

THE MOST TRUSTED NAME IN RADIO

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# GAVIN

## Gavin Gets

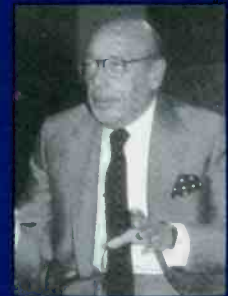
# The GOLD

From Opening Ceremonies to the Cocktail Party, the Seminar Reached Olympic Heights



## This Week....

It was the thrill of victory; the agony of John Fagot's feet, as he made the run into the Centennial Ballroom to light the GAVIN Seminar Torch. Our sexy cover boy did his job, and all of



us who attended the 1996 Seminar in Atlanta, the Olympic City, did ours. Sure, we had fun, as evidenced by the photos to

your left, of the Opening Ceremonies and the sports-intensive Cocktail Party. But, as the Seminar summaries in News and the editors' columns make clear, a lot of networking, teaching, learning, rallying, and A&Ring also took place in and

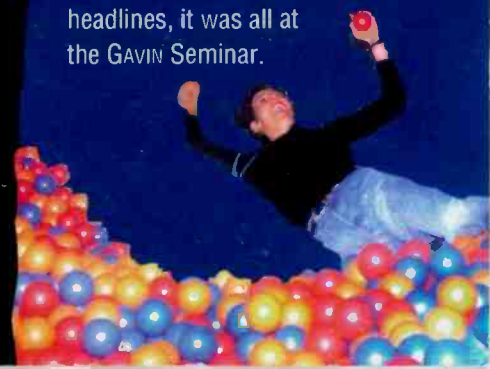


around the Hyatt Regency. Erik Johnson of KKNB-Lincoln, Neb., got a bit of everything. "It was a great networking tool," he said. "I enjoyed the historic stuff—the Legends of the Airwaves and Ahmet Ertegun (top). And the "Taking Control of Your Sales Department" panel...I can



go back and use it." Inside, we recall some of the Seminar's many great moments, including the piano-side visit

with Herbie Hancock (middle) and the panel of consultants, who jumped on the latest news out of New York, where Evergreen's Scott Ginsburg and Steve Rivers (bottom) were unveiling the return of WKTU. From fabled history to the latest headlines, it was all at the GAVIN Seminar.



real



real love from the beatles anthology 2

Produced by Jeff Lynne, John Lennon, Paul McCartney, George Harrison, Ringo Starr



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# First Person

AS TOLD TO KEVIN ZIMMERMAN

# Val Azzoli

## On What Needs Fixing (Hint: It's Not Atlantic Records)

On January 16, Val Azzoli was named co-chairman/co-CEO of The Atlantic Group, a title he shares with Ahmet Ertegun. Azzoli's appointment comes at an intriguing time for the company: while the positive turnaround in Atlantic's fortunes over the past few years has been well-documented, so has the general executive turmoil at its parent, the Warner Music Group. Indeed, a large part of that turmoil has revolved around Interscope Records, which was 50% owned by Atlantic.

Azzoli assesses the state of Atlantic, of WMG, and of the record industry at large.

**T**his company is in great shape. Every aspect of Atlantic is solid, and that's because we have the best possible people working for it. After five years of basically re-building it, it's rebuilt. Nothing is broken and I don't want to "fix" anything. My appointment is not about turning things around or fixing something. I think instead it's a reflection of how well the company's doing.

Could we use more hits? Sure—I'd like to sign every band in America. But in all seriousness, the one thing you can always do is improve, and improve in every department. We as a company are not perfect, and I'm not perfect.

Interscope going to MCA does leave a hole. But we're not going to go out and acquire another company; we'll be focusing on building up from within ourselves. There is most definitely room for rap at the company. We're still going to sign rap bands—probably even more



Val Azzoli

than we were, because that area had been sort of left to Interscope.

1996 is going to be a transitional period for the industry as a whole. We're coming to the realization that retail is flat, and that we're going to have to accept it. Returns are going to be higher in '96 because more people are going to be closing more stores. A lot of these megastores are going to effectively be cut in half, because they're going to be focusing on accessories in order to make their margins.

We also have to face up to the fact that the cassette configuration is not dying; it's dead.

And radio is going to continue to be more and more fragmented; there are less shots, spots and slots opening up. At the same time there are all these new record companies signing up more bands, which makes for less and less slots in radio. It's going to be a very competitive year. Everybody's staffing

up, not only in talent, but also in executive talent.

We have to evaluate everything: signings, the cost of doing business. I think we have to hunker down and weather the storm to survive—and we will; there will be growth again. But it's going to be a hard couple of years.

It was a very hard year at the Warner Music Group. The only way I and Atlantic got through it was that we all concentrated on selling records, since that was the only thing we had any control over. Every day we'd read things in the papers and be fielding these calls from all these people. A lot of time was spent just talking about it. But we felt that we could be the architects of our own future if we could sell a lot of records, with the idea that if the division is running well, people are not going to come down and start messing with it.

Now there's a much more calm, stable feeling here, not only at Atlantic, but throughout Warner Music. It's as simple as this: when I get up in the morning I don't run to get the paper and read the business section. I check out the box scores.

I've been very lucky in that I've been able to work with some really good people. Doug Morris taught me a lot—virtually everything I know about the record business. Doug and Mel Lewinter—these people were friends, employers, co-workers, confidantes. It was a close family. Now we're all in different places, but like with every family, you move on. **GAVIN**

## First Words

Phew, what a week that was!

On Sunday, the day many of us took leave of Atlanta and the 1996 Gavin Seminar, a front-page headline in the local paper read, "Changing the Rules of the Game."

That's not a bad summary of the Seminar.

In session after session, from the heady keynote event to nitty-gritty format workshops, radio and music industry people got the word. The world is changing at a blinding speed, due in no small measure to media and technology, and it won't do to just keep up. We've got to do all we can to see around the corner and over the edge; to grab opportunities, and to take risks—changing the rules, as it were—all while understanding the basics, promoting the best in broadcasting and music, and while respecting who and what came before us.

As much fun as we had at the Seminar—particularly at the Cocktail Party, where my wife, Julia, became the undisputed Sumo Champion of the World (Dalton chapter)—we know, as do the world-class athletes heading towards the Olympic City, that games can be a serious matter, indeed.

If you enjoyed it as much as we did, I hope that we can look forward to seeing you in New Orleans next year.

David Dalton

David Dalton  
CEO



# Inside

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## NEXT WEEK

### Country Spotlight

A GAVIN salute to the Country Radio Seminar, featuring revelations from Wynonna.

All Seminar Photos: Pat Johnson Studios

# GAVIN

Founded by Bill Gavin—1958

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**"Great companies are not built by committee."**

— Rupert Murdoch  
see below

# Seminar is Hot in 'Lanta

Gavin Seminar attendees got instant reports on keynotes and panels by way of the Daily, a four-pager that somehow materialized Thursday, Friday, and Saturday mornings.

This week and next, we present coverage of major events at the Seminar, much of it from the Daily.

**P.S.: There is no truth to the rumor that Rupert Murdoch has purchased the Daily to serve as the foundation of his fledgling all-news cable operation. Not a bad idea, though...**

## A Grand Opening

BY ALEXANDRA HASLAM

Olympian Peter Vidmar opened the 1996 GAVIN Seminar with a presentation that was both inspiring and visually spectacular.

With flair and humor, Vidmar detailed the difference between merely "doing everything right," and "going beyond what's expected" in order to succeed. And, as the highest scoring gymnast in U.S. history, Vidmar has seen his share of tough competition.

Standing by the pommel horse, and using his Olympic-medal winning performances as examples, Vidmar outlined a plan of action known as "R.O.V.," which stands for "Risk, Originality, Virtuosity." R.O.V. helped him win Olympic gold, and with a little imagination, this strategy could easily be applied to business.

After Vidmar's presentation, made possible by Jeff McClusky and Associates, the Opening Ceremonies began. John Fagot, promotion head at Hollywood Records, lit the torch with much fanfare, and was followed by the smooth a cappella sounds of Jive recording artists the Backstreet Boys singing a stirring rendition of the "Star Spangled Banner," a parade of floats, a line of flag-waving dancers, and a brilliant indoor fireworks display.

S-MOKin'!



Peter Vidmar



Backstreet Boys

## Murdoch Mesmerizes Crowd

BY BEN FONG-TORRES

Rupert Murdoch talked about the future—of his own companies, the News Corporation Ltd. and Fox; of politics, and of media and technology.

But the theme he continued to emphasize was opportunity.

In a special keynote appearance with interviewer Charlie Rose, Murdoch held the crowd's attention, even through a string of questions about U.S. and world politics.

Talking about his plans for an all-news cable TV operation, he spoke of the "huge opportunity" he saw in what might appear to be an overcrowded field.

"With Fox," said Murdoch, "we found that the way to succeed was to be totally different...and we found an audience very quickly." Many viewers, he said, can't differentiate among the networks. "There's a chance to do something different."

Talking in the backyard of rival Ted Turner, Murdoch emphasized that he considered his competition to be ABC and NBC (both of whom are building all-news operations), and not CNN. ABC and NBC, he said, "are better than CNN. But we'd be more even-handed."

The audience got a surprise when Rose asked for Murdoch's preference in the Presidential race. "I could be happy with Colin Powell," he said, adding: "I think he understands the symbolism of the office...he could be a uni-

fying force...and I wouldn't count him out yet."

One big gamble, he admitted, was Fox's \$1.58

network—a real network. And it desperately damaged CBS."

Told by Rose that, as much as he knows about the future, there are things he can't know, Murdoch responded: "Fundamentally, you know that there's an ever-increasing demand for education and entertainment."

As for his own future, Murdoch said his company had no designated successor to him. "I have been the one who's led this company," he said firmly. "Great companies are not built by committee." He ascribed his success to "not brains," but "hard work, sensitivity to other people, and to public tastes." And, he said, again echoing the champion who'd preceded him: "You take risks."



Rupert Murdoch

billion bid for four years of the National Football League's NFC games, stripping pro football from CBS. When Rose asked if he'd paid too much, Murdoch countered: "It made us a

## WYNY: It's 'KTU2

After inspiring several weeks of rumors and guesses, Evergreen Media Corp. unveiled its new format for WYNY/FM-New York, flipping from Country to what it calls Pop Rhythm and employing, as calls, WKTU, a popular disco station there in the late '70s.

But Evergreen isn't using the D word. Instead, claiming that "there is no mass appeal, hit music station for New York, the company promised a playlist ranging from Janet Jackson, TLC and Real McCoy, through Mariah Carey, Whitney Houston, Boyz II Men, TAFKAP, Madonna, and Donna Summer.

"We're going to turn New York radio upside down," said Steve Rivers. "We've got programming for the '90s and the new century that's exactly what the world's most discerning audience is demanding—The new 'KTU, the Beat of New York."

(For more on 'KTU and responses, see Dave Sholin's Sho-Biz column and the consultants story on Page 8.)



## SoundScan National Single Sales:

1. Mary J. Blige - 85,251 units
2. Mariah Carey - 64,714 units
3. **GEORGE MICHAEL - 62,571 UNITS**
4. Brandy - 60,748 units
5. Tony Rich Project - 54,578 units

## Single Sales Explosion:

New York	#1
Los Angeles	#1
Chicago	#2
Philadelphia	#4
San Francisco	#1
Boston	#6
Dallas	#2
Detroit	#4
Washington, DC	#2
Houston	#2
Cleveland	#4
Atlanta	#1
Minneapolis	#5
Tampa	#2
Seattle	#1
Miami	#1
Pittsburgh	#6
St. Louis	#3
Denver	#1
Phoenix	#6
San Diego	#1
Salt Lake City	#1

BDS Total: 2,908 Spins!



# GEORGE MICHAEL

jesus to a child

Written, Arranged and Produced by George Michael. Engineered by Chris Porter.



DREAMWORKS

© 1996 Big Geoff Overseas Ltd.



# Ahmet Ertegun: It's Magic

BY CYNDI HOELZLE

In a keynote appearance that packed the Centennial Ballroom at the Hyatt Regency, Ahmet Ertegun, co-founder of Atlantic Records and a pioneer champion of R&B music, not only regaled the GAVIN Seminar crowd with stories from more than 50 years in music, but also impressed on them the importance of music itself.

The Co-Chairman/CEO of Atlantic was born in Turkey 72 years ago, the son of a Turkish diplomat. The family moved to America in 1934. "I grew up listening to a lot of jazz, from Josephine Baker to Louis Armstrong. My older brother had taken me to see the Duke

Ellington Orchestra in London, and it was one of the most incredibly moving experiences I've ever had."

The family moved to D.C.



when Ahmet was 11 and he and brother Nesuhi fed their passion for music by buying every "race record" they could find, building a collection of some 25,000 78's. At 12, he recalled, he snuck out to Harlem, and spent all

night at a rent party smoking reefer with Louis Armstrong. "Here was a little jerky looking white kid who knew all these records," he laughed.

While Ertegun was completing his Ph.D in philosophy, he said, "I thought I could make a little money making records. I had a dentist who mortgaged his house and we started Atlantic Records in 1947, with \$10,000."

When interviewer Dave Sholin of GAVIN asked how it felt to have been involved in songs like "Respect," and "Dock of the Bay," Ahmet answered: "Magic."

"There are surprises," he said, "but most of the time, when you are producing a huge hit, you hear the magic."

# Jacor Buys More

Jacor is on a shopping spree. Days after announcing a \$152 million deal for the 12-station Noble Broadcast Group, the Cincinnati-based Jacor agreed to pay \$774 million for Citicasters and its 19 radio and two television stations.

"This deal delivers on every level," said Randy Michaels, President/Co-COO at Jacor, "from natural market alignment to superior management depth while providing a wonderful foundation for creative swaps and marketplace re-engineering."

## Gavin's Parent Company In \$4.6 Billion Merger

United News & Media, the owner of GAVIN's parent, Miller Freeman Entertainment Group, is to merge with MAI, a UK-based broadcasting and media services group. The merger will create a major new international information and entertainment group with a combined stock market capitalization of \$4.6 billion.

The broad spread of businesses of the new company, as yet unnamed, will encompass television, newspapers, advertising periodicals, business magazines and exhibitions, and

other information services. Interests in the U.S. include Miller Freeman business magazines and exhibitions, the MRI research organization, and PR Newswire.

UN Chairman Lord Stevens, who will be chairman of the merged group, stated: "This merger brings together two companies, each of which is strong and well-represented in its own media markets. Our businesses are complementary and together will form a major force in one of the fastest growing sectors in the world."

# Consultants Cover All the Buzz Topics

BY BEN FONG-TORRES

Talk about hot-button topics.

That's exactly what a panel of top-flight radio consultants did at the Seminar, tackling the format flip at WYNY-New York, the state of Top 40, the Alternative incursion into that format, and the impact of the Telecom Bill.

Oh, yes—they also talked about their work as consultants. But for moderator Paul Drew and panelists Fred Jacobs, Don Kelly, Bill Richards, and Rusty Walker, along with Jerry

Clifton (by telephone from an undisclosed location), most of the audience's questions centered on the latest news.

Answering a question from Tom Shovan of Radio Today about the state of Top 40, Richards referred to the situation at WYNY, which, that day, flashed word of a change to Dance/Top 40.

"YNY is going to become WKTU (which had success as a disco station in the '80s), which almost seems as if his-

tory's going to repeat itself again."

"The atmosphere," added Clifton, "is a lot different than it once was. Time will tell, but with Hot 97 being as hot as they are and the Urban sit-



(L-r:) Fred Jacobs, Don Kelly, Paul Drew, Bill Richards, and Rusty Walker.

uation being as strong as it is in New York, it looks like it could be a very good battle."

As for Top 40 in general, the panel agreed that full-spectrum Top 40 is a thing of the past, and that Top 40's have to deal with "the ethnic component," as Kelly put it, as well as Hot A/C's, which, Richards said, "is trying to move Top 40 to the left, and we're letting them do it."

Alternative, said Jacobs, is "very much a misnomer, as

the audience will tell you. It's just mainstream rock." Added Richards: "Top 40 always does this. Alternative is a form in and of itself. Top 40 shouldn't embrace all that music. They should do their homework, listen, and understand what's a hit from the Top 40 viewpoint."

Walker, whose specialty is country, added: "I've never seen a demise of Top 40. Yes, there are now 28 Top 40 formats, but it's never disappeared, and it never will. It's just specialized."

Country has disappeared in New York, but, Walker noted, several suburban stations "who serve pockets can all succeed, rather than just one station."

The Telecom Bill, said Clifton, will dramatically impact programmers. "It eliminates the lesser programmers, as more programmers do two or three stations instead of one. It's as radical a change as when we switched from AM to FM."

# Tolkoff Takes Off

BY DAVID BERAN

A standing room only crowd in the massive Centennial Ballroom waited for GAVIN alternative editor Max Tolkoff to find his house band to play for the throng at the *Late Night with Max Tolkoff* presentation.

Once they'd been lured away from Atlantic promo veep Danny Buch, Ben Folds Five whipped the crowd into a lather, and the debut episode of Tolkoff's talk show sendoff was underway.

Jacobs Media consultant Tom Calderone served as Tolkoff's Paul Shaffer, and said that he was "happy to just hang out in the hotel lobby and feel all the love."

The Top Ten list from the GAVIN home office in Buckhead was "Reasons to Avoid the Lobby" and featured a roving camera

trained on various alternative types.

Brian Philips, PD at 99X in Atlanta, confessed to Max that his music meetings at the station were serious business. Max showed video footage culled from a station music meeting that featured a Domino's delivery boy picking album cover art and a Ouiji board used to pick hits.

One of the highlights was a commercial break that showed clips of Marlon Brando extolling the virtues of reporting to GAVIN.

Mike Halloran, PD at 91X in San Diego, hosted a video of music industry relocations. Jocks jumped across the country, dinosaurs representing radio stations covered the map, and Halloran relentlessly needled the movers and shakers of the alternative world.



## Terri Rossi: 'We Need Alternative Approaches'

BY ALEXANDRA HASLAM

In the first ever Urban keynote at a GAVIN Seminar, Terri Rossi, VP of Marketing at BMG Records, offered "A Reality Check" on the music business,

with candid observations on subjects as diverse as the *Billboard* chart conversion



(Rossi was an editor with the magazine), the Internet and new technologies, and the downsizing of retail outlets.

Talking about her days with *Billboard*, where she instigated charts and covered jazz, R&B, rap, and New Age, Rossi laughingly referred to herself as "the most misunderstood professional in the industry," a title

she says she earned during the crossover to SoundScan at the magazine.

Of her current position with BMG, she said, "We're not just targeting the people who already like the music—we already have them. We're trying to find alternative approaches."

Part of this strategy is working with new businesses, both inside and outside the music industry. She urged radio to do the same. By pursuing new working relationships, she suggested, stations could expand their audience by reaching sections of the community previously not touched in their promotions.

Perhaps most startling were her statistics detailing the loss of retail outlets across the nation. Pointing to causes as varied as the rise of discounters, non-music businesses selling samplers, and the Internet, Rossi presented a staggering number of stores closed and chains shortened. These setbacks, she said, should "force us to think in new terms. The future is in our own hands."

## Knox: 'Falling Over and Foaming at the Mouth'

BY WALT REED

Chris Knox's keynote address for the College format was a study in intimidation. His speech was intentionally overbearing, as he berated the assembled group for being even remotely involved in radio, regardless of "format" or "non-format" status.

"It's just you and your friends that listen to yourselves," he quipped. Knox's insistence that radio as a medium was a struggling "old person in its death throes," did not sit well with most of the audience, but it took Knox's constant badgering to elicit a vocal response from the crowd.

His deliberately insulting

impromptu performance of "Radio Man," and his insistence that they "fall over and foam at the mouth," to his erratic Oprah-like wanderings and confrontational demeanor eventually got them talking about the importance of college radio in their lives.

The panel ended when GAVIN'S College Editor Seana Baruth took the mike and expounded upon the idea that college radio means more to the people involved than just music. She brought this point home to the attendees by reminding them that the most important thing about college radio is the ability to change things and let your opinions be heard.

# 'Vibe' Chief Calls for Hip-Hop Nation

BY BEN FONG-TORRES

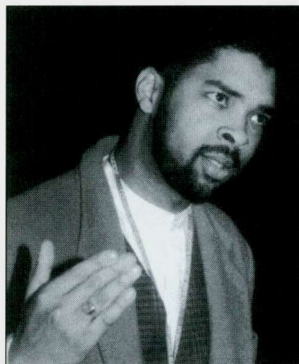
Keith Clinkscales, CEO/President of *Vibe*, didn't deliver a Rap Keynote as much as he did a rallying cry for hip-hop.

The charismatic Clinkscales is a stunning success story himself. Out of college, he was working at a bank when he decided that "media and finances are the two great forces in this country. And I had no access to money." He started a magazine, *Urban Profile*, which, through hard work, reached a circulation of 75,000. That's when he got a call from Time Warner, which was launching *Vibe* with Quincy Jones.

Beginning in September 1993, he led the magazine through an early period of

uncertainty, drawing criticism for lack of focus.

*Vibe's* circulation has since climbed from 100,000 to



400,000.

"What made us go," said Clinkscales, "is that we used the power of hip-hop."

"Hip-hop," he said, "is established as a true art form. It's on top of the charts in GAVIN and

*Billboard*...Hip-hop artists transfer across media very well." The music, he said, transcends race, attracts innovators, and has proven a commercial vehicle (note NBA and McDonald's spots employing rap sounds and imagery).

"It has the ability to provide a common ground—an Afrocentric ground, as opposed to the usual Eurocentric ground."

Taking note of criticisms of rap—particularly by political forces—Clinkscales mentioned the high-profiled C. DeLores Tucker of the National Political Congress of Black Women. "Her end goals, I don't disagree with. It's her method. I would not front."

"I wouldn't be here," he added, if not for rap.

Saying that, for all the success of hip-hop, "it's still a plantation system," and that "black executives can be valued for their ears and little else," Clinkscales encouraged his audience to learn about and take control of the economic side of the business.

"This should be our shining moment," he said. Instead, "We're talking about 'east coast/west coast.' We're not working together as a hip-hop nation."

He suggested that the rap industry get on-line. "It's hard to start our own distribution company," he said, "but the next frontier is in the digital arena."

He urged consideration of "alternative methods of distribution," and he encouraged artists to understand their rights to their own work. "The '90s is all about intellectual property. You've got to defend and fight to keep it."

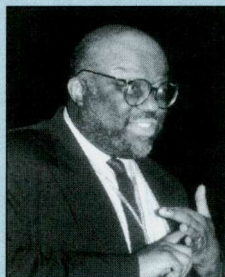
Clinkscales concluded: "The only way history will measure hip-hop, is if it creates wealth."

But he isn't waiting for the historians. Rap, he said, "is a music force, a market force, a mind force."

## Stanley Crouch on Today's True Rebels

He was billed as the keynote speaker for Jazz and A2, but author Stanley Crouch's reputation as a controversial thinker drew a packed house from all formats.

Beginning with thoughts on "being American," Crouch first led the audience through his thoughts on our nation's defining culture. His main thrust was that we have more uniting than we do dividing us. Unfortunately, one of our "defining characteristics" is a love of symbolic violence.



"Every one of us has a generational responsibility to sustain or extend the level of our civilization," he said, segueing into one of the most controversial of the topics he covered: gangsta rap. His disdain for the images of rap was clear as he questioned the "culture" that surrounds the music. "Culture is more complex than that," he said, referring to styles of clothing, manner of speaking, and images of money and violence.

Crouch believes that young jazz musicians—not rappers—constitute today's true rebellion. They're the ones who have chosen the unpopular road, he argues. "They know they'll have a hard road, but they want to play music, not make money. The trick is to figure out how to make (their) quality charismatic, and therefore profitable."

During the talk, the audience could be heard murmuring—both in approval and, at times, disagreement. But throughout, Crouch's direct manner and solid arguments kept listeners glued.

In a Q & A session, Crouch addressed topics as varied as the O.J. Simpson trial and Quentin Tarantino's *Pulp Fiction*.

— ALEXANDRA HASLAM



# THAT'S SHO—BIZ

## That's Sho Biz By Dave Sholin

The big buzz in Atlanta was **Evergreen's** transformation of **WYNY** into **WKTU**. Information is being leaked to the media on a daily basis on the status of New York's newest "pop rhythm" outlet. Count on the next announcement being the naming of **Frankie Blue** as PD. Blue has turned in his resignation as Director of Programming for **The Box**. Market insiders also claim several members of the air staff have been hired. The names are still hush hush, but they won't be strangers to Gotham City airwaves. Bulk of the music is gold and recurrent for now. The new WKTU is expected to impact **Hot 97, Z100, WPLJ, WRKS, WBLS, and WKSQ** in varying degrees. This one is just beginning to play out.



With Blue leaving for NYC, programming at **The Box** will be guided by Executive VP **Les Garland**...at least for the time being. Might another radio vet step in to help down the road? As for what radio wanted to hear and see on The Box at **Gavin '96**, here are the top five requested Pop/Urban tracks: 1) **D'Angelo** "Lady," 2) **Whitney Houston/CeCe Winans** "Count on Me," 3) **Speech** "Like Marvin Gaye Said," 4) **Everything but the Girl** "Missing," and 5) **Jewel** "Who Will Save Your Soul."

More pieces of the puzzle are coming together at Universal City, where it's expected that **RCA** VP Top 40 Promotion **Skip Bishop** will be coming on board as Executive VP of Promotion in the near future. Also, exiting VP/GM **Randy Miller's** likely successor will be **Abbey Konowitch**, last at **Maverick**.

Congrats to "**The Godfather**" **Moe Preskell**, who was honored at the **Gavin Seminar** last weekend. However, just in case there's any confusion, he was the first recipient of what will forever be known as the **Charlie Minor "Best Buddy" Award!** Lord knows Moe has earned that distinction.

Lots of high-fives were seen around the **Hyatt** in Atlanta for **Jon Zellner**, although his appointment as PD of **KMXV-Kansas City** had yet to be confirmed. It's now official. The ex-**Mix 102.7 (KTHT)**-Fresno PD will be in place in KC on Monday, February 26. There are no plans to hire an MD right now, says Zellner, who adds that he's "real excited to work for a radio-only company like **Regent** and quality people like **Tom Land** and **Mike Payne**. We have an excellent staff in place. All we need to work on is music imaging, and we can't lose."

**WMRQ**-Hartford's **John Knapp** nabs the **WPLY (Y100)**-Philly PD spot vacated by **Garett Michaels**, who's now at **WHYT (The Planet)**-Detroit.

**Mancow** will be on the air in NYC. Only question is—which frequency will the Moomeister be on?

**Rick Dees'** frequency won't change, though, as he signs a multi-year deal that takes him into the year 2000.

And it'll be **Lander** in Beantown. Veteran morning personality **John Lander** will wake up listeners on **Gavin's A/C Station of the Year, WBMX**.

**KMEL**-San Francisco debuted its new morning show, **The Breakfast Club**, on Monday the 12th, featuring **Gavin Award** winner **Sway, Lisa Foxx** (who moves from middays) and **Victor Zaragoza**, former nighttimer at **Wild 107** and **Hot 97.7**. There's a definite San Jose presence on this lineup. **Mancow** called in from the Windy City to wish the team well on their first day, managing to use the opportunity to take shots at his former employer, and now the competition.

**KC101 (WKCI)**-New Haven PD **Steve Wilson** has left the building.

## On the Air

Three new appointments at **KRUZ**-Santa Barbara: **Duncan Payton** comes in as PD/MD; **Kim Kendrick** takes mornings; and **Sandy Lipowski** joins as GSM... **Bruce Logan** is named PD for **WCHY AM/FM**-Savannah, Ga. He replaces **Shannon Burns**, who remains with the FM as part of the **Burns and Bolton** morning show... **WNDU**-South Bend, Ind. has hired **Debra Miles** as News Director... **WKBQ**-St. Louis welcomes "Traffic Guy" **Joe Deniro** to middays... **Heritage Media** takes ownership of **WWST (Star 93.1)** and **WMYU (U-102)** from **Jacor**. OM **Jim Richards** and PD **Todd Shannon** leave the stations but remain with **Jacor** in as yet unspecified positions. **Star 93.1 APD/MD Ron Geronimo** and **U-102 morning man Hollywood Hendrick** become interim PDs for the stations...Former programmer **Kevin Stapleford (91X-San Diego)** has created **K.D.K. Media**, and will concentrate on consulting Alternative stations, and businesses interested in reaching youth markets... **Dan Spice** leaves **Combined**

**Communications, Inc.** for the **Lund Consultants to Broadcast Management, Inc.** to become Vice President of Programming and Format Development.

## In the Grooves

**Morace Landy** is named National Director of Promotion at **Island's** Black Music division...**Danny Ostrow** has joined **Trauma Records** as Head of Radio Promotion...A recent meeting in Hawaii saw five **WEA Inc.** Branch Managers upped to Regional VP. The lucky winners were: **Brent Gordon**, Los Angeles; **Denny Schone**, Chicago; **Randy Patrick**, Dallas; **Bill Biggs**, Atlanta; and **Ray Milanese**, Philadelphia... **PolyGram** is changing the reporting structure for its two Nashville labels. Instead of reporting directly to PolyGram CEO **Alain Levy**, **Mercury/Nashville's** **Luke Lewis** will now answer to **Mercury prez Danny Goldberg**. **Polydor/Nashville**, meanwhile, undergoes a name change to **A&M Nashville**, and label head **Harold Shedd** now reports to **A&M's Al Cafaro** in L.A.



### STONECREEK, THE ENCLAVE BOW

**Boyz II Men** have formed a new label venture, **Stonecreek Recordings**, in conjunction with **Sony Music Entertainment**. Under this agreement, **Boyz**

**II Men** members will be able to develop new artists, produce, and oversee all aspects of the label's business, with releases to be distributed by either **CRG** or the **Epic Records Group**.

This agreement only fuels rumors of trouble between the **Boyz** and their label, **Motown**. Apparently, they approached **Motown's** parent company **PolyGram** about a label venture months ago—to no avail. **Boyz II Men** still owes **Motown** five albums.

**THE ENCLAVE** **EMI** has announced a new label venture, starring **A&R** vet **Tom Zutaut**. As President and CEO of the label, called **The Enclave** and based in New York, **Zutaut** wants to create a "safe haven" for artists. The **Enclave** will be distributed by **CEMA** and **Virgin International**. Former **TAG Recordings** Executive VP/GM **Leyla Turkkan** is the label's first appointment; she'll head **A&R**.

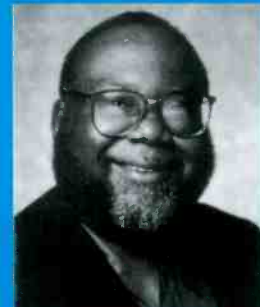
## SHO-DATES

<b>Steve Kelly</b> WJER-Dover, OH 2/18	<b>Creek</b> , <b>Nancy Wilson</b> 2/20	<b>Ranking Roger</b> (General Public), <b>Teddy Gentry</b> (Alabama), <b>David &amp; Andrew Williams</b> (Williams Brothers), <b>Mars Laser</b> , <b>Lea Salonga</b> 2/22
<b>Steve McKay</b> WSBG/FM-Stroudsburg, PA 2/18	<b>David Geffen</b> 2/21	<b>Brian Walker</b> WKHG-Leitchfield, KY 2/23
<b>Michael Todd</b> KELI-San Angelo, TX 2/18	<b>Lee Hansen</b> WNUA-Chicago, IL 2/21	<b>Susan Welsh</b> Motown Records 2/23
<b>Juice Newton</b> , <b>Yoko Ono</b> 2/18	<b>Jennifer Henry</b> Warner Bros. Records 2/21	<b>Johnny Winter</b> , <b>Brad Whitford</b> 2/23
<b>Dave Wakeling</b> (General Public), <b>Lou Christie</b> , <b>Seal</b> , <b>Smokey Robinson</b> 2/19	<b>Ron Roe</b> KQXY-Paragould, AR 2/21	<b>Randy Hammer</b> KVHT-Vermillion, SD 2/24
<b>Larry McKay</b> KEZU-Fl. Smith, AR 2/20	<b>Mary Chapin Carpenter</b> 2/21	<b>Michael Weiss</b> Nervous Records 2/24
<b>Howie Klein</b> Reprise Records 2/20	<b>Andy Fraire</b> KCSB-Santa Barbara, CA 2/22	<b>Bernard Gattes</b> 2/24
<b>Greg Bell</b> WWIC-Scottsboro, AL 2/20	<b>Cheryl Kovalchik</b> Sub Pop Records 2/22	
<b>J. Geils</b> , <b>Douglas Foss</b> (Zaca)	<b>Donna Miller</b> KOSO-Modesto, CA 2/22	

F.O.R. # 131

## Friends of Radio

### Roland Edison



Vice President, Black Music Division  
**A&M Records**  
**Hometown:**

*New Iberia, La.*

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

*KKDA/AM, WYLD/FM, WBOK/AM, and WXOK/AM.*

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

*KKBT, KJLH, K104, WQLE, WGCI, and KVIQ.*

**If you owned a radio station, you'd...**

*...program for 18 to 34-year olds, have it in New York, and set the place on fire.*

**Your first music industry job?**

*Working at RCA Records in Black Music merchandising.*

**The most memorable concert you've attended and why?**

*Parliament Funkadelic (The Mother Ship Connection). Great music and a dynamic show. It was awesome and worth the money.*

**An artist that you'd like to work with someday and why?**

*Michael Jackson. I like being on the comeback trail.*

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

*Breaking SWV, Hi-Five, Black Box, Paula Abdul, and Ziggy Marley to the Urban market. It was the first time ever a Reggae artist went Number One on the national charts.*

**Future ambitions:**

*To eventually have a label of my own, connected of course with a major label.*



**MOST ADDED**



- CELINE DION (40)**
- ACE OF BASE (39)**
- ALANIS MORISSETTE (33)**
- THE PRESIDENTS OF THE USA (31)**
- STING (20)**

**TOP TIP**

**LINA SANTIAGO**

*"Show Me Your Love/Feels So Good"*  
(Universal)

Showing the same type of instant reaction at both clubs and on radio, this hot Dance track is spreading fast.

**RECORD TO WATCH**

**DOG'S EYE VIEW**

*"Everything Falls Apart"*  
(Columbia/CRG)

Top 40 airplay is coming together as this radio-friendly entry is gaining audience acceptance and programmer support right away.

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>EVERYTHING BUT THE GIRL</b> - Missing (Atlantic)	34	157	1	6816	-97
2	<b>THE TONY RICH PROJECT</b> - Nobody Knows (LaFace/Arista)	9	149	2	6319	+375
3	MARIAH CAREY w/ BOYZ II MEN - One Sweet Day (Columbia/CRG)	18	147	0	6274	-860
4	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	20	146	0	5828	-59
5	<b>NATALIE MERCHANT</b> - Wonder (Elektra/EEG)	13	156	2	5482	+55
6	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	15	133	0	5033	-472
7	HOOTIE & THE BLOWFISH - Time (Atlantic)	18	128	0	4727	-199
8	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	26	124	0	4676	-358
9	<b>La BOUCHE</b> - Be My Lover (RCA) †	15	122	4	4509	+2
10	COLLECTIVE SOUL - The World I Know (Atlantic)	16	138	2	4364	+105
11	<b>MELISSA ETHERIDGE</b> - I Want To Come Over (Island)	9	147	2	4289	+304
12	SEAL - Don't Cry (Ztt/Warner Bros.)	12	132	0	4215	-57
13	<b>OASIS</b> - Wonderwall (Epic) †	12	134	3	3947	+283
14	<b>SMASHING PUMPKINS</b> - 1979 (Virgin) †	11	133	7	3638	+308
15	<b>BLUES TRAVELER</b> - Hook (A&M)	23	104	0	3406	+193
16	<b>GIN BLOSSOMS</b> - Follow You Down (A&M)	4	148	9	3331	+755
17	<b>BLESSID UNION OF SOULS</b> - Oh Virginia (EMI)	6	129	4	3327	+449
18	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	6	120	0	3273	-130
19	<b>BoDEANS</b> - Closer To Free (Reprise) †	11	119	5	3201	+140
20	<b>BRANDY</b> - Sittin' Up In My Room (Arista)	8	97	8	3060	+519
21	SOUL ASYLUM - Promises Broken (Columbia/CRG)	11	107	0	2981	-132
22	DEEP BLUE SOMETHING - Breakfast ... (RainMaker/Interscope/AG)	30	84	1	2718	-235
23	TLC - Diggin' On You (LaFace/Arista)	20	82	0	2474	-742
24	MADONNA - You'll See (Maverick/Warner Bros.)	15	85	0	2274	-808
25	GROOVE THEORY - Tell Me (Epic)	25	65	1	2246	-294
26	<b>MONICA</b> - Before You Walk Out Of My Life (Rowdy/Arista)	18	68	1	2224	+160
27	BIG MOUNTAIN - Get Together (Giant)	12	72	0	2193	-864
28	<b>3T</b> - Anything (MJJ/550 Music)	20	69	3	2190	+211
29	<b>ALANIS MORISSETTE</b> - Ironic (Maverick/Reprise) †	6	115	33	2131	+747
30	<b>DEBORAH COX</b> - Who Do U Love (Arista)	6	85	10	2073	+211
31	TOM PETTY & THE HEARTBREAKERS - Waiting For Tonight (MCA)	8	76	0	2058	-642
32	<b>SOPHIE B. HAWKINS</b> - Only Love (Columbia/CRG)	3	111	16	1989	<b>NEW</b>
33	<b>BUSH</b> - Glycerine (Trauma/Interscope/AG) †	11	85	6	1931	+77
34	FOLK IMPULSION - Natural One (London) †	14	75	1	1829	+12
35	DAVE MATTHEWS BAND - Satellite (RCA)	11	72	0	1774	+82
36	ALANIS MORISSETTE - Hand In My Pocket (Maverick/Reprise)	22	66	0	1684	-547
37	<b>JANN ARDEN</b> - Insensitive (A&M)	12	82	3	1645	<b>NEW</b>
38	<b>2 PAC featuring DR. DRE</b> - California Love (Death Row/Interscope)	6	60	9	1578	+153
39	<b>ACE OF BASE</b> - Lucky Love (Arista)	2	96	39	1456	<b>NEW</b>
40	<b>7 MARY 3</b> - Cumbersome (Mammoth/Atlantic) †	9	68	4	1452	<b>NEW</b>

† = Daypart

Total Reports This Week 201 Last Week 204

**Chartbound**

	Reports	Adds	SPINS	TREND
<b>THE PRESIDENTS OF THE USA</b> - "Peaches" (Columbia/CRG)	70	31	831	+371
<b>DENINE with COLLAGE</b> - "All Cried Out" (Metropolitan)	46	3	1286	+111

## Inside Top 40 BY DAVE SHOLIN



### Thinking and Thanking



**Ahmet Ertegun**

**Polaris** is the name of the rotating restaurant high atop Atlanta's **Hyatt**. It's funny, but a similarly dizzy feeling comes over me when thinking back on the just completed **GAVIN Seminar**. If there is any truth to the phrase "food for thought," then hopefully everyone who attended gained about 300 pounds and left the hotel stuffed. At the risk of sounding cosmic, man, allow me to explain what took place just before boarding the plane back to San Francisco. To set the stage, remember that only days earlier, I was privileged to have an opportunity to speak and spend time with **Atlantic Records'** Chairman and CEO **Ahmet Ertegun**. I will forever treasure our meeting as one of the most special moments of my career. It's impossible for anyone who comes in contact with Ahmet not to be touched by his genuineness, passion, brilliance, lust for life, and, of course, his storytelling ability. So now it's Sunday afternoon and time for the flight home, and who is the last person I run into at the airport? Try newly-named Atlantic Senior VP of Promotion, **Danny Buch**. With bags checked and

nothing to do for over an hour we proceeded to the bar for one last brewski. Now comes the amazing moment. What do we hear playing in the background but **Aretha Franklin's** "Think." We look at each other, and Danny asks, "Can you believe this? When was the last time you sat in a bar and heard this song?" The song of course was a classic during Aretha's remarkable years at Atlantic, and, hearing it put an exclamation point on this year's convention. Even stranger—and what Danny didn't know and I hadn't remembered—was the music being played on the system upon arriving in Atlanta the first night. I was reminded later that while dining with **Curb's Ric Lippincott** and the head of our L.A. office **Steve Resnik**, it was the great hits of **Ray Charles**, yet another Atlantic discovery, serenading us.

It's just the way the '96 event seemed to go from start to finish. The stars must have been aligned just right. Of course, it takes much more than that, but the electricity and emotion during several sessions was powerful enough to light up New York, Los Angeles, and Las Vegas for the rest of the year. In a business where we're always trying to predict trends and stay one step ahead of contemporary tastes, it's not often we look back to gain an understanding of and



"Legends of the Airwaves." Shown l-r: GAVIN's Dave Sholin; WXKS-Boston's Dale Dorman; KHKS-Dallas' Kidd Kraddick; WCBS (then WABC)-New York's Dan Ingram; WPLJ-New York's Scott Shannon; former KFRC-San Francisco's Dr. Don Rose

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

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

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



## Up &amp; Coming

Reports	Adds	SPINS	TRENDS	
58	2	1197	+201	LISA LOEB & NINE STORIES - Taffy (Geffen)
51	10	887	+304	LENNY KRAVITZ - Can't Get You Off My Mind (Virgin)
49	—	1097	-16	MEAT LOAF - Not A Dry Eye In The House (MCA)
42	1	844	-69	GREEN DAY - Brain Stew (Reprise)
42	9	806	+192	DIANA KING - Ain't Nobody (WORK/CRG)
41	9	1132	+111	LINA SANTIAGO - Show Me Your Love/Feels So Good (Universal)
41	1	1030	+24	THE REMBRANDTS - Drowning In Your Tears (eastwest/EEG)
40	40	24	+24	* CELINE DION - Because You Loved Me (550 Music)
39	13	1274	+339	MARY J. BLIGE - Not Gon' Cry (Arista)
39	2	1154	-132	PLANET SOUL - Set U Free (Strictly Rhythm)
39	2	873	-46	D:REAM - Shoot Me With Your Love (Sire/Elektra)
37	8	1229	+332	MARIAH CAREY - Always Be My Baby (Columbia/CRG)
37	1	858	+33	NANCI GRIFFITH - Time of Inconvenience (Elektra/EEG)
37	11	658	+81	NO DOUBT - Just a Girl (Trauma/Interscope/AG)
35	3	563	+24	SAL'S BIRDLAND - Love Is Groovy (Discovery)
33	11	546	+122	EVERCLEAR - Santa Monica (Watch The World Die) (Capitol)
32	3	774	+179	J'SON - Take A Look (Hollywood)
32	1	691	+3	N-TRANCE - Stayin' Alive (Radikal)
32	4	662	-26	GOO GOO DOLLS - Naked (Metal Blade/Warner Bros.)
31	4	593	+44	ENYA - Anywhere Is (Reprise)
30	17	341	+122	DOG'S EYE VIEW - Everything Falls Apart (Columbia/CRG)
29	1	639	+5	EXPOSE - I'll Say Goodbye For The Two Of Us (Arista)
28	5	473	+92	CHRIS ISAAK - Graduation Day (Reprise/Elektra)
28	13	232	+207	THE CORRS - The Right Time (143/Lava/Atlantic)
27	20	192	+147	STING - Let Your Soul Be Your Pilot (A&M)
25	3	516	+67	DEL AMITRI - Tell Her This (A&M)
24	15	215	+10	RADIOHEAD - High & Dry (Capitol)
22	1	519	+30	DEVONE - Energy (Aqua Boogie/Mercury)
22	2	454	+35	OCCAMS RAZOR - She Said (Totally Oscan Productions)
21	1	483	+18	KRIS KROSS - Tonight's Tha Nite (Ruffhouse/Columbia/CRG)
19	4	413	+15	SPACEHOG - In The Meantime (Sire/Elektra)
19	1	335	+5	BOB SEGER AND THE SILVER BULLET BANO - I Wonder (Capitol)
17	—	339	+8	ROCKY SHARE - Get It Together (Dish!)
16	2	370	+21	L.L.COOL J - Doin' It (Def Jam Recording Group)
16	1	253	+20	NIGHT RANGER - Precious Time (Drive)
16	4	215	+90	PRETENDERS - Angel Of The Morning (Reprise/Warner Bros.)
15	1	425	-66	IMMATURE - We Got It (MCA)
15	2	321	+34	GROOVE THEORY - Keep Tryin' (Epic)
15	2	262	+62	JOE - All The Things Your Man Won't Do (Island)
14	—	426	+23	XSCAPE - Do You Want To (So So Def/Columbia/CRG)
14	2	398	-23	R. KELLY - Down Low (Jive)
14	2	374	+82	D'ANGELO - Lady (EMI)
14	4	281	+69	TORI AMOS - Caught A Lite Sneeze (Atlantic)
14	7	238	+122	* SELENA - A Boy Like That (RCA Victor)
14	5	196	+16	THIS PERFECT DAY - I'm In Love (Orchard Lane)
13	3	274	+56	RED HOT CHILI PEPPERS - Airplane (Warner Bros.)
13	4	216	+59	DEADEYE DICK - Blues King (Ichiban)
12	2	255	+56	* FOO FIGHTERS - Big Me (Capitol)
12	2	241	-4	KID FROST - La Familia (Relativity)
12	—	225	+23	HIFI - The Price Of Paradise (Generic)
12	3	178	+43	* GARBAGE - Only Happy When It Rains (Aimo Sounds/Geffen)
12	10	33	+21	* EDWIN McCAIN - Sorry To A Friend (Lava/Atlantic)
11	2	271	+109	* ALICE IN CHAINS - Heaven Beside You (Columbia/CRG)
11	—	214	-4	JAZZMA MORGAN - Rock On (West Loop)
11	2	201	+60	* SA-DEUCE - Don't Waste My Time (Elektra/EEG)
11	3	164	+50	* AMY GRANT - The Things We Do For Love (Hollywood)
11	6	156	+50	* P-HUX - Every Minute (Black Olive)
10	—	394	+20	YVETTE MICHELLE - Everyday & Everynight (Loud/RCA)
10	—	222	+42	OZZY OSBOURNE - See You On The Other Side (Epic)
10	10	80	+80	* WHITNEY HOUSTON & CE CE WINANS - Count On Me (Arista)

\* Indicates Debut

appreciation for who and what got us to this place in history. Fortunately, many who were in Atlanta now have a better sense of popular music's rich heritage thanks to Ahmet.

And ask anyone who attended "Legends Of The Airwaves," moderated by WPLJ-New York's Scott Shannon, if they'll ever be the same. It's impossible to recount what took place at the "Legends" panel, because it truly deserves those five well-worn words, "You had to be there!" The wit, wisdom, and advice from Dr. Don Rose, Dan Ingram, Dale Dorman, Kidd Kraddick, and, of course, Scott, will hopefully give us plenty to talk and think about for years to come.

The range of emotions felt during that session, and when Steve Resnik presented legendary promotion guru Moe Preskell the first annual Charlie Minor "Best Buddy" Award (with Charlie's mom and brother on stage) were unimaginable. Again, lots to think about. While major Thank You's are in order for our sponsors—Tag, Epic, Elektra, and Curb, plus everyone who participated and helped behind the scenes; thanks also go to those who decided it would be worthwhile to come to Atlanta. Besides the agenda, the process of renewing old acquaintances and making new ones is a key component at any GAVIN. And that can't happen without the support of so many who attended GAVIN '96. Yes, we're already working on '97's gathering. ●

## Signals & Detections

After six weeks of play, Spacehog's "In the Meantime" is "kicking in" at Z100-New York, according to MD

## Crossover

### URBAN/DANCE

LINA SANTIAGO - "Show Me Your Love/Feels So Good" (Universal)

J'SON - "Take a Look" (Hollywood)

DIANA KING - "Ain't Nobody" (WORK/CRG)

MARIAH CAREY - "Always Be My Baby" (Columbia/CRG)

MARY J. BLIGE - "Not Gon' Cry" (Arista)

D'ANGELO - "Lady" (EMI)

### URBAN/DANCE

NO DOUBT - "Just a Girl" (Trauma/Interscope/AG)

LENNY KRAVITZ - "Can't Get You Off My Mind" (Virgin)

EVERCLEAR - "Santa Monica (Watch The World Die)" (Capitol)

RADIOHEAD - "High & Dry" (Capitol)

SPACEHOG - "In the Meantime" (Sire/Elektra)

TORI AMOS - "Caught a Lite Sneeze" (Atlantic)

RED HOT CHILI PEPPERS - "Airplane" (Warner Bros.)

## ARTIST PROFILE

# LISA LOEB



**HOMETOWN:** Dallas

**BIRTHDATE:** March 11

**LABEL:** Geffen

**NATIONAL TOP 40 PROMOTION**

**DIRECTOR:** Steve Leavitt

**CURRENT SINGLE:** "Taffy"

**DEBUT ALBUM:** Tails

**WHO ELSE'S MUSIC ARE YOU**

**LISTENING TO RIGHT NOW?**

"Radiohead and Sarah

McLachlan"

**FAVORITE VACATION SPOT:**

"The Carribean"

**THE BEST THING SUCCESS HAS**

**BROUGHT YOU:** "Freedom of choice."

**THE WORST THING SUCCESS**

**HAS BROUGHT YOU:** "Freedom of choice."

**THE PERSON YOU'RE MOST**

**OFTEN MISTAKEN FOR:**

"Nana Mouskouri"

**THE PERSON YOU MOST ADMIRE:**

"Richard Simmons"

**SOMEONE YOU'D REALLY LIKE**

**TO WORK WITH IN THE FUTURE:**

"Brian Eno, so we can make ambient music."

**THE BEST ADVICE YOU'VE**

**EVER RECEIVED?** "Don't take 'no' for an answer—find out for yourself."

**LOEB ON HER NEW ALBUM:**

"Please listen to it. It's called Tails."



# GO Chart

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

**GO MOST ADDED**  
**ACE OF BASE (28)**  
**CELINE DION (18)**  
**ALANIS MORISSETTE (15)**  
**PRESIDENTS OF THE USA (15)**

TW		SPINS	TREND	TW		SPINS	TREND
1	<b>NATALIE MERCHANT</b> - Wonder (Elektra/EEG)	3755	+109	21	<b>BLUES TRAVELER</b> - Hook (A&M)	1777	+182
2	<b>EVERYTHING BUT THE GIRL</b> - Missing (Atlantic)	3556	+26	22	<b>BIG MOUNTAIN</b> - Get Together (Giant)	1734	-189
3	<b>THE TONY RICH PROJECT</b> - Nobody Knows (LaFace/Arista)	3458	+276	23	<b>MADONNA</b> - You'll See (Maverick/Warner Bros.)	1506	-186
4	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	3255	-18	24	<b>JANN ARDEN</b> - Insensitive (A&M)	1377	+253
5	MARIAH CAREY - One Sweet Day (Columbia/CRG)	3204	-235	25	<b>BRANDY</b> - Sittin' Up In My Room (Arista)	1375	+313
6	MELISSA ETHERIDGE - I Want To Come Over (Island)	3103	+213	26	<b>FOLK IMPULSION</b> - Natural One (London)	1359	+68
7	<b>SEAL</b> - Don't Cry (Ztt/Warner Bros.)	2895	+128	27	<b>DEEP BLUE SOMETHING</b> - Breakfast At Tiffany's (RainMaker/Interscope/AG)	1352	+32
8	<b>COLLECTIVE SOUL</b> - The World I Know (Atlantic)	2809	+158	28	<b>DAVE MATTHEWS BAND</b> - Satellite (RCA)	1311	+104
9	HOOTIE & THE BLOWFISH - Time (Atlantic)	2628	-39	29	<b>DEBORAH COX</b> - Who Do U Love (Arista)	1263	+178
10	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	2554	-158	30	<b>BUSH</b> - Glycerine (Trauma/Interscope/AG)	1259	+136
11	<b>GEORGE MICHAEL</b> - Jesus To A Child (DreamWorks/Geffen)	2512	+225	31	TLC - Diggin' On You (LaFace/Arista)	1254	-92
12	<b>OASIS</b> - Wonderwall (Epic)	2446	+260	32	<b>SOPHIE B. HAWKINS</b> - Only Love (Columbia/CRG)	1202	<b>NEW</b>
13	<b>SMASHING PUMPKINS</b> - 1979 (Virgin)	2432	+279	33	<b>ALANIS MORISSETTE</b> - Ironic (Maverick/Reprise)	1161	<b>NEW</b>
14	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	2403	+25	34	<b>7 MARY 3</b> - Cumbersome (Mammoth/Atlantic)	1069	+143
15	<b>BoDEANS</b> - Closer To Free (Reprise)	2359	+177	35	<b>THE REMBRANDTS</b> - Drowning In Your Tears (eastwest/EEG)	1008	+75
16	<b>BLESSID UNION OF SOULS</b> - Oh Virginia (EMI)	2335	+338	36	ALANIS MORISSETTE - Hand In My Pocket (Maverick/Reprise)	971	-78
17	SOUL ASYLUM - Promises Broken (Columbia/CRG)	2263	+35	37	<b>LISA LOEB &amp; NINE STORIES</b> - Taffy (Geffen)	961	<b>NEW</b>
18	<b>GIN BLOSSOMS</b> - Follow You Down (A&M)	2247	+648	38	<b>MEAT LOAF</b> - Not A Dry Eye In The House (MCA)	942	+62
19	<b>La BOUCHE</b> - Be My Lover (RCA)	2113	+146	39	GROOVE THEORY - Tell Me (Epic)	871	+32
20	TOM PETTY & THE HEARTBREAKERS - Waiting For Tonight (MCA)	1889	-38	40	<b>MONICA</b> - Before You Walk Out Of My Life (Rowdy/Arista)	860	+97

**Andy Shane.** The **BoDeans'** "Closer to Free" is also "starting to work" and the **Presidents of the U.S.A.** are "blowin' out the phones"...**Power 106**-Los Angeles MD **Bruce St. James** reports only one add. It's an import from Belgium on **Distinctive Records** by **B-Code** called "Feels Good." Bruce says, "It's blowing up in the clubs and already researching well"...Of the 16 tracks on *Waiting to Exhale*, **WPGC**-Washington, D.C. is on half of them. Topping their list in order of exposure is **Whitney Houston's** "Why Does It Hurt So Bad," with 56 spins. **Brandy's** "Sittin' Up In My Room" (53), **Toni Braxton's** "Let It Flow" (50) and **Mary J. Blige's** "Not Gon' Cry" with 45. Now **PGC** adds **Whitney & CeCe's** "Count on Me" with 36 plays...After a week of test play, Mary J. Blige is catching on fast at 93QID-Alexandria, La., good for an official add. PD **Kahuna** notes **Sophie B. Hawkins'** "Only Love" is "on fire and filling up request sheets fast"...The most played track at **KQM**-Honolulu is **Boyz of Paradise's** "Since You Went Away," which is getting 82 plays, followed by **Mariah's** "Always Be My Baby" and **Exposé's** "I'll Say Goodbye for the Two of Us," which both come in with 80 spins...Across the street at **I94**, **J'son's** "Take a Look" is Number One most played with 79 spins, but Mariah's nearly tied at 78...The only add at **Y100**-Philadelphia is the **Foo Fighters'** "Big Me"...After months of exposure, **3T's** "Anything" is still logging 61 spins at **Sweet 98**-Omaha. Just ask MD **Jimi Jamm** how huge this one

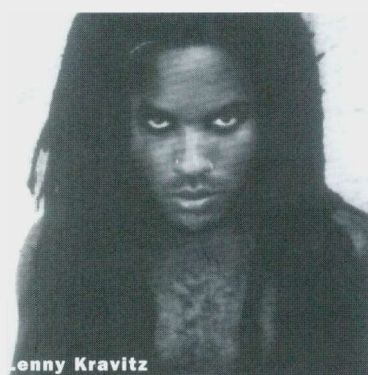
is. Jimi also says, "**2 Pac's** 'California Love' is huge, and after only a handful of spins, **Celine Dion's** 'Because You Loved Me' is already pulling big phones"...**WFLZ**-Tampa adds **Alanis Morissette's** "Ironic," Celine Dion, **Lina Santiago's** "Show Me Your Love/Feels So Good," and **Everclear's** "Santa Monica."

## What's Going On?



Sophie B. Hawkins

An overview of early indications from a select panel of GAVIN Only Correspondents **Rob Rupe, MD, WZVZ-Kokomo, Ind.** "Sophie B. Hawkins' 'Only Love' is a smash! Great tempo and it gets our audience out of the winter funk. Heavy female phones. Anticipation is heavy for the new **Beatles'** single, 'Real Love,' and part two of the anthology. Lots of inquiries from all demos."  
**Simon Will, PD/MD, WQCY/FM-Quincy, Ill.** "Alanis' 'Ironic' is our biggest



Lenny Kravitz

phone record. Audience reaction will triple the spins this week for **Ace of Base's** 'Lucky Love.' Look for an add on **No Doubt's** 'Just a Girl' soon—we're testing it."

**Scott Shannon, PD, KHTQ-Spokane, Wash.** "Diana King's 'Ain't Nobody' is in light-to-medium rotation this week. Consider it an add ASAP. **Jann Arden's** 'Insensitive' is number two phones with females. **Tears for Fears'** 'Secrets' is their best so far from the album. It sounds like an **Elton John** 'motion picture' hit. The **Toadies'** 'Possum Kingdom' is my Alternative crossover pick of the week."

**Jeff Andrews, PD, KLYV-Dubuque, Iowa** "Instant phones for **Sophie B.**

**Hawkins.** It didn't take more than spiking the **Presidents of the U.S.A.** for great reaction. We also added **No Doubt, Radiohead, the Corrs** and **Celine Dion.**"

**Dave Roble, PD, KFMI-Arcata, Calif.** "We just put on **Enya's** 'Anywhere Is' in middays and got calls immediately. Added **Celine Dion**—it will be huge!"

**Dick O'Neil, PD, WTNV/FM-Watertown, N.Y.** "There's good early reaction to **Celine Dion's** 'Because You Loved Me.' We put **Mariah Carey's** 'Always Be My Baby' on *Pump It or Dump It* and got a huge positive response. **Presidents of the U.S.A.'s** 'Peaches' is developing into a big phone item."

**Charlie Fish, PD, WFQX-Winchester, Va.** "No Doubt's 'Just a Girl' is our most requested song for the third straight week. **Lenny Kravitz's** 'Can't Get You Off My Mind' got reaction quicker than any song we've ever added."

**Steve Heller, PD, ZFUN (KZFN)-**

**Moscow, Idaho** "We've had good success with **Ké's** 'Strange Days' and **Radiohead's** 'High & Dry' on our *C.D.cision* last week. **Oasis, Joan Osborne, Green Day,**

**Dave Matthews,** and **Enya** top our request list."

**Skip Carr, MD, WAVT-Potterville, Pa.** "Keep your eye on **Spacehog's** 'In the Meantime.' I like **Radiohead.** **Amy Grant's** 'The Things We Do for Love' and the **Blenders'** 'Let It Fall.'"

**Mark Reid, APD, KQKY-Kearney, Neb.** "7 Mary 3's 'Cumbersome' will be huge for us. After two weeks of play, **2 Pac's** 'California Love' is top three in requests."





# The Things We Do For Love

performed by

# Amy Grant

**Gavin A/C**

#23\* 140/28

2,394 Spins (+685)

**R&R A/C**

#4 *Most Added* 39/10

512 Spins (+150)

#7 *Most Increased in Play*

WMJQ-Buffalo 28 spins  
WRCH-Hartford 10 spins  
WWLI-Providence 10 spins  
WWWM-Toledo 20 spins  
WDOK-Cleveland 15 spins  
WTPI-Indianapolis 10 spins  
WWDE-Norfolk 7 spins  
KQXT-San Antonio 7 spins  
KOSI-Denver 13 spins  
WLTS-New Orleans 7 spins

Also on at:

WLEV, WLZW, KELO, WQLR,  
WFMK, WMGN, WMT, WAHR,  
WLRO, WTFN, WKWK, WRVR,  
WDEF, KISC, KVAV, KRNO, KMXR,  
KTYL, KTDY, and many more

From The Original Motion Picture Soundtrack

## MR. WRONG

Film opens February 16

Includes New Music By

*Amy Grant ♦ Shawn Colvin*

*Once Blue ♦ Faith Hill*

*Joan Osborne ♦ Chris Isaak*

*Joan Jett and The Blackhearts*

*Sophie B. Hawkins ♦ Ben Folds Five*

*The Wild Colonials*





**MOST ADDED**  
CELINE DION (56)

SOPHIE B. HAWKINS (46)

\*THE CORRS (33)

\*JACKSON BROWNE (33)

JIM BRICKMAN (29)

**TOP TIP**  
MARTIN PAGE

"Light In Your Heart"  
(Mercury)

Page's third chapter is captivating and just about to chart in a big way. Eighty-nine A/Cs on board in the first three weeks.

**RECORD TO WATCH**  
JACKSON BROWNE

"Some Bridges"  
(Elektra/EEG)

First week believers include 98Q, WROE, WFMK, WRCH, K103, KQXT, WLZW, WCKQ, WLIF, WMT, WDEF and KEZT.

# Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	ROD STEWART - So Far Away (Lava/Atlantic)	10	215	3	5672	+196	103	57	39	14
2	SEAL - Don't Cry (Ztt/Warner Bros.)	12	211	0	5622	+16	109	56	31	15
3	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	5	218	3	5500	+268	97	57	44	17
4	MARIAH CAREY - One Sweet Day (Columbia/CRG)	17	187	0	5235	-269	110	35	33	9
5	HOOTIE & THE BLOWFISH - Time (Atlantic)	17	158	1	4411	-35	88	36	26	8
6	NATALIE MERCHANT - Wonder (Elektra/EEG)	10	171	5	4272	+145	76	47	29	19
7	EVERYTHING BUT THE GIRL - Missing (Atlantic)	71	155	6	4229	+146	83	41	18	10
8	MADONNA - You'll See (Maverick/Warner Bros.)	16	159	0	4052	-534	71	41	35	12
9	PETER CETERA - Faithfully (River North)	11	169	3	3944	+195	57	52	37	22
10	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	11	181	16	3910	+726	55	45	42	30
11	MELISSA ETHERIDGE - I Want To Come Over (Island)	7	144	6	3635	+438	61	41	29	11
12	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	16	154	1	3595	-555	52	48	35	18
13	JANN ARDEN - InSensitive (A&M)	16	163	12	3287	+321	32	47	49	31
14	ELTON JOHN - Blessed (Island)	21	133	0	3174	-195	52	30	31	18
15	PHIL COLLINS - Somewhere (RCA Victor)	6	145	8	3073	+458	36	42	46	20
16	SOUL ASYLUM - Promises Broken (Columbia/CRG)	11	130	5	2875	+183	34	41	39	15
17	MICHAEL BOLTON - A Love So Beautiful (Columbia/CRG)	12	129	0	2861	-1271	41	31	42	12
18	SELENA - Dreaming Of You (EMI Latin/EMI Records)	16	124	1	2815	-979	38	32	37	16
19	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	15	113	4	2809	+199	48	29	26	9
20	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	19	108	4	2798	-359	52	25	18	12
21	THE BLENDERS - Let It Fall (Orchard Lane)	13	115	4	2619	+24	39	34	29	13
22	MARY CHAPIN CARPENTER - Grow Old With Me (Hollywood)	12	133	8	2492	+180	22	35	44	27
23	AMY GRANT - The Things We Do For Love (Hollywood)	4	140	28	2394	+685	13	37	49	36
24	JONATHAN CAIN - Little River (Intersound)	6	125	2	2363	+205	15	37	49	20
25	BLESSID UNION OF SOULS - Oh Virginia (EMI)	7	116	14	2230	+421	17	37	37	19
26	DEEP BLUE SOMETHING - Breakfast At Tiffany's (RainMaker/Interscope/AG)	21	81	3	2215	-154	39	23	14	5
27	CHUCK NEGRON - Pretend (Viceroy/GAP/AEC)	13	102	0	2177	-28	31	22	36	11
28	SOPHIE B. HAWKINS - Only Love (Columbia/CRG)	3	125	46	2001	NEW	12	23	45	36
29	THE REMBRANDTS - Drowning In Your Tears (eastwest/EEG)	6	109	7	1955	+183	16	27	36	28
30	TAKE THAT - Back for Good (Arista)	29	86	0	1897	-191	28	21	17	18
31	SOPHIE B. HAWKINS - As I Lay Me Down (Columbia/CRG)	55	71	0	1670	-149	25	16	16	12
32	EXPOSE - I'll Say Goodbye For The Two Of Us (Arista)	13	90	1	1668	-617	14	24	31	20
33	EMILY - Missin' You Again (Grey Wolf)	12	82	1	1579	+95	11	28	28	15
34	TROY NEWMAN - Don't Make Me Ask (Curb/Edel)	4	90	11	1489	+326	6	23	40	21
35	ENYA - Anywhere Is (Reprise)	10	88	10	1432	+114	7	22	28	28
36	EDDIE MONEY - Take It From The Heart (Wolfgang)	6	75	8	1409	+180	15	18	24	18
37	GIN BLOSSOMS - 'Til I Hear It From You (A&M)	28	57	0	1391	-183	23	12	10	10
38	CHRISTOPHER CROSS - Been There, Done That (Rhythm Safari/Priority)	6	84	7	1331	NEW	7	18	31	26
39	GIN BLOSSOMS - Follow You Down (A&M)	4	70	20	1257	NEW	10	15	27	16
40	TIN DRUM - Surrender (Brainstorm)	10	68	3	1246	+33	9	19	28	12

## Inside A/C

BY RON FELL



## Seminar Recap

This year's GAVIN Seminar in Atlanta is history, and it was our biggest ever.

Thursday's A/C session on promoting your station to the market was a constructive workshop presented by our co-winning A/C Major Market Stations of the Year, **WBMX**-Boston and **KVIL**-Dallas.

Later a showcase from **Vonda Shepard** before launching into our sixth annual Juke Box Jury, hosted by our own **Diane Ruffer**. The only unanimous entry from the dozen submitted was "One by One," a new **Cher** song on Reprise, followed by nearly unanimous thumbs-up for "Voice Eujena" by **Brother Cane** on Virgin and "Turn Down the World" by **Billy Mann** on A&M.

The awards luncheon on Friday had two wonderful, albeit brief showcases from Discovery Records' **Caroline Lavelle** and Curb's **Michael English**. We congratulate the winners, listed on page 25, and thank **Jill Ramsdell** and **Kevin McDonald** of McD Promotion for once again sponsoring the event.



Lionel Richie

Friday night's off-campus A/C dinner at Sfuzzi, coordinated by Columbia's **Elaine Locatelli** and sponsored by all the national labels

and promotion firms, was the biggest and best ever. Let's get some sort of award to Mercury's **Lionel Richie** who, without flinching, posed for photos and signed autographs for more than an hour.

Saturday's late morning session on A/C music making, I think, turned out to be the highlight of this year's entire A/C agenda. Thanks to Elektra VP **Suzanne Berg**, and a distinguished panel that included **Dave Koz**, **Curtis**

## Chartbound

	Reports	Adds	SPINS	TREND
MARTIN PAGE - "Light In Your Heart" (Mercury)	89	23	1225	+407
JIM BRICKMAN - "By Heart" (Windham Hill)	82	29	1004	+370
JOE BEAN ESPOSITO - "One Track Mind" (Pool Party)	73	12	1040	+285
BOB SEGER AND THE SILVER BULLET BAND - "I Wonder" (Capitol)	68	14	956	+124
CELINE DION - "...You Loved Me (Theme from Up Close & Personal)" (Sony 550)	68	56	901	+690
THE CORRS - "The Right Time" (143/Lava/Atlantic)	67	33	922	+529

Total Reports This Week 250 Last Week 248

Editor: RON FELL

Associate Editor: DIANE RUFFER

A/C reports accepted: Mondays

8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.

Station Reporting Phone: (415) 495-1990

GAVIN Fax: (415) 495-2580



## A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
59	3	878	+57	CAROLINE LAVELLE - A Case Of You (Discovery)
52	7	1193	+38	BLUES TRAVELER - Hook (A&M)
49	12	771	+270	PRETENDERS - Angel Of The Morning (Reprise/Warner Bros.)
46	1	732	+36	IVAN NEVILLE - After All This Time (Iguana)
46	9	653	+149	NIGHT RANGER - Precious Time (Drive)
46	1	583	-56	JAMES INGRAM - So This Is Love (Disney)
44	7	752	+130	BONNIE RAITT - Earning Down The House (Capitol)
44	33	534	+357	JACKSON BROWNE - Some Bridges (Elektra/EEG)
42	20	755	+347	BoDEANS - Closer To Free (Reprise)
39	27	634	+419	ACE OF BASE - Lucky Love (Arista)
36	4	848	+131	COLLECTIVE SOUL - The World I Know (Atlantic)
35	5	481	+44	CHRIS ISAAK - Graduation Day (Reprise/Elektra)
30	13	334	+185	TRISHA YEARWOOD - On A Bus To St. Cloud (MCA)
30	25	349	+303 *	STING - Let Your Soul Be Your Pilot (A&M)
29	2	445	-2	MEAT LOAF - Not A Dry Eye In The House (MCA)
29	9	354	+123	JESSICA - Slain Angels (Moonridge)
26	2	447	+31	SMASHING PUMPKINS - 1979 (Virgin)
25	13	258	+130	DIANA ROSS - Voice of the Heart (Motown)
23	7	388	+174	LENNY KRAVITZ - Can't Get You Off My Mind (Virgin)
21	9	277	+116	ALANNAH MYLES - You Love Who You Love (TVT)
19	3	223	+53	CELINDA PINK - Unchained (Step One)
17	3	322	+32	OASIS - Wonderwall (Epic)
17	7	129	+60	SORAYA - Suddenly (Island)
17	4	186	+55	BRUCE ROBERTS - Let Me Steal Your Heart (Atlantic)
13	4	119	+58 *	k.d. lang - Sexuality (Warner Bros.)
13	7	148	+93 *	ZIGGY MARLEY & THE MELODY MAKERS - Love Power (Angel)
12	12	160	+160 *	THE BEATLES - Real Love (Capitol)
10	7	107	+70 *	SAVATAGE - Not What You See (Atlantic)
10	10	149	+149 *	TEARS FOR FEARS - Secrets (Epic)

**Dropped:** Curtis Stigers, Big Mountain, Steve Winwood, Oleta Adams, Spyro Gyra, Nanci Griffith, Alanis Morissette. \* Indicates Debut

Stigers, Martin Page, Jann Arden and David Foster for taking what could have been a dry session and turning it into a free-wheeling hoot. Frosting on the cake came when Foster spontaneously provided a mini-medley of his hits from a grand piano, but he called up his bud, Bruce Roberts for a medley of his current single, "Let Me Steal Your Heart."

### CHANGES

The legendary John Lander (Z100, 93Q, Eagle 106 etc.) has landed (sorry), at Mix 98.5 (WBMX)-Boston, where he's now hosting morning drive at the GAVIN award-winning A/C station. Lander replaces Joe Martelle, a 17-year vet at the station who left last fall.

Soon after Dave Stone, WQSM-Fayetteville, North Carolina, got back to the office after serving as a juror on Juke Box Jury, he was notified that he's the station's new PD, replacing the departing Ron Antill. Congratulations to Dave and to WQSM.

Ken Dillon, KLRQ-Clinton, Missouri, is moving to KAPE/KGMO-Cape Girardeau, Missouri as PD/OM, effective February 26. At KLRQ, Steve Stevens will handle music calls after Dillon leaves.

## A/C Picks



### BEATLES "Real Love" (Apple/Capitol)

Jeff Lynne's influences as producer are even more evident on this second single from the *Anthology* series. It's yet another John Lennon

## Gavin A/C #1 Hits From:

- 2/17/95 MADONNA - "Take A Bow"
- 2/19/93 PATTY SMYTH - "No Mistakes"
- 2/21/92 PAUL YOUNG - "What Becomes Of The Brokenhearted"
- 2/16/90 LINDA RONSTADT & AARON NEVILLE - "All My Life"
- 2/20/87 BRUCE HORNSBY & THE RANGE - "Mandolin Rain"
- 2/21/86 ELTON JOHN - "Nikita"

## S/P/W

### SPINS PER WEEK PER STATION

MARIAH CAREY - One Sweet Day (Columbia/CRG)	27.99
HOOTIE & THE BLOWFISH - Time (Atlantic)	27.92
DEEP BLUE SOMETHING - Breakfast At Tiffany's (RainMaker/Interscope/AG)	27.35
EVERYTHING BUT THE GIRL - Missing (Atlantic)	27.28
SEAL - Don't Cry (Zti/Warner Bros.)	26.64
ROD STEWART - So Far Away (Lava/Atlantic)	26.38
GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	25.91
DEL AMITRI - Roll To Me (A&M)	25.59
MADONNA - You'll See (Maverick/Warner Bros.)	25.48
MELISSA ETHERIDGE - I Want To Come Over (Island)	25.24
GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	25.23
NATALIE MERCHANT - Wonder (Elektra/EEG)	24.98
JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	24.86
GIN BLOSSOMS - 'Til I Hear It From You (A&M)	24.17
ELTON JOHN - Blessed (Island)	23.86

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

## SPINCREASES

### RANKED INCREASE IN TOTAL SPINS

SOPHIE B. HAWKINS - Only Love (Columbia/CRG)	847
THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	726
CELINE DION - Because You Loved Me (550 Music)	690
AMY GRANT - The Things We Do For Love (Hollywood)	685
THE CORRS - The Right Time (143/Lava/Atlantic)	549
PHIL COLLINS - Somewhere (RCA Victor)	458
MELISSA ETHERIDGE - I Want To Come Over (Island)	438
BLESSID UNION OF SOULS - Oh Virginia (EMI)	421
ACE OF BASE - Lucky Love (Arista)	419
MARTIN PAGE - Light In Your Heart (Mercury)	407
JIM BRICKMAN - By Heart (Windham Hill)	370
JACKSON BROWNE - Some Bridges (Elektra/EEG)	357
BoDEANS - Closer To Free (Reprise)	347
TROY NEWMAN - Don't Make Me Ask (Curb/Edel)	326
JANN ARDEN - Insensitive (A&M)	321

song written around *Double Fantasy* time and reconstructed a decade and a half later by Lynne and his old mates. It's easy listening for the '90s.

### ROLLING STONES "Wild Horses" (Virgin)

This acoustic version of the Stones' quarter century old hit from *Sticky Fingers* is an unbridled, mainstream high point in the band's

recent album, *Stripped*.

### CHYNNA PHILLIPS "Remember Me" (EMI Records)



Here's a melancholy song about being remembered even after the party's over. It's a song strong on melody and reads like a well-worn scrapbook full of "Kodak moments," where a love was stronger and more fulfilling than it is today.



# You Gotta Have Heart

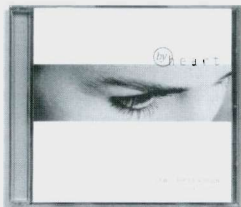
## Jim Brickman "By Heart"

Billboard Top 200 Sales 196\*-191\*

R&R A/C 20\*-16\*

Gavin A/C Chartbound 82/29  
Most Added

by heart



Edge Management, David Pringle 310 276.4049

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# GAVIN CLASSIFIEDS

Gavin provides free (25 words) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry. To guarantee that your ad runs promptly or to place a larger copy size call Chris L. Mitchell at 415-668-5483 for a rate-card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax: 415-668-3967 or Email: CLMitch@aol.com To advertise your product or service in Gavin Classifieds contact Chris L. Mitchell at 415-668-5483. Ad rates start at \$70 per column inch (2" w by 1" h)

Chris L. Mitchell 415-668-5483

## CLASSIFIEDS

### Opportunities

**HG95 is accepting T&Rs  
for a 7p-Midnight  
opening!**

Send your best to:  
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Box 1737  
Sioux City, IA 51102  
Minorities and females  
encouraged to apply.  
EOE

### Marketplace

#### **"ON-AIR" Job Tip Sheet**

We're the largest, most complete job listing service in radio averaging over 350 of the hottest jobs weekly in all markets/all formats for air talent, PD, MD, news, talk, production, promo & more. Compare us & you'll see the difference! We're BIGGER, BETTER & FASTER! Remember... your career is our business!

CALL US FIRST! 1-800-231-7940

937 WILD GINGER TRAIL, WEST CHICAGO, IL 60185

#### **KEZG Star 107 Hot A/C seeks MD/Afternoon Drive.**

3 years experience plus knowledge of power play preferred.

#### **KFGE Hot Country seeks Programmer.**

Must have a passion for the music and a knowledge of the Industry.

Both positions send T&R:

Christine Lee

4343 O Street, Lincoln, NE 68510  
or call (402) 479-1499. EOE.

**KSTN** Stockton is looking for future air talent and part-time fill-in. Send T&R: 2171 Ralph Ave., Stockton CA 95206.

EOE. (2/13)

**WNRQ** The Revolution has PT positions open. T&R: 300 Ft. Duquesne Blvd., Suite 320, Pittsburgh, PA 15222. EOE. (2/13)

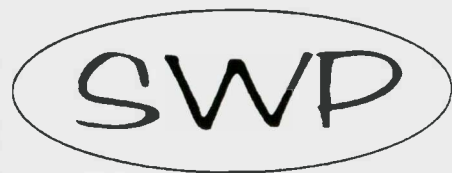
**KISS** Country in Springfield Ohio is accepting T&Rs for future openings. Send To: Nick Roberts, 2963 Derr Road, Springfield, OH 45503. EOE. (2/13)

### Availabilities

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**MOST ADDED**

- GRIFTERS (22)**
- MIKE JOHNSON (22)**
- CHUNE (15)**
- SKIPLOADER (12)**
- AFGHAN WHIGS (11)**
- BEATRICE NINE (11)**

**TOP TIP****PULP***Different Class (Island)*

Pulp's latest makes a strong debut at #31. KCSB, KZSC, WFDU, and WVXU are spinnin' *Different Class* in Heavy, while WBRU and WMSV ADD the disc this week.

**RECORD TO WATCH****WHISKEYTOWN***Faithless Street (Mood Food)*

Why pick and old-ish disc as Record to Watch? Well, because *Faithless Street* has a group of rock-solid supporters—KCMU, KCSU, WVXU, WXYC and WXDU are still calling it Heavy—and the band gave an amazing performance at the Gavin Seminar. Hell, color me an optimist.

# Gavin College

2W LW TW

- |            |    |    |   |
|------------|----|----|---|
| 1          | 1  | 1  | <b>CIBO MATTO</b> - VIVA! La Woman (Warner Bros.)                               |
| 2          | 2  | 2  | NOISE ADDICT - Meet the Real You (Grand Royal)                                  |
| 8          | 4  | 3  | <b>FRANK BLACK</b> - The Cult of Ray (American/Warner Bros.)                    |
| 44         | 15 | 4  | <b>BUTTERGLORY</b> - Are You Building a Temple in Heaven? (Merge)               |
| 4          | 3  | 5  | HALO BENDERS - Don't Tell Me Now (K)  |
| —          | 14 | 6  | <b>CARDIGANS</b> - Life (Minty Fresh)   |
| 5          | 8  | 7  | <b>POSSUM DIXON</b> - Star Maps (Interscope/AG)                                 |
| —          | 10 | 8  | <b>MR. T EXPERIENCE</b> - Love Is Dead (Lookout)                                |
| —          | 13 | 9  | <b>TORTOISE</b> - Millions Now Living Will Never Die (Thrill Jockey)            |
| 11         | 7  | 10 | RUBY - Salt Peter (WORK/CRG)  |
| 16         | 6  | 11 | FOLK IMPULSION - Electric Idiot EP (Communion)                                  |
| 3          | 5  | 12 | MOJAVE 3 - Ask Me Tomorrow (4-AD/Warner Brothers)                               |
| 33         | 16 | 13 | <b>PASTELS</b> - Mobile Safari (Up)   |
| 7          | 9  | 14 | ERIC'S TRIP - Purple Blue (Sub Pop)   |
| 36         | 19 | 15 | <b>16 HORSEPOWER</b> - Sackcloth 'N' Ashes (A&M)                                |
| 21         | 11 | 16 | PEECHES - Do the Math (Kill Rockstars)  |
| 20         | 20 | 17 | <b>TWISTED WILLIE</b> - A Tribute to Willie Nelson...Various Artists (Justice)  |
| 17         | 17 | 18 | COCTAILS - Coctails (Carrot Top)  |
| 18         | 18 | 19 | TORI AMOS - Boys for Pele (Atlantic)  |
| 9          | 12 | 20 | NOFX - Heavy Petting Zoo (Epitaph)  |
| 49         | 22 | 21 | <b>SLEEPYHEAD</b> - Communist Love Songs (Homestead)                            |
| —          | 29 | 22 | <b>LAMBCHOP</b> - How I Quit Smoking (Merge)                                    |
| —          | 47 | 23 | <b>TRANSAM</b> - Transam (Thrill Jockey)  |
| —          | 37 | 24 | <b>WEDDING PRESENT</b> - Miniplus (Cooking Vinyl)                               |
| 10         | 24 | 25 | GOLDEN SMOG - Down By The Old Mainstream (Rykodisc)                             |
| 31         | 26 | 26 | MINISTRY - Filth Pig (Warner Bros.)   |
| 29         | 27 | 27 | TEL AVIV - 193 (TeenBeat)   |
| —          | 28 | 28 | LAGWAGON - Hoss (Fat Wreck Chords)  |
| 41         | 31 | 29 | <b>STUNTMAN</b> - Stuntman (Link)   |
| 12         | 23 | 30 | SATURDAY MORNING - Cartoon's Greatest Hits (MCA)                                |
| <b>NEW</b> |    | 31 | <b>PULP</b> - Different Class (Island)  |
| —          | 39 | 32 | <b>THE BOUNCING SOULS</b> - Maniacal Laughter (BYO)                             |
| —          | 33 | 33 | <b>LUSH</b> - Last Night EP (4-AD/Reprise)                                      |
| <b>NEW</b> |    | 34 | <b>JACK DRAG</b> - Jack Drag (Devil's Weed, Inc.)                               |
| 25         | 25 | 35 | JONNY POLONSKY - Hi My Name Is Jonny (American)                                 |
| <b>NEW</b> |    | 36 | <b>THE MEICES</b> - Dirty Bird (London)   |
| 38         | —  | 37 | <b>THE CLEAN</b> - Modern Rock (Flying Nun)                                     |
| 40         | 38 | 38 | DEAD MAN WALKING - Music from and Inspired By the Motion Picture (Columbia/CRG) |
| 6          | 21 | 39 | KXLU LIVE - Volume One (KXLU)   |
| <b>NEW</b> |    | 40 | <b>AIMEE MANN</b> - I'm With Stupid (DGC)                                       |
| 45         | 41 | 41 | WALT MINK - Overgrown (Atlantic)  |
| <b>NEW</b> |    | 42 | <b>SALT</b> - Bluster (Island)  |
| <b>NEW</b> |    | 43 | <b>HI-STANDARD</b> - Growing Up (Fat Wreck Chords)                              |
| 19         | 30 | 44 | FLYING SAUCER ATTACK - Chorus (Drag City)                                       |
| 15         | 45 | 45 | <b>DEAD MILKMEN</b> - Stoney's Extra Stout (Pig) (Restless)                     |
| 22         | 46 | 46 | GAUNT - yeah, me too (Amphetamine Reptile)                                      |
| 48         | 48 | 47 | <b>LOVE AS LAUGHTER</b> - The Greeks Bring Gifts (K)                            |
| <b>NEW</b> |    | 48 | <b>POEM ROCKET</b> - Felix Culpa (PCP)  |
| —          | 49 | 49 | HOMAGE - A Tribute to the Descendants...Various Artists (Coolidge)              |
| 24         | 43 | 50 | AMPS - Pacer (4-AD/Elektra)   |

## Inside College

BY SEANA BARUTH



### Dealing With PCD

It seems somehow impossible, but the 1996 GAVIN Seminar is over, and soon, when my sense of overwhelming relief negates my PCD (post-convention depression), my old self will certainly re-emerge (that is, I'll stop being a super-stressed virago any moment now). Many thanks to those of you who made the pilgrimage to Hotlanta. As Sister Maria once said (at the end of second grade), "we sure had a good group this year."

PCD is an interesting phenomenon, no? I believe it's fairly common; it takes hold for a while after almost every convention, but it seems—for me and others I've spoken to post-Seminar—particularly sharp after GAVIN. Maybe that's because the group of attendees at GAVIN is of manageable size, and we tend to spend a lot of time huddled together. Ergo, when it's all over, you really miss people. Thank God for SXSW.

So, the GAVIN Seminar inspires intimacy (in all its degrees, although I'm not allowed to say more), and that, in turn, generates PCD. So if, like me, you're jonesin' for your Atlanta compadres, perhaps these photos will ease your suffering.

**I HAVE COME TO LICK YOU**

Inspired by the Chris Knox keynote (or maybe the NOFX artwork), Rob Stevenson from AAM extends a warm greeting to Fat Wreck Chords' Pete Burness.

**THE LIGHT SMIRKS OF BLUE-EYED BOYS**

Donovan Finn of Zero Hour and Will Simon from Thirsty Ear demonstrate this cardinal rule of conventioning: While discoursing distractedly with the person directly before you, continually scan the area for someone more influential. Sorry guys, Lisa Worden is at one of the commercial events.

**SO, SWEETIE, ARE YOU A LITTLE BOY OR A LITTLE GIRL?**

Anthony DelRosario and Sherri from Moonshine respond. (Jesus, that's really filthy. I can't believe I just thought that, much less published it.)

**(SNAPSHOTS CONTINUED ON PAGE 22)**

### Chartbound

**BLAST OFF COUNTRY STYLE** - In My Arms (Teen Beat)

**VAN GOGH'S DAUGHTER** - Shove (Hollywood)

**MEKONS with KATHY ACKER** - Pussy, King of the Pirates (1/4 Stick)

**LOW** - Transmission EP (Vernon Yard)

**WRENS** - Secaucus (Grass)

**Dropped:** #32 Pharcyde, #34 Joel R.L. Phelps, #35 Radio Oddyssey, #36 New Bomb Turks, #40 Smashing Pumpkins, #42 Oasis, #44 Sunny Day Real Estate, #50 Replicants.

Editor: SEANA BARUTH

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

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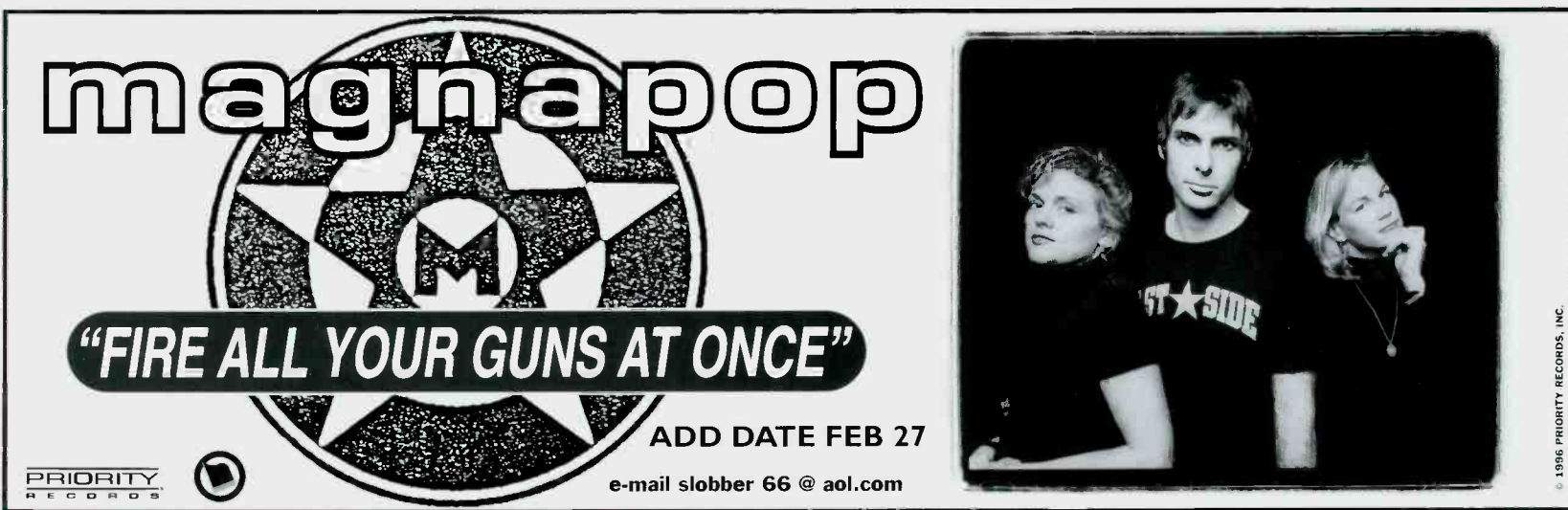
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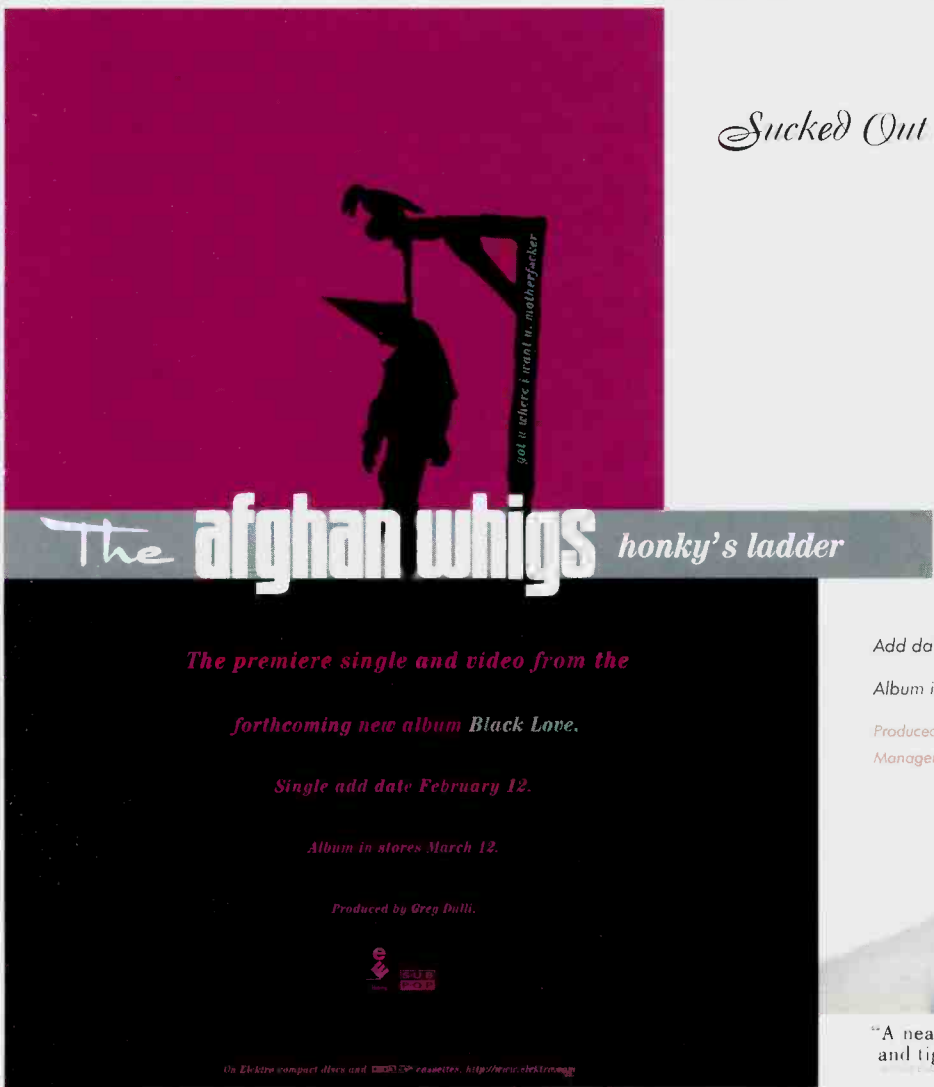
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*The premiere single and video from the forthcoming new album Black Love.*

*Single add date February 12.*

*Album in stores March 12.*

*Produced by Greg Dulli.*

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"A near-perfect amalgam of fuzzy guitars, sincere, scruffy vocals and tightly wound melodies." --CMJ





**MOST ADDED**

**GREG TROOPER (18)**  
**LYNN MILES (16)**  
**KATE BRISLIN & KATY MOFFATT (13)**  
**THE SUBDUDES (12)**  
**FRED EAGLESMITH (9)**  
**JOLENE (9)**  
**TERRY ALLEN (8)**

**TOP TIP**  
**THE SUBDUDES**

*Primitive Streak*  
*(High Street)*

While you can't put a label on the 'dudes musical mix, you sure can put plenty of the tracks from *Primitive Streak* on your airwaves. This week's top debut at #20.

**RECORD TO WATCH****JOLENE**

*Hell's Half Acre*  
*(Ardent)*

They blew us away in Atlanta last week, so now's the time to turn your listeners on to a band that's gonna break big. Just watch 'em, and say you knew 'em when.

# Gavin Americana™

LW	TW	Reports	Adds
1	1	65	1
2	2	60	2
7	3	58	8
3	4	54	0
6	5	53	3
4	6	55	1
5	7	47	0
9	8	41	0
8	9	42	1
10	10	40	1
15	11	36	0
12	12	43	3
11	13	43	0
14	14	39	1
16	15	41	2
13	16	34	0
30	17	41	9
17	18	32	0
22	19	35	1
N	20	29	12
19	21	33	0
20	22	27	0
24	23	27	0
18	24	33	0
25	25	32	1
21	26	29	0
27	27	26	0
36	28	24	2
29	29	25	0
N	30	29	13
26	31	24	0
N	32	25	5
23	33	25	0
37	34	21	0
33	35	22	0
N	36	24	4
38	37	21	0
32	38	20	0
31	39	21	0
40	40	24	1

## Americana Inroads

BY ROB BLEETSTEIN



### Seminar '96 Rewind, Part One

Did we kick some Southern ass or what? A big thanks to all who had the smarts to attend the festivities. It was great to put more faces with the names and voices, and I've gotta tell ya, the overall Americana vibe has never been brighter. Again, we had some productive and informative meetings, and I hope all who attended walked away with some new knowledge and inspiration.

But for the most part, the music did the talking. The abundance of Americana music in the hotel and in the clubs was astounding.

Last year, I kicked off my stay in New Orleans with the **SubduDES** at Tipitina's, so it was par for the course for the 'dudes to get this year going at the A3 whenjagitin. The early-evening hotel showcases were timed perfectly. Ardent's showcase with **Jolene** turned up the electric juices. This band is on its way to the big time, so consider yourself one of the lucky ones if you were there.

*The Bigger Picture of Americana* panel offered a wide ranging perspective of our first year and the job we've got ahead of us. Again, a big thanks to our panelists, who did a great job.

**Terry Allen's** special appearance after the panel was a wonderful treat. Terry laid it on the line with great renditions of "Amarillo Highway," "Gimme a Ride to Heaven," and "There Ought to Be a Law Against Sunny Southern California."

Friday night offered me the one opportunity of the year to put on my best **Bill Graham**. I hate to wallow in braggodocio, but the Americana show at the **Variety Playhouse** ruled. A big thank you to both **Steve Harris** and **Brad Syna** of the Variety, who made everything a breeze.

**Seconds Flat** opened the evening with their special homegrown blend of South Carolina acoustic harmony. **Discovery** artist **Toni Price** made herself right at home and sat down to a scorching set of Austin rhythm country and blues. Backed acoustical-

**AMERICANA BRAT PACK**

Caught loitering on the streets of Atlanta are Americanaites (l-r): Nan Warshaw, Captain Don Yates, Jenni Sperandeo, Bobby Ray, Jeremy Tepper, Eric Zappa, Ty Sadler, and Matt Vanderveer.

ly by **Champ Hood**, **Scrappy Jud Newcomb**, and **Casper Rawls**, Price was in excellent voice and spirits, and it was a pleasure to present her to the masses.

Headliner and E2/Warner Bros. artist **Steve Earle** was up next with the debut performance of his new version of **the Dukes**. Performing many songs from his upcoming *I Feel Alright* release, Earle told me before going on, "It's gonna be the loudest-damn Americana show you've ever seen." I told him we were ready, and, boy, did he deliver. Let's just say all 90 minutes were highlights, but if I had to single out a few special moments, the versions of "Someday," the new single "More Than I Can Do," and the solo "Ellis Unit One" would be up there. Earle's finale of "Guitar Town" and "Copperhead Road" rocked the Variety like it was Atlanta's Omni.

Capping off the show were the not-to-be-unsigned-for-long **Leftover Salmon** from Boulder. Turning Earle's arena into a dance-a-rama with their polyethnic cajun slamgrass, the Salmon kicked out the jams till 2 a.m., bringing **E-Town's Nick Forster** up to jam with them. Needless to say, it was a hell of a night.

More to come next week. ●

**Chartbound**

**THE CAT MARY** (Orchard Music)    **JOHN HAMMOND** (Point Blank)    **THE BUCKETS** (Slow River)  
**JOHN McEUEEN** (Vanguard)    **JO CAROL PIERCE** (Monkey Hill)    **Dropped: #28** Carlene Carter,  
**JOLENE** (Ardent)    **THE MONTE CARLOS** (B.T. Puppy)    #34 David Olney, #35 Maura  
**HUGH MOFFATT** (Watermelon)    **GREG TROOPER** (D'Ville)    O'Connell, #39 Volebeats.

Editor: **ROB BLEETSTEIN** • Consulting Editor: **CYNDI HOELZLE**

Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.

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# Gavin Alternative

## Static BY MAX TOLKOFF



### Now Go Home

The flight from Atlanta to L.A. was so crowded they were stuffing people into the overhead bins. An L-1011 seats, what, about 9000 people? The seating configuration is two, five, two. Guess who had to sit in the "five" section with four other big, burly, burned-out conventioners? Yours truly. Delta also apparently does not buy into the concept of ventilation until the aircraft is actually moving through the air. Every other airline in America has (for quite sometime now) at least had the fan going while at the gate. Not Delta. But don't get me started on the "Official Airline of the 1996 Olympics." Obviously they are trying to duplicate in their planes what the atmosphere in Atlanta will be like in the middle of July. Nice effect.

So it's Sunday afternoon, and we're somewhere over Texas smashed into our little seats with our knees in our necks, when I am aroused from a light drooling slumber by the beverage cart slamming into my left shoulder. As I awake, I notice there are people wandering the aisles who are still wearing their GAVIN Seminar badges! Like, they got up Sunday morning after it was all over, got dressed (put the badge around their neck), packed their bags, got a cab (or whatever) to the airport, checked in, wandered around the airport (badges still around necks), got on the plane, and then got off the plane in L.A. still wearing the badge! A badge from some convention on the other side of the country. It really must have been a good convention. Wish I could have been conscious for more of it. It started very weirdly.

#### WEDNESDAY...

**7:30 a.m.:** Stumble off the red-eye from L.A....refuse to have the paramedics look at my leg, which was almost sliced in half on the plane by the giant five foot by five foot hard plastic projection screen that fell out of the ceiling...concerned flight attendants wouldn't let me sleep the whole night, they kept asking if I was o.k....I think they smelled a lawsuit in Delta's future; I do

too...They had Nikki Basque from KPOI (this was the second leg of her journey from the Hawaii) and Michelle St. Claire from Priority fill out forms, 'cause they witnessed the incident...I'm sure they will come in handy later...walk nine miles to the tram to get to the luggage carousel...

**8 a.m.:** ride into Atlanta with Michelle during the height of rush hour....get to Marriott and check in...came across the country with only one dollar in my pocket, have to borrow tip money from Nikki Basque for bellman...sleep for five hours...wake up and go to lobby of the Hyatt to get my badge and check out the convention area...first inkling we're in for a hell ride: can't leave the lobby for over an hour because I keep running into people I know...everyone's already heavily into the caffeine; the "Perk's" cups from the Hyatt convenience store are ubiquitous—they will become overwhelming in the days ahead...Check out convention area...learn the meaning of "air walls"...learn they are extremely porous with respect to "sound"...Check out room for Jukebox Jury...looks big enough...Ha!...Check out Centennial I, where Rupert Murdoch keynote will be held, along with Alternative Late Show....looks big enough...Ha!...

**6 p.m.:** must find production guy to beg for portable DAT player so I can listen to all the music Howie Klein sent to my house a mere six hours before I had to leave for the airport...Howie's bad back means I become Howie for Jukebox Jury...

**7 p.m.:** score DAT player, head for hotel...uh, oh....Hyatt bar ahead...duck down escalator before being recognized...back to hotel room to listen to music....phone rings....Tom Calderone says we *have* to go to dinner tonight...put off music sorting till later...

**8 p.m.:** Meet in the lobby of the Marriott with Calderone, Moschitta, Morrissey...go to Ritz for dinner with Jack Isquith and Lorraine

Continued on page 20

## Data

### MOST ADDED

#### AFGHAN WHIGS (39)

*Honky's Ladder (Elektra/EEG)*  
WPUP, WQBK, WUNX, KMYZ, KPNT, WXEG, WCHZ, WEJE, CIMX, WWCD, WWBX, WEQX, WQXA, WZRH, KRZQ, WWDX, WRXQ, WBRU, KISF, WMAD, XTRA, WFNX, KLZR, WROX, KNDD, WAQZ, KQXR, WRLG, KITS, KNNC, WDGE, KROQ, KWOD, WHYT, KJEE, WENZ, WPBZ, KKNB, WOXY

#### BAD RELIGION (17)

*A Walk (Atlantic)*  
KREV, WUNX, WNNX, WWBX, WZRH, KRZQ, KQXR, KXRK, WFNX, KLZR, WROX, KOME, WRLG, KNNC, KJEE, WPBZ, WMRQ

#### GRAVITY KILLS (10)

*Guilty (TVT)*  
KACV, WEND, WEQX, WQXA, WRXQ, WMAD, WDGE, WBCN, WENZ, KEDG

#### OASIS (10)

*Champagne Supernova (Epic)*  
WDST, KREV, WEND, WWCD, KTBZ, WZRH, XTRA, KLZR, KJEE, KEDG

#### PULP (9)

*Common People (Island)*  
WDST, WWBX, WZRH, KRZQ, WWDX, KXRK, WBRU, KEDG, KKNB

### MOST REQUESTED

#### PRESIDENTS OF THE U.S.A.

*Peaches (Pop Llama/Columbia/CRG)*

#### ALANIS MORISSETTE

*Ironic (Maverick)*

#### OASIS

*Wonderwall (EPIC)*

#### NO DOUBT

*Just A Girl*

*(Trauma/Interscope/AG)*

#### GRAVITY KILLS

*Guilty (TVT)*

### MOST BUH-UZZ

We asked a bunch o' programmers what's REALLY working at radio. "Or Ooooo, baby baby, I can feel the power!"

#### JARS OF CLAY

*Flood (Silvertone)*

#### SALT

*Bluster (Island)*

#### GIN BLOSSOMS

*Follow You Down (A&M)*

#### GARBAGE

*Only Happens When It Rains*

*(Almo Sounds/Geffen)*

#### TORI AMOS

*Caught A Lite Sneeze (Atlantic)*

### MOST LIKELY TO SUCCEED

They're just seedlings, but watch 'em grow.

#### AFGHAN WHIGS

*Honky's Ladder (Elektra/EEG)*

#### JARS OF CLAY

*Flood (Silvertone)*

#### GRAVITY KILLS

*Guilty (TVT)*

#### STABBING WESTWARD

*(Columbia/CRG)*

#### ERIC MATTHEWS

*Fanfare (Sub Pop)*

**GRAVITY KILLS**

**#1 MOST ADDED AT R & R**

**GAVIN MOST ADDED**

**TWO CONSECUTIVE WEEKS**

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**ALREADY SERVING TIME:** KPOI, WQWW, WHTG, KQGE, WWDX, KPNT, KNNC, KXRK, KORE, WMRQ, WFNX, KGOE, WZRH, LIVE 105, WBFB, WORE, KTBZ, KNDD, Q101, KKOM

**JUST CONVICTED:** WDST, KRZQ, KREV, CFNY

**GRAVITY KILLS "GUILTY"**

**ARE YOU GUILTY?**

**JUST CONVICTED:** XTRA, WMAD, WGRD, WPGU, KFMA, KRQX, KBBT



Continued from page 19

Caruso from A&M...nicer hotel, and cheaper than either the Hyatt or Marriott...huh?...

**11 p.m.:** back to Marriott so Joe Carvel can show us the new Red Rock Canyon video for "The Crack"...totally awesome!...

**1 a.m.:** back to room to listen to music...too tired...Bedtime Movie: none.

**THURSDAY...**

Must have coffee, must listen to music for Jukebox Jury...must have sidekick for Jury, where's Glauber?

**10 a.m.:** music compiled for 2 p.m. Jukebox Jury...head for Hyatt to

round up jury, Allison Strong, Gene Sandbloom, Tim Johnston, Julie Foreman, Paul Kreigler, Kevin Stapleford, Nikki Basque, Bob Waugh...let's meet in the Green Room...oops, sorry...no Green Room...OK, go to Cairo/Hong Kong for panel...will people find this place? **Yes...**

**2 p.m.:** I'm starting on time dammit...**2:10 p.m.:** I'm starting now, dammit...**2:15 p.m.:** Okay

now...ten minutes into session Leshay motions me over and whispers that my pants are falling down...I whisper back that I have no ass to hold my pants up...

continue session with droopy drawers, so what...Kurt St. Thomas is in the room when we play Johnny

Bravo...He's trying to sink into the floor, and it doesn't help when I point him out to the entire room and explain that this is his first project for Arista...hey Kurt, your band *did not* get trashed, ok? Besides, no one remembers what they heard on these panels three weeks later anyway...**3:10 p.m.:** we end on time, more or less...

**4 p.m.:** stuck in lobby for the rest of the day...at least it seems like it..."Perk's" cups are everywhere...I start to master the art of the 30 second in depth conversation...My goal now is to prep for tomorrow's *Alternative Late Show*...supposed to meet Ben Folds Five in lobby to shoot "Where's The House Band?" video...band van broke down an hour outside of Atlanta, this delayed sound check for their gig tonight, which delayed our meeting, which delayed rehearsal in Bob Galliani's room at Hyatt...where's Calderone, Halloran, and Brian Philips? I *need* a Valium, now... ●

*(Note: Thursday's not over yet, but my space for this week's column is. We'll have to continue my odyssey through Seminarland next week. I'll also display a fine set of photos from the old Max-Mini-Cam. And exclusive photos from the "Chick Breakfast of Champions.")*

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BEST ALBUM, BEST SONG AND BEST NEW ARTIST.



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# Magic Mountainman

*Seaweed*  
 the latest from *Spanaway*  
*friends with weed*

*are friends indeed*

made in tacoma

<http://www.hollywoodrec.com/seaweed>

Hollywood RECORDS

## BE ON THE LOOKOUT

### WEEK OF FEBRUARY 19

- Kustomized (Matador)
- Lush - "Lady Killer" (4AD/Reprise)
- The Odds - "Truth Untold" (Elektra)
- Lou Reed - Set The Twilight Realing (Warner Bros.)
- Run On - Start Packing (Matador)

### WEEK OF FEBRUARY 26

- Bad Religion - The Gray Race (Atlantic)
- Bjork - "Hyper-Ballad" (Elektra)
- The Freewheelers - Waitin' For George (American)
- The Mermen - Songs of the Cows (Mesa/Blue Moon/Atlantic)
- Iggy Pop - "Heart Is Saved" (Virgin)
- Skinny Puppy - The Process (American)
- V-3 - Photograph Burns (American)
- Weeping Tile (Atlantic)

### WEEK OF MARCH 4

- The Amps - "Pacer" (Elektra)
- The For Carnation EP (Matador)
- Frogs - My Daughter the Broad (Matador)
- Mouth - "Pure" (Reprise)
- Nick Cave and the bad Seeds - "Where The Wild Roses Grow" (Reprise)
- Iggy Pop - Naughty Little Doggie (Virgin)
- Shonen Knife - The Birds and the B-Sides (Virgin)

## COLLEGE SNAPSHOTS (CONTINUED FROM PAGE 16)



← **ECSTASY IS THE C WORD**  
 That's Waylon fuckin' Jennings in the middle of this group of ebullient alternacountry fans. (L-R) dashing Don Yates, KCMU-Seattle; WRFL's Bobby Ray; Seana Baruth, Gavin; Waylon Jennings, L-E-G-E-N-D; C-Word moderator Jenni Sperandeo, Jackknife; Eric Babcock from the essential Bloodshot label, and Tom Richardson, music director at WVFS-

↓ **THE ANSWER: AL AND PAUL FROM MINISTRY, JELLO, AND THE DEAD GUY.**



The question: T. from Bar\None asks, "What is lard?"

↓ **I'LL TUMBLE FOR YA**



Andy from WTUL puts Chris Knox through his paces at Gavin's Outrageous Cocktail Party—and discovers that New Zealanders really do go down counter-clockwise.



# lush

lovelife

(47-46170)



**Very Early  
Believers:**

**WFNX**  
31 #5

**KNDD**  
12

**X-96**  
23 *Top 5 Phones*

**WENZ**  
ADD

Featuring: "Ladykillers"

In stores March 5.

Produced by Pete Bartlett and Lush

Management: Alan Wolmark and Peter Felstead for **GEO**

<http://www.4AD.com>

<http://www.RepriseRec.com/>



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# And the Gavin Gold Goes to...

At luncheons held Friday and Saturday of the Gavin Seminar in Atlanta, our editors announced their 1996 Gavin Awards winners. In keeping with our Olympic theme, victors in each category were awarded not only a commemorative plaque, but also a gold medal to honor their achievement.

## TOP 40 WINNERS

- TOP 40 MAJOR MARKET STATION OF THE YEAR (TIE)**  
 WHZT (Z100)-New York  
 KRBE (104 KRBE)-Houston
- TOP 40 MAJOR MARKET OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR**  
 Steve Smith, WOHT (Hot 97)-New York
- TOP 40 MAJOR MARKET ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR**  
 Erik Bradley, WBBM/FM (B96)-Chicago
- TOP 40 LARGE MARKET STATION OF THE YEAR**  
 WFLZ-Tampa
- TOP 40 LARGE MARKET OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR**  
 Dave Robbins, WNCI/FM-Columbus
- TOP 40 LARGE MARKET ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR**  
 Jeff Kapugi, WFLZ-Tampa
- TOP 40 MEDIUM MARKET STATION OF THE YEAR**  
 KHFI-Austin
- TOP 40 MEDIUM MARKET OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR**  
 Brian Burns, WDCG (G105)-Raleigh/Durham, North Carolina
- TOP 40 MEDIUM MARKET ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR**  
 Cat Thomas, KLUC-Las Vegas
- TOP 40 SMALL MARKET STATION OF THE YEAR (TIE)**  
 WPST-Trenton, New Jersey  
 WZEE (Z104)-Madison, Wisconsin
- TOP 40 SMALL MARKET OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR**  
 Michelle Stevens, WPST-Trenton, New Jersey
- TOP 40 SMALL MARKET ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR**  
 Dana London, WZEE (Z104)-Madison, Wisconsin
- TOP 40 LABEL OF THE YEAR**  
 Atlantic Records
- TOP 40 INDEPENDENT LABEL OF THE YEAR**  
 Maverick Records
- TOP 40 PROMOTION SR. VICE PRESIDENT OF THE YEAR**  
 Greg Thompson, Elektra Entertainment
- TOP 40 PROMOTION VICE PRESIDENT OF THE YEAR (TIE)**  
 Dale Connone, Epic Records  
 Marc Ratner, Reprise Records
- TOP 40 NATIONAL PROMOTION DIRECTOR OF THE YEAR**  
 Charlie Walk, Columbia Records
- TOP 40 ASSOCIATE PROMOTION DIRECTOR OF THE YEAR**  
 Desirée Schuon, 550 Music

## ALTERNATIVE WINNERS

- INDEPENDENT PROMOTION PERSON OF THE YEAR**  
 Jonathan Lev, Mutant Promotions
- INDEPENDENT LABEL PROMOTION PERSON OF THE YEAR**  
 Monica Mylod, Sub Pop
- MAJOR LABEL PROMOTION PERSON OF THE YEAR**  
 Stu Bergen, Epic Records
- MUSIC DIRECTOR OF THE YEAR**  
 Marco Collins, KNDD-Seattle
- PROGRAM DIRECTOR OF THE YEAR**  
 Kevin Weatherly, KROQ-Los Angeles
- INDEPENDENT LABEL OF THE YEAR**  
 Epitaph Records
- MAJOR LABEL OF THE YEAR**  
 Geffen/DGC
- STATION OF THE YEAR**  
 WHFS-Washington, D.C.

## COLLEGE WINNERS

- STATION OF THE YEAR**  
 WTUL-New Orleans
- MUSIC DIRECTOR OF THE YEAR**  
 Anthony DelRosario, WTUL-New Orleans
- COLLEGE RADIO ARTIST OF THE YEAR**  
 Lou Barlow
- MAJOR LABEL OF THE YEAR**  
 Geffen/DGC
- MAJOR AFFILIATED INDEPENDENT LABEL OF THE YEAR**  
 Matador Records
- INDEPENDENT LABEL OF THE YEAR**  
 Touch & Go
- LABEL PROMOTIONS PERSON OF THE YEAR**  
 Rob Goldklang, Warner Bros. Records

- INDEPENDENT PROMOTIONS PERSON OF THE YEAR**  
 Jeff Sperber, McGathy

## RAP WINNERS

- COMMERCIAL STATION OF THE YEAR**  
 KKBT-Los Angeles
- COLLEGE/COMMUNITY STATION OF THE YEAR**  
 WNYU-New York
- MIX SHOW/DJ PERSONALITY OF THE YEAR**  
 Sway & Tech, KMEL-San Francisco,  
 KKBT-Los Angeles, WEJM-Chicago
- COLLEGE/COMMUNITY PROGRAMMER OF THE YEAR**  
 Wildman Steve, WBAU-Uniondale
- MAJOR LABEL OF THE YEAR**  
 EMI Records
- INDEPENDENT LABEL OF THE YEAR (SELF-DISTRIBUTED)**  
 Nervous Records
- INDEPENDENT LABEL OF THE YEAR (DIST. BY A MAJOR)**  
 Loud Records
- NATIONAL MARKETING & PROMO. PERSON OF THE YEAR**  
 Tyesh Harris, Columbia Recording Group
- COLLEGE/MIXSHOW PROMO. PERSON OF THE YEAR (TIE)**  
 Rod Edwards, Priority Records  
 Marlo Martin, Mercury Records
- INDEPENDENT PROMOTION PERSON OF THE YEAR (TIE)**  
 Jammin' John, Crazy Pinoy Promotions  
 Nasty Nes, Crazy Pinoy Promotions
- RETAILER OF THE YEAR**  
 Upstairs Records, San Jose
- RECORD POOL OF THE YEAR**  
 Impact Records Pool, Los Angeles
- MARKETING MAN OF THE YEAR**  
 John Austin II, Gavin Black Music Marketing

## URBAN WINNERS

- STATION OF THE YEAR**  
 WEJM-Chicago
- HERITAGE STATION OF THE YEAR**  
 KPRS-Kansas City
- PROGRAM DIRECTOR/OPERATIONS MANAGER OF THE YEAR**  
 Steve Crumbley, WOWI-Norfolk
- MUSIC DIRECTOR OF THE YEAR (TIE)**  
 Toni St. James, 101 Jams-Memphis  
 Helen Little, WBLS-New York
- MAJOR LABEL OF THE YEAR**  
 550 Music/Sony
- NATIONAL PROMOTION EXECUTIVE OF THE YEAR (SENIOR/VP) (TIE)**  
 Wayman Jones, Virgin Records  
 Tom Bracamontes, 550 Music/Sony
- NATIONAL PROMOTION PERSON OF THE YEAR**  
 Cynthia Johnson, Columbia Records

## A/C WINNERS

- MAJOR MARKET STATION OF THE YEAR (TIE)**  
 KVIL-Dallas  
 WBMX-Boston
- MAJOR MARKET PROGRAM DIRECTOR**  
 Greg Strassell, WBMX-Boston
- MAJOR MARKET MUSIC DIRECTOR**  
 Angela Perelli, KYSR-Los Angeles
- LARGE/MEDIUM MARKET STATION**  
 WTKI-Milwaukee
- LARGE/MEDIUM MARKET PROGRAM DIRECTOR**  
 Danny Clayton, WTKI-Milwaukee
- LARGE/MEDIUM MARKET MUSIC DIRECTOR**  
 Joe Hann, WRCH, Hartford, Conn.
- SMALL MARKET STATION**  
 WLZW-Utica, N.Y.
- SMALL MARKET RADIO PERSON**  
 Jeanne Ashley, WLZW-Utica
- LABEL OF THE YEAR**  
 Arista Records
- LABEL PROMOTION EXECUTIVE OF THE YEAR**  
 Mark Rizzo, Arista Records
- PROMOTION PERSON OF THE YEAR**  
 Elaine Locatelli, Columbia
- INDEPENDENT PROMOTION PERSON OF THE YEAR**  
 Donna Brake

## AMERICANA WINNERS

- LABEL OF THE YEAR**  
 Rounder Records

## LABEL PROMOTION PERSON OF THE YEAR

- Leslie Rouffe, Rounder Records
- INDEPENDENT PROMOTION PERSON OF THE YEAR**  
 Jon Grimson, Counterpoint Music Group
- STATION OF THE YEAR**  
 WFUV-Bronx, N.Y.
- ALBUM OF THE YEAR**  
*Tualre Dust: A Songwriters' Tribute to Merle Haggard* (Hightone Records)
- AMERICANA MVP**  
 Brad Paul, Rounder Records

## A3 WINNERS

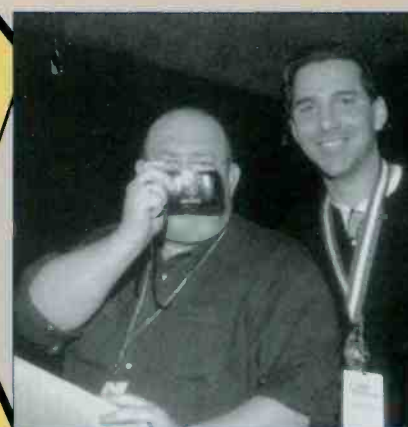
- NON COMM RADIO PERSON OF THE YEAR**  
 Bruce Warren, WXPB-Philadelphia/World Cafe
- NON COMM STATION OF THE YEAR**  
 WXPB-Philadelphia
- MUSIC DIRECTOR OF THE YEAR**  
 Dean Carlson, KMTT-Seattle
- PROGRAM DIRECTOR/OPERATIONS MGR. OF THE YEAR**  
 Jody Denberg, KGSR-Austin
- INDEPENDENT PROMOTION PERSON OF THE YEAR**  
 Sean Coakley, Songlines
- NATIONAL PROMOTION PERSON OF THE YEAR**  
 Jeff Cook, Capricorn
- NATIONAL MAJOR LABEL PROMO. PERSON OF THE YEAR**  
 Bonnie Slikin, Atlantic Records
- LABEL OF THE YEAR**  
 Rykodisc Records
- NEW ARTIST OF THE YEAR**  
 Joan Osborne
- ALBUM OF THE YEAR**  
 Joan Osborne, *Relish* (Blue Gorilla/Mercury)
- ARTIST OF THE YEAR**  
 Joan Osborne
- STATION OF THE YEAR**  
 KGSR-Austin
- MAJOR LABEL OF THE YEAR**  
 Warner Bros. Records
- A3 MVP**  
 Dennis Constantine, Constantine Consulting

## JAZZ/A2 WINNERS

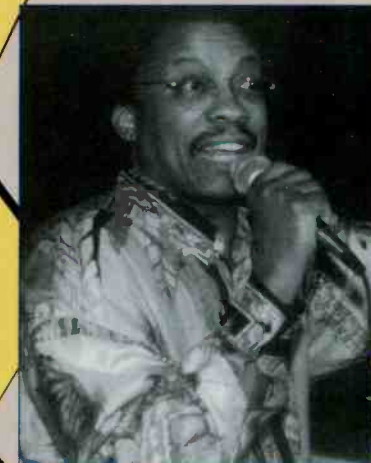
- ADULT ALTERNATIVE MUSIC DIRECTOR OF THE YEAR**  
 Kelly Cole, KIFM-San Diego
- JAZZ RADIO PERSON OF THE YEAR**  
 Gary Walker, WBGO-Newark
- ADULT ALTERNATIVE PROG. DIR./OP. MGR. OF THE YEAR**  
 Steve Feinstein, KKSF-San Francisco
- ADULT ALTERNATIVE NAT. PROMO. PERSON OF THE YEAR**  
 Bud Harner, Mesa/Blue Moon Recordings
- JAZZ NATIONAL PROMOTION PERSON OF THE YEAR**  
 Duke DuBois, GRP/Impulse! Records
- JAZZ/A2 INDEPENDENT PROMO. PERSON OF THE YEAR**  
 Neal Sapper, New World 'N' Jazz
- ADULT ALTERNATIVE INDEPENDENT LABEL OF THE YEAR**  
 Mesa/Bluemoon Recordings
- JAZZ INDEPENDENT LABEL OF THE YEAR**  
 Telarc Records
- JAZZ/ADULT ALTERNATIVE EXECUTIVE OF THE YEAR**  
 Tommy LiPuma, GRP Recording Company
- GAVIN ADULT ALTERNATIVE RECORDING OF THE YEAR**  
 Rick Braun, *Beat Street* (Bluemoon)
- GAVIN JAZZ RECORDING OF THE YEAR**  
 McCoy Tyner Trio, *Infinity* (Impulse!)
- GAVIN ADULT ALTERNATIVE ARTIST OF THE YEAR**  
 Rick Braun
- GAVIN JAZZ ARTIST OF THE YEAR**  
 Christian McBride
- ADULT ALTERNATIVE STATION OF THE YEAR**  
 KKSF-San Francisco
- JAZZ STATION OF THE YEAR**  
 WBGO-Newark
- ADULT ALTERNATIVE MAJOR LABEL OF THE YEAR**  
 GRP Records
- JAZZ MAJOR LABEL OF THE YEAR**  
 Verve Records

## GAVIN ROCKS WINNERS

- MAJOR LABEL OF THE YEAR**  
 Epic Records
- INDEPENDENT LABEL OF THE YEAR**  
 Roadrunner Records
- MAJOR LABEL PROMOTION PERSON OF THE YEAR**  
 Will Knapp, Hollywood Records
- INDEPENDENT LABEL PROMOTION PERSON OF THE YEAR**  
 Maria Abril, Metal Blade Records
- INDEPENDENT PROMOTION PERSON OF THE YEAR**  
 Rob Gill, McGathy Edge
- COMMERCIAL STATION OF THE YEAR**  
 KNDI-Honolulu
- COLLEGE STATION OF THE YEAR**  
 WSOU-South Orange, N.J.
- COMMERCIAL DIRECTOR OF THE YEAR**  
 Chris Payne, KZAK-Reno
- COLLEGE DIRECTOR OF THE YEAR**  
 Joey Severance, WELH-Providence



"What's a 'single'?"  
 —Audience member, to Steve Earle, at A3 awards luncheon







1. GAVIN Alternative Editor Max Tolckff turns the camera around with Award winner Jonathan Lev of Mutant Promotions

2. GAVIN CEO David Dalton (center) is flanked by Sumos Bob Galliani (left) and Ron Alexenberg (right) at the cocktail party

3. Americana award winners pose with format editor Rob Bleetstein and GAVIN Country Editor Cyndi Hoelze. (back l-r): Jon Grimson, Counterpoint Music Group, Hoelze, Bleetstein; (front l-r): Rita Houston, WFUV/FM; Brad Paul, Rounder Records; Marlene Lopez, Hightone Records; Leslie Rouffe, Rounder Records



**"It's just you and your friends that listen to yourselves."**  
—Chris Knox, College Keynote.



4. Steve Earle rocks the A3 Awards

5. Some of the Top 40 award winners (back l-r): GAVIN Top 40 Editor Dave Sholin; Dale Connone, Epic; Desirée Schuon, 550 Music; Danny Buch, Atlantic; Kim Stephens, Atlantic. (front l-r): Charlie Walk, Columbia; Marc Ratner, Reprise; Andrea Ganis, Atlantic; GAVIN Top 40 Associate Editor Annette M. Lai

6. College keynoter Chris Knox lives up to his "I Have Come to Lick You" promise

7. Arbitron's Bob Michaels and Pierre Bouvard survive their grilling at the Arbitron Boot Camp

8. GAVIN Rocks award winner Rob Gill of McGathy Edge and format editor Rob Fiend smile for the camera

9. Herbie Hancock wows an international crowd with his "At the Piano" interview and exclusive performance

10. Rupert Murdoch, Charlie Rose, and David Dalton backstage

11. Craig Chaquico returns for a second year at the Jazz/A2 Awards

12. GAVIN Rap Editor Thembisa Mshaka congratulates the staff of KKBT, winners of 1996 Rap Station of the Year honors. (l-r): Tech, Mike Nardone, Zenob a Simmons, Sway, The Poetess, Mshaka. (kneeling): King Emz

13. GAVIN Commercial Director Bob Galliani (left) backstage with Tom Barsoti and Jeff McClusky of Jeff McClusky Associates and gymnast Peter Vidmar before the Opening Ceremonies

14. GAVIN A/C Editor Ron Fell and Associate Editor Diane Rufer flank the 1996 A/C Award winners. (back l-r): Fell; Randy Jay, WLZW; Elaine Locatelli, Columbia; Bill Curtis, KVIL; LeeAnne Callahan, WBMX; Joe Hanr, WRCH; Rufer. (front l-r): Angela Perelli, KYSR; Jason Perl, Arista; Mark Rizzo, Arista; Jeanne Ashley, WLZW; Donna Brake, WBMX; Greg Strassell, WBMX

# 1996 GAVIN SEMINAR



**"It was so cold that Dennis Lavinthal [publisher of HITS] was seen with his hands in his own pockets."**

—Bob Galliani of Gavin at Opening Ceremonies



**"You're sitting in Wolfman Jack's chair."**  
—Scott Shannon telling young Kidd Kraddick why he was on the Legends of the Airwaves panel.



Two special awards were also presented at the Seminar:  
**BILL GAVIN HERITAGE AWARD**  
Ahmet Ertegun  
**FIRST ANNUAL CHARLIE MINOR BEST BUDDY AWARD**  
Moe Preskell





**MOST ADDED**  
**SHANIA TWAIN (136)****BLACKHAWK (91)****BOBBIE CRYNER (63)****PERFECT STRANGER (57)****JOHN BERRY (55)****TOP REQUESTS****GARTH BROOKS****GEORGE STRAIT****ALAN JACKSON****CLAY WALKER****PATTY LOVELESS****RECORD TO WATCH****PERFECT STRANGER***Remember The Ride*  
*(Curb)*

Gavin-onlys were quick to pick up on the first single from Perfect Stranger's upcoming album, making the record fourth most added this week.

# Gavin Country

LW	TW		Adds	H	M	L
2	1	<b>GEORGE STRAIT</b> - I Know She Still Loves Me (MCA)	0	188	16	0
4	2	<b>ALAN JACKSON</b> - I'll Try (Arista)	0	187	16	1
5	3	<b>GARTH BROOKS</b> - The Beaches Of Cheyenne (Capitol Nashville)	0	186	17	1
3	4	<b>MARTINA McBRIDE</b> - Wild Angels (RCA)	0	179	18	4
7	5	<b>TRACY LAWRENCE</b> - If You Loved Me (Atlantic)	0	151	51	2
10	6	<b>PATTY LOVELESS</b> - You Can Feel Bad (Epic)	0	132	67	4
8	7	<b>DAVID LEE MURPHY</b> - Out With A Bang (MCA)	0	135	63	4
11	8	<b>DIAMOND RIO</b> - Walking Away (Arista)	0	98	104	2
12	9	<b>WYNONNA</b> - To Be Loved By You (Curb/MCA)	0	99	100	5
1	10	COLLIN RAYE - Not That Different (Epic)	0	163	11	7
14	11	<b>LINDA DAVIS</b> - Some Things Are Meant To Be (Arista)	0	77	112	13
15	12	<b>CLAY WALKER</b> - Hypnotize The Moon (Giant)	0	66	130	7
13	13	<b>RHETT AKINS</b> - She Said Yes (Decca)	1	90	89	17
17	14	<b>NEAL McCOY</b> - You Gotta Love That (Atlantic)	3	55	132	17
19	15	<b>MARK CHESNUTT</b> - It Wouldn't Hurt To Have Wings (Decca)	3	49	130	24
18	16	<b>DARYLE SINGLETARY</b> - Too Much Fun (Giant)	2	59	121	17
22	17	<b>LEE ROY PARNELL</b> - Heart's Desire (Career)	3	20	132	50
24	18	<b>ALABAMA</b> - It Works (RCA)	0	10	141	46
21	19	JOHN ANDERSON - Paradise (BNA Records)	0	24	139	17
6	20	WADE HAYES - What I Meant To Say (Columbia/CRG)	0	113	23	9
25	21	<b>LARI WHITE</b> - Ready, Willing and Able (RCA)	1	19	103	69
28	22	<b>LONE STAR</b> - No News (BNA Records)	6	9	130	45
27	23	<b>RICOCHET</b> - What Do I Know (Columbia/CRG)	4	8	116	65
29	24	<b>THE MAVERICKS</b> - All You Ever Do Is Bring Me Down (MCA)	14	6	105	78
30	25	<b>PAM TILLIS</b> - The River & The Highway (Arista)	7	2	111	77
34	26	<b>TRACY BYRD</b> - Heaven In My Woman's Eyes (MCA)	14	2	81	109
33	27	<b>BILLY DEAN</b> - It's What I Do (Capitol Nashville)	12	3	76	113
31	28	<b>LORRIE MORGAN</b> - Standing Tall (BNA Records)	4	5	88	76
32	29	<b>JAMES BONAMY</b> - She's Got A Mind Of Her Own (Epic)	8	2	81	91
37	30	<b>AARON TIPPIN</b> - Without Your Love (RCA)	7	0	70	106
36	31	<b>EMILIO</b> - Even If I Tried (Capitol Nashville)	7	0	77	85
16	32	JOE DIFFIE - Bigger Than The Beatles (Epic)	0	79	20	11
42	33	<b>JODEE MESSINA</b> - Heads Carolina... (Curb)	22	0	59	101
39	34	<b>SMOKIN' ARMADILLOS</b> - Let Your Heart Lead Your Mind (MCG/Curb)	2	7	60	82
35	35	LITTLE TEXAS - Country Crazy (Warner Bros.)	1	4	69	75
41	36	<b>MANDY BARNETT</b> - Now That's All Right With Me (Asylum)	13	2	53	91
48	37	<b>JOHN BERRY</b> - Everytime My Heart Calls Your Name (Capitol Nashville)	55	0	31	127
43	38	<b>KEITH STEGALL</b> - 1969 (Mercury)	18	0	42	100
N	39	<b>SHANIA TWAIN</b> - You Win My Love (Mercury)	136	0	23	130
44	40	<b>RICH MCCREADY</b> - Hangin' On (Magnatone)	12	2	29	95
9	41	SAWYER BROWN - 'Round Here (Curb)	0	38	44	11
46	42	<b>DWIGHT YOAKAM</b> - Gone (That'll Be Me) (Reprise)	13	0	19	103
47	43	<b>FRAZIER RIVER</b> - She Got What She Deserves (Decca)	14	0	18	98
45	44	<b>4 RUNNER</b> - Ripples (Polydor)	4	0	29	76
49	45	<b>CHELY WRIGHT</b> - The Love That We Lost (Polydor)	10	0	16	97
N	46	<b>STEPHANIE BENTLEY</b> - Who's That Girl (Epic)	16	0	12	102
N	47	<b>BLACKHAWK</b> - Almost A Memory Now (Arista)	91	0	3	107
26	48	DOUG SUPERNAW - Not Enough Hours In The Night (Giant)	0	38	17	12
38	49	SHANIA TWAIN - If You're Not In It For Love (Mercury)	0	36	12	15
N	50	<b>BAKER &amp; MYERS</b> - Years From Here (MCG/Curb)	10	0	11	79

Total Reports This Week 204 Last Week 204

## Inside Country

 BY CYNDI HOELZLE

### On Your Mark, Get Set...

SCHMOOZE! Yes, friends, seminar season is upon us. Next week's issue will be our special **Country Radio Seminar** issue, in which we reveal some of your most embarrassing on-air moments (and let me tell you there are some doozies). We will also announce the nominees for the **1996 Gavin Awards** in next week's issue.

As you can see from the coverage in this issue, last week's **Gavin Seminar** in Atlanta was a huge success. Our Country Summit session raised some interesting questions, as well as instructive points of views from outside the industry. **Steve Blatter**, former MD at **WYNY**, who now works at **Alternative Rock WRGX**, pointed out that **Alternative** is really at the stage that **Country** was five years ago—the format is exploding, with tons of media coverage and new stations popping up every day. Along with the popularity, however, came the soundalikes. It was instructive for the country attendees to realize that we are not the only ones going through growing pains. We may think everyone sounds like **George Strait** or **Patty Loveless**; down the dial they're complaining about the abundance of bands that sound like **Pearl Jam** or **Nirvana**. And as to the complaint that Nashville is releasing too many new artists, Blatter pointed out that release schedules and marketing schemes in Nashville are very well thought-out and executed—as opposed to other formats where they just seem to release everything under the sun and see what sticks.

**THIS IS THE IMPORTANT PART**

You should have learned by

now that what we try to accomplish at the Gavin Seminar is the unexpected—a point-of-view you hadn't considered before, an expert from outside the industry, an artist you never thought you'd get to meet. To that end, we are busy making plans for the 1996 Gavin Country Seminar. We're keeping everything you've grown to love about the Gavin Seminar (the acoustic luncheon, the awards banquet, the pool party) and throwing out the things that didn't work. Yes, we were listening to your gripes, and have changed both the days of the seminar and the hotel. This year we will meet the Thursday, Friday and Saturday after the **Academy of Country Music Awards**, and we have upgraded to the **Universal Hilton**, right next to the Universal City Walk. **Blair Garner** and **After Midnight** will be broadcasting from the hotel, and several stations will be broadcasting their morning shows live from the site as well.

Now, listen carefully. You will be getting your registration materials faxed to you this week. If you have not received them, please give us a call at (615) 329-3231. **THERE ARE A LIMITED NUMBERS OF ROOMS AVAILABLE AT THE UNIVERSAL HILTON ON WEDNESDAY NIGHT, BUT YOU MUST REGISTER FOR THE GAVIN COUNTRY SEMINAR IN ORDER TO GET THEM.** Pretty tricky, huh? Actually, we have great room rates for registrants, and it looks like the only way to get into the hotel the night of the Awards ceremony is to register for the Gavin Seminar. For more hotel info, or to register by phone, call the seminar hotline

Continued on page 28

Editor: CYNDI HOELZLE

Consulting Editor: LISA SMITH • Assistant: MICHELE GOLDSWORTHY

Country reports accepted Fridays 8 a.m.-3 p.m. and Mondays 8 a.m.-3 p.m.

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

Nashville Office: (615) 329-3231. Nashville Fax: (615) 329-3339.

E-mail: CYNDIGAVIN@aol.com





# BRYAN WHITE

AIRPLAY: FEBRUARY 26

I'm not supposed to love you anymore

The premiere single and video from his new album *Between Now and Forever*, and the follow-up to his back-to-back #1 smashes "Someone Else's Star" and "Rebecca Lynn."

Look for *Between Now and Forever*, the follow-up to his self-titled gold debut, in stores March 26.

Produced by Billy Joe Walker, Jr. and Kyle Lehning.

Management: Marty Gamblin and Stan Schneider for GC Enterprises



Asylum Records Country today...and tomorrow.  
On Asylum compact discs and **digital** cassettes.

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Up & Coming

Reports	Adds	Weeks	
74	16	3	<b>RICKY SKAGGS</b> - Back Where We Belong (Atlantic)
72	63	1	* <b>BOBBIE CRYNER</b> - You'd Think He'd Know Me Better (MCA)
69	57	1	* <b>PERFECT STRANGER</b> - Remember The Ride (Curb)
48	12	2	<b>MINDY McCREADY</b> - 10,000 Angels (BNA Records)
44	3	3	<b>CURTIS DAY</b> - The Truth Is Hard To Swallow (Asylum)
43	3	4	<b>MARTY HAGGARD</b> - Amnesia (Critique/BMG)
43	2	3	<b>BELLAMYS</b> - Old Hippie (The Sequel) (Bellamy Bros./Intersound)
41	13	2	<b>PATRICIA CONROY</b> - Keep 'Em Rockin' (Intersound)
41	41	1	* <b>SHENANDOAH</b> - All Over But The Shoutin' (Capitol Nashville)
39	39	1	* <b>FAITH HILL</b> - Someone Else's Dream (Warner Bros.)
34	5	2	<b>JUNIOR BROWN</b> - My Wife Thinks You're Dead (MCG/Curb)
31	2	2	<b>MARK COLLIE</b> - Love To Burn (Giant)
30	30	1	* <b>TY ENGLAND</b> - Redneck Son (RCA)
26	18	1	* <b>TIM MCGRAW</b> - All I Want Is A Life (Curb)
25	13	1	* <b>HIGHWAY 101</b> - Where'd You Get Your Cheating (WillowTree/Intersound)

DROPPED: #20-Reba McEntire, #23-Blackhawk, #40-Kenny Chesney, #50-Rob Crosby. \* Indicates Debut

CMT Adds

Courtesy of Country Music Television

DWIGHT YOAKAM - Gone (That'll Be Me) (Reprise)

Album Cuts

PATTY LOVELESS - Tear-Stained Letter

JOE DIFFIE - C-O-U-N-T-R-Y

TRACY LAWRENCE - Somewhere Between The Moon And You/Excitable Boy

Continued from page 26

at (415) 495-3200. Rest assured that we will be bombarding you with more information as the event draws nearer.

AROUND THE DIAL

WGSQ's *Make Up or Break Up* show gave away a Giant Valentine Wedding, with the whole shebang—free reception, wedding gown, cake, etc and, as frosting, **Marty Haggard** to entertain at the reception.

WWYC is looking for a 7-mid-night jock...KWHT will be broad-

casting their morning show live from Emerald Studios during CRS. PD **Kevin Cooke** is looking for acts to come down to the studio during those days. Please give him a call at (541) 278-2500...Hats off to **KCLR**, who raised \$62,000 with their 5th annual St. Jude Radiothon.

ETC.

For the sixth year in a row, **Fan Fair** has sold out its 24,000 tickets before any acts were announced. The event will take place this year from June 10-15.

Florida Governor **Lawton Chiles**



Country Radio Broadcasters' new Executive Director Paul Allen recently got to know the crazy folks that make up the CRB board. Pictured (l to r): Ed Mascolo, John Blassingame, Paul Allen, Tari Laes, Charlie Monk, Jeff Walker, Gene Dickerson, Debi Fleischer, Doug Baker, Kenneth Windham.

declared Tuesday, February 13, "Lari White Day" in her home state of Florida, and surprised White with keys to the cities of Tampa and Dunedin during a recent promotional visit.

*Wynonna: revelations*, a one-hour TV special, will air on Friday, February 23. **Bette Midler** will be the special guest for the live show, which is being taped in Nashville next week. Wy will tour through mid-May and resume in late August. There was some talk before Wy's pregnancy of doing dates with **Amy Grant** and **Allison Krauss**; they are being postponed until 1997.

**Waylon Jennings** has started his own management firm, **Dreamcatcher Entertainment, Inc.**, with his son **Terry Jennings** and manager/publicist, **Schatzi Hageman** of **Hot Schatz Productions**.

OOPS!

As **WRKZ's Dandalion** so passionately pointed out, there were several errors in our recent *Friday Fast Fax* piece regarding **Willie Nelson** and his **KSAN** sweats. First of all, Willie's bus didn't break down; he was driving alone, and pulled off the road to sleep.

Secondly, all charges against him were dropped. Just about the only thing we got right was that Willie was on TV after the arrest, proudly wearing his **KSAN** sweats.

HOORAY!

**Capitol Nashville** is releasing a 4-CD **Merle Haggard** box set of all his classic Capitol recordings. But don't start bugging **Heather** yet, because it will not be released until April. ●



**Garth Brooks** yucked it up with **Blair Garner** on a recent visit to Los Angeles. No doubt Blair told the **Garthster** about **After Midnight's** plans to broadcast live from the **Universal Hilton** during the week of the **Academy of Country Music Awards** and the **Gavin Country Seminaf**.

ARTIST PROFILE

KEITH STEGALL



FROM: Wichita Falls, Texas

LABEL: Mercury

CURRENT SINGLE: "1969"

ON REACTIVATING HIS SINGING CAREER: "I wish I could talk to that kid I was, and tell him what's ahead of him. It seems like it took forever to get here, but looking back on my life, there had to be all that pain for me to become the writer that I am today. You get tired of the phrase 'mid-life crisis,' but I don't know what else to call it. It is a point in your life where you stand in the road to look at where you've come from and forward to where you're going."

ON HIS NEW ALBUM

PASSAGES: "What happened on this album is something that could not have ever happened at any other time in my career. Artistically, I felt like things finally focused and channeled on this record. With songs like 'My Life,' 'Middle-Aged Man' and 'Baltimore Street,' I've zeroed in on a style that's pretty close to the bone. And it's been the greatest learning experience I've ever had."

ON MUSIC IN HIS

CHILDHOOD: "I had an uncle who had a recording studio and he would take me down there while he was working. He heard me playing piano one night and brought a mike down and cranked up the tape. That was my first experience in the studio; I was eight years old."



# ACM

*Nominations*

## TOP

MALE VOCALIST

## ENTERTAINER

OF THE YEAR

## SONG OF THE YEAR

"I CAN LOVE YOU LIKE THAT"

## ALBUM OF THE YEAR

"JOHN MICHAEL MONTGOMERY"

## SINGLE OF THE YEAR

"SOLD"

# JOHN MICHAEL MONTGOMERY

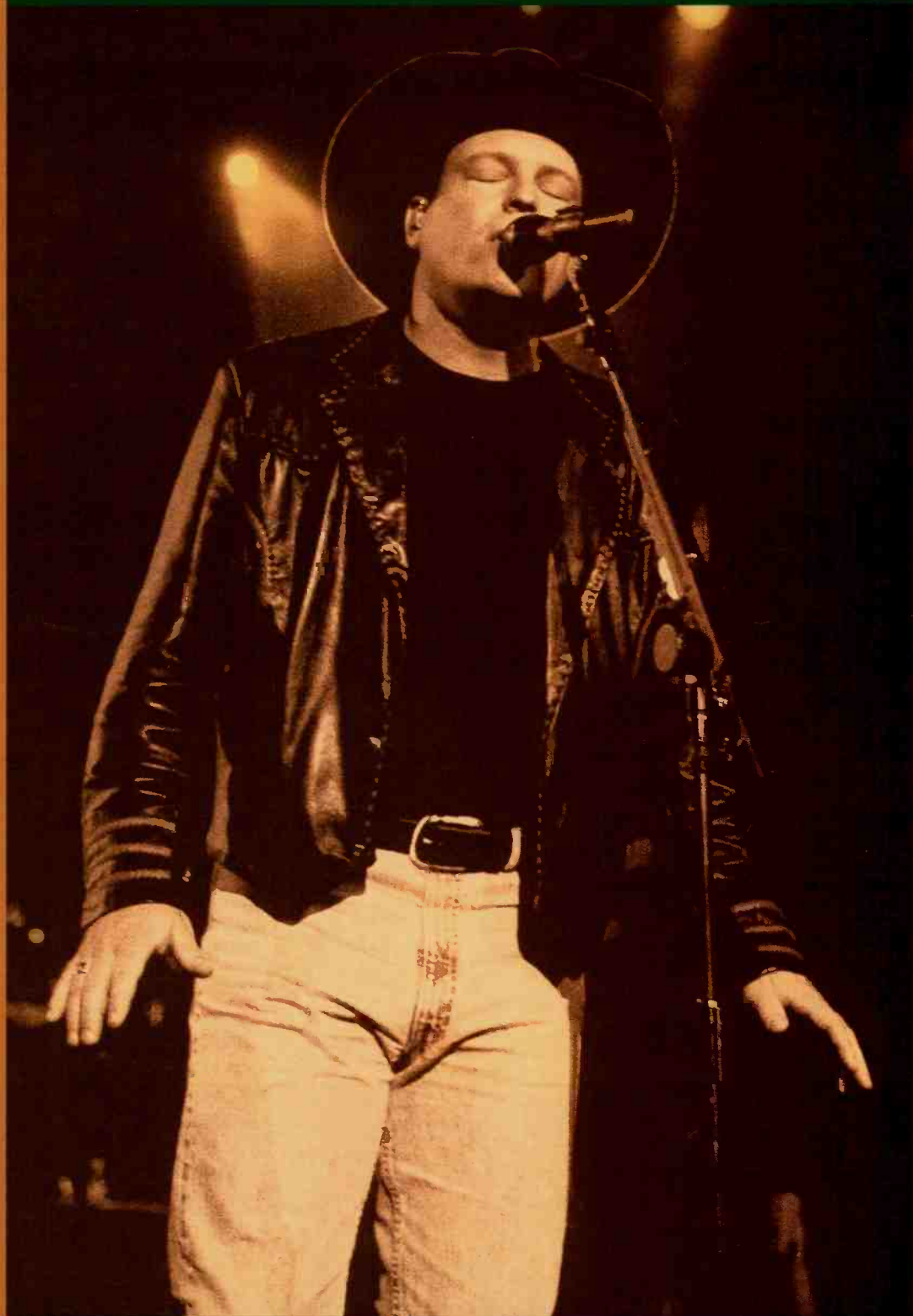
1995: BILLBOARD ARTISTS OF THE YEAR

1995: BILLBOARD MALE ARTISTS OF THE YEAR

1995: "SOLD" BILLBOARD'S NO. 1 SINGLE

ALBUM: "JOHN MICHAEL MONTGOMERY" RIAA CERTIFIED TRIPLE PLATINUM

COLLECTIVE SALES: OVER 10 MILLION ALBUMS



*Hallmark*  
DISTRIBUTION COMPANY

TRUST THE MUSIC





**MOST ADDED**

- THE BAND (22/108 SPINS)
- JOHN WESLEY HARDING (20/45 SPINS)
- JACKSON BROWNE (12/744 SPINS)
- THE BEATLES (11/190 SPINS)
- STING (11/386 SPINS)
- GIN BLOSSOMS (9/687 spins)
- PHILOSOPHER KINGS (9/94 spins)
- MR. WRONG SOUNDTRACK (9/31 spins)

**TOP TIP  
SUBDUDES**

- Primitive Streak (High Street)*
- COWBOY JUNKIES**
- Lay It Down (Geffen)*
- STING**

"Let Your Soul Be Your Pilot" (A&M)  
The big three! The three highest debuts.  
The three top Spin Trends.

**RECORD TO WATCH  
JOHN WESLEY HARDING**

*New Deal (Forward/Rhino)*  
One of our favorite new releases! John Wesley Harding has his hottest batch of songs yet. Part Wes, John Sebastian, Bert Jansch, Syd Barrett; a cornucopia of influences.

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:  
KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	MELISSA ETHERIDGE (Island)
2	2	TRACY CHAPMAN (Elektra/EEG)
5	3	JOAN OSBORNE (Blue Gorilla/Mercury)
10	4	JACKSON BRDWNE (Elektra/EEG)
3	5	JOHN HIATT (Capitol)
4	6	TOM PETTY & THE HEARTBREAKERS (MCA)
13	7	GIN BLOSSOMS (A&M)
7	8	NATALIE MERCHANT (Elektra/EEG)
12	9	TORI AMOS (Atlantic)
11	10	SON VOLT (Warner Bros.)
8	11	BRUCE SPRINGSTEEN (Columbia/CRG)
9	12	BONNIE RAITT (Capitol)
20	13	AIMEE MANN (DGC)
6	14	SMASHING PUMPKINS (Virgin)
14	15	COLLECTIVE SOUL (Atlantic)
17	16	DOG'S EYE VIEW (Columbia/CRG)
15	17	VAN MORRISON (Verve)
<b>NEW</b>	18	SUBDUDES (High Street)
25	19	DEAD MAN WALKING (Columbia/CRG)
19	20	OASIS (Epic)
24	21	GOLDEN SMOG (Rykodisc)
18	22	k.d. lang (Warner Bros.)
21	23	TOAD THE WET SPROCKET (Columbia/CRG)
28	24	DAR WILLIAMS (Razor & Tie)
<b>NEW</b>	25	COWBOY JUNKIES (Geffen)
23	26	JARS OF CLAY (Silvertone)
16	27	ROLLING STONES (Virgin)
22	28	ANDERS OSBORNE (OKeh/550 Music)
26	29	ALANIS MORISSETTE (Maverick/Reprise)
29	30	ONCE BLUE (EMI)
<b>NEW</b>	31	STING (A&M)
39	32	CATIE CURTIS (Guardian)
27	33	TRIBUTE TO BUDDY HOLLY (Decca)
35	34	THE BADLEES (Rite-Off)
41	35	LOUDON WAINWRIGHT III (Charisma)
36	36	CHRIS ISAAK (Reprise)
40	37	ROOMFUL OF BLUES (Rounder)
31	38	ENYA (Reprise)
34	39	JULIAN COPE (American)
32	40	DAVE MATTHEWS BAND (RCA)
30	41	CHERYL WHEELER (Philo)
43	42	PASSENGERS (Island)
47	43	DAN ZANES (Private Music)
42	44	EDWIN McCAIN (Lava/Atlantic)
38	45	JONATHA BROOKE AND THE STORY (Blue Thumb)
<b>NEW</b>	46	DEL AMITRI (A&M)
44	47	BLUES TRAVELER (A&M)
48	48	RED HOT CHILI PEPPERS (Warner Bros.)
45	49	JOAN ARMATRADE (RCA Victor)
<b>NEW</b>	50	ERIC MATTHEWS (Sub Pop)

LW	TW	COMMERCIAL
1	1	MELISSA ETHERIDGE (Island)
2	2	TRACY CHAPMAN (Elektra/EEG)
7	3	JACKSON BROWNE (Elektra/EEG)
3	4	TOM PETTY & THE HEARTBREAKERS (MCA)
6	5	JOAN OSBORNE (Blue Gorilla/Mercury)
5	6	NATALIE MERCHANT (Elektra/EEG)
9	7	GIN BLOSSOMS (A&M)
10	8	COLLECTIVE SOUL (Atlantic)
4	9	JOHN HIATT (Capitol)
14	10	TORI AMOS (Atlantic)
13	11	SON VOLT (Warner Bros.)
12	12	BRUCE SPRINGSTEEN (Columbia/CRG)
11	13	BONNIE RAITT (Capitol)
20	14	AIMEE MANN (DGC)
8	15	SMASHING PUMPKINS (Virgin)
15	16	OASIS (Epic)
17	17	DOG'S EYE VIEW (Columbia/CRG)
19	18	TOAD THE WET SPROCKET (Columbia/CRG)
21	19	JARS OF CLAY (Silvertone)
23	20	ALANIS MORISSETTE (Maverick/Reprise)
<b>NEW</b>	21	STING (A&M)
<b>NEW</b>	22	SUBDUDES (High Street)
16	23	ROLLING STONES (Virgin)
<b>NEW</b>	24	COWBOY JUNKIES (Geffen)
22	25	ANDERS OSBORNE (OKeh/550 Music)
25	26	THE BADLEES (Rite-Off)
31	27	GOLDEN SMOG (Rykodisc)
18	28	k.d. lang (Warner Bros.)
24	29	VAN MORRISON (Verve)
27	30	JULIAN COPE (American)
29	31	CHRIS ISAAK (Reprise)
28	32	DAVE MATTHEWS BAND (RCA)
42	33	DEAD MAN WALKING (Columbia/CRG)
30	34	EDWIN McCAIN (Lava/Atlantic)
39	35	ONCE BLUE (EMI)
34	36	ROOMFUL OF BLUES (Rounder)
33	37	RED HOT CHILI PEPPERS (Warner Bros.)
44	38	DEL AMITRI (A&M)
32	39	BLUES TRAVELER (A&M)
26	40	WHITE MAN'S BURDEN (Tag/Atlantic)
41	41	RADIOHEAD (Capitol)
<b>NEW</b>	42	HOOTIE & THE BLOWFISH (Atlantic)
40	43	DON HENLEY (Geffen)
49	44	CATIE CURTIS (Guardian)
<b>NEW</b>	45	DAR WILLIAMS (Razor & Tie)
<b>NEW</b>	46	JONATHA BROOKE AND THE STORY (Blue Thumb)
36	47	PASSENGERS (Island)
37	48	TRIBUTE TO BUDDY HOLLY (Decca)
38	49	DAN ZANES (Private Music)
47	50	LOUDON WAINWRIGHT III (Charisma)

LW	TW	NON-COMMERCIAL
2	1	DAR WILLIAMS (Razor & Tie)
3	2	DEAD MAN WALKING (Columbia/CRG)
1	3	VAN MORRISON (Verve)
6	4	TRIBUTE TO BUDDY HOLLY (Decca)
5	5	BRUCE SPRINGSTEEN (Columbia/CRG)
4	6	JOHN HIATT (Capitol)
41	7	SUBDUDES (High Street)
17	8	CATIE CURTIS (Guardian)
7	9	SON VOLT (Warner Bros.)
15	10	ONCE BLUE (EMI)
12	11	TORI AMOS (Atlantic)
13	12	k.d. lang (Warner Bros.)
16	13	GOLDEN SMOG (Rykodisc)
8	14	TRACY CHAPMAN (Elektra/EEG)
11	15	LOUDON WAINWRIGHT III (Charisma)
23	16	AIMEE MANN (DGC)
9	17	ENYA (Reprise)
20	18	DOG'S EYE VIEW (Columbia/CRG)
29	19	ERIC MATTHEWS (Sub Pop)
18	20	BONNIE RAITT (Capitol)
10	21	CHERYL WHEELER (Philo)
14	22	DAVID BROZA (Mesa/Blue Moon)
19	23	MELISSA ETHERIDGE (Island)
21	24	JOAN OSBORNE (Blue Gorilla/Mercury)
22	25	SMASHING PUMPKINS (Virgin)
27	26	EMMYLOU HARRIS (Elektra/Asylum)
31	27	THE CAT MARY (Orchard Music)
35	28	JACKSON BROWNE (Elektra/EEG)
26	29	ANDERS OSBORNE (OKeh/550 Music)
<b>NEW</b>	30	COWBOY JUNKIES (Geffen)
42	31	PASSENGERS (Island)
38	32	JOHN HAMMOND (Point Blank/Charisma)
30	33	DAN ZANES (Private Music)
34	34	ROOMFUL OF BLUES (Rounder)
28	35	JOAN ARMATRADE (RCA Victor)
24	36	ROLLING STONES (Virgin)
39	37	JACK LOGAN (Restless)
25	38	JONATHA BROOKE AND THE STORY (Blue Thumb)
40	39	CIBO MATTO (Warner Bros.)
<b>NEW</b>	40	BOBBY McFERRIN (Blue Note Contemporary)
46	41	HEATHER NOVA (Big Cat/WORK/CRG)
33	42	FRANCIS DUNNERY (Atlantic)
<b>NEW</b>	43	PAUL CEBAR & THE MILWAUKEEANS (Don't)
32	44	PRETENDERS (Warner Bros.)
<b>NEW</b>	45	JARS OF CLAY (Silvertone)
<b>NEW</b>	46	TOM PETTY & THE HEARTBREAKERS (MCA)
<b>NEW</b>	47	22 BRIDES (Zoo How)
36	48	KING SUNNY ADE (Mesa/Blue Moon)
<b>NEW</b>	49	LEAVING LAS VEGAS SOUNDTRACK (Pangea/RS)
43	50	CAROLINE LAVELLE (N-Gram/Discovery)

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20\* Breaker R&R Adult Alternative Chart  
**Gridbound** Gavin A3  
30\* Album Network Adult Rock

Top 15 at Modern Rock!  
6,933 LP's Scanned this week  
173\*-153\* Billboard Top 200

- |      |      |      |      |
|------|------|------|------|
| WNEW | KSCA | KFOG | KMTT |
| KZON | KQPT | WXRV | WBOS |
| KXPK | WMAX | WJBX | WHPT |
| WRLT | KUPR | KGSR | WWCD |
| KFMG | KBXR | KFXD | KTHX |
| KMBY | KAEP | WXLE | WMVY |

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# ej waters

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**an even better record.**

**SHE'LL RIP YOUR HEART OUT**

**Available for AAA airplay Feb 19th**

*Epidemic  
Records*

**CASTLE  
RECORDS**



# Gavin A3 Boomer Grid

EDITORS:  
KENT/KEITH  
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CHDR	DMX	KBCO	KBVR	KFAN	KFMG	KFOG	KGSR	KWK	KLCC	KLRF	KMMS	KMTT	KOTR	KPFT	KPIG	KQPT	KRSH	KRVM	KSCA	KSPN	KSUT	KTAD	KTCZ	KTVX	KTMN	KTUN	KUMT	KUPR	KUHR	KVWF	
1	MELISSA ETHERIDGE (Island)	885	+47	31		13	16	22	22	22	8	25		21	23	22	8	2	8		26	15	13	14		9		6	13	21	27	30	7		
2	TRACY CHAPMAN (Elektra/EEG)	790	-27		12	30	16	30	13		11	25	8	14	11	18	11	4	12		11	15	11	14		9	5	10	21	8	16	25	7	8	
3	JOAN OSBORNE (Blue Gorilla/Mercury)	745	+67	23		18	23		17	16	3			21	23	11	13		9		15	15	23	11	10	7	29	4	11	20	31	32		8	
4	JACKSON BROWNE (Elektra/EEG)	744	+125	11	9	11	13	16	13	7	22	11	5	11	23	9	8		10		17	15	9	14	11	15	20	12		14	26	17	7	6	
5	JOHN HIATT (Capitol)	716	-64	13	9	4	14	15	19	12			8	22	23	10	12	4	15		19	15	24	14	13	5	11	7		18	15	25	7	8	
6	TOM PETTY & THE HEARTBREAKERS (MCA)	707	+13	25			17	28	16	16	21	20		21	11	21	10		9		22	15	11	14		8	20	15	16	7	28	28	7		
7	GIN BLOSSOMS (A&M)	687	+126	38		31	14		21	16	12				20	9				13	11	10	22	14		10	7		12	7	16	30	7		
8	NATALIE MERCHANT (Elektra/EEG)	679	+34		16	32	16	3	24		21	26				19	11		6	19	6	5	22	11	6	6	16		13	14	27	38			
9	TORI AMOS (Atlantic)	655	+73	15	17	6	10	7	16	16	23				11	18	10	7		10	18	15	14	8		8	3	8	14	13	16	7	4		
10	SON VOLT (Warner Bros.)	642	+35	24		6	25	20	17	5	19				10	10	13		10		20	15	6	14	8	10		9	14	11	4	12			
11	BRUCE SPRINGSTEEN (Columbia/CRG)	641	-2	13	9		10	18	4		5	26		18	23	5	14	7	10		16	10		14	12	5		4	14	10		14	7	8	
12	BONNIE RAITT (Capitol)	590	-51	23		3	17	20	10	7		20	8	15		9	9		13		12		10	14	9	13			18	15	19	7			
13	AIMEE MANN (DGC)	571	+116			10	11		17	9	10	25		6	11	9		2		14	11	10	11	14	5	12		6	13	13	6	14	6	6	
14	SMASHING PUMPKINS (Virgin)	558	-94	27		30		18	27	7	10				6	17	9	2				5	12		5	9			11		26	6	8		
15	COLLECTIVE SOUL (Atlantic)	544	-9	39		39	17		21	10					6	8				18	9	5	23	14					21	15	6	38			
16	DOG'S EYE VIEW (Columbia/CRG)	530	+32	27	15	12	9		17	9	12			6	7	9			4	10		10	5	15	11	11	9	13	3	8	15	13	6	6	
17	VAN MORRISON (Verve)	514	-7				10	1			21	25	5				9	7	11		11	10		14	12	6	6	12		21		7	8		
18	SUBDUDES (High Street)	513	NEW		17	7	30	4	5	8				6		5	8	2	10		7	15	0	11	12	16		14	8	20	8	15	6	6	
19	DEAD MAN WALKING (Columbia/CRG)	493	+104		17	6			27	10		32	8	4		3	12	7	15		10	5		11	12	4		9	14		14		7	8	
20	OASIS (Epic)	493	+15	19			16	8	18		17				11	19				20		10	12	11				1	12		25	6			
21	GOLDEN SMOG (Rykodisc)	467	+78		26		22	17	1		11				11	7	12	2	9		24		7	14		17	13		9	8		6			
22	k.d. lang (Warner Bros.)	457	-41	18	10		8	14	2	6		25	8			15	10		6		20	10	10	14	10						8	7			
23	TOAD THE WET SPROCKET (Columbia/CRG)	453	+9			41	7	25	14					10		9				11	4		15	14	4	7			13	18	21		6		
24	DAR WILLIAMS (Razor & Tie)	446	+80				6	14					5	15	12	3	6	7			10	10	5	11	12	12		2		5		7	8		
25	COWBOY JUNKIES (Geffen)	435	NEW	25	17	12	6		2	7	12	24		6	12	8	7					5		11	12	8	10	7	12	9	8			4	
26	JARS OF CLAY (Silvertone)	435	+42	12	14	10	12		7	17	9		4	8	7	7				13	8	10	6	14		9	13		13	8	6	15	6		
27	ROLLING STONES (Virgin)	43	-79			9		28	12	19		15	5	18	7	9			12			10	10	14	6		6		14	10	26	7			
28	ANDERS OSBORNE (Okeh/550 Music)	433	+5		8	5	12	8	4		9			21	5	4		4	12		12	5	8	14	9	8	20	4	16	21	6	15			
29	ALANIS MORISSETTE (Maverick/Reprise)	418	+40	17	9	2	11		18				7	8	20	11	4			13		10	20					5			36				
30	ONCE BLUE (EMI)	411	+61	8	17							7	8	20	11	4			4			12	10	6	11	10	7		10	8	6				
31	STING (A&M)	386	NEW	4		9	7		6		22	11				17	6				11		6	11		9		7	7	9	19	16	4	3	
32	CATIE CURTIS (Guardian)	373	+65		17			20				12	5	7								5		11	12	7			9		7	6			
33	TRIBUTE TO BUDDY HOLLY (Decca)	369	-4		9			18	2	22												10		8	11	6		12		13	5		7	8	
34	THE BADLIES (Rite-Of)	351	+29		12	14	8	15	12					15	11	3					10	10	13				5	23	3	13	7	7	14	4	
35	LOUDON WAINWRIGHT III (Charisma)	331	+28		17			19			13	11					9	7	13				4		6	6		10					7	6	
36	CHRIS ISAAK (Reprise)	325	+8		8	22	12		18						12	7					16	5	9						10	22	21			8	
37	ROOMFUL OF BLUES (Rounder)	316	+9					23	18				5	7							9	5	13	11	11	5			17				6	8	
38	ENYA (Reprise)	310	-33	9				2		20	11		7								15	10	10	8		6		7		30		6			
39	JULIAN COPE (American)	307	-30			19	11		16	7	9					6	6						15	14	11		5			7					
40	DAVE MATTHEWS BAND (RCA)	306	-35	23		10	15		15						11	12					18									27	26				
41	CHERYL WHEELER (Philo)	306	-39					32					4	14											9								7	8	
42	PASSENGERS (Island)	287	-3				12	3	5		11				11							5	11	11					21		12		6		
43	DAN ZANES (Private Music)	275	+2	11	9			6					5	14	13							5		11	7	6		8	12	9	5		8		
44	EDWIN McCAIN (Lava/Atlantic)	264	-22	23		6		22	9					21	5						20									14	12	18			
45	JONATHAN BROOKE AND THE STORY (Blue Thumb)	264	-51		9			6				11		20										11	12				10				6		
46	DEL AMITRI (A&M)	262	NEW	24		18			8												17		11	8					7	10	19	4			
47	BLUES TRAVELER (A&M)	260	-23		17		7		6	6				8		5							12				18		8		33	31			
48	RED HOT CHILI PEPPERS (Warner Bros.)	255	-7	30		13	11		9	4							9										13	1					6		
49	JOAN ARMATRADE (RCA Victor)	253	-30		11																														



**MOST ADDED**



**JAMAL**  
*Keep It Real/Unf\*\*kuitable*  
 (Rowdy/Arista)  
**MANNISH**  
*Jive U Da Mann*  
 (Correct)

**TOP TIP**

**CONSCIOUS DAUGHTERS**

*Gamers*  
 (TCD/Priority)  
 The remixes are icing on the already tasty cake of their original. Have you found me in the video yet?

**RECORD TO WATCH**

**OMNISCIENCE**

*Touch Y'all*  
 (3 Boyz From Newark/Elektra)  
 Don't sleep on the kid with the feel-good beats and ill type flow. He's goin' for chart status...

# Gavin Rap

2W LW TW

\$	1	1	<b>REDMAN</b> - Funkorama (Interscope)
\$	2	2	<b>BAHAMADIA</b> - Uknowhowwedu/True Honey Buns (Dat Freak Sh*t) (Chrysalis/EMI)
\$	3	3	<b>FUGEES</b> (Tranzlator Crew) - Fugee-La/How Many Mics (Ruffhouse/Columbia/CRG)
\$	4	4	A.Z. - Gimme Yours (EMI)
18	6	5	<b>BROADWAY</b> - Must Stay Paid (Nervous)
\$	5	6	<b>THE GENIUS</b> - Cold World (DGC)
\$	7	7	<b>BLAHZAY BLAHZAY</b> - Danger Pt. 2 (Mercury)
20	8	8	<b>BUSTA RHYMES</b> - Woo-Hah! Got You All In Check/Everything Remains Raw (Elektra/EEG)
\$	9	9	<b>FAB 5: HELTAH SKELTAH/O.G.C.</b> - Blah/Let'aur Lettah Eshkoshka (Duck Down/Priority)
12	12	10	<b>MIC GERONIMO</b> - The Natural (Remixes)/Train Of Thought/Lifecheck (Blunt)
\$	15	11	<b>ERICK SERMON</b> - Welcome (Def Jam Recording Group)
\$	10	12	<b>THA DOGG POUND</b> - Let's Play House/Do What I Feel featuring Rage (Death Row/Interscope)
7	13	13	<b>MOBB DEEP</b> - Temperature's Rising/Still Shinin' (Loud/RCA)
\$	11	14	<b>MAD SKILLZ</b> - Move Ya Body/Extra Abstract Skillz (Big Beat/Atlantic)
15	14	15	<b>ROYAL FAM</b> - Summin' Gotz To Give (Capitol)
17	16	16	<b>DARK SUN RIDERS featuring BROTHER J</b> - Dark Sun Riders (Island)
32	21	17	<b>2 PAC</b> - California Love featuring Dr. Dre and Roger Troutman (Death Row/Interscope)
21	19	18	<b>BIG NOYD</b> - Recognize & Realize (Tommy Boy)
36	22	19	<b>SHABAZZ THE DISCIPLE</b> - Death Be The Penalty II/Crime Saga (Penalty)
9	18	20	<b>REAL LIVE</b> - Real Live Sh*t (Big Beat/Atlantic)
\$	17	21	<b>DAS EFX</b> - Microphone Master (eastwest/EEG)
11	20	22	<b>THE GROUP HOME</b> - Livin' Proof (Payday/FFRR)
29	24	23	<b>GURU PRESENTS THE ILLKID SAMPLER</b> - True Master, Bahamadia, etc. (Illkid/Payday)
—	28	24	<b>MANNISH</b> - Jive U The Mann (Correct/Grindstone Ent.)
25	23	25	<b>ALL CITY</b> - Who Dat? (Armeem/Mercury)
—	32	26	<b>DON'T BE A MENACE....SOUNDTRACK</b> - Lost Boys, Wu-Tang Clan, Lil' Kim (Island)
27	25	27	<b>YOUNG ZEE</b> - Everybody Get (Perspective/A&M)
\$	26	28	<b>JUNIOR MAFIA</b> - I Need You Tonight Remix/Get Money (Big Beat/Atlantic)
\$	27	29	<b>CHEF RAEKWON</b> - Incarcerated Scarfaces (Loud/RCA)
35	31	30	<b>ACEYALONE</b> - Greatest Show On Earth (Capitol)
23	29	31	<b>KRS-ONE</b> - Rappaz R. N. Da'nja (Jive)
<b>NEW</b>	32	32	<b>JAY-Z</b> - Dead Presidents (Payday/FFRR)
—	36	33	<b>NONCHALANT</b> - 5 O'Clock (MCA)
\$	30	34	<b>L.L.COOL J</b> - Hey Lover featuring Boyz II Men/I Shot Ya (Def Jam Recording Group)
38	34	35	<b>SPECIAL ED</b> - Freaky Flow (Profile)
30	33	36	<b>PHARCYDE</b> - Runnin'/Drop (Delicious Vinyl/Capitol)
<b>NEW</b>	37	37	<b>JAMAL</b> - Keep It Real/Unf**kuitable (Rowdy/Arista)
28	35	38	<b>LORD FINESSE</b> - Hip To Da Game (Penalty)
31	39	39	<b>AKINYELE AND SADAT X</b> - Loud Hangover (Loud/RCA)
\$	37	40	<b>KRIS KROSS</b> - Tonite's Tha Nite (Ruffhouse/Columbia/CRG)

**Chartbound**

**LBC CREW** - Beware Of My Crew (Premeditated)    **CELLA DWELLAS** - Perfect Match (Loud/RCA)  
**SUNZ OF MAN** - No Love Without Hate (Wu-Tang)    **OMNISCIENCE** - Touch Y'all  
**SMOOTHE DA HUSTLER** - Hustler's Theme (Profile)    (3 Boyz From Newark/Elektra)

## Like That!

BY THEMBISA S. MSHAKA



### PHAT-Lanta Was All That...



**Vibin' at Gavin, L to R: Alan Light, Vibe; Ray O'Neal, Vibe; John Austin, Gavin; Keith Clinkscales, Vibe CEO; Thembisa Mshaka, Gavin; Karen Goode, Vibe; Danyel Smith, Vibe.**

The 1996 GAVIN Seminar was the biz-nomb. Atlanta was a gracious host to the grandest hip-hop presence at any conference in recent memory. Rap radio represented lovely, with tapemasters from DJ Enuff to college and community coalitions from the Bay Area, the Northeast, and Atlanta, to commercial mixers like GAVIN conference call participants DJ Law & Big B at WQWI-Norfolk, DJ Polo at WQMG-Greenville, and Colby Colb at WUSL-Philadelphia. The artists were everywhere! At any point, there was The Click, O'Dirty Bastard, Lord Finesse, Chino XL, or The Conscious Daughters mingling in a packed Hyatt lobby. I was impressed by

the new artists in the house, including J-Live, Asha Karimah and Nonchalant. Label execs, from GMs like Def Jam's Kevin Liles, A&R reps like Bernadette Williams of Loose Cannon, promotion ballers like Eric Skinner and O.J. Wedlaw were enjoying themselves immensely. Independent entrepreneurs abounded, from Jesse Maidbrey of Libra and Clint Works of 800 Records to Scott Gordon of Street Power Management and Chaz Hayes of CHM. And the showcases! The Fugees ruled Thursday. Organized Noize were Friday's kings (can "Elevators" pleez be the lead single?!), and Saturday belonged to Tribe and KRS, proving the best showcases go on inside the host hotel. 8Ball & MJG gave the people of Phatlanta a "Space Age" performance. Whew! Romper Room could go on forever, so I'll stop there. I want to thank everyone for supporting GAVIN's hip-hop movement. With the Sessions Vol. I only a season away, it's gonna be a good year. Below are the winners of the 1996 Gavin Seminar Awards (and gold medals). Congrats all!

- Commercial Station of the Year:** KKBT-Los Angeles
- College Station of the Year:** WNYU-New York
- Mixshow DJ/Personality of the Year:** Sway & Tech, KMEL-San Francisco, KKBT-Los Angeles, WEJM-Chicago
- College Programmer of the Year:** Wildman Steve, WBAU-Uniondale
- Major Label of the Year:** EMI
- Independent Label of the Year (Self-Distributed):** Nervous
- Independent Label of the Year (Distributed by a Major):** Loud
- National Marketing and Promotion Person of the Year:** Tyesh Harris, Columbia Records (See what you miss when you go to the restroom, Ty?)
- National College/Mixshow People (Couple) of the Year:** Marlo Martin, Mercury Records, and "Roddy" Rod Edwards, Priority Records
- Independent Promotion People of the Year:** Nasty Nes and Jammin' John, Crazy Pinoy Promotions
- Retailer of the Year:** Upstairs Records, San Jose
- Record Pool of the Year:** Impact, Los Angeles
- Marketing Man of the Year:** John Austin II, Director, GAVIN Black Music Marketing

Editor: THEMBISA S. MSHAKA • Rap Assistant: JACKIE JONES MCWILLIAMS  
 Rap reports accepted Thursdays 9 a.m.-4 p.m.  
 Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580



# Gavin Rap Retail

**2W LW TW Singles**

1	1	1	<b>KRIS KROSS</b> - Tonite's Tha Nite (Ruffhouse/Columbia/CRG)
2	3	2	<b>BLAHZAY BLAHZAY</b> - Danger (Mercury)
3	2	3	FUGEES (Tranzlator Crew) - Fu-Gee-La (Ruffhouse/Columbia/CRG)
4	4	4	<b>L.L.COOL J</b> - Hey Lover (Def Jam Recording Group)
5	5	5	GOODIE MoB - Cell Therapy (LaFace/Arista)
6	9	6	FAB 5: HELTAH SKELTAH/O.G.C. - Blah/Leflaur Leflaur Eshkoshka (Duck Down/Priority)
—	11	7	<b>DAS EFX</b> - Microphone Master (eastwest/EEG)
7	7	8	THE GENIUS - Cold World (Geffen)
10	8	9	REDMAN - Funkorama (Interscope)
9	6	10	THA DOGG POUND - Let's Play House/Do What I Feel featuring Rage (Death Row/Interscope)
—	13	11	<b>JUNIOR MAFIA</b> - Get Money (Big Beat/Atlantic)
8	10	12	EAZY-E - Just Tah Let U Know (Relativity)
12	12	13	COOLIO - Too Hot (Tommy Boy)
—	14	14	ERICK SERMON - Welcome (Def Jam Recording Group)
13	17	15	<b>MAD SKILLZ</b> - Move Ya Body (Big Beat/Atlantic)
22	15	16	A.Z. - Gimme Yours (EMI)
16	18	17	<b>BAHAMADIA</b> - Uknowhowwedu (Chrysalis/EMI)
15	19	18	<b>THE CLICK</b> - Hurricane (Sic Wid It/Jive)
14	16	19	CYPRESS HILL - Throw Your Set In The Air (Ruffhouse/Columbia/CRG)
19	25	20	<b>CHEF RAEKWON</b> - Ice Cream (Loud/RCA)
20	21	21	BONE THUGS N' HARMONY - E. 1999 (Relativity/Ruthless)
21	—	22	<b>JAMAL</b> - Fades 'Em All (Rowdy/Arista)
11	20	23	KOOL G RAP - Fast Life (Cold Chillin'/Epic Street)
25	—	24	<b>SMOOTHE DA HUSTLER</b> - Broken Language (Profile)
<b>NEW</b>	25	25	<b>SMIF N' WESSUN</b> - Sound Soy Burell/Wrekonize (Wreck/Nervous)

**2W LW TW Albums**

2	1	1	<b>L.L.COOL J</b> - Mr. Smith (Def Jam Recording Group)
1	2	2	THA DOGG POUND - Dogg Food (Death Row/Interscope)
5	3	3	KRIS KROSS - Young, Rich & Dangerous (Ruffhouse/Columbia/CRG)
3	5	4	<b>THE GENIUS</b> - Liquid Swords (Geffen)
11	6	5	<b>DON'T BE A MENACE...SOUNDTRACK</b> - Various Artists (Island)
4	4	6	GOODIE MoB - Soul Food (LaFace/Arista)
6	7	7	THE GROUP HOME - Livin' Proof (Payday/FFRR)
—	9	8	<b>EAZY-E</b> - Str8 Off Tha Muthaphuckin' Streetz Of Compton (Relativity)
7	8	9	THE CLICK - Game Related (Sic Wid It/Jive)
9	10	10	ERICK SERMON - Double Or Nothing (Def Jam Recording Group)
10	11	11	COOLIO - Gangster's Paradise (Tommy Boy)
17	13	12	8 BALL M.J.G. - On Top Of The World (Suave/Relativity)
—	14	13	<b>THE DOC</b> - Helter Skelter (Giant)
15	16	14	<b>PHARCYDE</b> - Labcabcinifornia (Delicious Vinyl/Capitol)
14	15	15	KRS-ONE - KRS-ONE (Jive)
8	12	16	SPICE 1 - 1990-Sick (Jive)
12	17	17	CYPRESS HILL - III - Temple of Boom (Ruffhouse/Columbia/CRG)
18	18	18	FUNKMASTER FLEX - Mix Tape Vol. 1 (Loud/RCA)
19	20	19	<b>BONE THUGS N' HARMONY</b> - E. 1999 Eternal (Relativity/Ruthless)
16	19	20	JUNIOR MAFIA - Conspiracy (Big Beat/Atlantic)
13	22	21	<b>FAT JOE</b> - Jealous One's Envy (Relativity)
—	24	22	<b>MIC GERONIMO</b> - The Natural (Blunt)
22	21	23	ONYX - All We Got Iz Us (JMJ/Def Jam Recording Group)
20	23	24	CHEF RAEKWON - Only Built 4 Cuban Linx (Loud/RCA)
25	—	25	<b>MYSTIKAL</b> - Mind Of Mystikal (Big Boy/Jive)



**Women are a powerful force in the Urban Landzcape.** L to R: Quincy McCoy, Helen Little, WBLS; Karen Sadler, KD Sadler; Vivian Scott, 550; Nefertiti; Thembisa Mshaka; Mary Catherine Sneed, Radio One; Toni St. James, KJMS; Lou Young.

So what lessons were taught? The overwhelming sentiment of the attendees is that the East vs. West Coast rivalry is ludicrous and out of control. Dynamic keynoter and *Vibe* CEO **Keith Clinkscales** gave us the bottom line: "Rappers don't own the East or West Coast, and it's time for them to find common ground." **Sway & Tech** are breaking geographical boundaries down by syndicating the *Wake-Up Show* in several major cities beginning this April, so take note! **Jason Staten**, former MD at **WHTA-Atlanta** dropped knowledge on Saturday's *How to Go From DJ to PD* panel, saying, "Consultants are using 20 year-old research to guide stations. Hip-hop listeners must be acknowledged as equally appealing consumers by advertisers and salespeople." On the fabulous *Women of the Urban Landzcape* panel, **Nefertiti** focused on the power of positive expression, excellence, and sincere networking as opposed to schmoozing as keys to her success. Amen to all that, like that... **ONE LOVE.** ●

## Rap Picks

### MC LYTE FEATURING XSCAPE "Keep On Keepin' On" (Elektra/EEG)

Hard meets smooth in perfect combination as Miss "I Ain't Havin It" asserts her appeal with steamy lyrics, while Xscape echoes Lyte's sentiments with sensuous backing vocals. A milky bass line and rich percussion stretch the limits of hip-hop production a la Shock G's "We Got More." Lyte's jam is also from a hot soundtrack: *Sunset Park*, slated for April release. Contact René at Elektra (212) 275-4058.

### J-LIVE "Longevity" b/w "Braggin' Writes" (Raw Shack)

This newcomer is getting props from many a **GAVIN** reporter, including KZSC-Santa Cruz' Tim Perry and WWVU-Morgantown's Rachel Bell. His A-side is an ode to the permanence of rap cradled in filtered bass, xylophones, and a Sister Nancy cut. It's the B-side that gets fools hyped, however, as J gets liver still with his true-school braggadocio and back-to-basics boom-bap-and-scratch. Skills abound, so call Raw Shack for your copy (718) 857-7714.

## ARTIST PROFILE

# CONSCIOUS DAUGHTERS



**WHO:** Special One and CMG

**FROM:** Oakland and Richmond, Calif., respectively

**CURRENT SINGLE:** "Gamers"

**CURRENT ALBUM:** Gamers

**LABEL:** TCD/Priority

**STATS:** TCD sold more than 200,000 albums on their debut *Ear 2 Tha Street*, setting the 1994 record for female group debut sales.

**THE START:** Before becoming TCD, they hosted a radio show at El Cerrito High School. Rhyming for fun over instrumentals turned into a serious goal for success.

**SPECIAL ONE ON GROWTH:**

"Our voices have grown, and we have a better ear for beats. We were more involved with production this time, which gave us more control over the album's direction."

**PRODUCERS INCLUDE:** Mike Mosely & Sam Bostic (E-40), Paris, Tonecapone (Luniz).

**ON "IT DON'T STOP":**

We wanted to work with females on the come-up; we chose Suga-T and Shugga Baby Doll 'cause they're new, and Mystic because of her seductive flow."

**CMG ON MEN:**

"They see us as competition, but they give us our respect."



**MOST ADDED**

**WHITNEY HOUSTON & CECE WINANS**

"Count On Me" (Arista)

**PATRA**

"Scent of Attraction" (550 Music)

**TERRY ELLIS**

"What Did I Do" (eastwest/EEG)

**TOP TIP**

**ART and SOUL**

"Ever Since You Went Away" (Big Beat/Atlantic)

New at number 37 on the chart this week, Art and Soul is making some noise. Spins have increased from +228 to +532 this time. Stations reporting spins include KKBT (19), WPEG (16), and WAEG (7).

**RECORD TO WATCH**

**SA-DEUCE**

"Don't Waste My Time" (Elektra/EEG)

Up to 34 from 43 on the chart last week, this duo is moving right on up. Spins have increased from +369 to +597. Stations reporting spins include KVSP (18), KHRN (11), and WBLK (8).

# Gavin Urban Landzcape

TW	SPINS	TREND	TW	SPINS	TREND		
1	MARY J. BLIGE - Not Gon' Cry (Arista)	2500	+187	21	GERALD & EDDIE LEVERT - Wind Beneath My Wings (eastwest/EEG)	942	+195
2	BRANDY - Sittin' Up In My Room (Arista)	2368	+145	22	ISLAND INSPIRATIONAL ALLSTARS - Don't Give Up (Island)	932	-61
3	R. KELLY - Down Low (Jive)	2279	+60	23	SHAWN STOCKMAN - Visions Of A Sunset (Polydor/A&M)	927	+17
4	D'ANGELO - Lady (EMI)	1792	+225	24	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	900	-301
5	SOLO - Where Do U Want Me To Put It (A&M/Perspective)	1748	+83	25	L.L.COOL J - Hey Lover (Def Jam Recording Group)	889	-216
6	XSCAPE - Do You Want To (So So Def/Columbia/CRG)	1609	+284	26	YVETTE MICHELLE - Everyday & Everynight (Loud/RCA)	832	+143
7	MONICA - Before You Walk Out Of My Life (Rowdy/Arista)	1609	-167	27	PURE SOUL - Stairway To Heaven (StepSun)	771	+296
8	JOE - All The Things Your Man Won't Do (Island)	1496	+354	28	JUNIOR MAFIA - Get Money (Big Beat/Atlantic)	731	+312
9	2 PAC - California Love featuring Dr. Dre (Death Row/Intrscp/Priority/Atl)	1434	+163	29	RANDY CRAWFORD - Give Me The Night (Warner Bros.)	691	+96
10	IMMATURE - We Got It (MCA)	1395	+58	30	BRIAN MCKNIGHT - Still In Love (Mercury)	642	-142
11	TOTAL - No One Else (Bad Boy/Arista)	1347	+128	31	JANET JACKSON - Twenty Foreplay (A&M)	631	-321
12	FAITH EVANS - Soon As I Get Home (Bad Boy/Arista)	1246	-187	32	MONIFAH - I Miss You (Uptown/MCA)	627	-28
13	KRIS KROSS - Tonite's Tha Nite (Ruffhouse/Columbia/CRG)	1124	-53	33	MONA LISA - Can't Be Wasting My Time (Island)	617	+289
14	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	1123	+142	34	SA-DEUCE - Don't Waste My Time (Elektra/EEG)	597	+228
15	MARIAH CAREY - One Sweet Day (Columbia/CRG)	1103	-229	35	JESSE POWELL - All I Need (MCA)	540	NEW
16	DEBORAH COX - Who Do U Love (Arista)	1102	+213	36	QUINCY JONES introducing TAMIA - You Put A Move On My Heart (Qwest)	535	-208
17	SOMETHING FOR THE PEOPLE - You want this party started (Warner Bros.)	1061	+86	37	ART AND SOUL - Ever Since You Went Away (Big Beat/Atlantic)	532	NEW
18	CHANTAY SAVAGE - I Will Survive (RCA)	1048	+707	38	OLETA ADAMS - Never Knew Love (Mercury)	507	+136
19	GROOVE THEORY - Keep Tryin' (Epic)	994	+177	39	FUGEES (Tranzlator Crew) - Fu-Gee-La (Ruffhouse/Columbia/CRG)	495	+86
20	JODECI - Love U 4 Life (MCA)	962	-321	40	TERRY ELLIS - Wherever You Are (eastwest/EEG)	468	-284

## Making Noise The Regional View

Editor: QUINCY MCCOY • Assistant: STACY BAINES

Urban reports accepted through Tuesday 3 p.m.

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

**west coast**

**Chantay Savage +79**

"I Will Survive" (RCA)

**Jr. Mafia +57**

"Get Money" (Big Beat/Atlantic)

**Joe +57**

"All the Things Your Man Won't Do" (Island)

**southwest**

**Chantay Savage +99**

"I Will Survive" (RCA)

**Jr. Mafia +75**

"Get Money" (Big Beat/Atlantic)

**H-Town**

"A Thin Line Between Love and Hate" (Warner Bros.)

**midwest**

**Chantay Savage +105**

"I Will Survive" (RCA)

**Silk +95**

"Don't Rush" (Elektra/EEG)

**Xscape +87**

"Do You Want To" (Columbia/CRG)

**mid-atlantic**

**Mary J Blige +111**

"Not Gon' Cry" (Arista)

**Chantay Savage +111**

"I Will Survive" (RCA)

**Total +89**

"No One Else" (Bad Boy/Arista)

**southeast**

**Chantay Savage +150**

"I Will survive" (RCA)

**Jr. Mafia +127**

"Get Money" (Big Beat/Atlantic)

**Joe +119**

"All the Things Your Man Won't Do" (Island)

**carolina/va**

**Chantay Savage +75**

"I Will Survive" (RCA)

**H-Town +70**

"A Thin Line Between Love and Hate" (Warner Bros.)

**Patra +69**

"Scent of Attraction" (550 Music)



MALCOLM X



He was born Malcolm Little on May 19, 1925, in Omaha, Nebraska. His family was run out of Omaha by the Klu Klux Klan. Malcolm dropped out of school after the eighth grade and became a hustler, pimp, thug, and dealer and user of drugs, as he roamed the streets of Detroit, Boston, and Harlem. Malcolm describes this period of his life this way: "My high school was the black ghetto of Roxbury, Massachusetts. My college was in the streets of Harlem, and my Master's was taken in prison." Thus educated, he became one of the most important men to articulate the anger, frustration, and struggle of African Americans during the Civil Rights Movement.

While in prison in 1948, Malcolm converted to the teachings of Elijah Muhammad. On parole, he met Muhammad, who gave Malcolm the "X" to replace his "slave surname" of Little. Malcolm soon became (second only to Elijah Muhammad) the most influential and effective spokesperson for the Nation of Islam, organizing scores of temples and increasing the membership by ten of thousands.

After a pilgrimage to Mecca in 1964, Malcolm converted to Orthodox Islam, changed his name to El-Hajj Malik El-Shabazz, renounced Elijah Muhammad and his teachings, and embraced a more humanistic view of black problems in America. He was assassinated while talking to followers at the Audubon Ballroom in Harlem on February 21, 1965.

On-line

BY QUINCY MCCOY



Take the Challenge



Monica Starr WEJM/FM (V-106) Chicago

"If you're a woman and you're a PD, you don't mind a challenge!" That statement gave me a clear picture of Monica Starr. She is an intelligent, talented, poised leader of one of the hottest stations in the Urban Landscape.

Her programming background has been in mainstream urban radio, with jobs at KMJM (Majic 108) St. Louis and WPEG/FM Charlotte. But when she was offered the PD job at WEJM/FM Chicago, a young adult oriented format, she did what she always does—she took the challenge. WEJM/FM is our 1996 GAVIN Urban Station of the Year Award winner.

**What kind of demographic realities do you have to deal with in your market?**

My main problem is a limited signal. My signal strength booms to the South, South suburbs, and Northwest Indiana. Areas of Chicago like downtown, the North side, and the West side, don't receive the signal very well. But, we simulcast on 950 AM, and we have a lot of listeners who pick us up on our AM that is very strong; one thousand watts day and five thousand night.

Chicago is my hometown and it is just the greatest feeling being back. I grew up driving with my family along the lakefront, listening to WBMX and WGCI. To be back home and programming a station is more than a dream come true. It's more exciting than ever with all the competition in the marketplace.

**With Doug Banks and Tom Joyner no longer on WGCI, how does this impact on you?**

Well, now they have Steve Harvey over there, so we have a local morning show to contend with; before that wasn't a problem. With the satellite shows, we didn't have to do a whole lot of work. It wasn't local. Now it's a little more challenging, because they can be in our face, and that makes a big difference, but it also makes things more exciting. It is good to have the competition, because it makes everybody sharper.

**When are you going to be picking up Doug Banks?**

We'll be picking up Doug July first. From our research and word on the street, people are disappointed that Doug is not in the market. I'm very happy to be the station that will bring him back to Chicago. We've got a lot of big plans for his re-release. It's a very exciting time for radio in Chicago.

**Tom Joyner is on your sister station WVAZ-(V-103)**

It's kinda nice when you can have sister stations that each have established Chicago personalities. It gives you a serious one-two punch with the advertising community.

**It's been said that a radio station's sound is often an extension of the PD's personality. If so, what parts of your personality have been applied to your station?**

When you're dealing with a station that's targeting young demos like this, I think the real answer to the question is being a mother. I'm a mother of a 13-year

old, who falls smack dab in the middle of our target demo (12-24). The one thing that motherhood has taught me is, when your dealing with young people, you want to keep them busy. You want to have things for them to do. They're not passive listeners who sit and listen at work. The challenge is to make radio fun, exciting, and participatory. I think what helps me in that regard is that I'm a parent.

**How do you tailor the individual personalities of your air talent? Do you encourage individuality or prefer a set, consistent style?**

I prefer consistency. We have different kinds of jocks on the air, all very young. Courtney Hicks, our mid-day jock, is only in her second year in radio, and she is an awesome natural talent. It's wonderful to have someone like her on staff and give her the direction she needs to reach the next level. Our morning man, Jamming Dave Michaels, is an outstanding talent. He's extremely creative, talented, and funny. Mark Young in afternoon drive and Broadway Joe at night are all very talented. This is all part of a process. It takes contributions from all of these people to make the process work.

**If you could name five artists that best represent your radio station, who would they be?**

R. Kelley, Tupac, Little Kim of Jr. Mafia, Kris Kross, and Xscape.

**Programming a Hip-Hop station and being a parent gives you an unique insight into the youth of the Urban Landscape. Are you concerned?**

As a parent, I've got to say I'm real concerned about the messages that are presented in our music. But I think every parent of every generation has felt the same. It amazes me when I talk to parents of teenagers who say "the music of our generation wasn't that bad." No, it wasn't that bad, but when you compare it to their parents' music, yes, it was! I think it has to do with a desensitization of our society. We do disclaimers before shows. We may not approve of what the artist is saying, but they have a constitutional right to say it. When you start to taking away constitutional rights, that's when we start to have a problem. As African Americans, we know that better than any other group.

As a programmer, there are some things we need to do to keep some balance. We have our Artist in Schools Program. Whenever there's an artist in town, we take them to the schools. Sometimes the artists perform concerts, or they'll just give a talk. We have a school spirit contest going on right now, where high school kids can vote for Immature to come perform at their school. In addition to that, on Sunday evenings, from 6 p.m. to 7 p.m., we stop the music and talk. The show is called *The Zone*, hosted by Courtney Hicks, and they talk about teen pregnancy, AIDS, and other subjects that are vital to their lives.

**What do you think of the state of Urban radio?**

I think the state of Urban radio is pretty good. I think Urban radio is very profitable. I'm excited about the possibilities deregulation brings. Some people are concerned with LMA's and duopolys, because owners run satellite programming instead of personalities, but to be a part of the community and bring excitement to the dial, you must have personalities. As long as Urban radio stays in the hood, the hood will be supportive. ●



**MOST ADDED**  
**SACRED REICH (59)**  
**IRON MAIDEN (41)**  
**L.U.N.G.S. (35)**  
**SHIFT (34)**  
**DRILL (27)**  
**BAD RELIGION (27)**

**TOP TIP**  
**ONLY LIVING WITNESS**  
*"Knew Her Gone"*  
*(Century Media)*

Generous spins from WMHB(24), DMX(21), WELH(10), WSOU(10) and WSGR(7) allows OLW to claim this week's highest debut spot.

**RECORD TO WATCH**  
**GRAVITY KILLS**  
*Gravity Kills*  
*(TVT)*

After seeing this band's amazing performance in Atlanta during the seminar, I'd be a fool not to pick it. Early spins come from KFTH(1), WTFX(1), and WXJM(1).

# Gavin Rocks

TW		SPINS	TREND
1	<b>OZZY OSBOURNE</b> - Ozzmosis (Epic)	410	0
2	G//Z/R - Plastic Planet (TVT)	408	-30
3	<b>MINISTRY</b> - Filth Pig (Warner Bros.)	407	+19
4	ALICE IN CHAINS - Alice In Chains (Columbia/CRG)	362	-16
5	NAPALM DEATH - Greed Killing (Earache)	351	-8
6	<b>TROUBLE</b> - Plastic Green Head (Century Media)	328	+24
7	<b>GALACTIC COWBOYS</b> - Machine Fish (Metal Blade)	322	+30
8	VICTOR - Don't Care (Atlantic)	315	-8
9	<b>PARADISE LOST</b> - Draconian Times (Relativity)	306	+1
10	ANTHRAX - Stomp 442 (Elektra Entertainment Grp.)	294	-51
11	<b>THERAPY?</b> - Infernal Love (A&M)	293	+8
12	VOIVOD - Negatron (Mausoleum)	260	-20
13	<b>KILGORE SMUDGE</b> - Blue Collar Solitude (Unsound)	244	+25
14	LIFE OF AGONY - Ugly (Roadrunner)	239	-9
15	<b>IRON MAIDEN</b> - Man On The Edge (CMC International)	226	+33
16	<b>SISTER MACHINE GUN</b> - Burn (TVT)	222	+30
17	WICKER MAN - You Annoy Me (Hollywood)	202	-14
18	<b>DEADGUY</b> - Fixtion On A Coworker (Victory)	193	+26
19	AT THE GATES - Slaughter of the Soul (Earache)	190	-7
20	13MGS - Trust and Obey (Slipdisc)	189	-1
21	<b>MERAUDER</b> - Master Killer (Century Media)	188	+20
22	<b>SAVATAGE</b> - Dead Winter Dead (Atlantic)	184	+1
23	DOWN - Lifer (Elektra Entertainment Grp.)	184	-17
24	<b>CYCO MIKO</b> - Lost My Brain (Once Again) (Epic)	165	+19
25	SKUNK ANANSIE - Selling Jesus (Epic)	158	-42
26	INTO ANOTHER - Seamless (Hollywood)	152	-11
27	<b>ONLY LIVING WITNESS</b> - Knew Her Gone (Century Media)	143	<b>NEW</b>
28	<b>KORN</b> - Shoots and Ladders (Immortal/Epic)	140	+5
29	CATHEDRAL - The Carnival Bizarre (Earache)	140	-10
30	RUST - Bar Chord Ritual (Atlantic)	138	-1
31	<b>SEPULTURA</b> - Roots (Roadrunner)	135	<b>NEW</b>
32	BELLADONNA - Rob You Blind (Mausoleum)	135	-3
33	AC/DC - Ballbreaker (Elektra Entertainment Grp.)	133	-5
34	<b>SACRED REICH</b> - Heal (Metal Blade)	131	<b>NEW</b>
35	YNGWIE MALMSTEEN - Magnum Opus (Viceroy Music/Architect)	125	-1
36	GWAR - Rag Na Rok (Metal Blade)	125	-49
37	MARILYN MANSON - Smells Like Children (Nothing/Interscope/AG)	124	-37
38	<b>MACHINES OF LOVING GRACE</b> - Gilt (Mammoth/Atlantic)	119	+31
39	<b>REIGN</b> - Exit Clause (Mausoleum)	115	+12
40	WHORGASM - Smothered (Royalty)	114	-3
41	<b>MY DYING BRIDE</b> - The Angel and the Dark River (Futurist)	113	<b>NEW</b>
42	<b>25 TA LIFE</b> - Keepin It Real (We Bite America)	110	+1
43	MY OWN VICTIM - Burning Inside (Century Media)	107	-25
44	SLAYER - Live Intrusion (American)	102	-22
45	<b>THE BOUNCING SOULS</b> - Maniacal Laughter (BYO)	95	<b>NEW</b>
46	<b>BIG HATE</b> - Big Hate (Flip)	91	<b>NEW</b>
47	<b>ONE LIFE CREW</b> - Crime Ridden Society (Victory)	91	<b>NEW</b>
48	<b>FEAR FACTORY</b> - Demanufacture (Roadrunner)	91	+1
49	THE OBVIOUS - Detached (Grindstone)	91	-13
50	D.R.I. - Full Speed Ahead (Rotten Records)	91	-16

## Hard Kopy BY ROB FIEND



### Seminar Blowout

We came, we schmoozed, we partied, and finally, to the relief of the entire Hyatt Regency staff, we left. That pretty much sums up this year's GAVIN Seminar. I wonder what all those non-industry rap people, who were aimlessly driving up and down the street, are going to do for kicks now that we're gone.

I wasn't going to breach the subject, but it looks like I already have. I don't understand why the GAVIN Seminar attracts all these people who do nothing but hang out. They're not artists, radio programmers, or label reps, and I don't know what they think they'll achieve standing around, but I'm friggin' tired of some of their confrontational attitudes and their making an already crowded place more so with their unsolicited presence. I'm not picking on rap; I understand it's a huge and successful format that draws lots of people. I'm not a fan of rap music, but I respect it, because it battles the same stereotypes as hard rock and metal. My beef is with these idiots who hang out and glare at everybody. Why don't you guys go hang out at the next *Billboard* convention or stay home and glare in the mirror. With that said, I look forward to getting my ass kicked next year.

Moving on, I'd like to thank all the metal people who attended this year's seminar; You guys are the best and I look forward seeing you again next year. I'd also like to thank all the college alternative people for keeping their indie-attitudes somewhat in check. You people totally crack me up. Special thanks go out to **Epic's Smitty** and **Metal Blade's Melodie Mingo** for your guidance and excellent performance at the game show panel. High fives to **Earache's Joe Guzik** and **Hollywood's Will Knapp** for your help with the Jukebox Jury. Here's this year's Jukebox Jury winners: 1. **Sepultura (Roadrunner)**

2. **Amorphis (Relapse)** 3. **Into Another (Hollywood)** 4. **Both Worlds (Another Planet)** 5. **Floater (Elemental)** 6. **N.I.L.8. (Fuse)** 7. **Anal Cunt (Earache)** 8. **Drill (A&M)** 9. **Bile (Energy)** 10. **Grotus (London)** 11. **Killing Joke (Zoo)** 12. **Far (Immortal/Epic)** 13. **Manhole (Noise)** 14. **King's X (Atlantic)** 15. **Core (Atlantic)** 16. **Pitchshifter (Earache)** 17. **Neurosis (Relapse/Release Entertainment)** 18. **Stain (Malicious Vinyl)** 19. **Only Living Witness (Century Media)**. All the entries rocked and will be coming to radio soon.

In-between panels and parties, there were also a few showcases, like **TVT Records' Sister Machine Gun** and **Gravity Kills** performance at the Masquerade. Not only were we treated to a spectacular show, but we also got to check a couple of Atlanta's solid gold dancers, which caused several jaws to hit the ground. I was particularly fond of the scantily clad young woman lounging on the hors d'oeuvres table, who seductively placed food into the mouths of passers-by. **WSUP's Jack Hansen** couldn't keep away from that table—or anyone else for that matter. You just can't bring Jack anywhere, especially when he insists on wearing that **NAMBLA** t-shirt. Anyway, the show was great and loud enough to drown out **WCDB's Rob Babecki's** incisive whining.

**The Obvious** played at the same club the next night and totally blew me away. They also played at the GAVIN Rocks Award luncheon, which was sponsored by their label, **Grindstone Records**. By the way, congrats to all the GAVIN Rocks winners. They're all listed on page 24.

I'll continue with more seminar stories next week. I'll leave you with an inspiring thought, found by **Victory's Jill Castellano** in one of Atlanta's top S&M manuals: Your ass is your shrine. ●

Editor: ROB FIEND • Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m. • Station Reporting Phone: (415) 495-1990  
 GAVIN Fax: (415) 495-2580



**Rock Chartbound**

\*Shift (62) Equal Vision  
 Celestial Season (67) Metal Blade  
 Immolation (65) Metal Blade  
 \*L.U.N.G.S. (53) Pavement  
 N.I.L.L.B. (28) Fuse  
**Dropped:** #30 Smashing Pumpkins, #41 Replicants,  
 #43 Deftones, #47 Six Feet Under, #48 Bruce Dickinson,  
 #49 Leeway, #50 Home 33

**TOP REQUESTS**  
 MINISTRY  
 NAPALM DEATH  
 SEPULTURA  
 g//z/r  
 OZZY OSBOURNE

**Rock Picks**

**SACRED REICH**  
 Heal (Metal Blade)

Sacred Reich stays true to metal listeners by offering a no frills, eleven-song CD that's aggressive, crunchy, and completely rockin'. *Heal* marks the band's seventh release and will undoubtedly keep metal phone lines lit everywhere. The combination of Wiley Arnet's staggering guitar licks and Phil Rind's brash bass lines and burly vocals form the band's foundation. Guitarist Jason Rainey adds to Sacred Reich's hard hitting antics with his rhythmic hooks, while drummer Dave McClain displays a mean beat (McClain is no longer with the band and his replacement has not been named). *Heal* is one of those CDs that you can listen to without skipping a song, because every track rocks. From the ripping chords of "Blue Suit, Brown Shirt" to the blues-infected hooks of "Ask Ed" to the raging slams of "Don't," Sacred Reich consistently delivers great tunes.

**COUNT RAVEN**  
 Messiah of Confusion (Noise/Hellhound)

Sweden's Count Raven has returned to metal radio with its fourth full-length, *Messiah of Confusion*. After

listening to the first track, "Prediction," it's clear that early Black Sabbath and Ozzy Osbourne are Count Raven's major influences. In fact, someone down the hall from my desk who heard me blasting the CD asked if I was listening to Ozzy. Count Raven offers ten tracks that meld the full-bodied rhythms of psychedelic rock with the low-end grooves of doom metal. "Fallen Angels," like most of the tracks, moves along at a snail's pace and showcases broad guitar strokes, descending melodies, and high-pitched melancholy vocals. It's perfect for your listeners who are on the nod. "The Lie of Life" is probably the most lively track on the CD, but "Shadow Box" and "P.G.F. Power" also display a slightly upbeat tempo. *Messiah of Confusion* is not Count Raven's best work, but it will appeal listeners who are into Sabbath riffs and doomsday grinds.

**HYPOCRISY**  
 Abducted (Nuclear Blast/Relapse)

Hypocrisy is another Swedish band that metal radio will find enticing—that is if you're into death metal. I'm not a big fan of death metal, but, Hypocrisy's abrasive rhythms and dark melodies have lured me into their world. *Abducted* is Hypocrisy's latest effort and contains 13 grind infested tracks. With the absence of subtlety or anything remotely poppy, Hypocrisy takes the in-your-face approach to metal, delivering hard-core rhythmic mayhem coupled with scathing vocal screams, supersonic drumming, and hurling bass lines. Unlike a lot of death metal bands, Hypocrisy doesn't fall into that "play as fast as you can and growl" trap. Instead, the group showcases a free flowing sound that's saturated with terrorizing hooks and haunting rhythms. Hypocrisy's concise song structure strengthens their blasting sound and keeps everything tight.

**ONLY LIVING WITNESS**  
 Innocents (Century Media)

Boston's Only Living Witness has already piqued the interest of rock

**ARTIST PROFILE**

**GRAVITY KILLS**



**FROM:** St. Louis, Missouri  
**LABEL:** TVT Records  
**LATEST RELEASE:** *Gravity Kills*  
**ADD DATE:** Feb. 19/20  
**RADIO PROMOTION CONTACT:**  
**SUDI Gaasche (212) 979-6410**  
**THE BAND IS:** Kurt Kerns, bass/  
 drums; Doug Firley, keyboards; Matt  
 Dudenhoeffer, guitar; Jeff Scheel,  
 vocals.  
**A FEW FACTS ABOUT THE BAND:**  
*Gravity Kills* exploded onto the St.  
 Louis music scene after the first  
 song they ever wrote was included  
 on KPNT-St. Louis' *Point Essential*  
*Volume 1*. "Guilty" quickly shot up  
 the station's chart to #1 becoming  
 the most requested song of '95.  
**A FEW FACTS ABOUT THE ALBUM:**  
*Gravity Kills* is a non-traditional

band whose members don't limit themselves to playing or writing on one instrument. Aided by owning their own studio, Gravity Kills is a self-produced band that sees their music as a complex mosaic of organized noise derived from the manipulation of imperfect instruments, environmental artifacts, and rhythmic deconstructions. Industrial scientist Jon Fryer (NIN, Love & Rockets, Jesus Jones, Stabbing Westward) was brought on board to mix the album. **GENERAL INFO:** Kerns, Dedenhoeffer, and Firley have been writing and performing around Missouri in various guitar bands since the mid '80s. Shortly after moving to St. Louis, the three decided to write and record a song for the KPNT collection. Two days into writing, the vocalist backed out, so Kerns called on his cousin and long time friend Jeff Scheel to take over the vocal duties and help write the song. Scheel flew up from Dallas and cut the vocals for "Guilty" in six hours. "Guilty" was mixed and turned in to KPNT with only 30 minutes to spare.

radio with the single "Knew Her Gone," which also included the rock-heavy licks of "Strata." If for some reason you missed Only Living Witness' first single, you can redeem yourself (and make it up to your listeners) by adding the full-length. *Innocents* is ten tracks deep and best described as rock of the '90s. Jonah Jenkins' hypnotic vocals crystallize the band's melodic hooks and are a pleasure to hear.

Bassist Chris Crowely and drummer Eric Stevenson keep the rhythm steady while guitarist Craig Silverman manipulates a flurry of chords to achieve hard hitting licks. Only Living Witness may not be metal enough for some shows, but their no nonsense approach to songwriting and their raw, quick-changing riffs will get approval from most hard rock/metal stations. Check out "Hank Crane" and "No Eden."

**ALL MY HEROES LET ME DOWN**

**ONLY LIVING WITNESS**  
 INNOCENTS

long awaited, finally here

Radio: Eddie  
 Retail: Meadows  
 Phone (310) 399-6900

add 1/19-20

CENTURY MEDIA

CD 7815-2 MC 7815-4



**MOST ADDED**

**GEORGE HOWARD (11/63)**  
**THE SONGS FROM WEST**  
**SIDE STORY (9/64)**  
**GEORGE MICHAEL (5/211)**  
**THOM ROTELLA (5/221)**  
**PETE ESCOVEDO (5/13)**



**TOP TIP**  
**COUNT BASIC**

*Movin' in the Right Direction (Instinct)*  
**STRANGE CARGO**  
*Hinterland (N-Gram/Discovery)*  
 Two of the most exciting records on the chart. Count Basic jumps 42-32 with 234 spins, +75, and a #3 Spin Trend. Strange Cargo is our highest debut at #40, 176 spins, +87, and a #2 Spin Trend.

**RECORD TO WATCH**

**THE SONGS OF WEST SIDE STORY**  
*Various Artists (RCA Victor)*  
 Just met a girl named Maria! Sondheim and Bernstein get the Smooth Jazz treatment. Initial interest on James Ingram and Michael McDonald's contribution.

**Gavin A2**  
**REMODELING**

LW	TW	Reports	Adds	Spins	Differences
1	1	48	0	667	-35
2	2	47	1	584	+9
3	3	47	0	567	-1
4	4	44	1	544	-3
6	5	49	0	492	-7
5	6	40	0	486	-28
7	7	40	0	448	-3
10	8	43	0	440	+17
8	9	42	0	437	-4
13	10	41	0	430	+10
12	11	40	0	417	-5
9	12	34	0	411	-14
14	13	40	0	407	-6
11	14	42	0	399	-24
17	15	25	1	393	-4
16	16	37	0	367	-35
18	17	34	0	347	-16
15	18	31	0	339	-71
20	19	35	0	328	-17
21	20	35	0	327	-7
19	21	36	0	324	-21
33	22	43	3	319	+118
22	23	38	0	315	-2
23	24	32	0	303	-8
26	25	33	0	292	+26
25	26	30	0	290	0
24	27	32	0	285	-14
30	28	36	1	264	+22
27	29	23	0	256	-3
28	30	26	1	249	-4
29	31	27	0	241	-7
42	32	31	3	234	+75
31	33	23	0	233	-3
34	34	26	0	224	+23
38	35	35	5	221	+40
35	36	34	5	211	+24
37	37	21	0	197	+11
39	38	24	0	189	+20
36	39	17	0	178	-8
—	40	36	4	176	<b>NEW</b>
32	41	19	0	173	-36
41	42	27	0	165	+5
40	43	17	0	146	-18
44	44	15	0	145	0
—	45	18	0	130	<b>NEW</b>
—	46	12	0	130	<b>NEW</b>
43	47	18	0	130	-22
46	48	15	0	130	-6
—	49	19	0	127	<b>NEW</b>
49	50	12	0	120	-4

**On Z Corner** BY KEITH ZIMMERMAN



**Jazzy & Smooth**  
**Highlights From**  
**Gavin Seminar '96**

The 11th Annual GAVIN Seminar was a four day event stuffed into a three-day agenda. There were many highlights and a large contingency of radio broadcasters and music industry counterparts from the jazz and smooth jazz genres. It was also an intellectual decathlon and the overwhelming majority were up to the challenge.

The Olympic vibe was heavy at the Atlanta Hyatt Regency on Thursday morning, as the opening festivities featured indoor fireworks, a gala of floats, a glittery song and dance number, and a stirring national anthem performance by the Backstreet Boys. The main ballroom was jammed with an additional 200 folks standing in the back.

Peter Vidmar's appearance drew lots of enthusiasm. He lectured as he performed difficult gymnastic stunts on a pommel horse. As crazy as it sounds, it really worked.

Next came the one-on-one keynote with Rupert Murdoch, the billionaire media magnate who ordinarily keeps a low public profile. Charlie Rose, the NPR television host who conducted the interview, didn't arrive in Atlanta until that very morning. Luckily, the interview went off without delay, and the crowd hung on tight.

We longed to get out there, catch a couple passes and break some tackles on our own, so to speak, and at four o'clock, Kent and I stumbled through our introduction of Stanley Crouch. Ten minutes into his speech, our room was filled up too. Stanley is a character and a fantastic pundit, and not since Wynton Marsalis have we had the luxury of such a custom keynoter. (Check the news section for summaries of the various keynote appearances.)

Friday morning featured two back-to-back sessions, "The Smooth Jazz Revolution" and a "Jazz Radio Breakout." KBLX's Kevin Brown and BA's Allen Kepler kept the potential bonfire of our "Revolution" under con-

trol, with Kevin keeping the crowd pacified as Kepler deftly fielded a few tough questions regarding BA methodology. Panelists Bernie Kimble, Paul Goldstein, Bob O'Connor, and Steve Huntington addressed the history of smooth jazz's ascendancy on the air, as well as the new realities in cultivating a more mass appeal audience.

Joe Cohn and Bobby Jackson steered the "Jazz Radio Breakout" into a nuts-and-bolts treatment. Jazz programmers clearly feel the heat of tighter CPR budgets, as well as management sometimes deluded into thinking classical music and politically correct news coverage will cultivate new listeners. Airchecks were played and topics such as library capacity, station cume and TSL, special programming, well-rounded music clocks, and station research were tossed around the room. Panelists Mychael Jaye, Ellen Washington, and Carlos Lando elucidated.

If there was a symbolic high point of Jazz/Smooth Jazz's presence at GAVIN '96, it was the 2:30 p.m. showcase with Herbie Hancock. We created a medium-sized nightclub to house the event, and all our inward butterflies disappeared when we opened the door to find a long line of folks waiting to catch the gig; at the end of the line was a smiling Verve GM, Chuck Mitchell. The tables went fast, but luckily an adjoining storage area had tons of chairs stacked up, and Verve executives and GAVIN editors became the highest paid group of chair-schleps around.

If we do say so ourselves, Kent and I have staged some pretty cool past showcases, but none quite matched the intensity of the Herbie Hancock Quintet, which featured Hancock, Jack DeJohnette (drums), Michael Brecker (tenor sax), John Scofield (electric guitar), and Dave Holland (acoustic bass). Kent,

Continued on page 43

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



**MOST ADDED**

- DANISH RADIO BIG BAND (21)
- JIMMY McGRUFF & HANK CRAWFORD QUARTET (18)
- DAVE VALENTIN (14)
- ROSEANNA VITRO (14)
- WALLACE RONEY QUINTET (12)
- DMITRI MATHENY (10)

**TOP TIP**



**ROSEANNA VITRO**  
*Passion Dance* (Telarc)  
**WALLACE RONEY QUINTET**  
*(Warner Bros.)*

Only two titles debuted on the chart this week due to the Gavin Seminar festivities, but they're two releases with lots of chart potential. Watch for big moves from them next week.

**RECORD TO WATCH**

**DANISH RADIO BIG BAND**  
*A Little Bit of Duke*  
*(Dacapo)*

Something is swinging in the state of Denmark with this large ensemble tribute to Duke Ellington!

# Gavin Jazz

LW	TW	Artist (Label)	Reports	Adds	H	M	L
1	1	RAY BROWN (Telarc Int'l)	82	0	78	4	0
2	2	GERRY MULLIGAN QUARTET (Telarc Int'l)	79	0	65	10	4
4	3	DARRELL GRANT QUARTET (Criss Cross)	79	0	63	11	5
3	4	CHARLES EARLAND (Muse)	77	0	56	17	4
8	5	VAN MORRISON (Verve)	82	1	40	23	18
7	6	MCCOY TYNER (Milestone)	78	1	47	18	12
5	7	RUSSELL GUNN (Muse)	74	0	48	14	12
12	8	BARBARA DENNERLEIN (Verve)	79	3	28	37	11
6	9	HERBIE MANN (Kokopelli)	71	0	46	19	6
10	10	CLARK TERRY (Mons)	69	0	47	12	10
9	11	ROYCE CAMPBELL (Episode)	69	0	46	15	8
11	12	RANDY JOHNSTON (Muse)	65	0	37	22	6
23	13	RON CARTER (Blue Note)	75	2	17	37	19
13	14	KEVIN HAYS (Blue Note)	64	0	30	27	7
16	15	ALDEN/BRUNO/VIGNOLA (Concord Jazz)	65	1	25	30	9
24	16	COLOSSAL SAXOPHONE SESSIONS (Evidence)	79	3	6	43	27
17	17	JOE LOCKE QUARTET (Milestone)	65	2	21	30	12
38	18	HENRY BUTLER (Atlantic)	77	5	8	32	32
14	19	DONALD BROWN (Muse)	59	0	33	13	13
18	20	STAN GETZ (Concord Jazz)	61	0	23	28	10
25	21	DALE FIELDER QUARTET (Clarion)	72	3	13	29	27
15	22	PHIL WOODS QUINTET (Evidence)	51	0	29	15	7
32	23	MARK ELF TRIO (Alerce)	67	6	7	33	21
22	24	RICHARD HINDMAN TRIO (Lake Street)	52	0	24	20	8
33	25	DOLDINGER IN NEW YORK (Bluemoon)	65	2	7	29	27
20	26	KEN PELOWSKI (Concord Jazz)	52	0	21	21	10
19	27	KEVIN MAHOGANY (Enja)	48	0	25	18	5
37	28	RANDY WESTON (Verve)	61	4	10	26	21
26	29	ERNIE ANDREWS (Muse)	52	0	16	26	10
34	30	THILO BERG BIG BAND (Mons)	57	3	10	28	16
28	31	BHEKI MSELEKU (Verve)	46	0	21	20	5
35	32	BOBBY McFERRIN (Blue Note Contemporary)	55	2	14	20	19
21	33	MULGREW MILLER (Novus/RCA)	46	0	21	20	5
45	34	FRANK MANTOOTH (Sea Breeze)	64	6	8	19	31
30	35	MARTIN TAYLOR (Honest/Linn)	48	2	15	22	9
36	36	TURK MAURO (Milestone)	47	1	17	16	13
47	37	GONZALO RUBALCABA (Blue Note)	62	4	3	19	36
41	38	MONGO SANTAMARIA (Milestone)	50	4	12	21	13
42	39	ANDY LaVERNE TRIO (Concord Jazz)	55	3	5	24	23
43	40	FRANK CAPP/RICKY WOODARD (Concord Jazz)	42	1	12	24	5
44	41	CLAIRE MARTIN (Honest/Linn)	45	2	11	14	18
27	42	JOHN SCOFIELD (Blue Note)	38	0	14	16	8
31	43	JON MAYER TRIO (Pullen Music)	38	0	13	16	9
29	44	TONY BENNETT (Columbia/CRG)	35	0	16	12	7
49	45	TOMMY SMITH (Honest/Linn)	47	1	3	16	27
46	46	JOEY DeFRANCESCO (Big Mo)	35	0	8	22	5
39	47	BILLY PIERCE (Evidence)	36	0	8	17	11
48	48	CHARLIE BYRD (Concord Jazz)	36	1	4	23	8
—	49	ROSEANNA VITRO (Telarc Int'l)	60	14	1	4	41
—	50	WALLACE RONEY QUINTET (Warner Bros.)	50	12	4	10	24

Continued from page 42

Quincy McCoy, and I conducted a short at-the-piano interview, then we brought out the band.

The audience remained transfixed with Hancock's concept of taking songs by pop artists like Don Henley, Sade, Prince, and Peter Gabriel, and transforming them, almost magically, into stunning jazz performances. Occasionally, tunes were rendered unrecognizable, yet the audience (much more than just jazz fans) stood up and cheered. The band raged for 60 minutes. Four cameras filmed the event, and the live online broadcast's 10,000 capacity outputs were jammed in minutes. It was a mass-appeal jazz showcase spectacular.

SW Network's Michael Fischer tore the roof off the Smooth Jazz Jukebox Jury Saturday. Direct from Vienna, Count Basic's electric guitar warmed up the crowd with three songs. People scooped up the Instinct Records acid

jazz hats, t-shirts and Basic CDs.

Hopping on the stage next were six radio jurors, two WJZF listeners and the A&R crew, Carl Griffin, Matt Pierson, and Guy Eckstine. Radio jurors were Bob O'Connor, Maxine Todd, Mark Edwards, Ralph Stewart, Steve Williams, and Michael Eads. The audience voted via the GAVIN Applause-O-Meter, and although it wasn't scientific, the results were nonetheless quite revealing. Topics included edits, urban and new age influences, artist loyalty, acid jazz, and cover versions. The top three scores were Herbie Hancock's "Thieves in the Temple," Miles Davis and Quincy Jones' "Summertime" oldie, and an upcoming remake of Ramsey Lewis' "Sun Goddess."

Craig Chaquico and Acoustic Highway burned through their Awards luncheon set, courtesy of Higher Octave Music, and some well-deserved sweeps occurred at the

Continued on page 44



*Thank you GAVIN Jazz reporters for your vote!*

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# POST-BOP

2W	LW	TW	
1	1	1	<b>RAY BROWN</b> - Seven Steps To Heaven (Telarc Int'l)
4	2	2	<b>DARRELL GRANT QUARTET</b> - The New Bop (Criss Cross)
7	5	3	<b>McCOY TYNER</b> - Prelude and Sonata (Milestone)
2	4	4	GERRY MULLIGAN QUARTET - Dragonfly (Telarc Int'l)
3	3	5	CHARLES EARLAND - Ready 'n Able (Muse)
8	7	6	<b>ROYCE CAMPBELL</b> - A Tribute To Henry Mancini (Episode)
23	10	7	<b>BARBARA DENNERLEIN</b> - Take Off! (Verve)
17	9	8	<b>VAN MORRISON</b> - with Georgie Fame and Friends (Verve)
6	6	9	RUSSELL GUNN - Young Gunn (Muse)
5	8	10	HERBIE MANN - Peace Pieces (Kokopelli)
—	18	11	<b>RON CARTER</b> - Mr. Bowie (Blue Note)
15	11	12	ALDEN/BRUNO/VIGNOLA - Concord Guitar Collective (Concord Jazz)
—	19	13	<b>COLOSSAL SAXOPHONE SESSIONS</b> - Various Artists (Evidence)
—	27	14	<b>HENRY BUTLER</b> - For All Seasons (Atlantic)
14	14	15	CLARK TERRY - Metropole Orchestra (Mons)
22	12	16	STAN GETZ - Blue Skies (Concord Jazz)
19	15	17	JOE LOCKE QUARTET - Moment to Moment The Music Of Henry Mancini (Milestone)
—	21	18	<b>DALE FIELDER QUARTET</b> - Dear Sir: Tribute to Wayne Shorter (Clarion)
18	16	19	KEVIN HAYS - Go Round (Blue Note)
11	17	20	RANDY JOHNSTON - In A-Chord (Muse)
<b>NEW</b>	21		<b>FRANK MANTOOTH</b> - Sophisticated Lady (Sea Breeze)
10	13	22	KEVIN MAHOGANY - You Got What It Takes (Enja)
—	29	23	<b>BOBBY McFERRIN</b> - Bangzoom (Blue Note Contemporary)
13	20	24	DONALD BROWN - Car Tunes (Muse)
26	28	25	<b>FRANK CAPP/RICKY WOODARD</b> - Quality Time (Concord Jazz)
<b>NEW</b>	26		<b>THILO BERG BIG BAND</b> - Blues for Ella (Mons)
<b>NEW</b>	27		<b>RANDY WESTON</b> - Saga (Verve)
29	26	28	MONGO SANTAMARIA - Mongo Returns (Milestone)
<b>NEW</b>	29		<b>MARK ELF TRIO</b> - Mark Elf Trio (Alerce)
20	23	30	KEN PELOWSKI - It's A Lonesome Old Town (Concord Jazz)

# COMMERCIAL ADULT

2W	LW	TW	
1	1	1	<b>BONEY JAMES</b> - Seduction (Warner Bros.)
2	2	2	BOB MAMET - Day Into Night (Atlantic)
3	3	3	SPECIAL FX feat. G. JINDA & C. MINUCCI - Body Language (JVC)
5	6	4	<b>GRP...CELEBRATION OF THE BEATLES</b> - (I Got No Kick Against) Modern Jazz (GRP)
6	4	5	THE JAZZMASTERS feat. PAUL HARDCASTLE - II (JVC)
8	7	6	<b>WAITING TO EXHALE SOUNDTRACK</b> - Various Artists (Arista)
4	5	7	NAJEE - Songs From The Key Of Life (EMI)
7	8	8	RANDY CRAWFORD - Naked And True (BlueMoon)
9	9	9	QUINCY JONES - Quincy's Jook Joint (Qwest)
12	10	10	<b>SIMPLY RED</b> - Fairground (eastwest/EEG)
13	13	11	<b>RICARDO SILVEIRA</b> - Storyteller (Kokopelli)
10	11	12	OLETA ADAMS - Moving On (Mercury)
11	12	13	ALEX BUGNON - Tales From The Bright Side (RCA)
17	18	14	<b>STEVE LAURY</b> - Vineland Dreams (CTI)
16	14	15	PHILIPPE SAISSE - Masques (Verve Forecast)
18	20	16	<b>BOBBY CALDWELL</b> - Soul Survivor (Sin-Drome)
20	17	17	PAUL TAYLOR - On The Horn (Countdown/Unity)
14	19	18	MARC ANTOINE - Urban Gypsy (NYC)
19	16	19	JONATHAN CAIN - Piano With A View (Higher Octave)
<b>NEW</b>	20		<b>AVENUE BLUE featuring JEFF GOLUB</b> - Naked City (BlueMoon)
24	23	21	<b>DENNY JIOSA</b> - Moving Pictures (Blue Orchid)
25	27	22	<b>TORCUATO MARIANO</b> - Last Look (Wincham Hill)
21	21	23	PEOPLE SOUNDTRACK - People Soundtrack (Lightyear)
15	15	24	FOURPLAY - Elixir (Warner Bros.)
<b>NEW</b>	25		<b>COUNT BASIC</b> - Movin' in the Right Direction (Instinct)
22	24	26	RICK BRAUN - Beat Street (BlueMoon)
29	25	27	<b>BRIAN KRINEK</b> - Flying High (Positive Music)
26	26	28	DAVID BENOIT - The Best Of 1987-1995 (GRP)
23	22	29	TOM GRANT - Instinct (Shanachie/Cachet)
—	29	30	VIBRAPHONIC - Vibraphonic 2 (Acid Jazz)

Post-Bop compiled by a sample of Jazz intensive reports  
Commercial Adult compiled by a sample of Adult intensive reports

Continued from page 43

awards presentation. Congrats to WBGO, Rick Braun (who flew in to accept), KKSJ, Verve, and GRP for scoring multiple awards.

Afterwards, exhausted attendees jammed the Learning Center to hear Brad Stone conduct the Jazz on the Fringe session, where we discussed incorporating jazz outside the mainstream, building sets with avant garde music, NPR versus edgier college radio tastes, and more. Thanks to panelists Neil Gorov, Wayne Parkins, Joe Pignato, and Peter Williams.

Without a break, we delved into questions concerning online technology and cruising the Internet, jazz style. Host Tim Hodges and panelists Ynes Zavala, Tony Gaspare, and Linda Yohn provided radio-tinged color commentary.

Later that evening, Warner Bros. Records hosted a dinner and performance with Joe Sample and Earl Klugh. The party raged on as Atlantic Jazz and Mesa/BlueMoon hosted an all-night party in their suite.

Many folks who have experienced over 15 years of music conventions said it was the best they ever attended. Next week, we'll have some overall closing comments, plus some thoughts on GAVIN Smooth Jazz & Vocals. ●

## A2 Spin Trends

1. AVENUE BLUE feat. JEFF GOLUB +118
2. STRANGE CARGO +87
3. COUNT BASIC +75
4. GEORGE HOWARD +56
5. THOM ROTELLA +40
6. BOBBY McFERRIN +26

## A2 Chartbound

GEORGE HOWARD (GRP)  
ZAPPACOSTA (Sin-Drome)  
BROOKLYN FUNK ESSENTIALS (Groovetown/RCA)  
HIROKO (JVC)  
\*THE SONGS OF WEST SIDE STORY (RCA Victor)  
JEANNE NEWHALL (Marzipan Music)  
VAN MORRISON (Verve)  
ADRIAN GURVITZ (Playful/Sunset Blvd.)  
SPRAWL! (Freshwater)  
YULARA (Higher Octave)  
TOM BARABAS (Soundings of the Planet)  
**Dropped:** #45 Grant Geissman, #47 Stanley Clark, #48 Keiko Matsui, #50 Andy Narell, Mariah Carey, Andy Snitzer/Bright Moments, Reel to Real.

## Jazz Chartbound

JIMMY McGRUFF & HANK CRAWFORD QUARTET (Telarc)  
DMITRI MATHENY (Monarch)  
ALI RYERSON (Concord Jazz)  
\*DAVE VALENTIN (Tropijazz)  
\*JOHN PIZZARELLI (Novus/RCA)  
\*JOHN HART (Concord Jazz)  
PUCHO & HIS LATIN SOUL BROTHERS (Milestone)  
\*DANISH RADIO BIG BAND (Dacapo)  
\*PETE ESCOVEDO (Concord Jazz)  
**Dropped:** #40 Giacomo Gates, #50 Big John Patton.

## ARTIST PROFILE

# ANDY LAVERNE



**INSTRUMENT:** Piano

**CURRENT RELEASE:**

**Time Well Spent**

**LABEL:** Concord Jazz

**SIDEMEN:** George Mraz,

Al Foster

**ON SONG CHOICES:** "On previous projects there was some kind of theme, whether re-harmonizing standards or whatever. On this one, I just wanted to make it pure music—music for music's sake; no marketing tricks to catch people's attention. I just picked tunes that would be fun to play and fun to listen to, and would feature the way this trio interacts, and the deep harmonic roots and general swingability of these two guys."

**ON STUDYING WITH BILL EVANS:** "(He) had a profound effect on my harmonic approach. He wasn't a teacher as such. What he was showing me were more conceptual things rather than specific, technical things, which translates not only into how you arrange and write music, but how you play linear (melodically) within harmonies."

**FUTURE GOALS:** "I've been lucky to have played with a lot of great players, though I've always wanted to play with Joe Henderson. I'd also like to do more producing of other players. I'm always open to tangential things, but basically I want to continue playing and recording with great musicians and continue writing music."

—Jason Olaine



## REALITY BYTES

## RADIOACTIVE IN THE 'NET

For this Seminar issue, Reality Bytes reports from a special panel in Atlanta.

Radio is pricking up its ears to the opportunities and the threat posed by the Internet, and the panel session, "The Internet: What's in it for Radio and the Music Business?" featured a lively discussion of Internet-related issues.

Progressive Networks president/RealAudio developer, Rob Glaser, moderated the panel and compared the Internet's development to early radio's.

Jim Bannister, Warner Bros. Vice President of Production Technology, asserted that "The Internet is a communications medium trying to be a distribution medium," and he spent time at the Warner Bros. site on the Web ([www.wbr.com](http://www.wbr.com)).

Chris Barr, c/net's editor-in-chief, discussed the convergence of television and the Internet. Barr pointed out the importance of spending money on good Internet programmers for Web Sites, and suggested recruiting help from universities.



NetNoir's Vice President, Business Affairs and Strategic Planning, Marcelino Ford-Levine, said that the key for radio was "making one dollar spent on new media look like \$100." Ford-Levine urged radio to promote their next day morning shows on web sites, and encouraged people to immerse themselves in the new technology or get left behind.

Joel Denver of the All Access Music Group pointed out that radio can take what's heard on the air and make it seen on the Web. Sony's Mark Ghuneim stated, "We need to move into the second stage, which is creating original content for the Web," and drew an enthusiastic response by saying that it's important to make sure that the Internet doesn't follow the path of music video and television. —DAVID BERAN

## Americana is the Real Thing

BY CYNDI HOELZLE AND  
ROB BLEETSTEIN

After one year as an "official" radio format, the Americana format has attracted a great deal of attention, but is still struggling to define itself. That was the consensus at the "Americana Town Hall Meeting," where those working within the format gathered to celebrate success and share gripes.

"In one short year we have gained a lot of respect and notoriety," said Rounder's Brad Paul. "The industry is aware of Americana as a music category."

All those agreed that because it is a baby format, more work is involved in presenting Americana radio.

A few programmers came to the session searching for one catchy phrase or positioning statement that would define the Country/folk/bluegrass/Tex-Mex/singer-songwriter blend called Americana. It's not that easy, pointed out Sandy Shore from Watsonville's KPIG. "We need to remember that this music is unique and adopt that mindset when

coming up with positioning statements and liners. We use: 'Real Music. Real



(L-r): Nick Forster, Bruce Warren, and Burt Stein

People. Real Radio."

At the "Bigger Picture of America" panel, the topics of record sales, increased

exposure, and focus tracks were covered by a wide-ranging panel of industry experts. Burt Stein of Gold Mountain Entertainment in Nashville spoke of the parallels of Americana today and Alternative radio at its beginning.

"If we're going to be successful in this fabulous format that has been created," said Stein, "we had better start creating some hit artists with hit songs. We really need to set our sights on becoming noticed, and create some stars and hits from what we're doing."

Arbitron Boot Camp  
A Soft Shoe Affair

Arbitron at the GAVIN Seminar was like Hillary Clinton on her book tour. People may have had some unkind questions in their minds, but they ended up behaving themselves.

Pierre Bouvard, General Manager of Arbitron Radio, and Bob Michaels, Senior Account Executive, conducted an "Arbitron Boot Camp," a basic but illuminating course in how Arbitron works.

Bouvard and Richards emphasized the importance of core listeners (particularly P1s—"people who listen to a station the most"—as 36 percent of a station's cume are P1s, and they generate 72 percent of the AQH. P1s, they added, typically spend two hours and 40 minutes a day with their favorite station.

As for the cume location of listeners, 73 percent are in-car; 51 percent at home, 23 percent at work, and seven percent elsewhere ("like bars, friend's homes, or record company parties," Bouvard joked).

The pair concluded with a sneak preview of changes being made in the Winter books due out in April (in one- and two-book markets, the redesign will be seen in July). New features include four-book averages for many demos and dayparts (two-book averages in two-book markets), five-book trends for many demos and dayparts (three-book trends in all other markets), and a new section depicting Time Spent Listening.

In the Q & A session that followed, Bouvard and Michaels heard nothing about the most recent controversy at Arbitron—its measurement of Spanish stations and listeners.

"The audience was mostly young, grasping the basics of Arbitron," said Liz Janik, a modern rock specialist based in Toronto. "They didn't get into the meat issues."

One audience member asked about the possible use of the Internet for sampling listeners; another suggested that the diary method is antiquated and a poor method of tracking young professionals. But when telephone surveying was suggested, Bouvard called it "old-fashioned," saying meters would be more effective—but prohibitively expensive.

—BEN FONG-TORRES

Hancock on Standards:  
'Only Time Will Tell'

Verve recording artist Herbie Hancock delighted the brimming crowd for his "One On One" session hosted by GAVIN Jazz editors Kent and Keith Zimmerman and Urban editor Quincy McCoy.

The three chatted with Hancock, and asked him about his recent album of "new standards." Herbie said that "Only time will tell" what songs will become standards.

Asked about songwriting, Hancock said: "I don't like to compare Stevie Wonder to Duke Ellington. Stevie only writes like Sievie, and I don't

want to put it into a hierarchy."

After the interview, Hancock's new quintet took the stage. The all-star combo



is comprised of John Scofield (who, Herbie revealed, has just signed with his own label, Verve), Jack DeJohnette, Dave Holland,

and Michael Brecker.

Herbie assured the audience that he has not given up on playing straight ahead acoustic jazz, although he hasn't been touring in America in recent years.

"This is the kind of band you'd want to take on tour with you, but it would be very expensive," Hancock joked. "We'd pay it," an audience member chimed in. With that, the "million dollar quintet" launched into contemporary favorites like Don Henley's "New York Minute," Peter Gabriel's "Mercy Street," and Stevie Wonder's "You Got It Bad Girl."

—DAVID BERAN



# GAVIN PICKS

## Singles

BY DAVE SHOLIN



### WHITNEY HOUSTON AND CECE WINANS "Count on Me" (Arista)

By now, I've lost count of how many times trusty Top 40 Associate Editor Annette M. Lai has run down the hall shouting, "I love this song!" Whoops...it just happened again. Based on tabulations from last week's GAVIN Seminar, the Box reports this song was the second most requested by attendees staying at the hotel (Is that counting the times Annette called?). No big stretch to see the public turning this into the next major smash from *Waiting to Exhale*.

### ART N' SOUL "Ever Since You Went Away" (Big Beat/Atlantic)

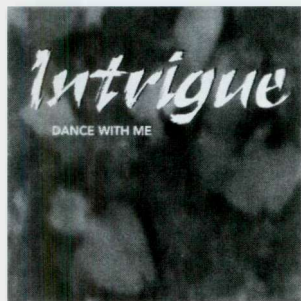
This trio of skilled vocalists find just the right mix of retro soul and contemporary presentation. Producer Timothy Christian deserves special mention for capturing the heart n' soul of both the group and the song.

### THE BEATLES "Real Love" (Capitol)

Millions of fans scooped up *Anthology I*, and millions more watched the ABC/TV documentary. When this track played on the second night of the telecast, I, for one, couldn't wait to hear it again. Stamped with the trademark pop production of Jeff Lynne, this John Lennon composition should find instant acceptance among adult Top 40 and A/C audiences.

### INTRIGUE "Dance With Me" (Universal)

One of the Drifters' earliest hits, "Dance With Me" has



become a standard since first hitting the airwaves in 1959. Now, thanks to a threesome from Brooklyn, a new generation will get turned on to this amazing melody. Gee, wonder what our GAVIN Seminar guest of honor Ahmet Ertegun thinks of this version, since it was his label—Atlantic—that issued the original?

### CROSSOVER PICK

### L.L. COOL J. "Doin' It" (Def Jam Recording Group)

Those who need a translation probably had a pretty quiet Valentine's Day. Requests pour in immediately when this track gets exposed. Duh, I wonder why...

## Albums

### ROADSAW One Million Dollars (Curve of the Earth)

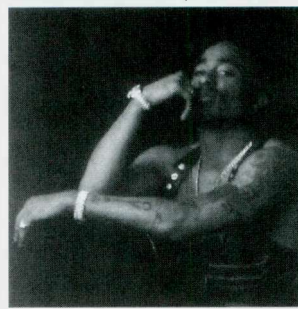
Several GAVIN Rocks reporters added this one a couple of weeks ago, before I had any idea who hell these guys were. After making a few inquiries, I received the CD and was pleasantly surprised by the groovy, hard edge tunes Road saw had to offer. Hovering somewhere between '90s and '70s rock, Road saw deliver spacey rhythms and flowing melodies which are directed by dual guitars, heavy bass lines, crashing drums, and scraggly vocals. More hard rock than metal, Road saw will appeal to college and commercial rock radio with their liquid, loud rock grooves and infectious hooks. My only problem with the CD is how similar the rhythm of "Gotta Go" is to the Doors' "L.A.

Woman." Other than that, the whole CD is worth spinning, particularly "Fell Off the Earth," "Fancy Pants," "Handed You Your Ass," and "Starcock."—ROB FIEND

### JACKSON BROWNE Looking East (Elektra Entertainment)

In celebration of a quarter of a century of music making, Jackson Browne delivers a ten-song set of predictably intense and literate rock & roll. Browne is more vigilante than troubadour, and he's one who knows the power of the pen. His writing is agitating, confrontational, and anything but vague. For all its symbolism, the title track is Zen-like and Confucian in its wisdom and reflection. The first single, "Some Bridges," is metaphoric and romantic, while "Information Wars" is a clever slam dunk on the clichés of current media efforts to entertain more than inform.—RON FELL

### 2PAC All Eyez on Me (Death Row/Interscope)



At this moment, Tupac Shakur is one of America's most visible and controversial rappers, perhaps second only to his new labelmate, Snoop Doggy Dogg. Pac knows this, hence the title of his post-prison double disc platform. He knows the world is watching: most for his highly anticipated return, but many for his next fall from grace.

In recent interviews, 2Pac has spoken of his lost innocence, taken, he says, by being shot in New York, having his style emulated, and by being abandoned by homies that betrayed him and a so-called "rap community" that failed to support him. Though the time limitation placed on releasing this collection of snapshots prevents *All Eyez on Me* from being 2Pac's finest hour (*Me Against the World* still holds that distinction), Shakur

nonetheless rises to the occasion and confronts his worldly demons with calculated abandon. He also applauds collective uplift, speaks of personal change, and revels in the glory of life in the fast lane.

*All Eyez on Me* is 28 songs deep and loaded with cameos from his new Death Row family (Dre, Snoop, Danny Boy, Dogg Pound), his long-standing Bay Area "komradz" (Dru Down, the Sick Wid It crew, Richie Rich), Eastside universalists Method Man and Redman, funkmasters George Clinton and Roger Troutman (the latter of whom sparkles on the explosive lead single "California Love"), and Faith Evans. "Wonda Why They Call U Bytch," which features Evans, stings with the irony of payback, as 2Pac tells *The Source*: "[Notorious B.I.G.] touched my style, I touched his wife."

Production is provided by an impressive mixture of established and up-and-coming beatmasters. Johnny "J" divines masterful applications of popular soul classics on "All About U" and "What's Ya Phone #." Ever dependable for A-line Bay Area funk, Steady Mobbin Productions' Mike Mosely delivers "Tradin' War Stories," bringing aboard Rick Rock, a serious new contender. DJ Poolh only contributes one track, but he gives it 110 percent. And Dat Nigga Daz brings his best sound yet to the table with "I Ain't Mad at Cha." The consistency throughout, despite the number and breadth of producers, is a testament to 2Pac's knowledge of his musical self and to his respect for his loyal, expanding audience.

In a society that hammers stereotypes of Black male criminality and inferiority into the minds of its citizens, the co-existence of Black Panther politics and fatalistic thuggishness within 2Pac should come as no surprise. His outlook mirrors that of millions of his brothers, reflecting a collective innocence lost and faith betrayed. 2Pac, in all his infamy, is a hero. Look for legions to embrace him fervently, and for radio to respond in kind.

—THEMBISA S. MSHAKA

# 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  
COMMERCIAL DIRECTOR BOB GALLIANI

MANAGING EDITOR BEN FONG-TORRES  
ASSISTANT EDITOR ALEXANDRA HASLAM  
DESIGN DIRECTOR/PRODUCTION CONTROLLER  
DODIE SHOEMAKER

ART DIRECTOR PETER GRAME

A3/JAZZ/A2 - KENT ZIMMERMAN Editor,

KEITH ZIMMERMAN Editor

VINNIE ESPARZA A3 Assistant

ADULT CONTEMPORARY - RON FELL Editor,

DIANE RUFER Associate Editor

ALTERNATIVE - MAX TOLKOFF Editor

(213) 913-2691, FAX: (213) 913-2693

SPENCE ABBOTT Assistant

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NASHVILLE OFFICE 1223 17th Avenue South,

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# MC LYTE

FEATURING XSCAPE

## KEEP ON, KEEPIN' ON

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Sunset Park features all-new music by

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RAEKWON · THA DOGG POUND · MOBB  
DEEP · GROOVE THEORY · QUEEN LATIFAH  
MC LYTE FEATURING XSCAPE · ADINA  
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69 BOYZ · ONYX

Executive Soundtrack Album Producers: Sha-Kim, Queen Latifah, Kay Gee, Sylvia Rhone, Merlin Bobb  
Co-Executive Soundtrack Album Producer: Dedra Tate-Rice  
Executive Music Producer: Anita Camarata

Album in stores April 23 Film opens April 26

TriStar Pictures presents a Jersey Films production in association with Daniel L. Paulson Productions  
Steve Gomer film Rhea Perlman "Sunset Park" music by Miles Goodman and Kay Gee  
co-producer Mary Kane executive producer Elizabeth Cantillon written by Seth Zvi Rosenfeld and Kathleen McGhee-Anderson  
produced by Danny DeVito Michael Shamberg Dan Paulson directed by Steve Gomer







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*Best Pop Vocal of the Year* (“One of Us”) ❖ *Song of the Year* (“One of Us”)  
 ❖ *Producer of the Year* ❖



*Tune in to see Joan perform live on the Grammys February 28th.*



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