - Straight Up (Milestone)	43	0	310	-93
20	26	RAY BROWN TRIO - Some of My Best Friends Are Singers (Telarc Jazz)	39	0	274	-114
31	27	JOE LOCKE QUINTET - Slander (And Other Love Songs) (Milestone)	37	0	270	-10
45	28	STAN GETZ QUARTET with CHET BAKER - Quintessence Volume 1 (Concord Jazz)	59	12	267	+84
25	29	ANDY BEY - Shades of Bey (Evidence)	35	0	266	-49
24	30	PONCHO SANCHEZ - Afro Cuban Fantasy (Concord Jazz)	35	0	255	-71
34	31	BENJIE PORECKI - Servin' It Up (Severn)	39	3	251	+17
26	32	GREG OSBY - Banned In New York (Blue Note)	40	1	244	-64
—	33	MARCUS SHELBY TRIO - The Sophisticate (NOIR) (JZZ)	63	21	243	N
28	34	TONY WILLIAMS - Young At Heart (Columbia/CRG)	37	0	234	-63
27	35	KEVIN MAHOGANY - My Romance (Warner Bros.)	36	0	234	-67
44	36	SHERRI ROBERTS - Dreamsville (Brownstone)	30	2	212	+14
33	37	WESLA WHITFIELD - High Standards (HighNote)	29	0	208	-48
—	38	GEORGE FREEMAN - George Burns! (Southport)	49	9	203	N
46	39	LOS HOMBRES CALIENTES - Jason Marsalis, Bill Summers, Irvin Mayfield (Basin Street)	31	0	200	+24
37	40	LOU RAWLS - Seasons 4 U (Rawls & Brokaw)	19	1	200	-24
42	41	ROSEMARY CLOONEY/COUNT BASIE ORCHESTRA - At Long Last (Concord Jazz)	23	0	192	-8
32	42	KENDRA SHANK - Wish (Jazz Focus)	32	0	192	-82
40	43	KYLE EASTWOOD - From There To Here (Columbia/CRG)	25	0	190	-30
30	44	DMITRI MATHENY - Starlight Cafe (Monarch)	25	0	180	-105
—	45	VINCENT HERRING - Jobim For Lovers (Music Masters)	51	21	174	N
39	46	DAVE ELLIS - In the Long Run (Monarch)	29	0	172	-49
—	47	DAVE BRAHAM - Blue Gardenia (Bluejay)	43	14	171	N
35	48	MADS VINDING TRIO - The Kingdom (Stunt)	28	0	171	-58
50	49	BIRELLI LAGRENE - Blue Eyes (Dreyfus Jazz)	20	0	156	+3
36	50	ROY HAYNES - Praise (Dreyfus Jazz)	25	0	155	-72



REVIEW

ABBEY LINCOLN

Wholly Earth (Verve Music Group)
There's two kinds of vocalists you're likely to hear on the Jazz airwaves. First, there's the traditional song stylists like Ella and Diana, who whirl you back to the days of the frontline vocalists. Then there's progressive singers like Abbey Lincoln and the late Betty Carter, who fuse Jazz improvisation and blues into their deliveries and are almost like instrumentalists on the bandstand. Lincoln's latest conjures the spirit of Billie Holiday when it comes to personifying the angst or joy of the lyrics. Bobby Hutcherson, Nicholas Payton, and pianist Marc Cary show tremendous skills on *Wholly Earth* as sensitive accompanists as opposed to standard soloists on Lincoln's latest release.

SPINCREASE

1. BOB MINTZER +277
2. MARCUS SHELBY +191
3. GEORGE FREEMAN +159
4. VINCENT HERRING +146
5. BILLY TAYLOR +139

CHARTBOUND

*BOBBY HUTCHERSON (Verve Music Group)
*J.J. JOHNSON (Verve Music Group)
KENNY BURRELL/LAMONT JOHNSON (Master Scores)
*ABBEY LINCOLN (Verve Music Group)
*DOUG LAWRENCE (Fable)
*HARRY ALLEN (RCA Victor)
Dropped: #41 Alexander/Hicks/Mraz/Muhammad, #43 Giacomo Gates, #47 Yellowjackets, #48 Cyrus Chestnut, #49 Count Basie Orchestra, Larry Steen.

JAZZ & SMOOTH JAZZ

REPORTS ACCEPTED

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ARTISTPROFILE

BOB MINTZER

SNAPSHOT OF THE MOMENT
I first met Steve Gottlieb from TVT Records 12 years ago when he asked me to produce one of his classic TV tunes records. It was quite a project that involved transcribing some 40

television show theme songs and recreating them note for note. I never heard music the same again. It was like having X-Ray vision, even if I didn't want it.

From a saxophone player's perspective, the quartet on *Quality Time* was ideal. That's why I joined Yellowjackets nine years ago—to be in a

quartet where the sax plays a large role as a soloist and handling the themes.

With *Quality Time* I was basically the sole composer and arranger. We only spent a couple of days recording so we could get a snapshot of what's going on at the moment. While I'm not strictly a bebop player (although that's an integral part of what I've done over the years), I combined straight-

ahead jazz with orchestral, R&B and funk influences.

The tunes I played soprano sax on remind me of when I played with the Thad Jones/Mel Lewis Big Band. It's a very loose, swinging kind of feel. I like to change instruments from tenor to soprano to bass clarinet or EWI. It's adds variety and color to a program of songs so you feel like you're not eating steak for the whole meal.





AMERICANA

Hello From Nashville

BY JESSIE SCOTT

Nashville's answer to SXSW, the NeA Miller Lite Extravaganza 1999, takes place February 11-13. There are so many incredible people showcasing that a jet pack is necessary operating equipment to see them all. Billy Joe Shaver, Chris Knight, Duane Jarvis, Bill Lloyd, Greg Trooper, Lonesome Bob, Tommy Womack, Paul Burch, R.B. Morris, Cigar Store Indians, Ex-Husbands, and Hillbilly Idol are just a few of the 350 acts that will perform on stages all over town. Wish you were here!

Can't wait to see James Inveld again! He came to our rescue at In The Pines, filling in for an airport-bound Jim Lauderdale; now James

has booked a gig Saturday night in New Orleans! He'll be at the famed Howlin' Wolf at 8 p.m. GAVIN Seminar badges will be honored, and we hear Tiny Town is headlining.

Emmylou just called to check in and let us know that she wished she could be with us in New Orleans. What a totally class act! When eclectic Radio Phoenix Nashville recently asked listeners to go before the zoning board to testify that they needed a power increase, she went down in person to plead the case.

Billy Block taped his Third Anniversary *Western Beat Roots Revival* show February 2 at the Exit/In. His Sunday night broadcast

airs on Power Country here in Nashville. Billy stopped by the GAVIN Nashville offices to let us know he's heading to L.A. to do some recording for Western Beat Records (Saturday March 6 with the Bum Steers, live from Cafe Voltaire). The Steers comprise some great players, with Taras Prodaniuk from Dwight Yoakam's band, and Mark Fosson and Edward Tree on vocals & guttairs. Also, look for Billy and the gang in Austin at SXSW on Friday, March 19 at the Broken Spoke with Kinky Friedman, Robbie Fulks, Jeff Black, Kevin Gordon, Pork Chop Kelly, Lonesome Bob & Sive Bucks, plus guest musicians from Nashville, Austin, L.A. *Wow!*

It's All About The Music

Razor and Tie's Fred Eaglesmith is just finishing up his new album. It should be done by mid-March and ready for an early June release. He's on the road as well, doing a few dates with Cry Cry Cry. The album is as yet untitled, but we'll keep you posted.

Jim & Jesse, Mac Wiseman, John Hartford, Brother Oswald, and the Osbornes were among the attendees at the *Grass Roots to Bluegrass* taping at Stage Post

Studios in Nashville. Expect it down the road on TNN, and of course look for the video in stores. We'll let you know when.

Joe Paquin from the newly charted Sundogs has a second life! Not only does he play guitar, accordion, sing, write, and mess with the rub board, he does promotion! (Yeah, but can he cook?) Most of you probably already know him, as he valiantly tries to get to 80 or so stations a week on the horn. "It's been a challenge,"



Willie Nelson

he says. "I've become one of the sharks I'm swimming with." Invaluable experience, really, having the record company in-house, and having Joe be so hands on!

Koch is about to reissue a couple of titles your library will be thirsting for! Bobby Bare's *Bare Tracks* comes out February 16, and the two-in-one, handy-dandy CD from Willie Nelson, *Funny How Time Slips Away/Old Friends*, will be available March 23.

Radio Round-Up

Those KPIG fans are just such diehards! James McMurtry was in concert at the Catalyst in Santa Cruz on January 30, and the crowd just didn't want him to go home. He didn't either; James wound up playing for two and a half hours. You know how they used to say there is a big difference between Saturday night and Sunday morning? Well, not anymore—McMurtry showed up bright and early for KPIG's *Please Stand By* to answer questions provided by trusty email. The KPIG folks archive these



Mark Anthony

shows on their Web site, so you can hear them any time you want, complete with pictures sequenced along to the music, even.

Technology is wonderful—especially when it lets you sleep late! So far, there are only two shows uploaded, James with Joe Craven (folk a la Stephen Foster set to African rhythms) and Austin Lounge Lizards with Ray Wylie Hubbard from the week before.

How does he do it? When does he sleep? Mark Anthony of KDMO fame not only does his radio thing, but is also a weatherman at the NBC affiliate in town—and he has just signed a record deal with Media Records. He'll be co-hosting the Americana Awards Luncheon on February 20 in New Orleans at the GAVIN Seminar.

"Roberts" Rules Reporting

Please make sure we have your up-to-date playlist each week by the reporting deadline: Tuesdays at 3 p.m. Central. One vote per station...and you can always file early, you know. Please report the history of your spins (futures are only good for pork bellies), and whenever possible, let us know if you're going to be

frozen. (We're not talking weather, here—unless, of course, that's why you're freezing.)

Make yourself available to your promoters by phone or email! It's all about information! (Al Moss says add all his records.) If something comes in and is so good you just can't wait to play it, please check to make sure you report it to us on the official Add Date. Everybody appreciates a unified effort, for bragging rights!

Impact Dates

(may be subject to change)

February 16

Chris Webster *Drive* (Compass)

Jerry Reed *Pickin'* (Southern Tracks Records)

February 23

Kelly Willis *What I Deserve* (Ryko)

Waco Brothers *WacoWorld* (Bloodshot)

March 2

Rosie Flores *Dance Hall Dreams* (Rounder)

March 9

Monte Warden *A Stranger to Me Now* (Asylum)

Del McCoury Band *The Family* (Ceili Music)

AMERICANA®

MOST ADDED



STEVE EARLE & DEL MCCOURY BAND (61) TRIO (40)

**TOM T. HALL ESSENTIAL (24)
TOM T. HALL PROJECT (21)
THE RIPTONES (16)**

HOT PICKS



**FLACO JIMENEZ
RICKY SKAGGS
OLD DOGS
JONI HARMS
CHERYL WHEELER**

RADIO SAYS

STACEY EARLE
"Simple Gearle"
(Gearle Records)

"There are so many good things out right now. Stacey Earle stands in no one's shadow and her live performances live up to the recording. I'd like to see her get more notice. She's a great Americana voice."

—Phil Leonard, WETS-Johnson City, Tenn.

LW	TW		Repts.	Adds	Spins	Trend
2	1	ALLISON MOORER - Alabama Song (MCA)	63	0	835	-7
<i>Allison reaches Number One after three weeks, outpacing REK's Walking Distance.</i>						
1	2	ROBERT EARL KEEN - Walking Distance (Arista)	70	1	825	-86
3	3	CHARLIE ROBISON - Life Of The Party (Lucky Dog)	44	0	667	0
5	4	SARA EVANS - No Place That Far (RCA)	46	3	642	+12
4	5	JOHN JENNINGS - I Belong To You (Vanguard)	53	0	636	-5
9	6	RICKY SKAGGS - Ancient Tones (Skaggs Family Records)	65	7	630	+123
8	7	CHERYL WHEELER - Sylvia Hotel (Philo)	72	4	594	+78
6	8	THE TRACTORS - Farmers In A Changing World (Arista)	50	1	550	-49
15	9	FLACO JIMENEZ - Said And Done (Barb Wire/Virgin)	70	14	543	+132
10	10	DOUG SAHM - SDQ 98 (Watermelon)	48	0	533	+30
7	11	LYLE LOVETT - Step Inside This House (Curb/MCA)	47	0	533	-34
12	12	BOTTLE ROCKETS - Left Overs (DooFittle)	61	0	497	+12
11	13	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	32	0	475	-14
19	14	JONI HARMS - Cowgirl Dreams (Warner Western)	45	4	439	+86
13	15	CHRIS WALL - Tainted Angel (Cold Spring)	40	0	435	-21
23	16	OLD DOGS - Old Dogs (Atlantic)	45	7	416	+90
—	17	STEVE EARLE AND THE DEL MCCOURY BAND - The Mountain (E-Squared)	61	61	398	N
16	18	MARK DAVID MANDERS - Tales From The Couch Circuit (Blind Nello)	30	0	398	-1
14	19	GREG TROOPER - Popular Demons (Koch)	38	0	344	-94
17	20	DEL MCCOURY, DOC WATSON & MAC WISEMAN - Mac, Doc & Del (Sugar Hill)	43	0	336	-44
21	21	SON VOLT - Wide Swing Tremolo (Warner Bros.)	33	1	318	-20
18	22	CRY CRY CRY - Cry Cry Cry with Dar Williams, Lucy Kaplansky, & R. Shindell (Razor & Tie)	35	0	313	-49
22	23	HILLBILLY IDOL - Town And Country (HBI)	41	1	309	-25
30	24	J.D. CROWE & THE NEW SOUTH - Come On Oown To My World (Rounder)	49	6	299	+42
20	25	DON WILLIAMS - I Turn The Page (Giant)	30	0	290	-55
35	26	DICKENS, JONES, & HAWKER - Heart Of A Singer (Rounder)	43	4	283	+53
32	27	MIKE HENDERSON & THE BLUEBLOODS - Thicker Than Water (Dead Reckoning)	42	4	283	+35
26	28	HAZELDINE - Orphans (All Swoll Music)	39	1	279	-25
24	29	CONNIE SMITH - Connie Smith (Warner Bros.)	28	0	273	-45
25	30	WILLIE NELSON - Teatro (Island)	27	1	268	-46
33	31	DAVID OLNEY - Through A Glass Darkly (Philo)	49	2	256	+12
37	32	CIGAR STORE INDIANS - ef Baile de la Cobra (Deep South)	34	2	253	+34
<i>It's swingin' fun from a very deserving, hard working road band.</i>						
28	33	HEATHER MYLES - Highways & Honky Tonks (Rounder)	29	0	241	-27
31	34	DALE WATSON - The Truckin' Sessions (Koch)	25	0	240	-10
—	35	REAL: THE TOM T. HALL PROJECT - Various Artists (Sire)	38	21	239	N
40	36	BEAVER NELSON - The Last Hurrah (Freedom)	37	8	237	+46
—	37	TRIO - Trio II (Asylum)	40	40	236	N
27	38	THE STEAM DONKEYS - Little Honky Tonks (Landslide)	22	0	220	-50
—	39	SUNDOGS - Dancing Room Only (Parhellen)	27	2	219	N
4	40	GEOFF MULDAUR - The Secret Handshake (Hightone)	27	0	204	-33



AMERICANA REVIEWS

LEON RUSSELL
Face in the Crowd
(Sagestone Entertainment)

That soulful sandpaper throat is a glorious and gnarly wonder that caresses but never spoils a phrase. Once inside, it's a wild ride, complete with sound effects that work. "Down In The Flood" has that beautiful Leon sway, with piano up front.



At it's core, this is supremely song-driven blues record. Confident but never arrogant, worldly wise but never tired, let Leon get you wired. Gracias, Leon. —DUANE JARVIS

JONI HARMS
Cowgirl Dreams
(Warner Brothers)

This record has a will of its own, a happy home at Warner Brothers. Joni is the real deal, living on her great grandfather's working ranch in Oregon. Her sound harkens back to an earlier time. "Belle Starr" is the tale of a woman—a respectable renegade—and you'll find sweet Texas swing on "Two Steppin' Texas Blue" and "Swing." "When I Get Over You" is crafted in the Conway Twitty tradition. —JESSIE

CHARTBOUND

LYNN MILES (Philo)	LEON RUSSELL (Sagestone)
SOUTHBOUND (Soundwaves)	HI-LO COUNTRY SOUNDTRACK (TVT)
RORY BLOK (Rounder)	AMY RIGBY (Koch)
TOM T. HALL Essential (Mercury)	ROB ICKES (Rounder)
FLATIRONS (Checked Past)	
ERIC TAYLOR (Koch)	

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ARTISTPROFILE

A Few Minutes With

BRUCE ROBISON

JS: HOW HAS YOUR LIFE CHANGED SINCE WRAPPED WAS RELEASED?

BR: It really has been a wonderful year. First off,

because I got to spread out, which is the main thing. I've been working in Texas for a long time, and because of what happened at Americana—talking to the people at radio, and getting the songs played across the country—I've gotten to go out there and do some significant touring, which was



what I've been wanting to do for a long time. Having a record out there and being able to promote it is what I've been waiting to do for about ten years.

JS: WHAT WERE YOUR PRODUCTION VALUES FOR WRAPPED?

BR: I find that the longer I do this and the better I get at it, the more I take off of it.

Hopefully the songs will stand up, that's what I want to keep the focus on. Plus, I'm lucky to be surrounded by really fantastic players. We're talking about what people are looking for, and I think that Americana is an outcropping, that there are people all over this country that are starved for a certain type of music. I'm flattered to be included in it.

COUNTRY

Seminar Bound: Next Stop New Orleans!

BY JAMIE MATTESON



The clock is quickly ticking down the minutes until over 3,500 radio, record promoters, and other industry professionals descend on New Orleans for the 1999 GAVIN Seminar. This year, GAVIN Country is thrilled at the mega-level of interest, excitement, and participation expressed by our friends at both

Country radio and the Nashville-based Country labels. Nashville's commitment to our Seminar began early—our Country-planned events were booked solid even before the Christmas holiday break. And Seminar fever has continued to grow as more and more radio programmers have come on board; we are thrilled that, next week in the Big Easy, GAVIN will welcome over 60 Country radio programmers, music directors, and consultants as well as close to 70 Country record label promoters, artists, and related professionals.

Not only will Country attendees be able to take part in our format specific events and performance showcases, but the GAVIN Seminar also offers the industry's best keynote speakers and multi-format events and meetings. I strongly encourage everyone attending to check out at least one outside format session—what a fantastic opportunity to see and hear first hand the concerns and tribulations experienced by other professionals. Too often these days, we're so focused on the tasks and deadlines at hand that the big picture floats by

and we can't manage to lift our heads to see it. Learning some of the secret weapons—and also some of the fears—of other formats may enable us to more objectively assess our own day-to-day issues. Radio and record consolidation, increased spot loads, shrinking playlists and an uncertain future are not problems unique to Country. What may not seem to affect us today, may very well affect us tomorrow.

One of radio's primary goals is to connect with its audience, and who

Continued on page 91

In the Spotlight

SONS OF THE DESERT

LABEL: Epic Records

CURRENT SINGLE: "What About You," in stores now

CURRENT ALBUM: *Sons of the Desert* in stores in April

ON THE RECORD: Tim McGraw is a huge SOTD fan. "What About You" was originally pitched to Tim, but he

thought it would be perfect for the Sons, so he and his producer, Byron Gallimore, pitched it to the guys and asked if they could produce the track. McGraw and Gallimore produced this song and one other on the album. **ON THE ROAD:** Reading Jon Krakauer's *Into Thin Air* on the bus, and collecting sports memorabilia as they travel.



The guys were thrilled when Packers' quarterback Brett Favre came up to them and

bummed a beer after a Tim McGraw show in Green Bay. **HOT, HOT, HOT:** The band is never without Tabasco sauce. They put it on *everything!*

SNOW BUNNIES: Everyone in the band loves to snow ski. They stop at a slope every chance they get and plan at least one group

ski trip each year! **WATCHING:** "A lot of *South Park* on the bus." **ON THE BIG SCREEN:** The guys are big *Star Wars* trilogy fans, and they're eagerly awaiting the fourth! Other favorites are *The Usual Suspects*, *Tommy Boy* and *Raging Bull*. **LISTENING TO:** Bruce and Charlie Robison, Patti Griffin, and "Radney Foster's unreleased masterpiece."

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J E F F H O U S E

MOST ADDED



- TOBY KEITH (68)
- SONS OF/DESERT (49)
- JAMES PROSSER (47)
- BLACKHAWK (43)
- NEAL MCCOY (39)

MOST SPINCREASE



- ALAN JACKSON +763
- MARK WILLS +625
- LEE ANN WOMACK +580
- FAITH HILL +519
- CHAD BROCK +458

HOTPHONES

WFMB
COUNTRY 104.5 FM

WFMB-Springfield, Ill. Hot 9 at 9
Scott Barnett,
7 - Midnight

1. DIXIE CHICKS - You Were Mine (Monument)
2. MARK CHESNUTT - I Don't Want To Miss A Thing (MCA)
3. THE WILKINSONS - Fly (The Angel Song) (Giant)
4. KENNY CHESNEY - How Forever Feels (BNA)
5. MARK WILLS - Wish You Were Here (Mercury)
6. TRISHA YEARWOOD - Powerful Thing (MCA)
7. GEORGE STRAIT - Meanwhile (MCA)
8. AARON TIPPIN - I'm Leaving (Lyric Street)
9. COLLIN RAYE - Anyone Else (Epic)

LW	TW		Weeks	Rpts.	Adds	SPINS	TREND
1	1	MARK CHESNUTT - I Don't Want To Miss A Thing (MCA)	11	202	0	7409	-1
<i>Mark continues to dominate with a 3rd week in the top spot!</i>							
3	2	JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)	19	201	0	7191	+187
2	3	DIAMOND RIO - Unbelievable (Arista)	16	200	1	7115	-22
6	4	SARA EVANS - No Place That Far (RCA)	17	200	1	6949	+367
7	5	DIXIE CHICKS - You Were Mine (Monument)	8	202	0	6895	+438
4	6	REBA McENTIRE - Wrong Night (MCA)	13	200	0	6886	+16
8	7	BILLY RAY CYRUS - Busy Man (Mercury)	14	201	0	6570	+255
9	8	TRISHA YEARWOOD - Powerful Thing (MCA)	11	201	0	6470	+251
10	9	THE WILKINSONS - Fly (The Angel Song) (Giant)	14	197	0	5916	-53
12	10	GEORGE STRAIT - Meanwhile (MCA)	6	202	1	5742	+385
5	11	TIM MCGRAW - For A Little While (Curb)	13	172	0	5445	-1229
14	12	ALABAMA - Keepin' Up (RCA)	10	200	1	5332	+285
15	13	KENNY CHESNEY - How Forever Feels (BNA)	8	199	2	5330	+429
13	14	SHANIA TWAIN - That Don't Impress Me Much (Mercury)	9	183	1	5305	+31
16	15	BROOKS & DUNN - I Can't Get Over You (Arista)	6	202	4	5267	+411
19	16	LEE ANN WOMACK - I'll Think Of A Reason Later (MCA)	7	200	3	4782	+580
18	17	THE KINLEYS - Somebody's Out There Watching (Epic)	15	189	0	4596	+242
21	18	FAITH HILL - Love Ain't Like That (Warner Bros.)	6	196	5	4532	+519
22	19	CHAD BROCK - Ordinary Life (Warner Bros.)	14	195	7	4423	+458
23	20	SAWYER BROWN - Drive Me Wild (Curb)	9	189	6	4018	+400
26	21	MARK WILLS - Wish You Were Here (Mercury)	6	197	7	3964	+625
29	22	ALAN JACKSON - Gone Crazy (Arista)	3	192	7	3795	+763
<i>Already converting at WQYK, WSM, WWZD, WMZO, KAYD, KILT and more.</i>							
25	23	TRACY BYRD - When Mama Ain't Happy (MCA)	8	177	2	3555	+206
28	24	TY HERNDON - Hands Of A Working Man (Epic)	7	180	9	3481	+338
30	25	PATTY LOVELESS - Can't Get Enough (Epic)	6	183	15	3427	+457
31	26	COLLIN RAYE - Anyone Else (Epic)	4	185	17	3384	+702
32	27	VINCE GILL - Don't Come Crying To Me (MCA)	5	169	12	2979	+382
34	28	AARON TIPPIN - I'm Leaving (Lyric Street)	3	176	23	2770	+641
38	29	TERRI CLARK - Everytime I Cry (Mercury)	3	166	29	2606	+723
37	30	CLINT BLACK - You Don't Need Me Now (RCA)	4	160	31	2512	+554
33	31	TRAVIS TRITT - No More Looking Over My... (Warner Bros.)	7	144	8	2508	+250
35	32	DEANA CARTER - You Still Shake Me (Capitol)	6	140	14	2322	+339
36	33	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	7	157	17	2309	+334
17	34	MICHAEL PETERSON - By The Book (Reprise)	19	86	0	1955	-2737
24	35	STEVE WARINER - Every Little Whisper (Capitol Nashville)	16	81	0	1878	-1548
42	36	LILA McCANN - With You (Asylum)	4	135	33	1856	+585
20	37	LARI WHITE - Take Me (Lyric Street)	18	80	0	1822	-2335
43	38	BLACKHAWK - Your Own Little Corner Of My Heart (Arista)	2	127	43	1809	+782
40	39	SHANE McANALLY - Say Anything (MCA/Curb)	5	116	8	1724	+227
46	40	NEAL MCCOY - I Was (Atlantic)	2	114	39	1540	+669
44	41	THE WARREN BROTHERS - Better Man (BNA)	4	103	22	1419	+437
45	42	CLAUDIA CHURCH - What's The Matter With You... (Reprise)	5	82	15	1128	+234
48	43	SUSAN ASHTON - Faith Of The Heart (Capitol Nashville)	3	86	17	1091	+294
41	44	WADE HAYES - Tore Up From The Floor Up (Columbia/DKC)	6	62	1	1012	-467
—	45	TOBY KEITH - If A Man Answers (Mercury)	1	81	68	975	N
—	46	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	3	77	16	911	N
47	47	CHARLIE ROBISON - Barlight (Columbia/CRG)	5	54	4	905	+89
—	48	KEITH HARLING - There Goes The Neighborhood (MCA)	2	67	22	813	N
—	49	SONS OF THE DESERT - What About You (Epic)	1	56	49	697	N
—	50	MONTE WARDEN - Someday... (Asylum)	4	50	8	697	N

REGION X REGION

West Coast (41)

MOST ADDED:

1. TOBY KEITH (14)
2. NEAL MCCOY (9)
3. JAMES PROSSER (9)

SPINCREASE:

1. ALAN JACKSON +193
2. FAITH HILL +133
3. SAWYER BROWN +125

Southwest (34)

MOST ADDED:

1. TOBY KEITH (8)
2. SONS OF THE DESERT (8)
3. JAMES PROSSER (8)

SPINCREASE:

1. ALAN JACKSON +118
2. KENNY CHESNEY +113
3. FAITH HILL +98

Midwest (60)

MOST ADDED:

1. TOBY KEITH (21)
2. SONS OF THE DESERT (21)
3. JAMES PROSSER (19)

SPINCREASE:

1. LEE ANN WOMACK +225
2. ALAN JACKSON +210
3. GEORGE STRAIT +156

Northeast (31)

MOST ADDED:

1. TOBY KEITH (13)
2. BLACKHAWK (7)
3. TERRI CLARK (6)

SPINCREASE:

1. MARK WILLS +148
2. PATTY LOVELESS +129
3. ALAN JACKSON +124

Southeast (36)

MOST ADDED:

1. TOBY KEITH (12)
2. SONS OF THE DESERT (10)
3. BLACKHAWK (9)

SPINCREASE:

1. MARK WILLS +154
2. ALAN JACKSON +118
3. FAITH HILL +103

Reports	Adds	SPINS	Weeks	
56	47	668	1	* JAMES PROSSER - Life Goes On (Warner Bros.)
52	30	653	1	* LONESTAR - SAT-UR-DAY (BNA)
48	6	600	3	DEBORAH ALLEN - Is It Love Yet (Curb)

Next week:

**THE GAVIN SEMINAR
in NEW ORLEANS**

COUNTRY BREAKOUT

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	1	SARA EVANS - No Place That Far (RCA)	17	200	1	6949
2	2	THE WILKINSONS - Fly (The Angel Song) (Giant)	14	197	0	5916
3	3	THE KINLEYS - Somebody's Out There Watching (Epic)	15	189	0	4596
4	4	CHAD BROCK - Ordinary Life (Warner Bros.)	14	195	7	4423
6	5	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	7	157	17	2309
9	6	LILA McCANN - With You (Asylum)	4	135	33	1856
33 New believers include KUZZ, WDAF, WFMB, KEAN, KDDK, KJJY, KGEE, WBKR, WGTY, WXXQ, WOOZ, and WICT. Also Number One most requested on KUBL-Salt Lake City's 10 Most Wanted Nightly Countdown.						
8	7	SHANE McANALLY - Say Anything (MCG/Curb)	5	116	8	1724
10	8	THE WARREN BROTHERS - Better Man (BNA)	4	103	22	1411
11	9	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	5	82	15	1128
-	10	SUSAN ASHTON - Faith Of The Heart (Capitol)	3	86	17	1091
-	11	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	3	77	16	911
12	12	CHARLIE ROBISON - Barlight (Columbia)	5	54	4	905

TOP TIP

LILA MCCANN

"With You" (Asylum)

Lila takes a big jump on this week's Country chart, moving 42-36*. The song's video is currently in Hotshot rotation on CMT and her forthcoming album, *Something in the Air*, will hit stores on March 23.



PROFILE

Teddi Bonadies

Label/Company:
Arista Nashville

Position: Director of
Field Promotion

How long? I have recently been promoted to this position, but have been with Arista for five years.

What do you like most about your job? Being a part of and contributing to Arista artists' careers.

Least? Discussing music with someone who hasn't actually listened to the song or who has a closed mind or opinion.

The Early Years:
BORN IN: Fairfax, Vir.

GREW UP IN:
Beltsville, Md.
(home of Arbitron)

Before working for a record label, I worked:
as a trained Dental Assistant in oral surgery for two years in Annapolis, Md.

What radio stations did you grow up listening to? Kicks Country (now Smooth Jazz) and Q107 in Washington, D.C.

What is your favorite song of all time?
"For the Good Times" by Ray Price

What is your favorite



song out right now?
"Who Needs Pictures" by Brad Paisley

What CD/album in your collection are you most ashamed of?
Bobby Vinton's *Greatest Hits*

If I worked for a radio station, I would: listen to the music, specifically the singles that were sent for possible airplay.

Motto to live & work by: Treat others as you would like to be treated.

by Jeff House

THE HOTLINE

STEVE GIUTTARI, APD/MD, KKBO-HOUSTON, TEX.

"The response to the Dixie Chicks' 'You Were Mine' has grown faster than their first three records. It should be stuck in our golds for years to come...We added Claudia Church's 'What's the Matter With You Baby' early and the phones are really picking up. It's already one of our top ten requested songs. The listeners are asking for it as the 'baby song.' It just sounds great on the air."

KEVIN ANDERSON, MD, WSM-NASHVILLE, TENN.

"The minute I heard Aaron Tippin's 'I'm Leaving,' I knew this would be his signature song. We added it out of the box and it's been in our top five at five ever since...I didn't know how Billy Ray Cyrus' 'Busy Man' would go over, but so many listeners called and asked us to play this song and it has really paid off...The requests are pouring in for Claudia Church's 'What's the Matter With You Baby.' We're bumping it into medium this week!"

DALE STALLINGS, MD, WQSB-ALBERTVILLE, ALA.

"Listeners are catching on to how good Sara Evans' 'No Place That Far' is. It's showing tremendous growth here...Kenny Chesney's 'How Forever Feels' has been one of the most requested songs recently. People refer to it as the 'Jimmy Buffett' or 'Richard Petty' song...Mark Wills' 'Wish You Were Here' is coming up real fast and striking a chord with our listeners."

RANDOMRADIO

Country Cares for St. Jude Kids

In 1989, Alabama's Randy Owen helped start the "Country Cares for St. Jude's Kids" program after meeting with actor/St. Jude's Children's Hospital founder Danny Thomas. Since its inception, Country Cares has become one of the most successful radio-based fundraising events in the country, raising \$1.25 million in its first year alone. Country Cares has now grown to include more than 150 major market radio stations nationally and has raised more than \$86 million in pledges for the children at St. Jude Children's Research Hospital. Last year over \$15 million was raised.

Over 100 country artists have given their names and more importantly, donated their time to Country Cares via PSAs, visiting children at the hos-

pital, and call-ins to radiothons. A typical radiothon lasts two days and includes St. Jude patient stories, country celebrity vignettes, and special guest appearances.

Each January, 500 volunteers, radio station staffers, recording artists and record label representatives attend the "Country Cares Training Seminar" in Memphis to launch the annual radiothon campaign and learn how to organize local market Country Cares radiothons and share fund raising success stories. Attendees also meet with young patients from St. Jude Children's Research Hospital. The weekend is capped off with a dinner banquet that features a special performance by Randy Owen.

For more information on how and your station can become involved with Country Cares, contact Teri Watson at (615) 320-0466.

Seminar *Continued from page 89*

knows what creative or inspirational thoughts might be gained from our GAVIN Keynote Speaker, The Drudge Report's Matt Drudge. As the person responsible for breaking the Monica Lewinsky scandal (and with over 1 million hits per day on his Web site) he has certainly struck a nerve with the public. What's his secret?

As for our scheduled Country events, we're excited to showcase

several new Country artists, including MCG/Curb's Shane McAnally, Asylum's Chalee Tennison, Epic's Shana Petrone, Lyric Street's Sonya Issacs, and Virgin Records Nashville's Julie Reeves. In addition, our Jukebox Jury and Country sessions will offer us all a chance to voice our opinions on a wide range of topical subjects.

We look forward to seeing you there. No doubt there's a Hurricane with your name on it. Not to worry, we'll have plenty of Advil on hand!

PARTINGSHOTS



DUMB AND DUMBER

Last week, you read about the two KQKS-Denver listeners who 1) tarred and feathered themselves, 2) rode a tricycle obstacle course, and 3) Slip 'n' Slide-ed into a pool of manure—all for Super Bowl tix. Here's the pics:



BESAME MUCHO?

Jimmy Harnen from DreamWorks Nashville tries valiantly to reach kissable status before the big day.

gmailBOXSET

WPLJ-New York has evolved into "New York's Hit Music Station." VP/Programming **Tom Cuddy** says the station will remain Hot A/C but become more music and current-intensive. PD/morning guy **Scott Shannon** remains in the house, along with partner **Todd Pettengill**, overnight jock **Dave Stewart**, and MD **Tony Mascaro**. Not as fortunate: **Kristie McIntyre** and 15-year vet **Fast Jimi Roberts**, who split middays, have exited, along with night duo **Danny & Onions**; Nights has been filled by **Jamie Lee** from mornings at Country **WKIS**-Miami. **Kim Ashley** is covering afternoons for now. Roberts can be reached @ (732) 219-8857; **Kristie Weimar**, a.k.a. **Kristie McIntyre**: (718) 246-7397; night jock **Danny Meyers**: (201) 659-0562; sidekick **Onions**: (732) 933-0082.

Across the street at **Hot 97**, **Sean Taylor**, PD of of **Radio One** Urban **WHTA**-Atlanta is named MD of the **Emmis** Rhythm Crossover outlet. PD **Tracy Cloherty** says, "I just hope that all the good stuff I heard about him is true." Concurrently, **Hot 97**

Programming Coordinator **Deneen Womack** is upped to Assistant MD.

Epic VP/Promotion **Dale Connone** effectively triples his work load, adding oversight responsibilities over the pop music empire of the **Epic Records Group**, including **Epic**, **WORK**, and **550 Music**. Concurrently 550's **Desiree Schuon** moves over to Epic for Connone's old gig, as VP/Pop Promotion. "I'm gonna be a busy boy," Connone told *gmail*.

Jacor Top 40 **Channel 933 (KHTS)**-San Diego inks veteran air talent **Nastyman** for mornings, replacing **Chio the Hitman**, who segues to afternoons for **Rick Thomas** at sister **Magic 92.5**. Mr. Man is best known for doing afternoons at **KIIS-LA**, mornings at **KUMX**-New Orleans, and, most recently, late nights at **CBS** Talk outlet **KLSX**-Los Angeles.

Albany Broadcasting, home of Top 40 **WFLY**, flipped Country **WPTR** to Rhythm Crossover **Jamz 96.3** under PD/afternoon guy **Ron "Sugarbear" Williams**, who moves over

from the MD slot at 'FLY. **Tom Joyner** is doing mornings. New call letters **WAJZ** have just been approved. Meanwhile, longtime **WFLY** afternoon jock **Ellen Rockwell** is upped to MD.

Efren Sifuentes, who exited mid-days at **WKTU**-New York recently, has re-surfaced doing afternoons on **Quiet Storm KBLX**-San Francisco. Sifuentes is no stranger to the Bay Area, having previously spent some quality time at **KMEL**.

Night jock **Jeff Cole** exits **CBS** Top 40 **WKRQ (Q102)**-Cincinnati. Send your best stuff to a "very picky" OM **Mike Marino** @ Q102, 1906 Highland Ave., Cincinnati, OH 45219.

Middays remain open at **Rhythmic** Top 40 **Kiss 99.7 (KWWV)**-San Luis Obispo. Packages to PD **Tom "Jammer" Naylor**: 4115 Broad St., Suite B-4, San Luis Obispo, CA 93401.

Q102 (WIOQ)-Philadelphia MD **Jay Towers** adds APD stripes. Look for a PD announcement soon.

Morning team **Hart & Coffee** exit **Modern A/C The Zone (KZZO)**-Sacramento. Packages to PD **Carmy Ferreri**.

Mike Sommers exits as PD/p.m. driver at **Jacor** Classic Rock **WOCT**-Baltimore. Sommers, best known for his Top 40 tenure at **WSTW**-Wilmington, can be reached @ (302) 892-2371 or mksommers1@aol.com.

p.m. driver **Gregg Rivers** is upped to MD at **Mainstream A/C WZDQ**-Jackson, Tenn.

GAVIN extends its sympathy to the family of **Greater Media** Executive Vice President/COO **Tom Milewski**, who died Monday (February 8) at Princeton Medical Center following a long battle with cancer. Milewski leaves his wife, Kathleen, a daughter and a son, his father, and a brother and sister.

Finally: Justice meets pop culture. While watching the ongoing coverage of **President Clinton's** trial, *gmail* couldn't help but notice the bumper music used on **MSNBC's Watch It** with host **Laura Ingraham**. Recently, after talking, ad infinitum, about the broadcast of **Monica Lewinsky's** videotaped Senate testimony, the show went to commercial—over a video montage of Ms. Lewinsky walking in slow motion was the chorus of "Crush" by **Jennifer Paige**...

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TOUR DATES:

2/18	Seattle	3/30	Fargo
2/19	Pullman, Wash.	4/1	Springfield
2/20	Portland	4/2	Kansas City
2/21	Boise	4/3	Indianapolis
2/23	Sacramento	4/8	Tupelo
2/25	San Diego	4/9	Greenville
2/26	San Jose	4/10	Lynchburg
2/27	Los Angeles	4/11	Chattanooga
3/4	Lakeland, Fla.	4/13	Birmingham
3/5	Tallahassee	4/15	Lafayette
3/6	W. Palm Beach	4/16	Houston
3/9	Memphis	4/17	San Antonio
3/11	Greensboro	4/18	College Station, TX
3/12	Cleveland	4/20	Tulsa
3/13	Toledo	4/22	Nashville
3/15	Sioux Falls	4/23	Bristol, Tenn.
3/16	Wichita	4/24	Fairfax
3/18	Grand Rapids	4/25	Hershey Park
3/19	Louisville	4/27	Dayton
3/20	Chicago	4/29	Pittsburgh
3/21	Columbus	4/30	Philadelphia
3/25	Champaign	5/1	Portland, Me.
3/26	Omaha	5/2	New York
3/27	Minneapolis	5/4	Fort Wayne
3/29	Ames, Iowa	5/7	Detroit