

THE MOST TRUSTED NAME IN RADIO SINCE THE BUNNY HOP WAS HIP

ISSUE 2244

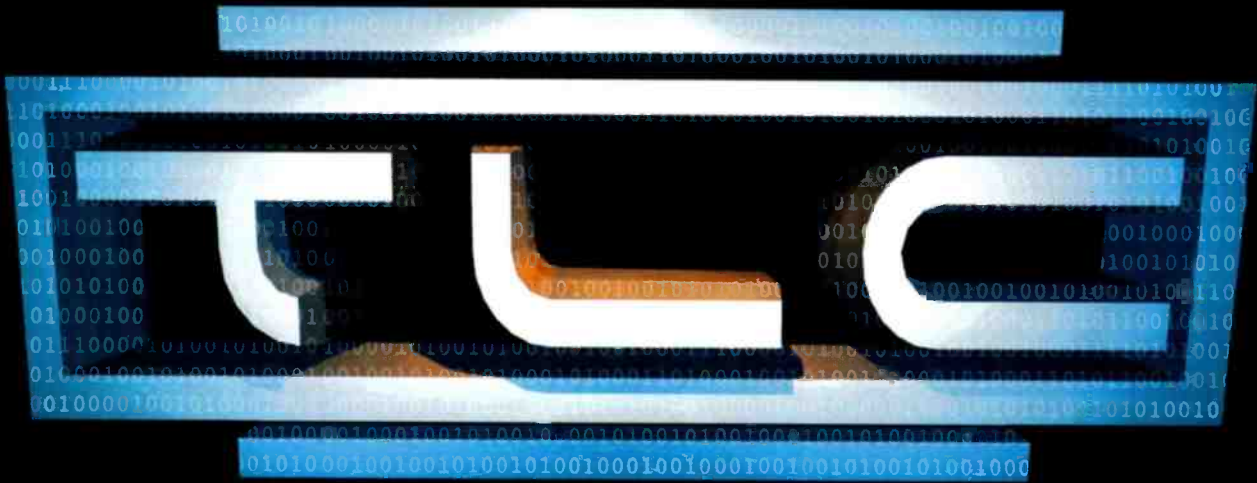
FEBRUARY 26 1999

GAVIN

SPECIAL GAVIN
SEMINAR
REVIEW



**Rhythm
Crossover
From the Inside**



FAN MAIL

FEATURES THE FIRST SINGLE

“NO SCRUBS”

AND THE SMASH

“SILLY HO.”

IN-STORES NOW



PAGE 9

Where Has All the Warfare Gone?

Yes, we know how to spell "guerilla"...but the jungle warfare some stations once used on their competitors reminds us of how the radio industry has evolved...for better or worse.

PAGE 10

Life is But a Bit Stream

With the recent explosion of streaming audio technology, radio is enjoying a number of new opportunities to reach a larger audience.

PAGE 12

Rhythm Crossover...From the Inside

No niche format seems to break more artists or generate more raw passion than Rhythm Crossover. This week, GAVIN listens to what several passionate (and understandably vocal) practitioners of the format—programmers, record execs, and a consultant—have to say about where the format's been...and where it's going.

Plus

And the Winners Are...

No, not the Grammy winners. We're talking about the winners of this year's GAVIN Awards. Learn who won what at the 1999 GAVIN Seminar by thumbing through our format pages.

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AS TOLD TO TONY SANDERS

Joe Capobianco

CD Radio

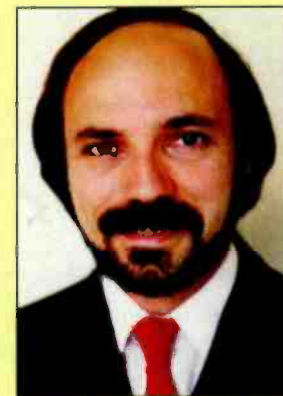
Joe Capobianco, CD Radio's Executive VP/Content, has been with the satellite radio company for two years. His radio programming credits include consultant positions with Bonneville and Greater Media, where he worked with such stations as WAAF/FM-Boston, WCSX/FM-Detroit, and WBIX/FM-New York. Prior to joining CD Radio, Joe worked with Music Choice, a direct-to-home subscription audio service.

Satellite radio is going to deliver to consumers more of what they want: a choice that isn't available in some of the largest markets. There are radio markets that have 70 signals but there certainly are not 70 distinctive types of content on those signals. Not only in music, but also in talk.

This is where we're like cable. We offer a lot of focused choices so that, no matter where a person lives in the U.S., if they like a certain kind of program they'll have access to it. As a satellite service that's targeting listeners in cars, we're totally focused on the consumer, not on delivering a consumer to the advertiser on our music channels. That allows us to focus totally on what the consumer wants. It allows us to address different types of music to a degree that's not addressed on commercial radio—and can't be, because commercial radio's mission isn't the same as our mission.

We'll not only reflect what's going on but we'll anticipate what's going to be happening, and we'll be able to respond to that because we'll have the capacity to do it. We're going to have hosts on all

the channels and we're going to tap into the music community. This is not wall-to-wall music, but it won't have commercials, either. If you start stripping away commercials,



what are you left with? You're left with the meat of what needs to be on that channel.

Unsigned artists—anybody making music—fits into our plan. The beauty of it for us is we won't have to do a show that highlights the music. It would just be there.

Music Choice and DMX proved that consumers were willing to pay at least \$10 a month to get something like 30 audio channels. For those services you had to get a separate box and a remote and it was on top of your cable bill, and they achieved about a 2.5 percent penetration. We think we only need 0.5 percent of our target market.

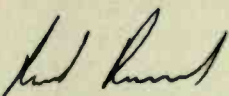
If you were there, you already know this...and even if you weren't there, you've probably heard it, anyway.

There, of course, is the GAVIN Seminar, and the fact is, this year's convention far and away was the biggest and best we've ever done. [Applause]

Yes, radio was there—you were there—and we couldn't have done it without you. You came for the music, you came for the sessions, you came for the contacts, and (go ahead...admit it) you came for the food and the parties and the late nights and the fun.

What you may not be aware of is all the people behind the scenes who made it all happen...so I'd like to take this opportunity to thank the record labels and sponsors, whose support is vital to pulling off an event of this magnitude. Thanks to our panelists and speakers for sharing your wit and wisdom with us. Thanks to everyone at GAVIN, the Hyatt Regency, and the people of New Orleans, for making it all come to life. And thanks, most of all, to all of you who took the time (and spent the money) to become a part of this year's Seminar.

It was great to see all of you in N.O....and we look forward to seeing you next year in San Francisco.



Reed Bunzel, Editor-in-Chief

GAVINNEWS

GAVIN Seminar: More of Everything

More radio...more business... more music...more fun.

Those eight words best sum up this year's GAVIN Seminar, which unfolded over three days last week in post-Mardi Gras New Orleans to (all modesty aside, here) claims that "this was the best one yet."

From Thursday morning's opening Town Hall Meeting

to Saturday night's closing performance by Phil Collins, the '99 Seminar gave radio and record attendees everything they've come to expect from "the GAVIN

experience." With keynote presentations from cyber-gossip Matt Drudge and financial advisor Stephen Pollan, to informative sessions covering a wide range of issues (and formats), to dozens of in-hotel musical performances and countless club gigs around town, to the best cocktail party in the

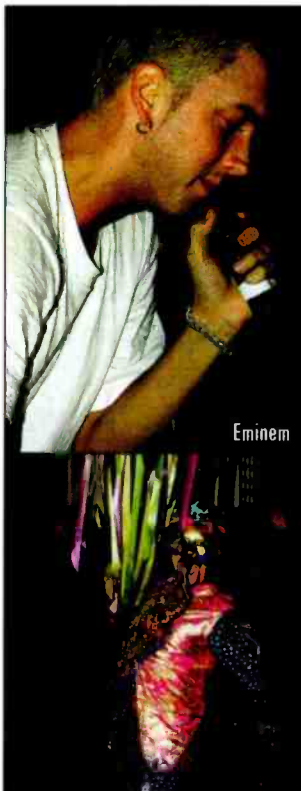
biz, the last GAVIN Seminar of this millennium had it all.

Look for expanded coverage throughout this issue, as well as a full pictorial recap next week.

G2K in SFO

You left your liver in New Orleans...now prepare to leave your heart in San Francisco.

That's right...next year's GAVIN Seminar is coming home to "SFO" in grand style. Go ahead: mark your calendars for Feb. 16-20, 2000, then contact GAVIN to register early for the best convention in the radio and record industry...overlooking beautiful San Francisco Bay.



Eminem

Matt Drudge

"Crossover is what's hot. It's what sells. And it's unapologetic about it—no grunge stars slitting their wrists here. So long as Crossover leans on the best of the hip-hop world, the future has to be bright."
Rick Cummings
—see page 12

Mercury Plummeting?

At press time, Universal Music Group was "not prepared to talk about" widespread talk that it was closing the doors on Mercury Records for good. As part of last month's corporate reshuffling, Mercury had been grouped together with Island Records and Def Jam Music Group, but word is that, after further consideration, Mercury would be phased out completely. Stay tuned.

Capitol, broadcast.com Launch CapitolBroadcasts

Capitol Records and broadcast.com have launched CapitolBroadcasts, a co-branded music channel at www.capitolbroadcasts.com.

Hosted on the broadcast.com Web site, Capitol Broadcasts features audio and video programming from Capitol Records and its affiliated labels. In addition to full-length songs and videos from individual artists and soundtracks, CapitolBroadcasts will host live events from select Capitol artists, including CD

"listening parties" and live cybercasts.

"Capitol Records continues to break new ground on the Internet by giving fans access to their favorite artists on-demand, while building artist loyalty and ultimately selling CDs," said Julie Smith, Vice President of Music at broadcast.com.

Intel has signed on as the first major sponsor of CapitolBroadcasts in conjunction with the launch of its new Pentium III processor.

Seagram to Pay \$100 M For the Rest of Def Jam

One hundred million.

That's the price Seagram reportedly is willing to pay for the 40 percent of Def Jam Music Group that it doesn't already own, according to sources quoted in the *Los Angeles Times*. While a timetable for consummation of the deal has not been established, analysts say Seagram could sign on the dotted line this week—barring any unforeseen glitches.

Seagram picked up 60 percent of Def Jam in its \$10.4 billion acquisition of PolyGram, which had pur-

chased its stake in the record label in 1994. Def Jam was founded in 1984 by Russell Simmons and Rick Rubin.

During January's restructuring at Universal, Def Jam was folded in with Island and Mercury to form one of two New York-based divisions for UMG. Seagram intends to have Def Jam absorb the black music functions for the company; Simmons will remain Chairman of Def Jam, while Chief Executive Lyor Cohen will assume "expanded duties," the *Times* reported.

GRABBAG

BY LAURA SWEZEY

■ **BEFORE MÖTLEY CRÛE** took the stage at Portland's Arlene Schnitzer Concert Hall on February 17, KUFO put out an All Points Bulletin for Pamela Anderson's evil twin. Lookalikes of the former *Baywatch* babe were on hand to compete for front row seats at the Crüe concert in hopes of making eye contact with porn star and former Mr. Pamela Anderson, Tommy Lee. The winner, a favorite with the enthusiastic crowd, was a well-endowed blonde clad in what Marketing Director Susan Reynolds describes as "a rubber, plastic-y thing." When she took her seat at the concert, said winner not only attracted Tommy Lee's attention, but was even pulled onstage by the tattooed drummer. *Wow!*

■ **KBCO-BOULDER AND BUDWEISER** called for folks at the Arapahoe Basin ski area to strut their cardboard stuff in the 11th annual Cardboard Derby, held last weekend.



Style is what really counts in this game, and themes and shapes of elaborate sleds—made only of cardboard, tape, and string—included *Far Side* cartoons, Pez heads,

and homages to the Grateful Dead and Dolly Parton. (The most popular costume theme this year was Bill and Monica.) KBCO saw the largest turnout ever, with 200 cardboard crafts registered. Winners took home prizes in categories of originality, construction, costumes, and overall. The day wasn't without casualties, however: high winds on Interstate 70 carried away several sleds from the backs of pickup trucks that were on their way to the slopes.

■ **GONE MISSING.** We're not sure if this is a new trend, but last month we reported that Fear Factory's equipment truck was stolen after a gig. Now it seems that another vehicle, this one carrying Deftones' stuff, also has gone missing. Last seen in a Holiday Inn parking lot in Dearborn, Michigan on Valentine's Day, the truck contained several custom guitars along with other miscellaneous gear. The band was unable to play the first of two Detroit shows, but tourmates Black Sabbath and Pantera pooled together enough equipment for Deftones to play the final gig of the tour. The band is offering a reward for information leading to the recovery of stolen items. Contact deftones@maverickrc.com.

■ **WE'RE NOT A RAP STATION, BUT WE PLAYED ONE ON TV.** A few weeks back, Modern A/C station WTMX "The Mix"-Chicago turned Rap for a day—kinda. Folks at the CBS-TV show *Early Edition* asked to transform the station's offices into the headquarters of fictional Rap label Crazy H Records. It seems they were unimpressed with the digs of a local Chicago label and heard that an ABC pilot had previously been filmed at The Mix. The TV people brought in high tech furniture to transform the station's conference room into a record exec's office; in fact, the room was so swanky that the staff wanted to keep the furniture for themselves. "It looked like L.L. Cool J had decorated it," says Marketing Director Paul Webber. Throughout the day of filming, the station continued to play its usual format of music.

MTV, VH1 Acquire Imagine Radio

Viacom-owned MTV and VH1 have acquired Imagine Radio—and committed \$150 million in promotional support—in what the company is calling "a new Internet initiative to create a service meant to be the ultimate online music destination." This new business, operating under the title "The Buggles Project," will feature pre-programmed and customizable audio channels, streamed video music channels, and e-commerce capabilities.

Tom Freston, Chairman/CEO of MTV Networks, explained that "for the first time, MTV will capitalize on the combined promotional power of MTV and VH1. This new initiative will expand on the powerful relationship that MTV and VH1 have with their audience to create a dynamic, global, online music experience."

Imagine Radio, selected as "one of the top ten experiences on the Internet in 1998" by *Business Week*, broadcasts a wide range of original radio stations and allows for audience customization. "Partnering with MTV and VH1 is helping us realize our dream of reaching millions of new artists to connect with music fans," commented Imagine Radio founder Rotem Perlmutter. "Now we can build a new brand, offering the best music experience on the Internet."

Liquid Audio Adds Sound to Muze Sites

BY TONY SANDERS

Muze Inc., probably best known for its in-store kiosks that have a comprehensive database of music information and discographies, has pacted with Liquid Audio to use the latter's software to distribute music samples over the Internet for every CD in Muze's library.

According to a spokeswoman at Muze, their library of 225,000 CD listings accounts for "almost all the CDs that are out there," with only a few exceptions.

Muze's database of music information is also available to consumers through the company's in-store kiosks. The Muze spokeswoman told GAVIN the deal with Liquid Audio is strictly for online distribution of music samples, although sources at both Liquid Audio and Muze did acknowledge a "vision" for the next generation of in-store kiosks that could include both audio clips and even an ability to offer digital downloading. "We're really focusing on our online distribution right now," said the Muze source. "We want to take baby steps with this."

TVT Taps \$23 M for Expansion

TVT Records has announced plans for an aggressive three-year growth strategy of developing and acquiring new labels, while also taking initiative to greatly increase the number of artists it produces.

The company obtained financing of over \$23 million, secured by TVT's revenues from its catalog of record masters and music publishing.

TVT founder and President Steve Gottlieb said, "Consolidation within

the music industry has opened up tremendous opportunities. This type of financing enables us to retain full equity while giving us substantial capital with which to grow. It puts us on an equal footing with the major record companies. It will allow us to give our artists the kind of financial support typically provided to only select major label priorities, without their sacrificing the focused marketing and attention of a small boutique label."

Catalane Named ABC CFO

Bart Catalane of ABC Radio has been elevated to the new position of Executive Vice President and Chief Financial Officer, Broadcasting, ABC, Inc.

Reporting to Robert F. Callahan, President of Broadcasting, ABC, Inc., Catalane moves up from the position of Executive Vice President and Chief Financial Officer, ABC Radio.

WEBSITE OF THE WEEK

PREMIERS RADIO NETWORKS

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YOU REMEMBER HER AS VANESSA KENNINGTON IN *AMERICAN POWER*, BUT THERE'S ALSO SURPRISE ABOUT WHO *ELIZABETH HURLES* CO-WROTE. *ELIZABETH* IS IN THE *ROCKY* SERIES. *AMERICAN POWER* IS THE TV SHOW *THROUGHTS* AND *CONTRAST* TO HAVE *ONE* OF *10* BEST THING. *SADISTH* SAYS THE *FILM*'S TITLE IS *OUTR* SUGGESTIVE. [Click Here](#)

www.premrad.com

Dr. Laura Schlessinger Foundation Auction

Up for bid next: Fly to L.A. to watch Dr. Laura in her studio

sponsored by On Radio
www.onradio.com

G-FILES

MARSHALL TO DIRECT MCA'S 'LIFESTYLE'

Troy Marshall has been named National Director of Lifestyle Promotion/Marketing for MCA Records. This means he will design strategies to maximize street visibility for the label's hip-hop artists. Said Senior VP Nancy Levin, "Troy has the instincts and drive of a killer street marketing guy, combined with the talent and creativity of an awesome executive. It's his world...we just can't wait to watch!"

Also at MCA, Stuart Radford is appointed Associate Director of Music Video.

PARLER UPPED AT ELEKTRA

Elektra Entertainment Group, Inc. Senior VP Urban Music Richard Nash announced the promotion of Eric Parler to Associate Director of Rap Promotions; he was previously manager of the department. "Eric's dedication, coupled with his vast knowledge of the always competitive hip-hop playing field, has made him an invaluable part of our department. The entire company joins me in congratulating him on this well-deserved promotion."

EMD CREATES URBAN SALES UNIT

EMI Music Distribution has established an Urban Sales department in order to provide support for artists on Virgin, Capitol, Blue Note, Rap-a-Lot, Noo Trybe, TRS, CMG Gospel, and other labels within the EMI family. Michael Mack, VP Urban Sales, will head the newly-created unit, based in Woodland Hills; as of January 1 this year, Virgin's Urban Sales team transferred to EMD and will report directly to Mack.

Universal Forms Verve Music Group

Chairman Tommy LiPuma and President Ron Goldstein have announced the formation of The Verve Music Group, Universal Music Group's jazz and adult music division.

The new entity is the result of merging GRP Recording Company and Verve jazz units into the largest recording company for jazz, as part of the integration of PolyGram and Universal.

The Verve Music Group, based in New York, will

house the Verve, GRP, Impulse! and Blue Thumb labels. Each label will have a distinct musical identity.

Verve will focus on traditional and mainstream jazz, GRP will specialize in smooth jazz, and Impulse! will focus on its catalog as well as release new recordings that continue the original Impulse! label concept. Blue Thumb will house a variety of projects, including world music, blues, special events, and soundtracks.

Premiere Takes "Rear View"

Premiere Radio Networks will take over distribution of syndicated weekend program *Gary Burbank's Rear View Mirror* from Jacor Communications beginning March 1.

Gary Burbank's Rear View Mirror is a three-hour program featuring highlights from Burbank's weekday afternoon drive program, *The Gary Burbank Show*, broadcast on WLW/AM-Cincinnati.

"We are excited to welcome Gary Burbank to the Premiere Radio Network family," said Craig T. Kitchin, President/COO of Premiere. "Gary Burbank's legendary weekend program is a desirable addition to what we have to offer our affiliates."

Are There \$\$\$ In Webcasting?

"I'd have to say that webcasting is not going to be profitable for a radio station."

That's the prediction from MP3 President Michael Robinson, who told the audience gathered at the GAVIN Seminar's "Future Tech: The Shape of Things to Come" session that, "unless you add interactive technology, you won't win on the 'Net. If you wait too long, Yahoo! wins. Then it's 'game over.'"

Understandably, not everybody in the audience—or on the panel—agreed with Robertson. In fact, OnRadio's Phil Hall and Radio-Wave.com's Paul Fiddick both said that webcasting *will* be profitable for stations that do it. This position was confirmed by Online Music Network's Eric Watley, who said, "If somebody tells you webcasting isn't profitable, they don't know what they're talking about. Webcasting is very profitable. I should know, I've been doing it for three years."

Isaac Hayes to Host Radio-Mercury Awards

Songwriter, musician, actor, and KISS/FM-New York morning show host Isaac Hayes will emcee the 1999 Radio-Mercury Awards on June 10 at the Museum of Television & Radio in New York.

"The versatility of Isaac Hayes makes him a perfect choice to emcee the Radio-Mercury Awards," commented Jim Thompson, Co-Chairman of the Radio-Mercury Awards. "He successfully bridges the worlds of radio and creative, and is such an entertaining performer we can count on him to deliver a terrific show."

BACKSTAGE

BY JAAN UHELZKI

HOLE-Y HOLLYWOOD!

The stars came out for **Hole's** performance at the **Hollywood Palace** last Sunday, but that did nothing to appease easily-angered frontwoman **Courtney Love**, who raged at the crowd for much of the band's two hour set, haranguing the huddled masses and berating the "industry f**kers" who had managed to scare up a



Hole

ticket to the invitation-only event hosted by MTV. According to witnesses, bassist **Melissa Auf Der Maur** just barely was able to coax the volatile vocalist to return to her guitar and continue performing, but the tension never left the air. In the audience was **Jim Carrey**, her co-star in the **Andy Kaufman** bio pic (which **R.E.M.** has reportedly been asked to score...and why shouldn't they, after their seminal "Man in the Moon" which prominently featured the late funnyman in its lyric)—with whom she is *not* having a fling, no matter what the tabloids say. Also **Chili Pepper Anthony Kiedis**, Love's former partner in crime **Scott Weiland** from **STP**, and a bindi-less **Gwen Stefani**.

SPICY BEANIE BABIES

In other Courtney news, she told an Australian news service that **Frances Bean** isn't exactly a Hole fan. "My daughter is into the **Spice Girls**," Love admitted. "She will tell people **Drew Barrymore** is her Godmother before she will admit I am her mother..." Speaking of the Spice Girls, by now you know that **Scary** gave birth to **Phoenix Chi** last weekend, and **Posh Spice** has scheduled a



Spice Girls

caesarian for this weekend, to give birth to a son that she and her soccer star boyfriend have named **Brooklyn**. Why? Because it was where the baby was conceived. The couple ought to think about staying in a better part of town next time around...

BUY THE BOOK

Geri Halliwell, the Spice Girl that got away, is penning her autobiography, and will spill the beans on her cohorts. All this after the Spice Girls took their former chauffeur to court to prevent him from writing his own tell-all...Speaking of books, **Aerosmith** decided to give fans a little something extra when the paperback version of *Walk This Way* comes out next month. No, not more cleaned-up revelations, but rather an online musical sampler containing 30-second snips of sex tricks from the band's album *A Little South of Sanity*. If you're interested go to www.aerosmith.com, and let the downloading begin.

He Said, She Said...At the Seminar



"I just wish everybody would back-announce the records so I'd know what I'm hearing."

—**Emmis Exec.**
VP/Programming
Rick Cummings

"It's hard to find young talent with a work ethic...they get hired for all-nights and immediately want the next Saturday off for their girlfriend's birthday." —**Clear Channel VP/Programming John Roberts**

"You are worth so much to the listener. You are the product, you're the one in touch with the consumer." —**KPRS-Kansas City OM Sam Weaver**



"I was not that great an air talent...that's why I'm a program director today."

—**WLIT-Chicago PD**
Mark Edwards

"Mentally quit your job tomorrow and re-hire yourself as an independent contractor. Then get to work early, work harder than you ever have before, be the best in what you do, and make it known you're available." — **Financial Advisor Stephen Pollan**



"Before we know it we'll all be a demographic and there will be no individualism. That will be Orwellian at the least and quite boring at the worst."

—**Matt Drudge**

"Gone are the days of fat resources...now we've got to get the same results, creatively, with less." —**WBSL-New York PD Vinny Brown**

"Micro-radio is the devil...I already have to deal with about 40 pirates in my market." —**WPOW-Miami PD Kid Curry**

"If there was a radio Kervorkian, I wish he would com and euthanize family fourpacks." —**CPR VP Paige Nienaber**




"Go out on the street, go into the record stores, spend an afternoon in the retail environment, and ask why someone is buying Lauryn Hill."

—**WUSL-Philadelphia OM**
Helen Little

"With Chancellor in the market it's been easier to sneak in another unit here and there." —**KIIS-L.A. PD Dan Kieley**

"Please let me hear my music on the radio!"



...GAVIN is listening. GAVIN will mail your CD, picture, and bio to any group of radio stations reporting to any trade publication charts in any format for less than it would cost you to do it yourself. **Call Lou Galliani at 808-542-9999 NOW.**

GAVIN

Zalaznick Sr. VP at VH1

VH1 has announced that Lauren Zalaznick has been promoted to Senior Vice President/Original Programming and Development.

Zalaznick oversees the creation, development, and production of VH1's original programming, including series, long-form programs, events, and music specials, as well as overseeing the newly formed VH1 Films For Television division.

"Lauren's wide range of experience in television programming, production and promotion, and in film is exactly what VH1 needs as we continue to move more aggressively into original long-form production," said Jeff Gaspen, VH1's Executive Vice President, Programming and Production.

Founded by Bill Gavin in 1958

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Arbitron One-On-One...With You



With the sounds of Phil Collins still ringing in my ears I left New Orleans thinking how great it was to have seen so many old friends (and to be able to make new ones) at the GAVIN Seminar. Even at the airport departure lounge, folks were coming up to me to comment on how much they'd gotten out of the "Arbitron One-On-One" session I'd hosted.

However, since a few of you did not make it to the Seminar, here's a recap of what Arbitron Executive V.P. Pierre Bouvard shared with the gathering.

IS ARBITRON FOR SALE?

Prior to leaving for New Orleans we received a tip suggesting that Arbitron's parent company, Ceridian, might be open to selling its ratings subsidiary; some key people on Wall Street concurred. When asked to comment about this situation, Pierre basically side-stepped the issue...but didn't say that Arbitron was *not* in play. With almost 60 percent of stations in the 260+ Arbitron-measured markets already subscribing (basically, the big groups), there's speculation Arbitron may have reached saturation domestically and thus would not be able to keep up its healthy sales growth and contribution to Ceridian's bottom line. GAVIN will keep on top of this and advise as developments warrant.

Y2K OK?

The Y2K bug is a relatively basic

issue for a company that depends on computers as much as Arbitron does. The question is, has Arbitron completed its conversions yet? No, says Bouvard... "but we expect to be done by mid-year." If things don't go as planned—and there's no reason to believe this is the case—your Summer book (or

major effort reportedly was planned for the upcoming Spring survey...an intriguing notion. Normally you wouldn't think a rewrite of the math used to produce much of the ratings data would be unveiled in the Spring sweep—the most vital ratings period of the year and one in which every market is

"If you're interested in what diary keepers think—not just how long they tune in—then bug your General Manager about 'Exit Poll'."

Spring, where applicable) could be your final survey for awhile, "so be sure to do well," he counseled.

ARBITRON-FREE?

No, it's not impossible to use those two words in the same sentence. We discussed the coming of extensive new PD-oriented software, known as "PD Advantage." While the new analysis system officially debuts with the results of the Spring sweep (in July/August), you will be able to obtain a free "sneak peek" soon. In April Arbitron will allow stations to log onto this new system and take it for a spin (prior to seeing if you want to pay the extra \$\$\$ for access this summer).

As someone who has sat down with Arbitron execs to comment on prototypes as they've refined PD Advantage, I can say that Arbitron has—with client input—created a better PD ratings analysis package. Give it a whirl and see if you agree.

Unfortunately, some of the new assets will be included in a "phase 2" update next January (assuming Y2K hasn't crippled things), but the fact that the system is debuting soon is a step in the right direction.

NEW RATINGS/ SHARE CALCULATIONS

Recently it came to our attention that Arbitron was planning to redo the calculation formulas used to compute Average Quarter Hour listening and station shares. This

surveyed. Time was, if Arbitron contemplated a methodology change it might try to implement that in either the Winter or Summer survey (when fewer markets are in measurement) in case there was an unexpected glitch.

Pierre confirmed that a system rewrite has been given the go-ahead for Spring. The expected result? Lower overall listening levels (AQH) to radio. However, station shares might go up slightly as a result (an idea that didn't seem to bother those at the Seminar session). We'll see how this "new math" works...and also gauge the industry's reaction to it.

"EXIT POLL" EXPANDING

A few months ago you may recall reading in GAVIN about one of Arbitron's better ideas: "Exit Poll." Essentially, this is a post-sur-

vey perceptual study of what diarykeepers in your market think about your station and the competition. The product was initially offered/scooped up in six of the top 20 markets, and at the "One-On-One" Pierre revealed that stations in 11 additional markets soon will be given the chance to sign up for this service, effective with a study following the Spring sweep. Four to five of the following markets will get the go-ahead (depending on which markets garner the most subscribers first, at \$15,000-20,000 per year for two studies per station):

- ◆ Atlanta
- ◆ Boston
- ◆ Chicago
- ◆ Detroit
- ◆ Houston
- ◆ Miami
- ◆ Minneapolis-St. Paul
- ◆ Phoenix
- ◆ San Diego
- ◆ Seattle
- ◆ Washington, D.C.

If you're interested in what diary keepers think—not just how long they tune in—then bug your General Manager about "Exit Poll" if you're in one of the above metros.

As always, if you wish to talk about these (or any) ratings and research issues, feel free to call me at 831-626-6070. Meantime...make your plans now for next year's GAVIN Seminar—G2K in SFO (hint: San Francisco). ■

Internet Listening is Surging

Several Seminar sessions dealt with the impact of the Internet on radio...and the "One-On-One" was no exception. Pierre Bouvard shared some hot-off-the-press information from a major study of over 1,300 diary keepers. Highlights included in this report:

- Listening to radio on the Internet has doubled in just six months, from 6 percent of the public last July to 13 percent in January. Pierre speculated that this figure could reach 25 percent by year's end.
- Those who listen over the 'Net spend less time spent listening over the air, about 90 minutes less per week per person.
- 12-24 year-olds and Alternative cumers the are most devoted so far to 'Net tuning.

RADIOGATE:

The Disappearing Art of Guerilla (Gorilla?) Warfare

BY PAIGE NIENABER

The radio landscape has changed so dramatically—and on so many different levels—over the past few years that basic elements of the business that were “givens” a decade ago are now ancient history and rarely brought into play. Perfect examples of this are the aggressive “guerilla warfare” and “dirty tricks” campaigns that used to be waged between competitors.

In 1999, these tactics would be, at best, awkward, since many stations often share office space with their closest competitors. In other instances, there is no competition to terrorize, since stations have been bought and flipped to less competitive formats to protect cash cows and dominant leaders. Too bad. Dirty tricks were one of the fun parts of the game that offered an exciting break from the daily grind of radio life.

Having once been on the receiving end of an extremely aggressive and in-your-face campaign, I learned my lesson and applied it quite successfully in other markets. Nothing unhinges a station more than to keep its people constantly worried about you and what you're going to do next. Indeed, I came to consider myself a bit of an expert on G. Gordon Liddy-ish tactics. I was careful to never get sucked in so that it became all I was about; for me it was hi-jinks—something to keep myself amused and the competition on their toes.

One GM called my campaign “Death by a Thousand Cuts.” No nuclear blasts. Just lots of little stuff that antagonized the competition and that didn't require much effort

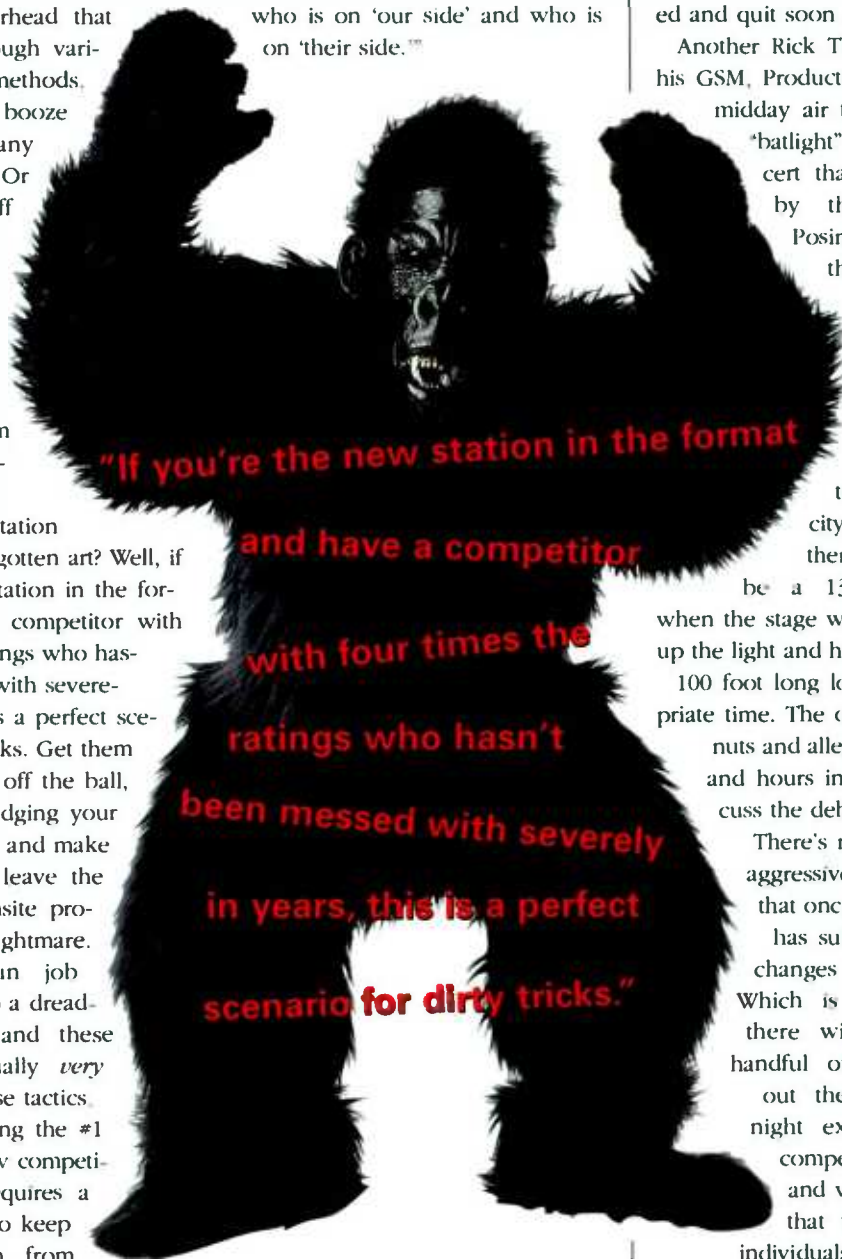
or time on my part—which is the beauty of these things. Things like firing the competition's morning show using letterhead that I'd retrieved through various (nefarious) methods. Or canceling the booze at their company Christmas party. Or signing the airstaff up for mail-order porn to be delivered to their homes. This took all of five minutes but kept them mentally unfocused for weeks.

Why should a station dabble in this forgotten art? Well, if you're the new station in the format and have a competitor with four times the ratings who hasn't been messed with severely in years, this is a perfect scenario for dirty tricks. Get them to take their eye off the ball, to start acknowledging your station on the air, and make every time they leave the station for an onsite promotion a living nightmare. It makes a fun job instantly turn into a dreadful experience...and these stations are usually *very* vulnerable to these tactics.

Conversely, being the #1 station with a new competitor sometimes requires a trick or two just to keep the new station from establishing any balance, comfort, or stability. Bannering their events, canceling the phone lines for remotes, and paying every restaurant, bar, and coffee kiosk within walking distance of their studio to play your station will accomplish that quite handily.

Rick Thomas at Magic 92.5 in San Diego, who has been a perpetrator on numerous occasions, offers this analysis: “It doesn't take a lot of effort to get so deeply into your competition's head that it starts to eat away at their brain. The best

place to take down a radio station is from within. Get their morale eroding and get people wondering who is on ‘our side’ and who is on ‘their side.’”



At one station, Rick and his MD went dumpster diving on a Friday night and discovered a memo citing a new moniker that would be initiated on Monday morning. By midnight on Friday, Rick's station had incorporated the key word “Hot” into his own verbiage, effectively emasculating the other station's campaign. Future dumpster excursions uncovered more memos, which Thomas then faxed back to his competing PD with post-it note additions like, “Hey, tell your people to stop faxing me

your stuff. Deal with your leaks and stop bothering me!” The other station's Program Director “imploded and quit soon after,” says Rick.

Another Rick Thomas coup saw his GSM, Production Director, and midday air talent sneaking a “batlight” into a huge concert that was presented by the competition. Posing as a TV crew, the three were escorted to the front by security. Having already sent someone to see the tour in another city, Rick knew that there was going to be a 13-second period when the stage was dark. They set up the light and hit the stage with a 100 foot long logo at the appropriate time. The other station went nuts and allegedly spent hours and hours in meetings to discuss the debacle.

There's no doubt that the aggressive competitiveness that once reigned in radio has suffered because of changes in the industry. Which is a tragedy. But there will always be a handful of radio terrorists out there making late-night excursions to the competitor's dumpster, and we can only hope that these few hearty individuals will come away with tales to keep us entertained in the years to come—and keep alive the memory of when radio was fun, exciting, and sometimes, even just a little dangerous. ■

PAIGE NIENABER IS VP/FUN 'N GAMES OF JERRY CLIFTON'S NEW WORLD COMMUNICATIONS AND C.P.R., RADIO'S FIRST PROMOTIONAL CONSULTANCY. YOU CAN REACH PAIGE AT 651-433-4554 OR VIA EMAIL AT NWC/PROMO@EARTH-LINK.NET PLEASE CONSULT AN ATTORNEY BEFORE TRYING THESE (OR SIMILAR) TRICKS YOURSELF.

In the New World Order, Life is But a Stream

BY LAURA SWEZEY

With the recent explosion of streaming audio technology on the Internet, radio is enjoying a plethora of opportunities to reach a larger audience.

While the various service providers proclaim their companies' successes, and listenership of Internet radio grows, trying to figure out how many people are listening—or what is working and what is not—is still a difficult process at this early stage in the evolution of streaming audio. Thanks to "The Arbitron Internet Listening Study: Radio in the New Media World," a few facts are clear: more than one out of five Americans access the Internet at work, and one out of four online Americans have visited a radio station Web site. Additionally, people prefer to listen to their favorite station on the Internet, and visitors of station Web sites express a high degree of interest in community events, concert information, and titles and artist songs from their P1 sites.

There are many practical reasons people listen to Internet broadcasts of their favorite radio stations. One-third of those surveyed by Arbitron say radio signals do not come in clearly at work. With the interference of concrete and steel in office buildings, streaming audio over the Net can bypass traditional radio reception problems. In most cases, listeners only need to download a streaming-enabling tool such as RealNetworks' RealPlayer or Microsoft's Media Player. America Online subscribers using the 4.0 software version are automatically equipped with RealPlayer.

WHO'S STREAMING... AND WHO'S LISTENING?

In the year since KTUX-Shreveport first began streaming audio on its Web site, response has been enthusiastic, according to General Sales Manager Evan

Armstrong. "Locally we've gotten real good response from listening at work," he says. "We have a section on our site for email, and we've gotten a lot of people that have left town, and there's the military base where people are transferred to and from, so we get response from that."

It helps that KTUX is a classic/modern rock format since, according to Arbitron, nearly half of Alternative radio's core audience is online. "We have one of the most computer active formats, so it's only an advantage to us to be on the Internet," Armstrong explains. "You can pull us down into the browser and surf the net while you're listening to us, so you can play on the computer or do whatever you have to do."

Paula Petersen, Continuity Director and Webmaster of WTKX-Pensacola, says the biggest advantage to streaming audio on the station's Web site is in sales. "When a national advertiser knows that they can have their ad not only seen, by buying a banner on our Web site, but also one that can be heard, it's another way to make impressions in marketing. If you get to your computer and you can hear the ad on the radio wherever you are, that's an added plus on the business side." WTKX has seen a high volume of CD sales from bands and clubs advertising on the station's nightlife page.

KKLI-Colorado Springs Promotions Director Toni Martinez says that, due to the mountains and hills in the market, many of the station's listeners have trouble receiving the station through the radio, day or night. "There are also people on the outer fringe of our listening area who listen to us on the Internet because they can pick us up a little better," Martinez says. KKLI is one of the 375 stations that streams its audio via broadcast.com, which is capable of supporting an unlimited number of listeners for each radio station.

The broadcast.com Web site also lists its affiliated stations in a channel guide divided into specific

musical genres. The company says it serves an average of over 520,000 listeners per day, but does not reveal how many people listen to their stations at a given time, or how long they listen. Andy Collins, broadcast.com Affiliate Relations Manager, says, "Each station individually gets a report every month that shows them how many listens they had for each day of the previous month. However, we are not yet dealing with an Internet society with a set streaming standard."

Broadcast.com and the stations they serve will not release that information because there are no industry standards on how to interpret listening stats. Arbitron NewMedia is working on that. In conjunction with Magnitude Network, RealNetworks, and Engage Technologies, the ratings firm is creating a process for collecting listening data based on actual audience numbers. Gathering log files from Internet servers, Arbitron will have concrete data on how many people are listening and for how long. By mid 1999, Arbitron hopes to have online reporting capabilities in place so that users can access ratings from the Arbitron Web site. Stations will have numbers on their own listeners easily available, and will also see how other stations compare.

THE REASON IS RATINGS

"Obviously, ratings are really important in any format," says Peggy Miles, President of InterVox Communications, a Webcasting consulting company. "It's like a report card to see whether or not we're increasing from month to month, so a station has to have this to determine what's causing people to listen more on the Internet, and it's much better than radio because we've never had that instant overnight ratings. With the Internet, we can have instant ratings based on if we ran a promo on the air."

Magnitude Network has provided streaming audio and site content for over 40 stations and expects that number to surpass 100 in the next

few months. Todd Schmidt, President and COO, cautiously relates the listenership of one of Magnitude's affiliate stations. "One station in a small town in Vermont got 52,000 listeners in their first month," he says. "Their average TSL was 15.5 minutes but, more important, that was at 786,000 minutes. This month they're projecting about a 65 percent increase in listeners and they should end up with about 85,000 listeners." Schmidt says that, once people access their favorite stations online, TSLs tend to creep up. "The TSL is going to be about 17 minutes this month, and the station is going to do about almost 1.4 or 1.5 million minutes," he says.

Internet-only radio has been quick to respond to daypart listenership demands. Providers such as Imagine Radio are making the most of the long-term listener. By tuning into Imagine's Web site, listeners can choose from 24 programmed, genre-specific stations or can create their own customized station. Customized stations can be refined to edit out specific songs or drop in songs by new artists that coincide with the listener's musical tastes, keeping the mix interesting for lengthy periods of time.

Audience numbers are impressive, too, as Brad Porteus, VP of Marketing and Business Development for Imagine Radio, says listenership just reached 100,000 registered listeners—5,000 of whom have posted their customized station on the Imagine Web site to share with others. "We have 5,000 stations, which is analogous to the total number of FM stations in the entire United States," Porteus observes. "We feel that is sort of an interesting milestone."

As the number of streaming audio listeners and stations continue to increase, so does the demand for information on what it all means. As radio continues to look to the future for developments in technology, it also looks to the coming weeks and months for a clearer picture of what listeners want to hear and see. ■



TOP 40 • RHYTHM

C R O S S O V E R

The 1999 Seminar in a Nutshell

BY KEVIN CARTER

Getting the Show on the Road

Following a strong performance by new Epic artist C-Note, Thursday's Top 40 Jukebox Jury played to an overflowing room with featured panelists Erik Bradley (B96-Chicago), Jay Michaels (KRBE-Houston), Danny Ocean (WJMN-Boston), John Reynolds (KHKS-Dallas), Andy Shane (WKTU-New York), Dave Universal (WKSE-Buffalo), and Rob Wagman (B97-New Orleans). The top five highest-scoring records were "Harm-less" by Mulberry Lane (MCA), which tied for first place with "Show Me" by D-Cru (Epic).

Tied for second were "Hey Leonardo" by Blessid Union (Push) and "Livin' La Vida Loca" by Latin superstar Ricky Martin (C2). "Freak of the Week" by Marvelous 3 (Elektra) rounded out the Top 5.

Words of Wisdom From Top PDs

Following a performance by MCA recording artist (and Jukebox Jury high-scorer) Mulberry Lane, things got rolling rather quickly. When asked, point-blank, if he thought that the hundreds of recently downsized record industry jobs were gone forever, Clear Channel

VP/Programming John Roberts said, simply, "Yes," whereupon he offered a possible scenario where displaced record reps could re-enter the industry as radio sales people: "Radio is always looking for qualified salespeople, and promoting records is similar to a sales-type position," he said. Added CBS/Infinity's John Gehron, "The opportunities for talented people are better than ever, because the numbers we've got to do are greater than ever. Talented people can grow all the way up the market sizes."

When talk turned to the work ethic of today's fledgling talent, Roberts said, "...Young talent gets hired for all-nights and immediately wants next Saturday off for their girlfriends' birthday." On the subject of PDs, he said, "The PD of old was expendable; now he's a junior manager in training and understands sales, promotion, music, and talent."

VHI's Mike Tierney reminded the audience that "[current Hot 97-New York PD] Tracy Cloherty and I drove the Hot 97 van...not that everybody who drives the van will become a PD, but it's a place to start."

Asked to project five years into the future in an ever-consolidating universe, Gehron offered this nugget of wisdom: "Don't burn any bridges."

Gehron also weighed in on the challenges of staying in touch musically with the company's diverse slate of formats: "I just wish everybody would back-announce the records so I'd know what I'm hearing."

Emmis Exec. VP/Programming Rick Cummings, admittedly slightly out of the target demo of his company's Power 106-Los Angeles, noted, "If I start liking a hip-hop record right away, that makes me nervous, so the first thing I do is call and say, 'Quick, let's put it in callout.'"

Talks Heat Up

Given all of the emotions boiling just beneath the surface, Saturday's

packed session kicked into high gear with a candid (and, at times, heated) discussion of radio concerts, a subject that's quickly becoming a political hot potato. S.I.N.'s Vince Pellegrino led the lively discussion, which quickly prompted KKFR's Bruce St. James to comment on how his station was all but barred from having any visibility at a Lauryn Hill concert. "I don't feel that I should have to resort to doing something illegal just to get my call letters in front of a concert audience," he said.

Power 96-Miami PD Kid Curry cautioned the audience about the growing problem of micro-radio and the proliferation of radio pirates in South Florida. "I already have to deal with about 40 pirates in my market," he said. One pirate, he noted, has been operating for over two years, sells advertising, has a station van, "and the FCC still can't find them," he complained.

A Classy Reunion

"Don't be afraid of losing your job," was PD Bill Tanner's life-altering advice to Kid Curry, which Curry related during GAVIN's Y-100 Class Reunion. Curry, now PD at Power 96-Miami, says Tanner's words "gave me the confidence to go out and perform."

"There wasn't a liner card in the place, just hot points," recalled GAVIN's Quincy McCoy. "It was your job to turn everything into the big movie." Buzz Bennett added, "We didn't want to hear audio, we wanted to hear cinematics."

One choice anecdote had Bennett, asleep in a wheelchair during a jock meeting, suddenly awaken to utter, "The station needs more vibe." According to R&R's Tony Novia, "Y-100 was like a Jaguar running on all 12 cylinders," to which current Y-100 PD Rob Roberts observed, "Today, Y-100's biggest competitor is its heritage."

After the meeting, a clearly pumped John Roberts told GAVIN, "This meeting was about great radio...the themes are timeless...this should have been a required session for all younger programmers!"

1999 GAVIN Award Winners

TOP 40

Major Market Station (tie) KIIS-Los Angeles; WHTZ (Z100)-New York

Major Market PD Tom Poleman, WHTZ (Z100)-New York

Major Market APD/MD Paul "Cubby" Bryant, WHTZ (Z100)-New York

Large Market Station WFLZ-Tampa

Large Market OM/PD Brian Bridgman, WNKS-Charlotte (recently named PD of WIOQ-Philadelphia)

Large Market APD/MD Neal Sharpe, WNCI-Columbus

Medium Market Station KRQQ-Tucson

Medium Market OM/PD Tim Richards, KRQQ-Tucson

Medium Market APD/MD J.J. Morgan, KQKQ (Sweet 98)-Omaha

Small Market Station WPST-Trenton

Small Market OM/PD Dave McKay, WPST-Trenton

Small Market APD/MD Chris Puorro, WPST-Trenton

Major Label Arista Records

Independent Label Jive

Sr./Exec. VP of Promotion Charlie Walk, Columbia Records

VP of Promotion Jim Elliott, Arista Records

National Promotion Executive Bob Weil, Reprise Records

RHYTHM CROSSOVER

Major Market Station WKTU-New York

Major Market PD (Tie) Todd Cavanah, B96-Chicago; Cadillac Jack, WJMN-Boston

Major Market APD/MD Andy Shane, WKTU-New York

Large Market Station KLUC-Las Vegas

Large Market PD Cat Thomas, KLUC-Las Vegas

Large Market APD/MD Jennifer Wilde, KQKS-Denver

Medium Market Station KKSS-Albuquerque

Medium Market PD Tony Manero, KKSS-Albuquerque

Medium Market APD/MD Jackie James, KKSS-Albuquerque

Small Market Station (tie)

WOCQ-Ocean City; KWNZ-Reno

Small Market PD Wookie, WOCQ-Ocean City

Small Market MD Bill Shakespeare, KWNZ-Reno

Major Label Arista

Independent Label Jive

VP/Promotion Tom Maffei, Arista Records

National Promotion Executive Lisa Ellis, Columbia

RHYTHM

CROSSOVER

FROM THE INSIDE

It became very apparent very quickly at the recent GAVIN Seminar that no niche format seems to break more artists or generate more raw passion (both good and evil) than does Rhythm Crossover. So for this special section, I decided that, rather than listening to some lame talking head (a.k.a. me) pontificate as an outside observer of the format, I would opt to keep it in the family. To that end, I reached out to several passionate (and vocal) practitioners of the format—some programmers, a couple of record execs, and a consultant—and gave them free reign to let them tell you what's happening at Rhythm Crossover...from the inside. —KEVIN CARTER

Thriving From The Outside

BY RICK CUMMINGS



I'm not really sure what the definition of the Crossover format is these days. It's not unusual to see Britney

Spears, Backstreet Boys, 'N Sync, even Cher on some charts. Yet, we don't feel the Emmis stations can really go there.

The drill has never been to be as narrow as possible (the same DMX record over and over, for example). The drill is to be as wide as you can get away with—but the game is still winning in Arbitron, so some stations in markets that have fewer choices can play Backstreet Boys next to DMX. We don't feel we can. Where we compete (Power 106-Los Angeles, Hot 97-New York), there's a strong choice for Backstreet Boys and a strong choice for DMX. We decided to ride with DMX.

I come at this subject mostly from the Hip-Hop/R&B perspective, rather than the pop one. But when Sprite leaps from the number seven soft drink to number three with a hip-hop marketing campaign, when Tommy Hilfiger creates a billion-dollar enterprise by being the clothier to the hip-hop stars, and when hip-hop outsells Country and miseducated Lauryn Hill herself is on the cover of *Time* magazine, that should tell us something about the strength of hip-hop. And, since it's arguably *the* driving force in Crossover, it's also the strength of Crossover.

It's what's hot. It's what sells. And it's unapologetic about it (no grunge stars slitting their wrists over their success here). So long as Crossover leans on the best of the hip-hop world, the future has to be bright.

As for the pop side of Crossover, you'd have to ask someone who programs it. But from a distance, it looks to be stronger than it's been in some time. Crossover stations that lean pop are turning in some of their best young demos in a while—all I know is, my kids are hitting me up more often for concert tickets and backstage passes to acts like 'N Sync and Backstreet Boys than ever before.

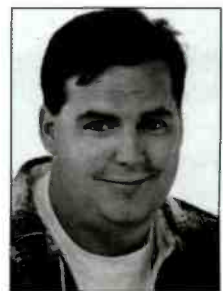
But the format is still a tough sell to

radio advertisers who continue to cherish 25-54 audiences. I hope I live long enough to see those advertisers finally embrace 18-34 on radio like they have in television and other media. Only then will we be saying the Crossover format has finally gotten its due.

RICK CUMMINGS IS EXECUTIVE VP/PROGRAMMING, EMMIS COMMUNICATIONS

The Voice of A Generation

BY BRUCE ST. JAMES



It's February 1999, and all is well in the Rhythmic world...kinda. This format, which was designed as a flanker to Top 40, has

become the mainstream in many markets, with the Top 40 now occupying the flanker role. Revenge is sweet.

Musically, we are *en fuego*! No other format can boast the sales,



KRAYZIE BONE

THUG MENTALITY

website: www.relativityrecords.com

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popularity, and artist development we have. From Usher to Jay-Z to Lauryn Hill, we are seeing the groundwork being laid for the next five to ten years. The cyclical resurgence of R&B, coupled with the lasting influence of hip-hop, has given us a leg up in the disposable world of music. Most stations have found that longterm success is dependent on our ability to associate ourselves with the artists. I truly believe our format does this better than any other, mostly because of our ability to narrowly focus on a target, along with the artists' and the labels' understanding of that value. We need to vigorously defend the artists we hold near and dear and build them up to a point that they don't feel it necessary to "cross over" to become mega-stars. While the cover of *Time* may be great for Lauryn Hill, I'm not sure her fans are big subscribers; my theory is that the only thing that kept Hammer off the cover was their unnatural fear of baggy pants.

The really exciting thing going on is that the format has become the voice for an entire generation. Giving credit to the first "street" stations, I feel it is important that we continue to walk the walk and talk the talk. Today's youth are more savvy than ever before. You can sense it in the music, see it in the clothes, hear it in the speech—and you better ooze it from the radio. The only thing that can hurt us is ourselves. There will always be a segment of the 12-24 population that feels disjointed and removed from society. As long as we embrace the things that are important to them, we will remain their place for news and entertainment. Consolidation will challenge us to grow our stations 18-34, but I hope we learn from the lessons of the past and don't repeat the same mistakes. Top 40 without teens is A/C.

So where do we go from here? The reality is that we turn over the audience every three to six years. We can't be afraid to change. The brilliance of this format comes from the fluidity with which we move. Nobody can argue that the format sounds anything like it did even five years ago. It's vital that we continue to surround ourselves with people that eat, sleep, and breathe the lifestyle. From mixers to street teams to the artists themselves, we need to be constantly on the lookout for the signs.

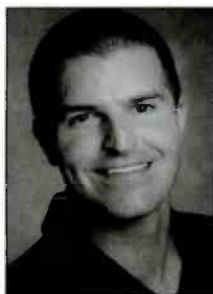
What is the next "thing" that will capture the interest of America's youth? I'm not sure, but I'll bet you'll hear about it first on Rhythmic radio.

BRUCE ST. JAMES IS PROGRAM DIRECTOR

OF CHANCELLOR RHYTHM-CROSSOVER
KKFR (POWER 92)-PHOENIX

Lifestyle of The Masses

BY TOM MAFFEI



One look at today's sales charts, and it's evident that R&B and Hip-Hop dominate a large percentage of overall units

sold. In effect, this genre has now become the music for the masses, and its influence is seen in everything from product advertising to the clothes that kids all over the world are wearing. As the hippy movement was to the '60s and disco was to the '70s, this genre of music has transformed our youth in that it has become the soundtrack for the lifestyle of the masses. Obviously, the vast majority of Crossover music is exposed via radio airplay, and the Rhythm Crossover format leads the way with some of the biggest and most influential radio stations in America.

It was not too many years ago that many people in our industry were declaring that the Crossover format was a trend, that it would not last. How wrong they were. It has become stronger and more influential each and every year, and looks to gain even more strength and influence in the future. For the most part, this music is incredibly reactive, for both radio stations and record companies, hence the reason for its continued, massive success.

However, given all of the accomplishments of this format and its artists, problems inevitably will follow, and only those companies with sure foresight will be at the forefront to help solve these problems.

In relation to radio, and specifically to the crossover format, the biggest challenge these days is finding the space at radio to play the songs that deserve the airplay. The reality is that there is more good product than there is space on radio playlists to expose it. Therefore, the smart companies must realize that marketing and artist development are the keys to success and career longevity. With aggressive marketing campaigns—both on the street and in non-traditional arenas (i.e. clothing campaigns, television, the Internet etc.)—there are more avenues available to increase overall

visibility. These additional marketing possibilities are becoming more important than ever, as the costs for videos and promotional support increases drastically each year, eating away at the bottom line at most com-

panies. Since this music has created these lifestyle effects, the additional support possibilities are now endless, and they can help make an artist or group much more visible to the masses. When that happens, it will undoubtedly influence the decision-makers at radio, and hopefully give that much-needed boost in airplay. Obviously, radio is the biggest piece in the marketing pie, and the main goal for both the record company and the artist.



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Overall, I feel the Rhythm Crossover format looks to continue to gain strength well into the coming century. And, as long as companies can read the telltale signs of the future trends within this genre and adapt to the growth potential, both record companies and radio will benefit. The possibilities for mutual success are endless.

TOM MAFFEI IS VP/CROSSOVER
PROMOTION, ARISTA RECORDS

Mainstreaming The Underground

BY TRACY CLOHERTY



I feel that Crossover music is stronger and more popular than it's ever been. In fact, when you have artists like Jay-Z,

DMX, and Lauryn Hill (just to name a few) who have sold millions of records worldwide, I feel the format shouldn't be called "Crossover," it should be called "Mainstream." Hasn't Rap music just surpassed Country as the biggest-selling genre of music in the nation?

The passion for this music didn't

happen overnight; it's been steadily growing for some time. It's certainly helped the format that there have been several artists who have gone on to become superstars—such as Tupac, Notorious BIG, Puffy, Will Smith, and Lauryn Hill—artists who have helped make the genre more mass appeal than ever before. The music itself seems to have become more appealing to a wider audience; it isn't as dark (for the most part) and often it's very danceable. And of course, the more radio stations and video outlets that embrace the music, the greater the resulting demand.

All forms of contemporary music seem to enjoy their waves of popularity and right now it's Hip-Hop's time to shine. At some point I'm sure the pendulum will swing and another genre of music will have its day (whatever happened to grunge?), but I believe that as long as the Crossover product remains strong, so will the demand for it.

TRACY CLOHERTY IS PROGRAM DIRECTOR
OF EMMIS RHYTHM-CROSSOVER WHQT
(HOT 97)-NEW YORK

The Right Tools For Success

BY BOB WEST



The opportunity to succeed with big ratings and to succeed in the important demos with the Rhythmic Top 40 or Rhythm

Crossover format has never been better! There are hit songs right now from superstars and soon-to-be superstars from just about every musical genre in the format. Check it out: Superstars Whitney Houston, Mariah Carey, and Brandy all have huge hit songs; the R&B tip provides us with smashes by artists like Next, Usher and R. Kelly; hip-hop is huge now with such stars as Will Smith, Lauryn Hill, Jay-Z, and

Puffy; and from the pop side, we have hit songs from the Backstreet Boys, 'N Sync, and Britney Spears...and what about that song by hot new rapper Eminem?

The Rhythm format is healthier than it's been in recent memory. The types of music that make up the Rhythm format are becoming more and more "mass appeal" and are becoming more and more part of our pop culture. Lauryn Hill recently made the cover of *Time* magazine, along with a cover story entitled "Hip-Hop Nation." In it, the author points out that, "In 1998, for the first time ever, rap outsold what previously had been America's top-selling format, Country music." He notes that, "Even if you're not into rap, hip-hop is all around you; in films (Will Smith movies), books (Tom Wolfes' best-selling new novel), and fashion (Tommy Hilfiger)."

OK, so we have the product. Now we just have to configure it in such a way that maximizes our ratings for our particular situations. As competition increases, so do our challenges. Our job is to produce ratings so that others may produce revenue. There was a time when KSFM was able to play songs from all the rhythm genres and garner huge ratings in all demos, but due to increased competition we've been forced to narrow our focus and play only the songs that really represent Sacramento's 18-34 lifestyle. The result is a number one ranking 18-34, but diminished shares 25-54. This poses obvious challenges to the sales department, so as good programmers we must also "program" our sales managers and general managers, and provide them with alternate solutions to hitting their projections through promotions, event selling, and other non-traditional means.

Despite its challenges, the rhythm format provides the most consistent and popular form of Top 40 over time. It's up to us to use our artistic abilities to make it flow and to make it compelling for our listeners.

BOB WEST IS OPERATIONS MANAGER OF KSFM (JAMMIN' 102.5)-SACRAMENTO

Own the Artists, Break the Records

BY NINO CUCCINELLO

The beauty of the Rhythmic format is that it is so specialized. Records have the ability to break from more than one place—mix shows, clubs, and the streets. Perfect examples of this are the following markets: Los Angeles,



the San Francisco Bay Area, and New York. These stations are in the clubs, on the streets talking to their listeners, or on the air (both mixing and as personalities). This allows radio to be in touch with every aspect of the lifestyle to whom we preach. In this way, we can gauge a reaction to a record even before it hits the air.

Another important aspect of this format is artist ownership. When [KPWR-Los Angeles APD] Damion Young heard a rough copy of Eminem's 'My Name Is,' he immediately invited him to perform at the Baka Boyz' Friday Night Flava show. KPWR took ownership of Eminem, allowing him to develop through the mix shows and giving him maximum visibility on the station. I feel that no other format can embrace an artist in so many different ways.

At Interscope, we have the luxury of having a dedicated staff of six devoted to working the Rhythmic format exclusively. These people know everyone at their stations. They also deal with retail on a weekly basis. This way they know what's hot in the markets. They track everything from commercial 12-inch singles to LPs and help create excitement at retail. Our street teams also play a crucial role in how we expose a new artist to the public. They also deal with mix shows and interact with the buying public on a nightly basis at clubs.

We all say we need to live the lifestyles of our audience to be successful. The combination of mix shows, clubs, and spending time in the streets allows both radio and records to accomplish this successfully.

NINO CUCCINELLO IS HEAD OF CROSSOVER PROMOTION FOR INTERSCOPE RECORDS

Coming Full Circle

BY MICHAEL NEWMAN

Rhythmic Top 40 is hotter than ever. We're now seeing more and more companies all over the country flip to Rhythmic Top 40. It's a format that's being driven by icons like Will Smith, Lauryn Hill, Brandy, Mariah, Mase, Jay-Z, DMX, and Master P. The demand by consumers is reflective in the sales in each market, coupled

with huge exposure in magazines, TV, movies, and airplay.

Rhythmic Top 40s are comprised of a combination of different sounds. Some are purely hip-hop and R&B, while others add in some pop product. That sound is stronger than ever with artists like 'N Sync and the Backstreet Boys lighting up an audience that had been quiet for many years. I believe we are going through a natural cycle. You'll find some interesting comparisons if you look back to the late '80s and early '90s. MC Hammer and Naughty by Nature were some of the driving forces of Hip-Hop. Madonna, Mariah Carey, and Toni Braxton became the driving forces of R&B. New Kids on the Block were the pop sensation.

Icons drive the format, just like Alanis did for Alternative and Modern A/C a few years ago. Now a new set of icons is emerging and driving the world of Hip-Hop, R&B and pop. That's why Top 40 Rhythmic and pop stations are doing so well in the ratings.

Looking to the future, I feel we'll see more collaborations between artists, like we've seen recently with Praz and ODB, Mariah and Krayzie Bone. I also believe that with emerging technology continuing to push more information into every person's life, people will want things simpler. That's why pop music will continue to be huge.

FORMER PROGRAMMER MICHAEL

NEWMAN IS A CONSULTANT FOR STEVE SMITH RADIO & RATINGS.

Rhythm Crossover Plugged In

BY MICHAEL MARTIN



I think before you can talk about the state of Rhythm Crossover, the mindset of the format needs to be defined.

Rhythm Crossover is a format that caters to a young, hip, musically in-tune audience.

In order to successfully program Rhythm Crossover, you have to be plugged in with the needs and wants of your target audience. Your station must match their expectations. These kids know more about their music than most of the promo reps who walk into your office with this week's priorities. These kids get CDs, cas-

settes, and 12-inch singles, and dig through them looking for their own hits. They don't care about charts or release dates; they only know the songs that get them off. There are times when a single is selling in the market, but the kids are actually buying the cassette single for the B-side. If you as a programmer don't talk to your audience on a regular basis, you won't know this. There are songs in the clubs that everyone is talking about, but the label hasn't "made it a priority" yet. This can create several problems.

Programmers who aren't locked into their audience—who only rely on what their local rep brings in—are destined for failure. You have to dig into your audience's culture and lifestyle. Musically, you'll find all the secret weapons and songs they really love, regardless of whether or not it's a label priority. A good programmer has to understand that the label release date isn't necessarily the right time to introduce a particular song to his or her audience. Although this is a difficult concept for many labels to accept, nevertheless, it is the truth. I have put records on the air six months before the "scheduled release date"—as well as six months after that date. I'm sure that this is a nightmare for the labels involved, but I feel strongly that it's radio's job to deliver exactly what their audience is telling them they want *at that moment*. We can only hope that our plan fits the marketing plan layed out by the labels so we can all get along.

Smart radio programmers hire music directors who are from the clubs, from the streets, who know all the hangouts, who can talk with the core. I'll teach them Selector later. Just like with a good jock, find someone who possesses the attitude, the passion, and the knowledge of your target. These are characteristics that are not teachable. You can't hear them in a demo tape or read them in a resumé. You want to find the right music director? Go hang out in the clubs and talk to the mixer afterwards. These are your experts; they know what's really going on.

The message I'm giving to all the labels is to talk to the Rhythm programmers. Include them in your decision-making process. They are specialists in their format and can give you more valuable information about their market than all your out-of-town A&R people can.

MICHAEL MARTIN IS THE PROGRAM DIRECTOR OF CHANCELLOR RHYTHM-CROSSOVER WILD 94.9 (KYLID)-SAN FRANCISCO ■

TOP 40

MOST ADDED



98° (51)
SIXPENCE NONE THE RICHER (26)
EMINEM (25)
TLC (23)
MULBERRY LANE (20)

TOP TIP



WHITNEY HOUSTON
 feat. **FAITH EVANS AND KELLY PRICE**
 "Heartbreak Hotel" (Arista)
 Superstar artist teams up with 2 high-profile friends; can't miss.

RADIO SAYS



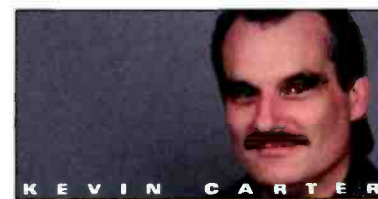
SUGAR RAY
 "Every Morning"
 (Lava/Atlantic)
 "Sugar Ray is testing—looks like it's a gone gator."
 —Rob Morris, PD,
 KDWB-Minneapolis

LW	TW		Weeks	Reports	Adds	SPINS	TREND
1	1	GOO GOO DOLLS - Slide (Warner Bros.)	23	151	0	7382	-96
4	2	CHER - Believe (Warner Bros.)	15	157	0	7141	+464
<i>Biggest hit of her career and headed for the top spot next week.</i>							
2	3	BRITNEY SPEARS - ...Baby One More Time (Jive)	20	142	2	6831	+43
3	4	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	20	142	0	6426	-356
7	5	SUGAR RAY - Every Morning (Lava/Atlantic)	9	155	3	6213	+630
5	6	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	16	137	1	5635	-366
6	7	BRANDY - Have You Ever? (Atlantic)	19	128	1	5451	-342
8	8	BACKSTREET BOYS - All I Have To Give (Jive)	13	138	0	5311	+54
11	9	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	21	129	2	4712	-19
9	10	EAGLE EYE CHERRY - Save Tonight (WORK)	31	107	0	4560	-516
10	11	WILL SMITH - Miami (Columbia/CRG)	19	104	2	4557	-176
14	12	MONICA - Angel Of Mine (Arista)	13	127	5	4104	+380
13	13	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	8	128	1	3638	-176
20	14	LENNY KRAVITZ - Fly Away (Virgin)	18	125	5	3466	+279
12	15	BARENAKED LADIES - It's All Been Done (Reprise)	13	104	1	3249	-838
22	16	BETTER THAN EZRA - At The Stars (Elektra/EEG)	9	122	3	3207	+284
16	17	SHAWN MULLINS - Lullaby (Columbia/CRG)	23	88	0	3063	-599
15	18	DIVINE - Lately (Red Ant)	19	89	1	3021	-687
18	19	NEW RADICALS - You Get What You Give (MCA)	19	91	0	2839	-557
19	20	THIRD EYE BLIND - Jumper (Elektra/EEG)	27	82	0	2834	-493
17	21	JEWEL - Hands (Atlantic)	18	91	0	2833	-657
26	22	MARIAH CAREY - I Still Believe (Columbia/CRG)	8	111	5	2789	+346
29	23	SIXPENCE NONE THE RICHER - Kiss Me (Squint)	24	122	26	2724	+781
21	24	BLACKSTREET featuring MYA - Take Me There (Interscope)	16	88	0	2714	-241
36	25	SAVAGE GARDEN - The Animal Song (Columbia/CRG)	3	127	15	2703	+1236
<i>Huge Spincrease; proven track record at Top 40—you do the math.</i>							
28	26	JOEY McINTYRE - Stay The Same (C2/CRG)	7	108	3	2662	+450
27	27	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	8	107	2	2597	+254
23	28	EVE 6 - Inside Out (RCA)	29	69	0	2355	-452
25	29	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	15	99	0	2342	-102
24	30	EVERCLEAR - Father Of Mine (Capitol)	19	80	0	2239	-440
30	31	GARBAGE - Special (Almo/Interscope)	15	96	3	1995	+349
33	32	B*WITCHED - C'est La Vie (Epic)	8	87	6	1905	+324
—	33	TLC - No Scrubs (LaFace/Arista)	3	101	23	1625	N
31	34	HOLE - Malibu (DGC)	9	78	1	1617	-23
38	35	EVERLAST - What's It Like (Tommy Boy)	8	74	13	1587	+229
—	36	MADONNA - Nothing Really Matters (Maverick/Warner Bros.)	5	86	14	1566	N
32	37	JENNIFER PAIGE - Sober (Edel America/Hollywood)	8	71	1	1496	-140
—	38	SHERYL CROW - Anything But Down (A&M/Interscope)	5	79	10	1431	N
40	39	SEMISONIC - Secret Smile (MCA)	7	72	6	1325	+128
—	40	DEBORAH COX - Nobody's Supposed To Be Here (Arista)	13	56	3	1233	N

Total Reports This Week **161** Last Week **163**

CHARTBOUND

	Reports	Adds	SPINS	TREND
FLEMING & JOHN - "The Pearl" (Universal)	56	—	1007	+64
WHITNEY HOUSTON / F. EVANS & K. PRICE - "Heartbreak Hotel" (Arista)	54	5	1196	+152
EVERYTHING - "Good Thing" (Blackbird/Sjire)	52	3	1054	+198
VENGABOYS - "We Like To Party" (Strictly Rhythm)	42	10	767	+197



RAVES

Written by Annette M. Lai, Kevin Carter, and Alexandra Russell

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

Unless you've been sequestered under a porch somewhere, no doubt you've been using the name Eminem in a sentence lately...and not talking about his colorful thin candy shell, either...As evidenced by an explosion of mentions in *gmail* over the past several weeks, an MTV Buzz Clip and a blistering live set at the GAVIN Seminar, this Detroit-based rapper is serving notice that Slim Shady is coming over to visit...and putting his feet all over your furniture.



—KEVIN CARTER

BON JOVI "Real Life" (Reprise/Island/Mercury)

Jon teams with top songwriter Desmond Childs for his band's contribution to the soundtrack for Ron Howard's forthcoming flick starring Matthew McConaughey, *EDW*. The group reunited for the project, and they



Continued on page 22

TOP 40 REPORTS ACCEPTED
 MONDAYS AND TUESDAYS
 8:30 A.M.-4 P.M.
 GAVIN STATION REPORTING
 PHONE: (415) 495-1990
 FAX: (415) 495-2580

Once Upon a Time...

The Storee's just beginning...3rd Storee, that is. The young Yab Yum/Elektra group made its debut foray to the City by the Bay recently, and stopped by to press the flesh with KZQZ-San Francisco PD Mark Adams.



Still Dreamy After All This Time

When ex-New Kid Joey McIntyre stopped by Hot 197.9 (WWHT)-Syracuse, New York, hundreds of fans braved harsh weather—some for hours—for a chance to meet their dream man. Though he's all grown up now, the sighs could be heard for blocks. (l-r): PD J.J. Rice, a.m. show co-host Paige, McIntyre, afternoon personality Marty, and Promo Director Dan Connelly.

TOP 40 UP&COMING

Rpts	Adds	SPINS	TREND	ARTIST - Title (Label)
35	51	218	+106	90 DEGREES - The Hardest Thing (Universal)
45	—	820	+9	2 PAC - Changes (Interscope)
34	25	247	+161	EMINEM - My Name Is... (Interscope)
33	—	592	+22	MUDHENS - Try To Explain (MH)
33	10	442	+152	JAY-Z - Can I Get A ... (Roc-A-Fella/Def Jam)
32	13	655	+58	SWEETBOX - U Make My Love... Feat. Evelyn King (RCA)
29	—	628	-66	BLONDIE - Maria (Beyond Music)
28	4	517	+29	DRU HILL - These Are The Times (Island/Mercury)
28	7	375	+122	MEJA - All 'Bout The Money (C2/CRG)
24	5	347	+98	TOMMY HENRIKSEN - I See The Sun (Capitol)
23	1	336	+114	THE CORRS - What Can I Do (143/Lava/Atlantic)
23	6	284	+158	dc TALK - Consume Me (Virgin)
22	9	231	+130	FUEL - Shimmer (550 Music)
22	20	60	+59	* MULBERRY LANE - Harmless (Refuge/MCA)
20	2	439	+27	ROD STEWART - Faith Of The Heart (Universal)
20	358	—	+104	TATYANA ALI - Boy You Knock Me Out (MJJ/Epic)
19	—	385	+16	SISTER MOON - Why (This Is This)
18	4	319	-27	ELTON JOHN & LeANN RIMES - Written In The Stars (Curtis/Rocket/Island)
17	4	236	+122	ALICE - What's In It For Love (Desert Sky)
16	13	131	+97	* EYC - This Thing Called Love (Rad Ant)
14	1	333	-90	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)
12	2	145	+33	3rd STOREE - If Ever (Yab Yum/Elektra/EEG)
11	—	237	+28	FAR TOO JONES - Best Of Me (Mammoth)
11	6	168	+66	* SHAWN MULLINS - Shimmer (Columbia/CRG)
11	—	156	-73	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)
11	1	144	-9	CRAIG JACKSON - Blinded By Love (Green)
10	1	119	+4	SIMON DANIELS - Hand In Hand
10	159	—	+53	* 1000 CLOWNS - Not The Greatest Rapper (Elektra/EEG)

Drops: #34-Khaleel, #35-R Kelly & Celine Dion, #37-Monifah, #39-Dave Matthews Band, the Merrymakers, Dawson, Mr. Blue, Jay-Z ("Hard")

Harmless Fun



Smiling for the cameras following their stellar GAVIN Seminar performance is Refuge/MCA recording act Mulberry Lane. Posing along with them are GAVIN's Annette M. Lai (second from left); MCA's Abbey Konowitch (fourth from the left); Refuge's Don Gehman (sixth from left); MCA's Steve Zap (far right). Kneeling: GAVIN's Steve Resnik.

GAVIN ONLY

GO STATION PANEL: The GO Chart is based on reports by 79 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. UNDERLINES indicate upward movement, while RED entries highlight a stronger performance than on the main Top 40 Chart.

TW	ARTIST - Title (Label)	SPINS	TREND
1	<u>CHER</u> - Believe (Warner Bros.)	3075	+142
2	GOO GOO DOLLS - Slide (Warner Bros.)	3016	+21
3	<u>SUGAR RAY</u> - Every Morning (Lava/Atlantic)	2820	+333
4	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	2742	-85
5	BRITNEY SPEARS - ...Baby One More Time (Jive)	2573	+26
6	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	2427	-102
7	<u>BACKSTREET BOYS</u> - All I Have To Give (Jive)	2265	+67
8	<u>BRANDY</u> - Have You Ever? (Atlantic)	2042	-52
9	BARENAKED LADIES - It's All Been Done (Reprise)	2018	+2
10	<u>ALANIS MORISSETTE</u> - Unsent (Maverick/Reprise)	2013	+83
11	<u>MATCHBOX 20</u> - Back 2 Good (Lava/Atlantic)	1948	+65
12	<u>LENNY KRAVITZ</u> - Fly Away (Virgin)	1870	+234
13	<u>COLLECTIVE SOUL</u> - Run (Atlantic/Hollywood)	1746	+187
14	EAGLE EYE CHERRY - Save Tonight (WORK)	1705	-79
15	<u>BETTER THAN EZRA</u> - At The Stars (Elektra/EEG)	1696	+183
16	SHAWN MULLINS - Lullaby (Columbia/CRG)	1653	-104
17	NEW RADICALS - You Get What You Give (MCA)	1624	-77
18	<u>MONICA</u> - Angel Of Mine (Arista)	1555	+145
19	JEWEL - Hands (Atlantic)	1547	-72
20	<u>SAVAGE GARDEN</u> - The Animal Song (Columbia/CRG)	1334	+640
21	WILL SMITH - Miami (Columbia/CRG)	1310	-46
22	<u>MARIAH CAREY</u> - I Still Believe (Columbia/CRG)	1292	+197
23	<u>SIXPENCE NONE THE RICHER</u> - Kiss Me (Squint)	1263	+313
24	<u>GARBAGE</u> - Special (Almo/Interscope)	1157	+175
25	<u>JOEY McINTYRE</u> - Stay The Same (C2/CRG)	1155	+268
26	EVERCLEAR - Father Of Mine (Capitol)	1154	-66
27	JENNIFER PAIGE - Sober (Edel America/Hollywood)	1135	+30
28	THIRD EYE BLIND - Jumper (Elektra/EEG)	1053	-51
29	DIVINE - Lately (Red Ant)	1041	-35
30	HOLE - Malibu (DGC)	995	+13
31	BLACKSTREET featuring MYA - Take Me There (Interscope)	981	0
32	<u>FLEMING & JOHN</u> - The Pearl (Universal)	950	+110
33	KHALEEL - No Mercy (Hollywood)	906	-27
34	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	904	-14
35	<u>B*WITCHED</u> - C'est La Vie (Epic)	889	+219
36	EVE 6 - Inside Out (RCA)	884	+13
37	<u>SHERYL CROW</u> - Anything But Down (A&M/Interscope)	883	N
38	<u>MADONNA</u> - Nothing Really Matters (Maverick/Warner Bros.)	753	N
39	<u>SEMISONIC</u> - Secret Smile (MCA)	703	+48
40	DAVE MATTHEWS BAND - Crush (RCA)	693	-1

MOST ADDED



SIXPENCE NONE THE RICHER (13)
98° (12)
TLC (11)
****SAVAGE GARDEN** (10)
****SHERYL CROW** (10)

MOST ADDED



MYA (15)
98° (14)

****KELLY PRICE (8)**
****BUSTA RHYMES feat. JANET JACKSON (8)**

TOP TIP



K-CI & JO JO

"Life" (Rockland/Interscope)
The guys who made "All My Life" a permanent wedding addition are back with a sequel, all about "Life."

RADIO SAYS



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

"Went from nothing to #3 phones in a week—talk about a reaction record!"
—Jason Hillery, PD, KBTE (The Beat)-Corpus Christi

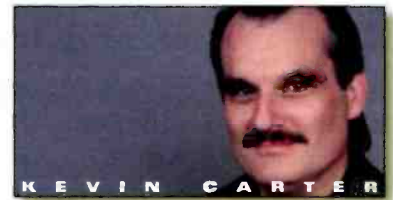
RHYTHM CROSSOVER

LW	TW		SPINS	TREND
1	1	MONICA - Angel Of Mine (Arista)	2519	-69
4	2	WHITNEY HOUSTON - Heartbreak Hotel (Arista)	2136	+239
3	3	DRU HILL - These Are The Times (Island/Mercury)	2020	+55
9	4	TLC - No Scrubs (LaFace/Arista)	2001	+448
<i>Meteoric chart rise and rapid mass appeal success...what's not to like?</i>				
5	5	JAY-Z - Can I Get A... (Roc-A-Fella/Def Jam)	1906	+18
2	6	BRANDY - Have You Ever? (Atlantic)	1682	-461
6	7	DEBORAH COX - Nobody's Supposed To Be Here (Arista)	1672	-90
10	8	MARIAH CAREY - I Still Believe (Columbia/CRG)	1671	+156
7	9	2 PAC - Changes (Interscope)	1539	-109
8	10	WILL SMITH - Miami (Columbia/CRG)	1530	-98
11	11	LAURYN HILL - Ex-Factor (Columbia/CRG)	1503	-3
20	12	EMINEM - My Name Is... (Interscope)	1458	+339
<i>Tell us something we DON'T know...great performance at the GAVIN Seminar.</i>				
15	13	BRITNEY SPEARS - ...Baby One More Time (Jive)	1447	+100
16	14	R. KELLY - When A Woman's Fed Up (Jive)	1429	+119
18	15	GINUWINE - What's So Different (550 Music)	1387	+98
14	16	TYRESE - Sweet Lady (RCA)	1385	+26
12	17	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	1242	-179
13	18	TLC - Silly Ho' (LaFace/Arista)	1237	-165
23	19	CHER - Believe (Warner Bros.)	1033	+138
17	20	OUTKAST - Rosa Parks (LaFace/Arista)	1033	-267
27	21	FAITH EVANS - All Night Long (Bad Boy/Arista)	976	+172
21	22	BACKSTREET BOYS - All I Have To Give (Jive)	975	-50
19	23	DRU HILL - How Deep Is Your Love (Island/Mercury)	950	-204
32	24	VENGABOYS - We Like To Party (Strictly Rhythm)	828	+211
26	25	TO - Bye Bye Baby (Epic)	788	-19
30	26	SHANICE - When I Close My Eyes (LaFace/Arista)	723	+3
25	27	LAURYN HILL - Doo Wop (That Thing) (Columbia/CRG)	712	-113
22	28	BLACKSTREET featuring MYA - Take Me There (Interscope)	657	-245
28	29	DMX - Ruff Ryders Anthem (Def Jam/Mercury)	647	-156
24	30	BRANDY - Angel In Disguise (Atlantic)	599	-253
34	31	MONIFAH - Touch It (Universal)	581	+1
29	32	DIVINE - Lately (Red Ant)	541	-188
31	33	FAITH EVANS - Love Like This (Bad Boy/Arista)	533	-183
37	34	THE ROOTS - You Got Me (MCA)	526	+11
38	35	FAT JOE & BIG PUN - Bet Ya Man Can't (Atlantic)	500	-7
33	36	HARLEM WORLD - I Really Like It (So So Def/Columbia/CRG)	473	-114
—	37	BUSTA RHYMES / JANET JACKSON - What's It Gonna Be (Flipmode/Violator/Elektra/EEG)	456	N
—	38	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	444	N
36	39	JUVENILE - Ha (Universal/MCA)	434	-141
—	40	FOXY BROWN - Hot Spot (Def Jam/Mercury)	401	N

Total Reports This Week 57 Last Week 60

CHARTBOUND

	Reports	Adds	SPINS	TREND
3rd STOREE - "If Ever" (Yab Yum/Elektra/EEG)	23	4	366	+49
DIVINE - "One More Try" (Red Ant)	20	1	363	+67
* MONIFAH - "Monifah's Anthem/Bad Girl" (Universal)	20	6	294	+88
* K-CI & JO JO - "Life" (Rockland/Interscope)	17	—	356	+113
* MYA - "My First Night With You" (Interscope)	16	15	64	+64



FOR THE RECORD

"We're getting a big reaction to 'I Really Like It' by Harlem World."
—**Danny Ocean, APD/MD, WJMN-Boston**

"Watch out for 'Thug Mentality' by Krazzie Bone (Relativity); this thing is turning out to be huge!"



—**Tony Manero, PD, KKSS-Albuquerque**

"I agree with what Tony up there just said..."

Krazzie Bone's "Thug Mentality" will indeed be very huge...thanks for calling."

—**Bob Lewis, PD, KISV-Bakersfield**

"We're spinning the Victor Calderone Main Vocal mix of 'I'm Beautiful' by Bette Midler (WB) in the clubs and getting a huge response."

—**Alex Tear, PD, WDRQ-Detroit**

"Girlfriend/Boyfriend" by BLACKstreet & Janet jackson is already pulling phones after two days of airplay."
—**Tom "Jammer" Naylor, Kiss 99.7-San Luis Obispo**

**NEXT WEEK:
1999 SEMINAR
PHOTO ROUNDUP**

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



OC104 (WOCQ)-Ocean City, Md. PD Wookiee dropped a note to show off his team's new "So Happy It's Thursday" t-shirts (l-r): front office secretary Nicole Vandeputte, morning man Yo! Sunny Joe, PD/afternoon driver Wookiee, parttimers Dee-Lite and Babelicious, and MD/p.m. jock Gizmo.

EDITOR'S NOTE:

This year at the GAVIN Seminar, we witnessed great live performances from C-Note, Tina Arena, Mulberry Lane, 3rd Storee, and, of course, Phil Collins. GAVIN's Top 40 department would like to give a special thanks to Epic Records, MCA Records, Elektra Entertainment, and Hollywood Records for confirming, once again, that it's all about the music.

MCAD-11830

okay player.

GIVING YOU TRUE NOTES SINCE 1987



THE ROOTS

“you got me” featuring Erykah Badu

Breakthrough Adds This Week: **WPOW KYLD KUBE WBTT**
R&B Monitor 6*-5* • Crossover Monitor 14*-11*
Spins Over 2,500 • Audience Over 38 Million!

Big Spins:

WJMH 70x
WPGC 50x
WERQ 52x
Hot97 45x
KMEL 40x
WHHH 35x
KBMB 30x

Big Requests:

WJMH
WPGC
WERQ
Hot97
KMEL
WBHJ
KBMB

Top Callout:

WJMH
WPGC
WERQ
Hot97



THE BOX
MUSIC TELEVISION
YOU CONTROL
#1 Most Played



4 Star Album Review - Rolling Stone
Appearing on David Letterman March 2nd
Nationwide Tour Starts March 3rd

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



“YOU”

**One of the Most Added at
Rhythm Crossover Radio!**
Spins over 2,700
Audience over 35 million
Sold over 150,000 singles in 3 week!
Billboard R&B Monitor 6*
Billboard R&B Single 4*
Billboard Crossover Monitor 21*-18*
Billboard Hot 100 11*-10*
Most Added at Rhythm Crossover Radio!

Huge Single Sales:

Philadelphia #4
Houston #17
Miami #3
Norfolk #1
Las Vegas #13
Washington, D.C. #4
Ealtimore #2
Indianapolis #9
Greenboro #8

WERQ 50x #1 phones
WPGC 50x #1 phones
WBHJ 50x #1 phones
KMEL KTFM KGGI
KBMB WJBT and more...

jesse powell

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



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

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and



#298

music network

A/C + HOT A/C

The Jury Weighs In

When the crowd gathered for the A/C and Hot A/C Jukebox Jury on Thursday, February 18, at the GAVIN Seminar in New Orleans, there were no clear-cut favorites—probably because, as always, the participating bands, songs, and labels were kept a closely-guarded secret prior to the proceedings. But when all the buttons had been pushed and all the numbers crunched, Refuge/MCA Records' Mulberry Lane topped the list with their upcoming single "Harmless."

Rounding out the Top 5 were (in a three-way tie for second) Columbia's Curtis Stigers with "To Be Loved," Push/BMG's Blessid Union with "Hey Leonardo (She Likes Me for Me)," and Move Around Records' Lee Nestor with "Still With Me," and Elektra/HiFi/EEG act Marvelous 3's "Freak of the Week."

Although the final tallies were relatively close, the choices made by A/C

and Hot A/C radio contingents were much more strident. "Harmless" clearly topped both votes, but the other finalists varied widely in point scores. Here are the Top 5, broken down between the two:

A/C

"Harmless," Mulberry Lane
 "Still in Love," Larry Stewart (Windham Hill)
 "Still With Me," Lee Nestor
 "To Be Loved," Curtis Stigers
 "If Ever," 3rd Storee (Yab Yum/Elektra/EEG)

HOT A/C

"Harmless," Mulberry Lane
 "Freak of the Week," Marvelous 3
 "Hey Leonardo," Blessid Union (tie)
 "To Be Loved," Curtis Stigers (tie)
 "Still With Me," Lee Nestor

Thanks to all the labels who submitted material. For complete results, contact A/C Editor Annette M. Lai.

A/C and Hot A/C Award Winners

A/C Label of the Year Columbia

A/C Label Promotion Executive of the Year Elaine Locatelli, Columbia

Hot A/C Promotion Person of the Year Nick Bedding, Capitol

A/C Promotion Person of the Year Etoile Zisselman, Arista

A/C Independent Promotion Person of the Year Sandi Lifson, Sandi Lifson Promotion

Hot A/C Major Market Station of the Year KFMB (Star 100.7)-San Diego

Hot A/C Major Market Program Director of the Year Greg Strassell, WBMX-Boston

Hot A/C Major Market Music Director of the Year Rich Anhorn, KHMV-Houston

A/C Major Market Station of the Year WLIT-Chicago

A/C Major Market Program Director of the Year Mark Edwards, WLIT-Chicago

A/C Major Market Music Director of the Year (tie)

Tony Coles, KBIG-Los Angeles;
 Donna Rowland, WBEB-Philadelphia

Hot A/C Large/Medium Market Station of the Year KMXB-Las Vegas

Hot A/C Large/Medium Market Program Director of the Year Chuck Morgan, WSSR-Tampa

Hot A/C Large/Medium Market Music Director of the Year Jack Stevens, KAMX-Austin

A/C Large/Medium Market Station of the Year KOSI-Denver

A/C Large/Medium Market Program Director of the Year Scott Taylor, KOSI-Denver

A/C Large/Medium Market Music Director of the Year Thom Walsh, KUDL-Kansas City

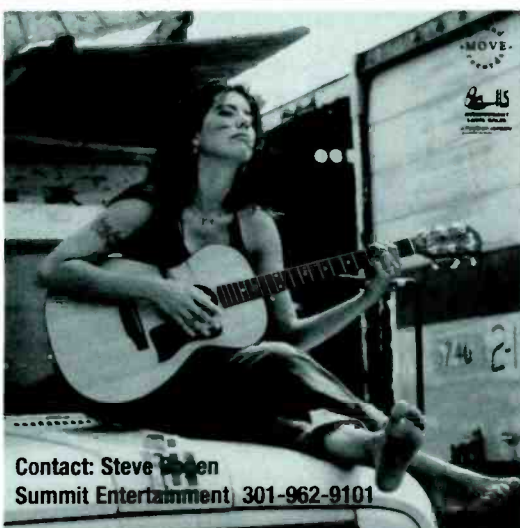
A/C Small Market Station of the Year KELO-Sioux Falls, South Dakota

A/C Small Market Person of the Year Reid Holsen, KELO-Sioux Falls, S.D.

A reception was recently held in New Orleans for the legendary Paul Anka, who's celebrating the success of his duet with Celine Dion "It's Hard to Say Goodbye." Shown here l-r: GAVIN's Annette M. Lai; Hi Impact's Ron Kyle; and Paul Anka, showing off his impressive chart debut in GAVIN.



A good time is always had by all at the annual dinner hosted by the A/C national promotion execs in conjunction with the GAVIN Seminar. Some of this year's revelers included (l-r): GAVIN's Annette M. Lai; WMXB-Richmond's Lisa Greene; Hybrid Recordings' Kalun Lee; KPLZ-Seattle's Alisa Hashimoto; and WLCE-Buffalo's Jay Nachlis.



Contact: Steve [Name] Summit Entertainment 301-962-9101

Lee Nestor
 "call it what it is"

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 College - AAA - A/C & Hot A/C Radio...

It's a **KNOCK** out!

LOOK FOR LEE'S VIDEO "STILL WITH ME" ON GAVIN TV DURING THE CONVENTION.



A/C

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



ANNETTE M. LAI

MOST ADDED



- CHER (23)
- NA LEO (17)
- THE BUCKINGHAMS (16)
- **SAVAGE GARDEN (15)
- **THE PRETENDERS (15)

TOP TIP

NEVILLE BROTHERS
"A Little Piece Of Heaven"
(Columbia/CRG)

This song sounds great on the radio...and that's all there is to say!

RADIO SAYS



SAVAGE GARDEN
"The Animal Song"
(Columbia/CRG)

"It's the tempo we need going into Spring. Our jocks love it, so our listeners do, too!"
—Rene Shanle-Hutzell, PD,
KCRE-Crescent City

LW	TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	1	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	8	166	2	4029	+166	65	45	42	10
2	2	JEWEL - Hands (Atlantic)	18	153	4	3662	-13	61	39	33	14
3	3	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	19	140	1	3339	-249	46	47	37	9
5	4	ROD STEWART - Faith Of The Heart (Universal)	9	131	3	2915	+132	41	33	40	16
8	5	JOHN TESH & JAMES INGRAM - Forever More (I'll Be The One) (GTSP/Mercury)	7	148	8	2826	+265	36	32	36	35
6	6	JIM BRICKMAN featuring MICHAEL W. SMITH - Love Of My Life (Windham Hill)	9	136	0	2797	+124	40	29	38	24
7	7	MARIAH CAREY - I Still Believe (Columbia/CRG)	7	138	1	2690	+118	33	32	35	30
4	8	R. KELLY & CELINE DION - I'm Your Angel (Jive)	18	115	0	2574	-311	28	40	32	14
10	9	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	11	128	5	2522	+214	27	38	25	29
9	10	MARILYN SCOTT - The Last Day (Warner Bros.)	19	115	1	2252	-114	31	19	32	25
16	11	CHER - Believe (Warner Bros.)	8	107	23	2164	+649	31	21	29	19
<i>Cher is definitely top-of-mind these days: tops in Spinincreases and Top Ten bound, too!</i>											
12	12	SHANIA TWAIN - From This Moment On (Island/Mercury)	25	89	0	1898	-111	16	32	30	9
15	13	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	8	76	3	1762	+184	28	22	15	9
13	14	PHIL COLLINS - True Colors (Atlantic)	22	83	0	1702	-239	11	27	27	17
19	15	BACKSTREET BOYS - All I Have To Give (Jive)	6	102	8	1671	+257	9	24	34	25
11	16	WHITNEY HOUSTON & MARIAH CAREY - When You Believe (DreamWorks/Geffen)	15	84	0	1645	-374	14	20	32	14
18	17	MONICA - Angel Of Mine (Arista)	13	101	7	1629	+208	12	17	31	33
14	18	HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	13	82	1	1538	-334	17	11	31	19
22	19	BONNIE RAITT - Lovers Will (Capitol)	6	102	8	1504	+290	10	14	28	37
20	20	BIC RUNGA - Sway (Columbia/CRG)	20	69	1	1456	+104	20	16	24	8
21	21	GREGG SWANN - Spinning (Dalin)	11	65	3	1339	+44	18	15	19	13
17	22	CRYSTAL BERNARD - Don't Touch Me There (River North)	15	74	2	1210	-258	11	13	16	27
30	23	PAUL ANKA & CELINE DION - It's Hard To Say Goodbye (Epic)	4	80	14	1179	+312	7	14	23	24
26	24	BRANDY - Have You Ever? (Atlantic)	19	71	6	1153	+43	11	11	18	24
23	25	EDWIN McCAIN - I'll Be (Lava/Atlantic)	66	54	1	1074	-85	9	18	14	11
25	26	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	33	50	0	1006	-108	5	17	20	5
28	27	LARRY KING & JOHN BLASUCCI - Worlds Apart (MFO)	9	54	3	995	+79	8	16	14	14
38	28	JOHN MELLENCAMP - I'm Not Running Anymore (Columbia/CRG)	3	53	9	915	+205	4	15	20	13
<i>This Indiana son leaps ten notches into A/C's Top 30 with his latest effort.</i>											
29	29	THE REGULATORS - Sweet Sustain (Southbound)	19	40	0	907	+2	12	13	10	5
33	30	I AM - Under The Impression (Marvelous Show)	12	54	2	865	+109	3	12	20	18
—	31	TAYLOR DAYNE - Naked Without You (River North)	5	56	10	864	N	7	6	20	19
36	32	ROCKAPELLA - I'll Hear Your Voice (J-Bird)	6	50	3	849	+120	7	12	14	16
31	33	JOHN PURDELL - Better Way To Die (Jackal)	15	39	2	846	+46	9	15	11	2
27	34	SHAWN MULLINS - Lullaby (Columbia/CRG)	18	32	2	822	-259	16	4	7	4
40	35	JOEY McINTYRE - Stay The Same (C2/CRG)	6	55	5	809	+135	5	5	19	26
—	36	NA LEO - Poetry Man (NLP)	4	62	17	788	N	0	9	22	24
37	37	TONY MASCOLO - Night Wind (Modern Voices)	13	37	1	782	+53	8	14	11	4
35	38	SUNPOWER ORCHESTRA - A Princess Blessing (Sunpower/Rhombus)	18	34	0	740	+4	9	12	7	6
—	39	SAVAGE GARDEN - The Animal Song (Columbia/CRG)	2	47	15	666	N	2	8	19	16
—	40	BOJEST - Kissing It On (Rosier)	11	34	3	650	N	8	4	14	8

Total Reports This Week 175 Last Week 173

CHARTBOUND

	Reports	Adds	SPINS	TREND
DAWSON - "To Fly" (Thinktank)	45	5	551	+84
SYRVA - "Fade" (Trazom)	44	6	643	+157
FREE CLINIC - "Searching for Something" (Free Clinic)	42	2	552	+137
NANAPEG - "Trees" (Total Envision)	40	2	557	+118
NEVILLE BROTHERS - "A Little Piece of Heaven" (Columbia/CRG)	37	2	484	+62

SPINCREASE

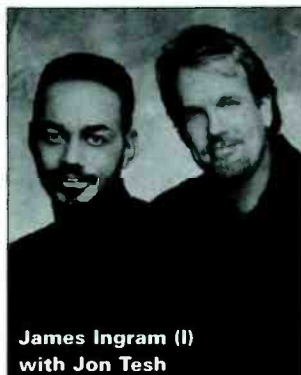
CHER	+649
P. ANKA & C. DION	+312
BONNIE RAITT	+290
J. TESH & J. INGRAM	+265
NA LEO	+265

ARTISTPROFILE

JAMES INGRAM

CURRENT SINGLE: "Forever More (I'll Be The One)" (duet with John Tesh)
LABEL: GTSP/Mercury
HOMETOWN: Akron, Ohio;
February 16, 1952
MAJOR MUSICAL INFLUENCES: "Ray

Charles, Marvin Gaye, Donnie Hathaway, and Henry Ingram."
WHAT RADIO STATIONS DID YOU GROW UP LISTENING TO? "WAKR."
THINGS THAT MAKE YOU HAPPY: "Family, music, the divine right to be happy."
THINGS THAT MAKE YOU SAD: "Racism and ignorance."
ACCORDING TO JOHN TESH, INGRAM'S BEST PERSONALITY



James Ingram (l) with Jon Tesh

TRAIT: "He is an amazing Christian man who is a father to six kids."
ACCORDING TO JOHN TESH, INGRAM'S WORST PERSONALITY TRAIT: "He's no longer a world class quarter-miler, so he's on the track every day trying to do that..."
ODDEST JOB YOU'VE EVER HAD: "Working for Ford Motors."
THE CAUSE YOU BELIEVE IN AND WHY? "Children's benefits; they

are the future."
THREE ESSENTIALS YOU'D NEED TO LIVE ON A DESERT ISLAND: "Faith, my family, and water."
FUTURE AMBITIONS: "To complete the Broadway musical Debbie Allen and I have been working on, and to win an Oscar for Best Theme Song."
ON SINGING WITH JOHN TESH: "John is a gentle giant. We had fun on the first record, and even more fun on the second."

A/C UP&COMING

Rpts.	Adds	SPINS	TREND	
34	1	545	+72	JIM WALSH - Only You (Photon)
33	5	408	+85	* CHICAGO - Show Me A Sign (Reprise)
32	4	375	+88	STROUD PROJECT - If You Believe (DSVS)
31	12	295	+133	* DONNA LEWIS - Falling (Restless)
31	6	367	+82	THE CORRS - What Can I Do (143/Lava/Atlantic)
31	15	314	+178	* PRETENDERS - Loving You Is All I Know (Hollywood)
30	4	403	+54	KEITH METHVEN - Love Life (Kittyhawk)
27	3	345	+24	* STEVE SCULISI - You Don't Have To (Pacific City)
27	6	316	+90	* TINA ARENA - If I Was A River (Epic)
26	4	415	+73	* SHERYL CROW - Anything But Down (A&M/Interscope)

A/C Drops: #24-Mary Griffin, #32-Marvin Gaye & Tammi Terrell, #34-Faith Hill, #39-Madonna ("Power"), Barenaked Ladies.

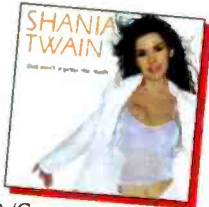
Hot A/C Drops: #31-Matchbox 20 ("Real"), #36-Hootie & the Blowfish, #38-Alanis Morissette ("Thank").

RAVES *continued*

don't disappoint. It's everything you want—melodramatic vocals, roaring guitars, and a hook that just won't quit. "Real Life" is real rock & roll. Impacting mainstream Top 40 and Hot A/C.

SHANIA TWAIN
"That Don't Impress Me Much"
 (Island/Mercury)

Country diva Twain is fast becoming a no-brainer for pop radio as well, and this sassy, spiced-up ode to men's egos will cement that impression. Her previous two efforts topped the mainstream A/C chart, but with this Sheryl Crow-and-a-dance-beat take, expect the rockin' side to sit up and take notice, as well.



MARVELOUS 3
"Freak of the Week"
 (Elektra/HiFi/EEG)

Currently Top 10 at Alternative and one of the high-scorers at a few of last week's Jukebox Juries, Atlanta-based Marvelous 3 enters with the same vibe that's taken Fastball, Goo Goo Dolls, and matchbox 20 to the top of the charts. Catchy and upbeat, this one's guaranteed to jump out of the speakers and get your listeners on the phones. Impacting mainstream Top 40.



FASTBALL
"Out of My Head"
 (Hollywood)

Speaking of Fastball, the group finds its way back to the airwaves with

this Beatlesque number, which clocks in at a neat 2:30. Mid-tempo with orchestral meanderings, "Out of My Head" should have no problem following previous efforts up the charts. Impacting mainstream Top 40.

**BRYAN ADAMS W/
 MELANIE C.**
"When You're Gone"
 (A&M/Interscope)

Canadian-born Adams and Spice Girl Mel C. join for a sparkly pop track that's loaded with attitude and rockin' guitars. Already an international hit, it shouldn't take long for this one to climb the charts Stateside, as well. Impacting mainstream Top 40 and all shades of A/C.

JOHN MELLENCAMP
"I'm Not Running Anymore"
 (Columbia/CRG)

WTMX-Chicago jumped on this early, and has been reporting nothing but good news. Johnny-boy's back in fine form on this mid-tempo rocker that's a mature man's take on life down the road. "I'm on my way/And I'm not running anymore," he sings with conviction; he's lived through the hard stuff, now he's just taking it as it comes. Impacting mainstream Top 40 and the A/C world.

5
"Slam Dunk" (Arista)

Following up their gold-selling "When the Lights Go Out," 5 continues to count down their climb to

Continued on page 23

A/C REPORTS ACCEPTED
 MONDAYS 8 A.M.-5 P.M. AND
 TUESDAYS 8 A.M.-2 P.M.
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LARRY STEWART

STILL IN LOVE

add date - March 1st

from his forthcoming
 Windham Hill debut album
Learning To Breathe
 in-stores on April 13th

produced by Michael Omartian

for more information, please contact
 Andrea Paulini @ 310-358-4849 or
 Crystal Ann Lea @ 310-358-4845



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GAVIN

HOT A/C

MOST ADDED



SAVAGE GARDEN (22)
SHERYL CROW (18)
****BLONDIE (8)**
****EVERLAST (8)**
****ALANA DAVIS (8)**

TOP TIP



GARBAGE
 "Special" (Almo/Interscope)
 Twenty-five percent of the panel already believes Garbage's latest is special. New adds include Max 95.7-Philly and KBBT-Portland.

RADIO SAYS



SIXPENCE NONE THE RICHER
 "Kiss Me" (Squint/Columbia)
 "We were first in the market to play 'Kiss Me.' Now, it's top five in callout and top ten phones."
 —Chuck Tisa, PD, WXXM (Max 95.7)-Philadelphia

W	TW	Reports	Adds	SPINS	TREND	
1	1	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	118	1	4668	-154
2	2	GOO GOO DOLLS - Slide (Warner Bros.)	116	0	4625	-129
7	3	SUGAR RAY - Every Morning (Lava/Atlantic)	114	2	4135	+429
6	4	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	111	0	3866	+53
5	5	EAGLE EYE CHERRY - Save Tonight (WORK)	102	0	3744	-204
3	6	SHAWN MULLINS - Lullaby (Columbia/CRG)	104	0	3733	-458
9	7	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	116	3	3727	+398
4	8	JEWEL - Hands (Atlantic)	103	0	3525	-535
10	9	NEW RADICALS - You Get What You Give (MCA)	98	2	3049	-70
8	10	BARENAKED LADIES - It's All Been Done (Reprise)	99	0	3040	-364
13	11	CHER - Believe (Warner Bros.)	100	3	3018	+313
12	12	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	103	0	2938	+169
11	13	THIRD EYE BLIND - Jumper (Elektra/EEG)	85	0	2804	-230
14	14	U2 - Sweetest Thing (Island/Mercury)	71	0	2121	-278
17	15	LENNY KRAVITZ - Fly Away (Virgin)	75	7	1988	+136
18	16	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	85	2	1900	+127
16	17	DAVE MATTHEWS BAND - Crush (RCA)	72	0	1895	-17
21	18	BLONDIE - Maria (Beyond Music)	79	8	1876	+296
15	19	SHERYL CROW - My Favorite Mistake (A&M)	64	0	1757	-285
19	20	EVE 6 - Inside Out (RCA)	53	0	1631	-80
24	21	BETTER THAN EZRA - At The Stars (Elektra/EEG)	75	7	1591	+230
20	22	EVERCLEAR - Father Of Mine (Capitol)	55	1	1531	-50
33	23	SHERYL CROW - Anything But Down (A&M/Interscope)	73	18	1334	+480
<i>This format fave gets the add in Boston, Houston, and Cleveland to name a few.</i>						
23	24	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	48	2	1285	-84
22	25	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	49	0	1282	-274
26	26	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	48	3	1106	-84
29	27	CAKE - Never There (Capricorn)	42	0	1088	+145
25	28	R. KELLY & CELINE DION - I'm Your Angel (Jive)	38	0	988	-240
—	29	SAVAGE GARDEN - The Animal Song (Columbia/CRG)	63	22	985	N
<i>Thanks to a 400+ Spincrease, Savage Garden takes high debut of the week honors.</i>						
32	30	BRITNEY SPEARS - ...Baby One More Time (Jive)	33	4	964	+98
30	31	ROD STEWART - Faith Of The Heart (Universal)	45	3	910	-7
37	32	SEMISONIC - Secret Smile (MCA)	47	3	908	+92
40	33	BACKSTREET BOYS - All I Have To Give (Jive)	36	2	842	+78
34	34	BRANDY - Have You Ever? (Atlantic)	32	1	837	+6
28	35	SHANIA TWAIN - From This Moment On (Island/Mercury)	31	1	805	-147
27	36	KHALEEL - No Mercy (Hollywood)	39	0	781	-274
—	37	MARTIN'S DAM - Fear Of Flying (Hybrid/Sire)	44	5	759	N
39	38	MARIAH CAREY - I Still Believe (Columbia/CRG)	39	2	748	-20
35	39	EDWIN McCAIN - I'll Be (Lava/Atlantic)	29	0	744	-76
—	40	JENNIFER PAIGE - Sober (Edel America/Hollywood)	40	1	708	N

Total Reports This Week 126 Last Week 129

CHARTBOUND

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
JOHN MELLENCAMP - "I'm Not Running..." (Columbia/CRG)	38	5	697	+13	MONICA - "Angel of Mine" (Arista)	23	3	506	+89
GARBAGE - "Special" (Almo/Interscope)	35	3	560	+113	EVERYTHING - "Good Thing" (Blackbird/Sire)	21	3	365	+52
HOLE - "Malibu" (Geffen/Interscope)	30	2	515	+72	*TOMMY HENRIKSEN - "I See the Sun" (Capitol)	17	6	183	+88
EVERLAST - "What's It Like" (Tommy Boy)	30	8	546	+87	*MAONNA - "Nothing Really..." (Maverick/Warner Bros.)	16	4	218	+81
THE CORRS - "What Can I Do" (143/Lava/Atlantic)	24	1	311	+100	*JOEY MCINTYRE - "Stay the Same" (C2/CRG)	15	3	260	+53



RAVES continued

the top. The boys will be opening for 'N Sync's summer tour and will soon be seen (with B*Witched) on an upcoming *In Concert* special for the Disney Channel—I can hear the little girls' screams already... Impacting mainstream Top 40.

BLAQUE "808" (Track Masters/Columbia/CRG)

Co-written and produced by R. Kelly and discovered by Lisa "Left Eye" Lopes of TLC, Shamari, Natina, and Brandi bow with a sweet harmonic interplay that's sure to appeal to fans of Monifah, Monica, Mya—and even a few Rhythmic women whose names don't start with the letter "M." Newly-named KDON-Salinas PD Dan Watson calls this his "secret weapon." Impacting Rhythm Crossover.

Previously reviewed in GAVIN:

Tina Arena "If I Was a River" (Epic) Reviewed January 29, 1999. Now impacting mainstream Top 40.

**NEXT WEEK:
1999 SEMINAR
PHOTO ROUNDUP**

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

ARTIST PROFILE

RUFUS WAINWRIGHT

ALBUM: *Rufus Wainwright*
 SINGLE: "April Fools Day"
 LABEL: DreamWorks
 ON GETTING THROUGH TO AN AUDIENCE: "It's much easier in L.A. than it is in New York. I don't think New York audiences like it if you're too positive or too gung-ho about

something, which I tend to be. Whereas in L.A. they understood it more. And also, I think L.A. knows who Van Dyke Parks is—and DreamWorks.

It took a short, short amount of time for audiences to get into it. For sure. The crowd

that I have, right now, is vehement about me. I'm very pleased with how it's turned out. It's weird. I did a show in Montreal—my hometown—and about 500 people came. They had to *refuse* people! There were friends and fans of my parents. And then there were some younger people. But there were a huge amount of 14-year olds. It was kind of interesting...and moving. They

were totally silent during the whole thing. I feel like, in a certain way, I'm going to have to go for the generation younger than mine."
 IF YOU WEREN'T A MUSICIAN: "I'd be a painter. I went to art school for a year and a half. I did all the art work on the record. All of those collages and stuff. And I draw comic strips. I would definitely be a painter."



Urban Landzcape Seminar Re-Cap

BY QUINCY McCOY

In a nutshell the 1999 GAVIN Seminar was *the bomb!* I want to thank everyone who made this Seminar so special. Thanks to Paige Nienaber, VP of Fun 'N Games for New World Communications, for his brilliant session, S.P.A.M. (Spectacular Promotions and Marketing). Nienaber moderated an exciting group of promotion specialists who offered great information and techniques for thinking outside of the box.

"I guess I'm just a promo junkie," said Nienaber. "I love great promotions and I love to see stations step up to the plate and take their marketing to the next level. The S.P.A.M. session was heartening because the room was packed, which gives me hope that people aren't willing to settle for mediocre. Also, about 20 people told me later that they'd gone straight from the session to their rooms, called their stations, and made quality

New Orleans, respectively—each brought something entirely different to the table. I doubt if I could have found a more talented group to share their wealth of knowledge.

Paige concluded our debriefing with this unsolicited compliment: "The convention was outstanding and the cocktail party was off the hook!"



Helen Little

Helen Little, OM, of WUSL-Philadelphia, returned for her third year as moderator of our programmer's workshop. This year's session, "PD 2000," focused on the responsibilities of programming in the new millennium. "The one point that came out was the importance for programmers to contribute to the bottom line," recalls Little. "It's not just about ratings anymore. It's more important than ever for PDs to be business savvy and have excellent financial and management skills."

personalities, you are worth so much to the listeners. You are the product, you're the one in touch with the customer."

Also on hand at the session was Motown's new recording quartet, Profile, one of Kedar Massenberg's new discoveries. These Shreveport, La. locals knocked the audience out with their new release, "Just Can't Get You Off My Mind."

The Urban Awards Luncheon, sponsored by Red Ant Entertainment, featured a brief performance from Pendulum/Red Ant recording artists Divine, who sang four songs, including their smash hit "Lately." Doug Banks served as Master of Ceremonies and kept the nervous nominees laughing until all the awards were handed out. For a full list of winners, see the box on this page.

GAVIN Seminars have always been designed with one purpose in mind: to educate and elevate radio



Paige Nienaber

adjustments to their weekend giveaways.

"My panelists Mickey Johnson, PD of WHBJ-Birmingham, Ala., and Promotion Directors, Jason Gani, Carlos Pedraza, and Karen Hence—from WUSL-Philadelphia, WILD-San Francisco, and WYLD-

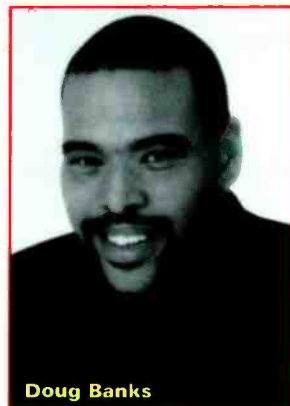


LeBron Joseph

The PD 2000 panel was hosted by Doug Banks of the ABC Radio Networks, who introduced a panel of programmers that included LeBron Joseph from WYLD-New Orleans, Vinny Brown of WBLS-New York, and KPRS-Kansas City's Sam Weaver, who made a point of telling the jocks in the audience that, "as air



Vinny Brown



Doug Banks

programmers. Did we do it this year? From the instant feedback and emails I've received, I think the answer is yes. Which means next year, we'll be saddled with the unenviable task of topping ourselves yet again...and since we will be back home in San Francisco for the year 2000, we have additional incentive to take the Seminar to the next level.

Gavin Urban Award Winners

Major Market Station of the Year
WUSL-Philadelphia

Major Market Program Director
Vinny Brown, WBLS-New York

Major Market Music Director of The Year Glenn "Golden Boy" Cooper, WUSL-Philadelphia;
Michelle Campbell, WBLS-New York

Large/Medium Market Station of the Year WQUE-New Orleans

Large/Medium OM/PD of the Year Brian Wallace, WTLC, Indianapolis

Large/Medium Market Music Director of the Year Nate Quick, WPEG-Charlotte

Small Market Station of the Year
WJMI-Jackson, Miss.

Small Market Program Director/OM of the Year (tie)
Niecy Davis, WBLX-Mobile; Phillip March, WFXE-Columbus, Ga.

Small Market Music Director of the Year Kelly Berry, WJMZ-Greenville, S.C.

Urban A/C Station of the Year
WHUR-Washington, D.C.

Urban A/C Program Director/OM of the Year LeBron Joseph, WYLD-New Orleans

Heritage Station of the Year
WBLS-New York

Major Label of the Year Elektra

Executive of the Year (tie) Ruben Rodriguez, Red Ant Entertainment;
Mike Kelly, Elektra Entertainment

National Promotion Person of the Year (tie) Kathi Moore, Red Ant;
Cynthia Johnson, Columbia

Artist of the Year Lauryn Hill

URBAN

L A N D I N G C A R P E T



MOST ADDED



TOTAL (48)
"Sitting Home"
(Bad Boy/Arista)

WJKS, KBCE, WZZ, WTLZ, WKPO, KVJM, WEUP, WJGM, WJMJ, WJMG, WJZO, WKV, WPHI, KVSP, WBLS, KJMM, WRV, WJDM, WDTJ, KCEP, WOH, WKND, WMX, WOOK, KYEA, KDK, WJTT, WTMP, WJMI, WFXE, WIBB, KJMM, WRNB, KZWA, WKYS, WJXX, WDCX, WUSL, WPAL, WPEG, WZAK, WWWZ, WHRK, WZFX, WTCC, WFXA, WDWI, WBLK

MYA (40)
"My First Night With You"
(Interscope)

KBMS, KRRO, WJKS, KBCE, WZZ, WTLZ, WKPO, KVJM, WEUP, WJGM, WJMJ, WJMG, WJZO, WKV, WPHI, KVSP, KJMM, WJDM, WZHT, WKND, WMX, WMX, KKDA, WOOK, KYEA, KDK, WJTT, WJMI, WFXE, WIBB, KZWA, KPRS, WJXX, WPEG, WZAK, WWWZ, WZFX, WFXA, WDWI

RAPHAEL SAADIQ feat. Q-TIP (40)
"Get Involved" (Hollywood)

KBMS, WJKS, KBCE, WKPO, KVJM, WEUP, WJGM, WJZO, WKV, WPHI, KVSP, WBLS, KJMM, WJDM, WDTJ, WOH, WKND, WMX, KKDA, WAM, KYEA, WJTT, WTMP, WJMI, WIBB, WRNB, KZWA, KPRS, WAAA, WJXX, WPAL, WPEG, WZAK, WHRK, WTCC, KKB, WFXA, WDWI, WBLK

NICOLE (37)
"Eyes Better Not Wander"
(The Gold Mind, Inc./EastWest)

KBMS, KRRO, WJKS, KBCE, WZZ, WTLZ, WKPO, KVJM, WJGM, WJMJ, WJMG, WJZO, WJN, KVSP, KJMM, WJDM, WOH, WKND, WMX, KKDA, KYEA, KDK, WJTT, WTMP, WJMI, WFXE, WIBB, KZWA, KPRS, WJXX, WUSL, WPAL, WPEG, WZAK, WHRK, WFXA, WDWI

BLACK MOON (25)
"Two Turntables & A Mic"
(Duck Down/Priority)

WJKS, KBCE, WZZ, WTLZ, WKPO, KVJM, WJGM, WJZO, WJN, WKV, WPHI, KVSP, KJMM, WMX, KYEA, WJTT, WTMP, WFXE, WIBB, KPRS, WJXX, WPAL, WWWZ, WZFX, WDWI

BLACK A/C



WHITNEY HOUSTON f/ F. EVANS AND K. PRICE
"Heartbreak Hotel" (Arista)

MONICA
"Angel Of Mine" (Arista)

JESSE POWELL
"You" (MCA)

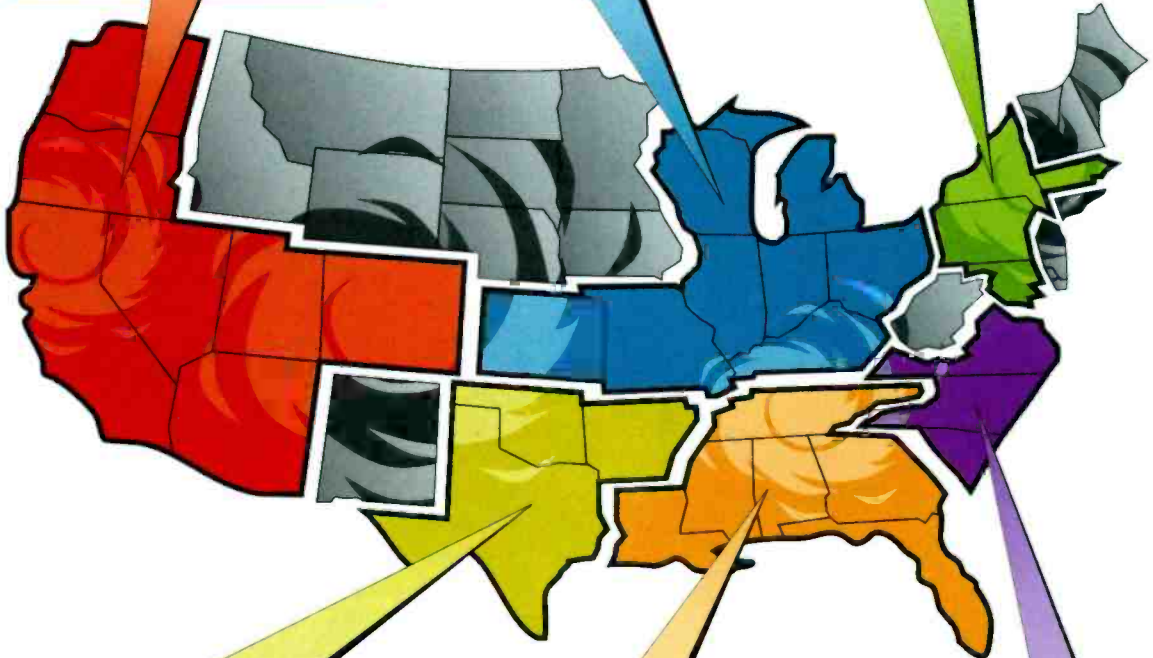
LAURYN HILL
"Ex-Factor" (Columbia/CRG)

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

WEST COAST
ERIC BENET AND FAITH EVANS +47
"Georgy Porgy" (Warner Bros.)
TRINA & TAMARA +28 "What'd You Come Here For?" (Columbia/CRG)
KENNY LATTIMORE +27 "If I Lose My Woman" (Columbia/CRG)
HA'LEM WORLD featuring MASE +25
"I Really Like It" (SoSoDef/Columbia)
TOTAL +25 "Sitting Home" (Bad Boy/Arista)

MIDWEST
ERIC BENET AND FAITH EVANS +90
"Georgy Porgy" (Warner Bros.)
TLC +83 "No Scrubs" (LaFace/Arista)
BUSTA RHYMES feat. JANET JACKSON +76
"What's It Gonna Be" (Flipmode/Violator/Elektra)
RAPHAEL SAADIQ featuring Q-TIP +54
"Get Involved" (Hollywood)
K-CI AND JOJO +51 "Life" (Rockland/Interscope)

EAST COAST
TLC +120 "No Scrubs" (LaFace/Arista)
K-CI AND JOJO +103 "Life" (Rockland/Interscope)
ERIC BENET AND FAITH EVANS +76
"Georgy Porgy" (Warner Bros.)
LAURYN HILL +66 "Ex-Factor" (Columbia/CRG)
FAITH EVANS +53 "All Night Long" (Bad Boy/Arista)



SOUTHWEST
MYA +45 "My First Night With You" (Interscope)
COOL BREEZE +42 "Watch For The Hook" (Interscope)
ERIC BENET AND FAITH EVANS +39
"Georgy Porgy" (Warner Bros.)
TLC +37 "No Scrubs" (LaFace/Arista)
TIMBALAND +34 "Lobster and Scrimp" (Blackground/Atlantic)

SOUTHEAST
XSCAPE +219 "The Softest Place On Earth" (SoSoDef/Columbia)
TLC +189 "No Scrubs" (LaFace/Arista)
SILKK THE SHOCKER feat. MYSTIKAL +135
"It Ain't My Fault Part II" (No Limit/Priority)
K-CI AND JOJO +129 "Life" (Rockland/Interscope)
JESSE POWELL +125 "You" (MCA)

CAROLINAS/VIRGINIA
DIVINE +117 "One More Try" (Red Ant)
GINUWINE +115 "What's So Different" (550 Music)
K-CI AND JOJO +109 "Life" (Rockland/Interscope)
KIRK FRANKLIN +106 "Revolution" (Gospocentric)
ERIC BENET AND FAITH EVANS +104
"Georgy Porgy" (Warner Bros.)

URBAN REPORTS ACCEPTED MONDAYS 8 A.M.-5 P.M.
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Fax: (415) 495-2580

TOPTENSPINZ

1	LAURYN HILL "Ex-Factor"	3292	3431
2	WHITNEY HOUSTON f/ FAITH EVANS and KELLY PRICE "Heartbreak Hotel"	3147	3304
3	JESSE POWELL "You"	2943	3207
4	TYRESE "Sweet Lady"	2843	3198
5	MONICA "Angel Of Mine"	2791	3309
6	R. KELLY "When A Woman's Fed Up"	2719	2957
7	FAITH EVANS "All Night Long"	2349	2479
8	THE ROOTS feat. ERYKAH BADU "You Got Me"	1973	2289
9	XSCAPE "The Softest Place On Earth"	2039	2123
10	SHANICE "When I Close My Eyes"	1907	2081

NUMBER ONE
LAURYN HILL
"Ex-Factor"
(Columbia/CRG)

Red=Spinz last week
Black=Spinz this week



RAP + HIP-HOP

Knights Shed Light On the Hip-Hop Biz

BY JANINE COVENEY

What had to be the most intimate and informative of the GAVIN Seminar hip-hop sessions was Thursday's "Knights of the Round Table," which, as promised, offered a wealth of information about the current state of the music industry. With the four corners of the business covered—artist development and

marketing via host Bart Phillips of So So Def, music publishing through co-host Big Jon of EMI Music Publishing, radio programming and operations through Cumulus Broadcasting consultant Ken Johnson, and record promotion through LaFace's J.C. Ricks—this ground-level, no-holds-barred work-

shop covered a broad array of topics relevant to those starting out or seeking to move up in the industry.

"You got a real different feel in this room, rather than us sitting up on the platform all talking about what and who we are," said Phillips in his introduction, referring to the session's in-the-round setup that put the panelists on eye-level with the audience. "Jon and I have been talking about doing this for a while...we'll just throw topics out there and let people discuss stuff."

Among the initial topics offered by Phillips were the importance of SoundScan information as it relates to tracking real sales and the actuality of hip-hop's power in the marketplace, the development of new and current technologies ("The CD is like a teenager right now; it's only been in use since 1983," Phillips noted), and how both major-label merger mania and the development of new technology is causing more one-shot superstars, i.e. artists who can score big with one or two tracks and then disappear down the charts.

"The music industry has become song-driven rather than artist-driven," noted Cumulus' Johnson. "Just because they were out there with a big song once before doesn't mean that they are going to do it again, so I don't think you are going to get these big career artists anymore."

A major topic of discussion was the Internet, including the MP3 technology that allows consumers to download whole albums of music, bypassing the record company as well as SoundScan monitors. The controversy over MP3 recently came to a head when Chuck D of Public Enemy made tracks available over the Internet, leading to a break with the act's label Def Jam. While the panelists agreed that the Internet is a great tool for entrepreneurs to expose and sell their music, the concept that an artist's music is his/hers to expose and sell how he/she wishes was debated.

A contract is a contract, said EMI's Big Jon. "You have to be careful with the info that you get, really examine it. Chuck D saying it's his music and he can sell it how he wants to? In the real world, Chuck D knows that's not how it works. Once he signs a contract, it's not just his music," Jon said, noting that he has a lot of respect for the artist.

"This is a business, and once you sign your name on something you gotta live up to that deal...It's not just yours; nobody gives you money for nothing. They want something, so don't fool yourselves."

"This is a business, and once you sign your name on something you gotta live up to that deal...It's not just yours; nobody gives you money for nothing. They want something, so don't fool yourselves."

READ MORE ABOUT KNIGHTS OF THE ROUND TABLE AND THE REST OF THE GAVIN SEMINAR HIP-HOP EVENTS NEXT WEEK.

GAVIN Seminar '99: You Made It Happen

Well, it's all over but the shoutin'. The 1999 GAVIN Seminar in New Orleans, that is, and I'll do the shoutin' now: The convention was the bomb! We had a great gathering of industry folks from all musical formats, but I must give major props to the large contingent of hip-hop artists, label staffers, programmers, and others who turned out to show GAVIN love.

I planned a couple of events devoted to hip-hop, but it was really the panelists and attendees—their enthusiasm, participation, and support—that made this a phenomenally successful gathering. Extra thanks to those attendees drafted at the last minute to be panelists! Thanks to our sponsors So So Def Recordings, EMI Music Publishing, Eminem and Interscope Records, and Roguish/Lawless Records, who made the events come together in style. I enjoyed meeting all of you and look forward to working on more hip-hop events with you for GAVIN 2000 in San Francisco. —JC

1999 GAVIN Rap Award Winners

COMMERCIAL STATION OF THE YEAR

WOWI-Norfolk, Va.

COLLEGE/COMMUNITY STATION OF THE YEAR:

WHOV Hampton, Va.

RAP MIX SHOW DJ/ PERSONALITY OF THE YEAR:

Buddah Brothers, WOWI Norfolk, Va.

COLLEGE/COMMUNITY PROGRAMMER OF THE YEAR:

Warren Peace, KUNV, Las Vegas

RETAILER OF THE YEAR:

Fat Beats, New York

MAJOR LABEL OF THE YEAR:

Def Jam

INDEPENDENT LABEL (SELF-DISTRIBUTED):

Rawkus Records

INDEPENDENT LABEL (MAJOR DISTRIBUTION):

No Limit Records

RECORD POOL OF THE YEAR:

Table Of Distinction, Maryland

COLLEGE/MIX SHOW PROMOTION PERSON OF THE YEAR:

Mike Spivey, Foundation (formerly Interscope)

NATIONAL PROMOTION/ MARKETING EXEC OF THE YEAR:

Chris "Atlas" McDaniel, Tommy Boy

INDEPENDENT NATIONAL RADIO

PROMOTION PERSON OF THE YEAR:

Rene Sandy & Wes Jackson, Seven Heads

The Next Level Awards

FOR THE PERSON ON THE RISE AND GOING PLACES:

NEXT LEVEL DJ:

DJ Mecca, 88HIPHOP, WHCR New York

NEXT LEVEL EXEC:

Chris "Atlas" McDaniel, Tommy Boy

WOMAN OF THE YEAR AWARD:

Marlo Martin, Relativity

RAP

MOST ADDED

Kombo

- KOMBO (39)
- BLAK FOREST (32)
- US (28)
- G FELLAS (18)
- NITRO & BIG BUCCETT (14)

MOST REQUESTED



- EMINEM
- THE ROOTS
- DEFARI
- NAS
- NAUGHTY BY NATURE

RADIO SAYS



- BLACK MOON
- "Two Turntables & A Mic" (Duck Down/Priority)
- "Perfect radio single with enough Brooklyn in it to make it feel underground."
- DJ Mecca, WHCR/NYRC, New York.

LW	TW		Spins	Diff.
3	1	NAUGHTY BY NATURE - Dirt All By My Lonely (Arista)	1535	+199
2	2	SAUCE MONEY - Middle Finger U/Pre-Game (MCA)	1336	-56
8	3	BUCKSHOT, 5FT. EVIL DEE - Showdown/Onslaught (Duck Down/Priority)	1304	+175
7	4	PETE ROCK - Tha Game/One Life To Live (Loud)	1298	+131
11	5	NAS - Nas Is Like (Columbia/CRG)	1198	+324
10	6	RAS KASS - Rasassination (PatchWerk Recordings)	1182	+272
6	7	DEFARI - Likwit Connection (Black Label/Tommy Boy)	1154	-95
12	8	KRS ONE - 5 Boroughs (Jive)	1009	+137
23	9	RZA - NYC Everything feat. Method Man (Gee Street)	952	+344
4	10	AFU RA - Whirlwind Thru Cities (Gee Street)	932	-369
1	11	BAD MEETS EVIL - Nuttin' To Do (Game Recordings)	925	-591
13	12	INSPECTAH DECK - Rec Room (Loud)	919	+100
24	13	THE ROOTS - You Got Me (MCA)	840	+251
18	14	TIMBALAND - Lobster & Scrimp (Atlantic)	831	+115
15	15	ICE CUBE - Pushin' Weight Remix (Priority)	807	+28
9	16	THE ROOTS - Adrenaline (MCA)	775	-254
26	17	HALF-A-MIL - Fires In Hell (Penalty Recordings)	741	+187
5	18	BLACK STAR - Respiration Feat. Common (Rawkus)	723	-529
34	19	PSYCHO & IRISCIENCE - On Deadly Ground (Blackberry)	652	+213
<i>Highest chart jumpers this week. Could make Top 10 in the next week.</i>				
22	20	SPORTY THIEVZ - Cheapskate Remix (Roc-A-Blok)	642	+15
—	21	CHOCCLAIR - Flagrant (Figure IV)	602	N
28	22	TASH - Bermuda Triangle (Loud)	597	+104
20	23	COOL BREEZE - Watch For The Hook (Organized Noize/Interscope)	586	-54
—	24	EMINEM - My Name Is... (Interscope)	576	N
<i>Slim Shady was the bomb in N.O....look for him to hit #1 soon.</i>				
14	25	RASCO - Take It Back Home (Stones Throw Records)	571	-213
27	26	PRINCE PAUL - More Than You Know feat. De La Soul (Tommy Boy)	550	+18
19	27	BUSTA RHYMES - Gimme Some More/Tear The Roof Off (Elektra/EEG)	541	-103
16	28	BAD SEED - Grits (Makin' Records)	529	-248
17	29	UNSPOKEN HEARD - Better (7 Headz Recordings)	527	-194
—	30	KARDINAL OFFISHALL - And What (Figure IV)	524	N
32	31	THE DWELLAS - Stand Up (Loud)	499	+34
35	32	OUTKAST - Da Art Of Storytelling (LaFace/Arista)	493	+68
29	33	ZION I - Innerlight (Goodvibe)	457	-27
25	34	HELTAK SKELTAH - Brownsville 2 Long Beach (Duck Down/Priority)	434	-131
21	35	LYRICIST LOUNGE ALL-STARS - Talking To You/C.I.A. (Rawkus)	411	-223
30	36	GHOSTFACE KILLAH - Mighty Healthy (Razor Sharp/Epic Street)	388	-90
—	37	JT MONEY - Who Dat? (Priority)	372	N
31	38	CHARLI BALTIMORE & GHOSTFACE - Stand Up (Entertainment/Epic)	367	-106
39	39	EDDIE MEEKS & THAREEKO - Larger Than Life (Serious Records)	340	-8
36	40	REDMAN - I'll Be Dat (Def Jam/Mercury)	294	-115



REVIEWS *By Janine Coveney*

DEMASTAS "Ain't No Sunshine" (London Records)

This new group with distinct Caribbean new school flavor takes on the Bill Withers classic with a '90s twist. With a fairly faithful musical track and soulful vocals, DeMastas lament the heartbreaking, "so cold" departure of a lover, a.k.a. "Adrienne." Lyrically, the record takes the concept to the bone, so you feel the regret of a modern man: "Ever since you left my day seems less amazing/had your body in my vision now I'm stargazing..." Produced by Rob Lewis, this is available in two edits and an a cappella version, so you can really check the rhyme.

GHETTO MAFIA "On Da Grind" (Fully Loaded)

One thing about hip-hop—it never tires of reviving old samples. With a distinctly lazy, street-level feel, the Mafia raise up the O'Jays' "Forever Mine" for this grooving recitation of what's really going on. The gritty Southern rap style of this crew and the soulful vocals by the backing female add definite interest to this track, taken from the album of the same name.

RAP REPORTS ACCEPTED
THURSDAYS 9 A.M.-4 P.M.
STATION REPORTING PHONE:
(415) 495-1990
FAX: (415) 495-2580

CHARTBOUND

- REDMAN feat. BUSTA RHYMES - "Da Goodness" (Def Jam)
- NOTZ CLICK/XPERADO - "Back Up.../Watch..." (Official Jointz)
- BUSTA RHYMES feat. JANET - "What's It Gonna Be" (Elektra/EEG)
- SIR MENELIK - "Space Cadillac Remix" (Rawkus)
- SKEME TEAM - "Con Artists" (321 Records)

UP&ADD'EM

- RUFF RYDERS - "Ryde Or Die" (Ruff Ryder/Interscope) 2/25
- ALL NATURAL - "It's Okay" (All Natural Recordings) 2/25
- MASTERMINDS - "Bring It Back" (Exodus) 2/25
- JANE BLAZE feat. SAUCE MONEY - "Slow Down" (Jive) 2/25
- JAY-Z - "Money, Cash, Hoes Remix" (Roc-A-Fella) 2/25

RETAILPROFILE

BAHHC

ADDRESS:
436 14th Street, Suite 1121
Oakland, Ca. 94612
CONTACT: Malachi Padron/Beni B
PHONE: 510-419-0396
FAX: 510-419-0398
E-MAIL/WEBSITE:
info@bahhc.com /
www.bahhc.com

PICK SINGLE: DILATED PEOPLES - "Rework The Angles" (ABB Records)
PICK ALBUM: DEFARI - "Focused Daily" (Tommy Boy)
PROPS: "BAHHC currently services records to 60 club, radio and mobile DJs here in the Bay Area. We are one of the most active and visible record pools in the East Bay.

#29

We also provide a schedule of all the hip-hop radio/video shows in the Bay Area, along with pool/DJ roster. —Malachi Padron/Beni B
TOP TEN SINGLES:
EMINEM - "My Name Is..." (Aftermath/Interscope)
FOXY BROWN - "Hot Spot" (Def Jam)
ROOTS feat. ERYKAH BADU - "You Got Me" (MCA)
FOREIGN LEGION - "Overnight

Success" (ABB Records)
DEFARI - "Likwit Connection" (Tommy Boy)
TIMBALAND feat. JAY-Z - "Lobster and Scrimp" (Blackground/Atlantic)
DJ QUIK - "Hand In Hand" (Profile)
BAD MEETS EVIL - "Nuttin' To Do" (Game)
SOUND PROVIDERS - "Dope Transmission" (Quaternote)
REDMAN - "I'll Be That" (Def Jam)

Bay Area Hip Hop Coalition



TRIPLE A

KMTT Sweeps Major Market Radio Awards; Reprise, Capricorn, & Ryko Snag Label Honors

BY KENT ZIMMERMAN

For the first time in GAVIN history, one station—KMTT “The Mountain”—Seattle—has swept the major market portion of the GAVIN A3 Awards. In addition to grabbing the A3 Station of the Year trophy for markets 1-25, KMTT’s Jason Parker was chosen as Program Director/Operations Manager of the Year and Dean Carlson was voted Music Director/Assistant Program Director of the Year.

This year’s A3 awards were expanded to honor stations in different sized market categories as

defined by Arbitron’s Metro Survey Area Rankings and Population guide. Besides KMTT, KGSR-Austin and WXPB-Philadelphia were honored as GAVIN A3 Stations of the Year.

During the awards ceremony in New Orleans—headlined by a performance from 550/WORK artists Old Pike—a total of 20 radio and music winners were named, based on a massive return of ballots from the Triple A radio and music community at large. This year,

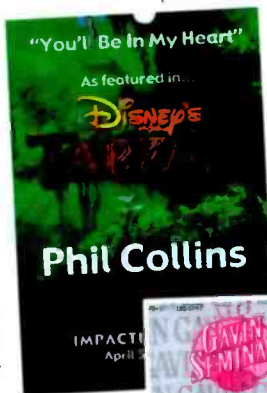
in fact, marked our highest return yet.

On the label side, Reprise—after a stellar year with Chris Isaak and Barenaked Ladies—was chosen as Label of the Year. Perennial favorites Capricorn and Rykodisc were honored as well. On the promotion side, Elektra’s Lisa Michelson and Warner Bros.’ Nancy Stein tied for A3 Promotion Person of the Year, another first. Lucinda Williams was voted Artist/Album of the Year as was Susan Tedeschi, making it a strong year for roots music at A3.

On the independent promotion

front, Sean Coakley at Songlines repeated, gathering his fourth GAVIN A3 award. Joining Coakley onstage was co-host Louise Coogan.

This year also marked the debut of the GAVIN/Zimmerman Ear of the Year special achievement award, which singles out programmers and music industry folk for excellence in broadcasting, promotion, and technology. Bruce Warren, continuing an amazing six-year award streak, was selected on the radio side, and in an extremely emotion moment, Paulette McCubbin picked up the industry trophy for her tireless efforts maintaining the Frequency Lounge, Triple A’s exclusive Web site meeting place.



The “Compleat” Gavin A3 Awards & Nominees

MAJOR MARKET STATION OF THE YEAR
The Mountain KMTT-Seattle

STATION OF THE YEAR (MARKET 25+)
KGSR-Austin

NON COMMERCIAL STATION OF THE YEAR
WXPB-Philadelphia

MAJOR MARKET PD/OM OF THE YEAR
Jason Parker, The Mountain/KMTT-Seattle

PD/OM OF THE YEAR (MARKET 25+)
Barbara Dacey, WMVY-Martha’s Vineyard

NON COMMERCIAL PD/OM OF THE YEAR
Bruce Warren, WXPB-Philadelphia

MAJOR MARKET MD/APD OF THE YEAR
Dean Carlson, The Mountain/KMTT-Seattle

MD/APD DIRECTOR OF THE YEAR (MARKET 25+)
Jody Petersen, WNCS-Montpelier

NON COMMERCIAL MD/APD OF THE YEAR
Rita Houston, WFUV-New York

MAJOR LABEL OF THE YEAR
Reprise

INDIE LABEL OF THE YEAR (W/ MAJOR LABEL DISTRIBUTION)
Capricorn

INDIE LABEL OF THE YEAR
Rykodisc

MAJOR LABEL PROMOTION PERSON OF THE YEAR (TIE)
Lisa Michelson, Elektra/EEG
Nancy Stein, Warner Bros.

INDIE LABEL PROMOTION PERSON OF THE YEAR (W/ MAJOR LABEL DISTRIBUTION)
Pam Edwards, WORK

INDIE LABEL PROMOTION PERSON OF THE YEAR
Meg MacDonald, Vanguard

INDEPENDENT PROMOTION PERSON OF THE YEAR
Sean Coakley, Songlines

GAVIN MAJOR LABEL ARTIST AND ALBUM OF THE YEAR
Lucinda Williams, Car Wheels on a Gravel Road (Mercury)

GAVIN INDIE OR IMPRINT ARTIST AND ALBUM OF THE YEAR
Susan Tedeschi, Just Won’t Burn (Tone Cool)

ZIMMERMAN EAR OF THE YEAR SPECIAL ACHIEVEMENT AWARD/RADIO
Bruce Warren, WXPB-Philadelphia

ZIMMERMAN EAR OF THE YEAR SPECIAL ACHIEVEMENT AWARD/INDUSTRY
Paulette McCubbin, Frequency Lounge

KFOG Fine Tunes AMs

San Francisco’s KFOG has fine-tuned its morning team by naming Kim Wonderley both on-air host and producer. Wonderley becomes Executive Producer of KFOG mornings, joining Dave Morey and Peter Finch as an on-air sidekick. She’s already a well-known Bay Area traffic reporter and promises, “more guests, more interaction with listeners, a bit more energy, and just as much music.”

Formerly on-air at both KFOG and KNBR, Paul Marszalek reports, “Kim is now exclusively on KFOG and we couldn’t be happier. She adds a friendly and distinctive voice to the morning show. It’s a great fit.”



KFOG PD Paul Marszalek (right) at a recent KFOG show with Scott Thomas.

TRIPLE A

Red entries highlight a stronger performance than on the combined A3



MOST ADDED

VAN MORRISON (42)

"Precious Time" (Virgin)
Including: WRNX, WXRV, WBOS, WMVY, WMWV, WNCS, WYEP, WRNR, KPFT, WVOD, WNCV, WMNF, WFPK, WNKU, WRLT, KKZN, WCBE, WAPS, WTTS, WDET, WMMM, WEBX, KMMS, KBCD, KSUT, KVNF, KSPN, KUWR, KFLX, KTAO, KBAC, KTHX, and KPCC

TOM PETTY & THE HEARTBREAKERS (32)

"Free Girl Now" (Warner Bros.)
Including: WRNX, WXRV, WBOS, WMVY, WMWV, WYEP, WXPB, WRNR, WRLT, KKZN, KGSR, WTTS, WLUM, WMMM, KTCZ, WXRJ, KLRO, KBXR, KMMS, KBCD, KSPN, and KRXS

CRASH TEST DUMMIES (27)

"Keep a Lid on Things" (Arista)
Including: WXRV, WMVY, WMWV, WERU, WNCS, WYEP, WXPB, WRNR, WFPK, WRLT, KGSR, WDET, WEBX, KLRO, KEPC, and KVNF

JOE HENRY (22)

"Skin and Teeth" (Mammoth)
Including: WMVY, WMWV, WERU, WEBK, WYEP, WFHB, KPFT, WMNF, WRLT, KFAN, KGSR, WCBE, WDET, WMMM, and KUWR

PAUL WESTERBERG (10)

"Lookin' Out Forever" (Capitol)
Including: KPFT, WNCV, WFPK, WMKY, KSLU, KFAN, KACV, WDET, KCRW, and KNBA

RECORD TO WATCH



JOE HENRY

Fuse
(Mammoth)

Produced by T Bone Burnett and cut in New Orleans' at Kingsway Studios, this is Henry's finest hour of music. "Skin and Teeth" lights the fuse.

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
1	1	R.E.M. (Warner Bros.)	1	1	SHERYL CROW (A&M)	1	1	ANI DI FRANCO (Righteous Babe)
2	2	SHERYL CROW (A&M)	2	2	R.E.M. (Warner Bros.)	2	2	R.E.M. (Warner Bros.)
3	3	CHRIS ISAAK (Reprise)	5	3	JOHN MELLENCAMP (Columbia/CRG)	3	3	PETER HIMMELMAN (6 Degrees/KOCH)
4	4	JOHN MELLENCAMP (Columbia/CRG)	6	4	SHAWN MULLINS (SMG/Columbia)	5	4	JULIAN LENNON (Fuel 2000)
7	5	SHAWN MULLINS (SMG/Columbia)	3	5	NEW RADICALS (MCA)	4	5	LYNN MILES (Philo/Rounder)
6	6	ANI DI FRANCO (Righteous Babe)	7	6	COLLECTIVE SOUL (Atlantic/Hollywood)	14	6	STEVE EARLE AND THE DEL McCOURY BAND (E-Squared)
9	7	COLLECTIVE SOUL (Atlantic/Hollywood)	4	7	CHRIS ISAAK (Reprise)	9	7	CHERYL WHEELER (Philo/Rounder)
5	8	NEW RADICALS (MCA)	8	8	SUGAR RAY (Lava/Atlantic)	19	8	CESAR ROSAS (Rykodisc)
8	9	SUGAR RAY (Lava/Atlantic)	10	9	SUSAN TEDESCHI (Tone Cool/Rounder)	6	9	BECK (DGC)
11	10	BRUCE HORNSBY (RCA)	16	10	JEWEL (Atlantic)	8	10	MARTIN SEXTON (Atlantic)
10	11	SUSAN TEDESCHI (Tone Cool/Rounder)	13	11	BRUCE HORNSBY (RCA)	11	11	JIMMY ROGERS ALL-STARS (Atlantic)
17	12	GOO GOO DOLLS (Warner Bros.)	12	12	WES CUNNINGHAM (Warner Bros.)	10	12	CHRIS ISAAK (Reprise)
13	13	WES CUNNINGHAM (Warner Bros.)	18	13	SEMISONIC (MCA)	13	13	INDIGENOUS (Pachyderm)
18	14	JEWEL (Atlantic)	15	14	ANI DI FRANCO (Righteous Babe)	7	14	BRUCE HORNSBY (RCA)
16	15	PETER HIMMELMAN (6 Degrees/KOCH)	14	15	GOO GOO DOLLS (Warner Bros.)	N 15	15	JONATHA BROOKE (Bad Dog)
15	16	ALANIS MORISSETTE (Maverick)	9	16	LUCINDA WILLIAMS (Island/Mercury)	15	16	PHISH (Elektra/EEG)
19	17	SINEAD LOHAN (Interscope)	19	17	SINEAD LOHAN (Interscope)	32	17	RICHARD JULIAN (Blackbird/Sire)
12	18	LUCINDA WILLIAMS (Island/Mercury)	17	18	ALANIS MORISSETTE (Maverick)	25	18	DAVID WILCOX (Vanguard)
21	19	INDIGENOUS (Pachyderm)	11	19	JONNY LANG (A&M)	20	19	SHERYL CROW (A&M)
25	20	SEMISONIC (MCA)	23	20	INDIGENOUS (Pachyderm)	22	20	COLLECTIVE SOUL (Atlantic/Hollywood)
14	21	JONNY LANG (A&M)	28	21	PETER HIMMELMAN (6 Degrees/KOCH)	23	21	SUGAR RAY (Lava/Atlantic)
30	22	JULIAN LENNON (Fuel 2000)	29	22	PAUL WESTERBERG (Capitol)	N 22	22	GOO GOO DOLLS (Warner Bros.)
33	23	EVERLAST (Tommy Boy)	24	23	BLONDIE (Beyond Music)	12	23	GOLDEN SMOG (Rykodisc)
32	24	NATALIE MERCHANT (Elektra/EEG)	21	24	B.B.KING (MCA)	16	24	LYLE LOVETT (Curb/MCA)
23	25	DAVE MATTHEWS BAND (RCA)	27	25	DAVE MATTHEWS BAND (RCA)	18	25	RUSTED ROOT (Island/Mercury)
20	26	LYLE LOVETT (Curb/MCA)	38	26	BLACK CROWES (American)	N 26	26	PAUL WESTERBERG (Capitol)
22	27	KEB' MO' (550 Music)	N 27	27	VAN MORRISON (Virgin)	42	27	MIKE HENDERSON & THE BLUEBLOODS (Dead Reckoning)
35	28	BLONDIE (Beyond Music)	33	28	R.L. BURNSIDE (Fat Possum/Epitaph)	N 28	28	XTC (TVT)
N 29	29	CESAR ROSAS (Rykodisc)	N 29	29	WILCO (Reprise)	24	29	ELLIOTT SMITH (Dreamworks)
24	30	B.B.KING (MCA)	30	30	KEB' MO' (550 Music)	35	30	BOTTLE ROCKETS (Dooittle)
29	31	CAKE (Capricorn)	39	31	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	—	31	WES CUNNINGHAM (Warner Bros.)
26	32	GOLDEN SMOG (Rykodisc)	40	32	DAVID WILCOX (Vanguard)	36	32	SON VOLT (Warner Bros.)
28	33	SEAL (Warner Bros.)	41	33	ROLLING STONES (Virgin)	29	33	ALANIS MORISSETTE (Maverick)
41	34	PAUL WESTERBERG (Capitol)	20	34	LYLE LOVETT (Curb/MCA)	N 34	34	WILCO (Reprise)
N 35	35	VAN MORRISON (Virgin)	25	35	GOLDEN SMOG (Rykodisc)	41	35	SHAWN MULLINS (SMG/Columbia)
48	36	DAVID WILCOX (Vanguard)	26	36	BARENAKED LADIES (Reprise)	N 36	36	CHUCK E. WEISS (Rykodisc)
34	37	PHISH (Elektra/EEG)	22	37	BRIAN SETZER ORCHESTRA (Interscope)	27	37	SINEAD LOHAN (Interscope)
31	38	DUKE DANIELS (E Pluribus Unum)	43	38	NATALIE MERCHANT (Elektra/EEG)	47	38	GOMEZ (Virgin)
27	39	BARENAKED LADIES (Reprise)	N 39	39	XTC (TVT)	37	39	SEMISONIC (MCA)
37	40	JIMMY ROGERS ALL-STARS (Atlantic)	32	40	SEAL (Warner Bros.)	39	40	LUCINDA WILLIAMS (Island/Mercury)
N 41	41	WILCO (Reprise)	36	41	CAKE (Capricorn)	30	41	SUSAN TEDESCHI (Tone Cool/Rounder)
45	42	BLACK CROWES (American)	35	42	JIMMY ROGERS ALL-STARS (Atlantic)	31	42	JEWEL (Atlantic)
40	43	ELLIOTT SMITH (Dreamworks)	42	43	SON VOLT (Warner Bros.)	46	43	BLACK CROWES (American)
43	44	ROLLING STONES (Virgin)	31	44	DUKE DANIELS (E Pluribus Unum)	N 44	44	GUS (Almo Sounds)
36	45	BECK (DGC)	—	45	MATCHBOX 20 (Lava/Atlantic)	38	45	NATALIE MERCHANT (Elektra/EEG)
39	46	LYNN MILES (Philo/Rounder)	34	46	PHISH (Elektra/EEG)	N 46	46	FATBOY SLIM (Astralwerks)
46	47	FASTBALL (Hollywood)	N 47	47	CESAR ROSAS (Rykodisc)	48	47	EVERLAST (Tommy Boy)
47	48	SON VOLT (Warner Bros.)	37	48	CRACKER (Virgin)	N 48	48	BROOKS WILLIAMS (Signature Sounds)
N 49	49	XTC (TVT)	45	49	FASTBALL (Hollywood)	N 49	49	ADRIAN BELEW (Thirsty Ear)
49	50	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	N 50	50	JULIAN LENNON (Fuel 2000)	N 50	50	HANK DOGS (Hannibal)

ARTIST PROFILE

STANTON MOORE

FUNKY DRUMMER FROM GALACTIC ALBUM: Crazyhorse Mongoose LABEL: Capricorn SINGLE: "Start From Scratch" ON IMPROVISATION: "Some of the tunes are very arranged beforehand, and

sometimes we just let the tape roll, improvise and play. Then we just take the best of that stuff. That with the prepared stuff gives the record a bit of both worlds, not too much jamming and it gives it a nice blend. Somebody will just start playing something that they've never played before, look at everybody else and say: "Come

in." Transitions between songs and the different sections between songs are always open and are different every night. We write to change those up and go as far as we can. I like to think of it as nodes.... There are nodes that are centers that are, um.... worked out and pre-planned. Kind of like a nervous system. You know with little nodes and stuff? In-between those nodes is

uncharted territory. Everybody in the band is so cool about allowing each other to stretch out. So, if somebody goes off somewhere else with the song, nobody is gonna be like: "Augh, I didn't like what you did with that one part, man." Which can happen in some bands, but with this one we encourage each other to try and make it different and explore other territories."



A3 BOOMER GRID

EDITORS:
KENT/KEITH
ZIMMERMAN

TW	Title (Label)	Spins	Trend	CDR	KACD	KACY	KBAC	KBCD	KBRB	KCRW	KEPC	KFAN	KFLX	KFOG	KFOJ	KFSR	KHAK	KICN	KLRD	KMMS	KMTT	KNBA	KOTR	KPCC	KPIG	KROK	KRSH	KRRM	KRS	KSPN	KSUT	KTAO	KTCZ	KTRK			
4	R.E.M. (Warner Bros.)	974	+14	10	10	23	10	5	23		11	15	9	32	25	25	4	11	15	17	24	10	16	5	15	19	15	21	4	4	8	11	14				
2	SHERYL CROW (A&M)	941	+51	36	25	23		25	23			10	39	25	25	22	12	27	8	16	26		12	7	32	20	15	19	16		26	35	14				
3	CHRIS ISAAK (Reprise)	756	-66	34	26	23	12	10	22		11	15	14	22	12		7	11	4	15	19	11	9	7	10	32	20	20	17	7		15	7	14			
4	JOHN MELLENCAMP (Columbia/CRG)	752	+22	19	13		19	14	23			15	28	12	25	25	16	26	9	7	6	11		7	10	33	21	15	26	11		14	33	14			
5	SHAWN MULLINS (SMG/Columbia)	706	+58	11	13		3		10			15	6	19	15	22	21	29	9		23	8		7	6	24	15	15	26	16		12	15	12			
6	ANI DI FRANCO (Righteous Babe)	701	+31			12	3			6	13			11	8		4	8			11	11	14	7	12	27	8	15	14	7	12	8		10			
7	COLLECTIVE SOUL (Atlantic/Hollywood)	668	+79	8	14	23	21	12	12		9				24	23	11		14	8	13	10	4	7			15	10	14	11		8	8	12			
8	NEW RADICALS (MCA)	656	-57	34	25		19	26	23		10			23		14	6	26			24		6	7		33	4		21		8	20	30	14			
9	SUGAR RAY (Lava/Atlantic)	644	+25		12	23	19	1	23	13					22	7	13	8	16	24				7		33	14		21	8	7	11	8		14		
10	BRUCE HORNBSBY (RCA)	541	+16				20			8	8	15	20	3	12	13	12				4		10	8	5	5	22	11	15	12	10	12	23	7	14		
11	SUSAN TEDESCHI (Tone Cool/Rounder)	525	-14	6	25		13	16			6		13	22	12	23	15	13	8	16	8	11		5	7	26	10	15	19	9			10	9			
12	GOO GOO DOLLS (Warner Bros.)	521	+45	35	14	17			25		6		12	21				25	3		23			5		33	4	10	5				32	9			
13	WES CUNNINGHAM (Warner Bros.)	521	+3	19	15		7	11	10					13	26	12	8	10	8	7	11	10	7				10	21			4	7	10		14		
14	JEWEL (Atlantic)	498	+27	34	26		3	25	12		11			12			11	4			11			5		26	8	15	9	12	8	14	2	10			
15	PETER HIMMELMAN (6 Degrees/KOCH)	490	+9								13				12	11	6		4		10	12	16				15	14	5	5	7	8	8		8		
16	ALANIS MORISSETTE (Maverick)	476	-12	28	13	23	6		9	10	5				9		7	8				11		7		27	24	15	19	9		28					
17	SINEAD LOHAN (Interscope)	475	+30			11	19		11		5				11		7				12	9		5		23		14				18			12		
18	LUCINDA WILLIAMS (Island/Mercury)	475	-44	34	26		12	24	12		7	10	11	10			21		10			9		4	5	15	33	4	15	5	14	7	13	13	10		
19	INDIGENOUS (Pachyderm)	453	+22				18			12	15	9			8				13	6		8	9	5	5		10	20	21	5	9	12		14		14	
20	SEMISONIC (MCA)	424	+40	5		17	13		12					25										5		23	13		14	4	6	14	9		9		
21	JONNY LANG (A&M)	412	-90		15		5	7				15	30	12	26	5	2	29	4	12	11	8	5	10	33		14		22	19	9			9			
22	JULIAN LENNON (Fuel 2000)	376	+26				3			12	5	8				13						9		11		7	8	15	21	5	6	6		12			
23	EVERLAST (Tommy Boy)	372	+35		27		24			9								9						5		32		15			6			8			
24	NATALIE MERCHANT (Elektra/EEG)	356	+16	5	24		7							11		12										11	15	20	5	4				10			
25	DAVE MATTHEWS BAND (RCA)	353	-37		36		34							9	8			8						5		24	3	15			24	5					
26	LYLE LOVETT (Curb/MCA)	352	-85	6			12			7	5	9			12			11						5	10	23		20	5	10	12	10	3	9			
27	KEB MO' (550 Music)	334	-57		13		25			9	10	11							8					8		9		15	5		10	7			9		
28	BLONDIE (Beyond Music)	328	0			22	3		5						4		6				14	7	7	7			12	7	12	9	5	6	8				
29	CESAR ROSAS (Rykodisc)	324	NEW		16		3	10							15						7		7		14	11		7	9	5	27	9					
30	B.B. KING (MCA)	321	-64	8	25		25	8		10	10	8	13								8	11		8		8		15	5	10	8	12	34	10			
31	CAKE (Capricorn)	319	-35		13				11	7	10	15									12			12		16		10							10		
32	GOLDEN SMOG (Rykodisc)	313	-71			7			9	10	5			10			2					8	9	7				14		4			7	12			
33	SEAL (Warner Bros.)	312	-53					10		15			23				6	7				9	10	7	5		27	4	10	7		10			9		
34	PAUL WESTERBERG (Capitol)	310	+35			18	4	10						8									9	3				6		8	7			10			
35	VAN MORRISON (Virgin)	309	NEW		15		14	6				6	22		26	21	13				11		4		10			12		9	7						
36	DAVID WILCOX (Vanguard)	302	+56		14		4	14				11		9		8							8		10		8	10		15	9	7	13	8			
37	PHISH (Elektra/EEG)	302	-32							8		9	12	5	8								8	9	5			15	5	10	4	14			9		
38	DUKE DANIELS (E Pturibus Unum)	298	-50							15	9		16			7			6			8		5		16	7	10		8	4	6		5			
39	BARENAKED LADIES (Reprise)	298	-82	25					9			15	12	9			8	11				11	12	5		32	4	15		14		10	7				
40	JIMMY ROGERS ALL-STARS (Atlantic)	295	-11			3		13		10					14	13							9	7	10		11		8	12	14	7	12				
41	WILCO (Reprise)	290	NEW			3		5	2		10			9	7						8	5	8	8	5	5	16	5		8			14	8			
42	BLACK CROWES (American)	290	+34				7	10		12				13	7			13	4	15				6	3			15	9	12		5		8			
43	ELLIOTT SMITH (Dreamworks)	286	+1		14	8			9	5				3	5							10	14	5			10	10	12	7		14			5		
44	ROLLING STONES (Virgin)	281	+10			6	2			7	10	29			2	12	3					16				12	26	3		10	7				12		
45	BECK (DGC)	277	-41		16				12	11												6		11	12	5			15				7				
46	LYNN MILES (Philo/Rounder)	275	-14							13													10		3	6	12				7	6					
47	FASTBALL (Hollywood)	268	+20		15	17		14						8		5	11					7	11	11				5	8		9	10	7				
48	SON VOLT (Warner Bros.)	258	+10						16		9	15	7									9				4		7		7	8				7		
49	XTC (TVT)	256	NEW			11	4			10					11	14							9	8	6	5			9			7			8		
50	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	246	+2		16		18	4	20					4	6								14		16		8		9		20	4			7		

REVIEWS

BLUR

"Tender" (Virgin)

And the race is on. Oasis' "Wonderwall" started the Brit pop anthem orgy—and if the Verve's "Bittersweet Symphony" upped the ante—now look out for Blur coming up fast on the inside rail. "Tender" is already a classic inside these GAVIN walls, from the Alts down the hall to the College knuckleheads through the glass to Kent's Triple A pad. This fits anywhere. Never has Blur sounded so vividly clear.

VAN MORRISON

"Precious Time" (Virgin)

Given Triple A's loyalty to roots, it's nice to hear Van Morrison crawling a little closer back to the egg by releasing his most bluesy

(and best) work since the collision with Mose Allison and Ben Sidran a few years back on the Verve label. Most Added by a margin, Van is still The Man at A3 with the upcoming *Back on Top* album.

TOM PETTY

"Free Girl Now" (Warner Bros.)

Three chords and a bridge, it's no-brainer time for Triple A programmers in desperate need of a fix. Petty's in fine form using his "here comes my girl" voice to chronicle another girl's liberation.

PAUL WESTERBERG

Suicaine Gratification (Capitol)

Ever the Doubting Thomas, Paul immediately begins *Suicaine Gratification* by asking questions in the opening "It's a Wonderful Lie." Produced with Don Was, it's an earthy tale, the prelude to a

perplexing but extremely credible collection that puts me in mind of a long ago GAVIN interview, when Westerberg admitted to writing songs with people like the late Laura Nyro and Marianne Faithful in mind. Consumed as a whole, this is an effort that the likes of Ms. Nyro would have been proud to compose, with staying power and depth. "Lookin' Out Forever" is the most mainstream rope ladder.

JOE HENRY

Fuse (Mammoth)

You can take the Sugar Rays: I'll stick to the real stuff. One of the highlights of this year's GAVIN Seminar was Mammoth's "field trip" to Kingsway Studios, where



we were treated to a thorough listening (and tour) of Joe Henry's new album. Joe was in attendance, looking dapper and relaxed, obviously proud of his latest creation, *Fuse*, his finest album to date. "Skin and Teeth" is the obvious first choice, although the album dabbles in a couple of interesting textures, including a classic jazz octave instrumental, "Curt Flood," named for the Cardinal outfielder who invented

A3 BOOMER GRID

SPINS in RED are ADDS

Artist - Title (Label)	KLMR	KXL	WAPS	WBOB	WBZC	WCRE	WCLZ	WDET	WEBK	WEBX	WERU	WFRB	WFPK	WFOV	WKZE	WLLM	WMMY	WMMM	WMAV	WMMV	WNCB	WNCV	WNUU	WNNN	WRLT	WRRR	WRKX	WYOD	WYRV	WYUC	WYXN	WYRT	WYRV	WYEP
R.E.M. (Warner Bros.)		3	8	17		6	13	8	11		10		12	9	16		5	24	13	18	9	16		28	23	14	17	24		20	11	16	22	11
SHERYL CROW (A&M)		8		17			14							4	5	12		24	12	27	13				11	21	22		59		13	12	24	8
CHRIS ISAAK (Reprise)		16	6	16		9	17							5	16			16	12		16			20	21	22	14		5	9	4	11	5	
JOHN MELLENCAMP (Columbia/CRG)	1			14			13						12		16			14	12		15		6	10	21	22					18	10	5	
SHAWN MULLINS (SMG/Columbia)	2		7	16			14		11						16			14	13	18	13			28		6	23	33	8	11	10	12	10	
ANI DI FRANCO (Righteous Babe)	2		6		7	9	8	14	7	36	9	15	12	7	12		7	15	7	18	15	16	15	28	23	19	11	9	6	8	13	22		
COLLECTIVE SOUL (Atlantic/Hollywood)	1	4	6	8	14		14		24							28		25	10		11		16	21	24	23	20	22		11	23			
NEW RADICALS (MCA)							29		8				12			15		25	17		13			12		14		33	14	3	13	12	12	
SUGAR RAY (Lava/Atlantic)	1			9	13											10		25					18	23		27	16	23	26	4	18	22	11	
BRUCE HORNBSY (RCA)	2	17	3	6	8	9			8		7		12		16		8	13	22	12			5	13	7	23	12			2	7	5		
SUSAN TEDESCHI (Tone Cool/Rounder)	4		17				18				6			7		4		18	6	18	11					6	17			13	12	10	7	
GOO GOO DOLLS (Warner Bros.)			6		13		16									5									26				51	14		9	12	
WES CUNNINGHAM (Warner Bros.)			5	17		6	17							4			15	12		17				18	22	7	23			5	7	10	8	
JEWEL (Atlantic)		22		2	6		10		7						16		5	12	13		16			5	6	14		33		6	14	11	6	
PETER HIMMELMAN (6 Degrees/KOCH)	2		5		8	6	13	16	14	20	6	6	12	5	12		6	12		14	11	4	6	26		7			4	8	13	6		
ALANIS MORISSETTE (Maverick)		4	4		9		28		7										16		16						11	51	5			4		
SINEAD LOHAN (Interscope)	1		4	12	12		14			36				4			8	13	17	17			24	11	13	14	15		4	6	14	6		
LUCINDA WILLIAMS (Island/Mercury)							17		9		6	6		9			8	15	11					22						11			5	
INDIGENOUS (Pachyderm)			4	17	13		13		9	20						17										8	9	16		13		11		
SEMISONIC (MCA)	1		8	10	10		15										14	8	8	16				30			23	12	26	10	2	9	10	
JONNY LANG (A&M)							17				4		4		6	14		12		8										3				
JULIAN LENNON (Fuel 2000)	2		8	7	10			9	14			6	8	5	6		7		5	12		8	15		12		10	10		7		7		
EVERLAST (Tommy Boy)					9											28		25						28					21	24				
NATALIE MERCHANT (Elektra/EEG)	2	17	5	4			8							5				13	10	10				8			10	20		6	2	12	4	
DAVE MATTHEWS BAND (RCA)				15	11													18						20	16			35	20		13			
LYLE LOVETT (Curb/MCA)		9	3			9	16		7		9			7	16			11	18	13				10	12								5	
KEB' MO' (550 Music)		11	4	6	11		18							5	16			8	18	12						15						10		
BLONDIE (Beyond Music)	1		7	5			13		14				4					5						8	18	6	23		25	10	12	13	5	
CESAR ROSAS (Rykodisc)						3		15	24	10	4	10	8	4	6		7		6		16	6										9	3	
B.B.KING (MCA)	1						19						4	5	12			10		6							10							
CAKE (Capricorn)									11		6			4		10								18	30				27		12	10		
GOLDEN SMOG (Rykodisc)	1			3	6			7		6			8	9	6			8	5	13	12		15	24		14	21	15		6		5		
SEAL (Warner Bros.)		17	4		13		13						4		12			11		9				11						6				
PAUL WESTERBERG (Capitol)	1		7	5		6		5		36	4		4		6		9	5	7	13	4			11	13	6	14	23	6	12		5		
VAN MORRISON (Virgin)	2	11		4		9		6		20			4				1	10	2	16										12	14			
DAVID WILCOX (Vanguard)	2	3					8	7	13						6		7		10		16	15			13	13			6		9			
PHISH (Elektra/EEG)			5				18		11		5			5				9		8	16	15		12		8			4	2	12	5		
DUKE DANIELS (E Pluribus Unum)			6	3			14		8		5			2	12		7		14						7	9	17		8		4	4		
BARENAKED LADIES (Reprise)			3		8				9									6								10		23		7				
JIMMY ROGERS ALL-STARS (Atlantic)	2						15						4	4	12		7	8	6			16	15		15				4					
WILCO (Reprise)	1		5				5			10			4				16	3	9	13			4	6	6			16	14	10	3			
BLACK CROWES (American)				2					13	36			12				7							31			12			10				
ELLIOTT SMITH (Dreamworks)	1		2							9	5			7	12			9	17	12				12	11				4	6		5		
ROLLING STONES (Virgin)					10		13	13							12	3		6	9	7	6	8				7	6			3	7			
BECK (DGC)			2			9	17	11		20	10		12	9				5		8	16		28					6				8		
LYNN MILES (Philo/Rounder)	2		5		11	9	13	12	14				4	5	12		7		6		4	15							4			8		
FASTBALL (Hollywood)	1				3																												8	
SON VOLT (Warner Bros.)						9			9		6				16			9	5		16				11		11		4	5		5	19	
XTC (TVT)	1		8	3			14	7	10	5			4	4			8	6	9	11		3		11	13			3	13	13	4			
DAVE MATTHEWS AND TIM REYNOLDS (RCA)	2			8										5	6		7	8							21			3		3	4			

on-my-mind effort by three former members of Slowdive. Taking their name from Gram Parsons' and Keith Richard's penchant toward zoning out in the Mojave desert, the influences here are pretty visible, with Nick Drake certainly leading the pack. Mojave 3's music, with its reverential Hammond organ lines and quiet strumming, was recorded in a farmyard studio in the British seaside town of Cornwall. Overall, it's laid back and very hip. "Who Do You Love" (certainly not the Bo Diddley standard) is the starting point.



MARTIN SEXTON
"Love Keep Us Together"
(Atlantic)

Don't even think Captain and

Tennille. Rather, here's a remixed gem off Martin's *The American* album, which was lodged firmly on the GAVIN Best of 1998 A3 album list. Sexton plays the lion's share of the instruments and certainly has a talent for stacking his harmonies. Chris Lord-Alge's mix kick-starts the groove nicely.

◆◆◆◆◆
SNAKEFARM
Songs From My Funeral
(RCA/Kneeling Elephant)

Fans of stoney stuff like Morcheeba, Portishead, and the Sneaker Pimps might want to check this out pronto. Peeled from the Kneeling Elephant A&R/marketing outlet (co-headed by Marc Geiger), Snakefarm is fronted by Anna



Domina (born in Tokyo, raised in Ann Arbor, Florence, and Ottawa), a familiar face on the Belgian music scene. With partner Michel Delory, Snakefarm surfaced after Matt "The The" Johnson passed out a demo to the powers that be. Particularly interesting is how Snakefarm takes to traditional folk songs, of which there are several on this debut effort. Snakefarm worms its way around a host of standards, including "House of the Rising Sun," "Tom Dooley," and "Frankie

and Johnny" using a combination of high art inebriation and high fidelity. "St. James" is the single, but "Frankie and Johnny" might compete for maximum face time down the line. The melodies are timeless, that's for sure.

SPINCREASE

- 1. WILCO +225
- 2. VAN MORRISON +221
- 3. CESAR ROSAS +144
- 4. XTC +123
- 5. JONATHA BROOKE +107

GRIDBOUND

- BREAKERS (Warner Bros.)
- GUS (Almo Sounds)
- JONATHA BROOKE (Bad Dog)
- MARTIN SEXTON (Atlantic)
- GOMEZ (Virgin)
- MOD SQUAD/ALANA DAVIS (Elektra/EEG)
- EAGLE EYE CHERRY (WORK)
- STEVE EARLE AND THE DEL McCOURY BAND (E-Squared)
- JOE HENRY (Mammoth)
- RICHARD JULIAN (Blackbird/Sire)

ALTERNATIVE

Will Work for You: The Unemployed Steal the Show at Seminar

BY RICHARD SANDS

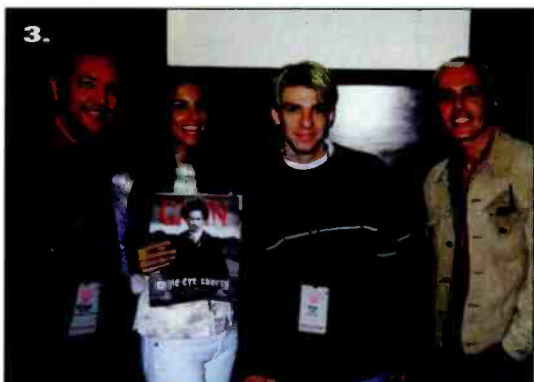
The stars of last week's tremendously successful GAVIN Seminar turned out to be the guys who, through no fault of their own, have found themselves recently out-of-work. From **Mike Halloran's** brilliant "Year in Alternative" video to **Max Tolkoff's** masterful handling of the Jukebox Jury to **Alex Luke's** cogent comments about the effects of consolidation on our industry, the unemployed of our format stole the show. But rather than have me blah, blah, blah about that, let's look back at the Seminar with some snapshots. But first, let me say one thing: Why doesn't someone—anyone—hire these talented guys?

1. The first hurdle at the Seminar is checking in amid the always crowded lobby scene. Here's **Max Tolkoff** getting registered.

2. Filmmaker *par excellence*, **Mike Halloran**, hiding backstage like the freaking Wizard of Oz. Next year we'll put an expletive counter on the screen to tally the number of 'F*k's' Mike utters.

3. **Alex Luke** is flanked by former **Tears for Fears** member **Curt Smith**, Red Ant artist **Angelique**, and promo domo **Michael Scurlock**.

4. **Steve Strick**, **Lisa Warden**, **Aaron Axelsen**, and GAVIN MD of the Year **Mike**



Peer listen to the jams at the **Infinity Music Director** meeting.

5. Put a bomb in the room at the **Infinity Music Director** meeting, and most of our entire industry would disappear...just like that. Almost every key label Prez and VP was on-hand to "kiss the rings," and play the funky music, white boy. That's me with Island/Def Jam's **David Leach**.

6. Our panel on the effects of consolidation on Alternative radio was newsworthy because every single person said the format is in good shape, without any objections from the crowd! Here I am with panelists **Jim McGuinn**, **Mark Hamilton**, **Alex Luke**, and **Lynn McDonnell**.

And The Winner Is...

Congrats to all the winners. If you weren't there, here's a recap.

STATION

Major Market.

KROQ-Los Angeles

Medium Market.

WBRU-Providence

Small Market.

WRAX-Birmingham

PROGRAM DIRECTOR

Major Market.

Alex Luke, Q-101-Chicago

Medium Market.

John O'Connell,

WPBZ-West Palm Beach

Small Market.

Rob "Blaze" Brooks,
KZRQ-Reno

MUSIC DIRECTOR

Major Market.

Mike Peer, WXRK-New York

Medium Market.

Chris Ripley, KXTE, Las Vegas

Small Market. Julie Forman,

KTEG-Albuquerque

LABEL

Major. **Capitol**

Indie. **Wind-up**

PROMO PERSON

Major.

Gary Spivak, Atlantic

Indie label.

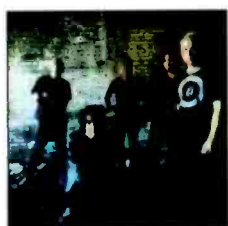
Nan Fisher, Capricorn

Independent.

Jon Cohen, Cornerstone

ALTERNATIVE

MOST ADDED



STABBING WESTWARD (25)

Haunting Me
(Columbia/CRG)

Including: KROX, WGBD, KPNT, WKRL, WXDG, WEND, WKRO, KMYZ, WHFS, KFTE, KXTE, WHTG, KOGI, KWOD, WBRU, KRZQ, KKND, WHMP, WJSE, KNRK, WIXO, WMRQ, KKDM, WMAO, WAVF

SILVERCHAIR (18)

Anthem for the Year 2000 (Epic)

Including: WENZ, KACV, WEDG, KFTE, WNNX, WHTG, WKRL, KMYZ, WHMP, WRXQ, WJSE, CIMX, KPNT, KNRK, WBTZ, WLSZ, KKDM, WBCN

GOO GOO DOLLS (11)

Dizzy (Warner Bros.)

Including: WGBD, WPBZ, KFTE, KWOD, KMYZ, WVDX, KROX, KXRX, KPNT, WLSZ, WMAO

DANGERMAN (10)

Let's Make A Deal (550 Music)

Including: KLZR, KWOD, WKRL, WLJR, WJSE, KROX, KNRK, KITS, KLYY, WMRQ

SEBADOH (8)

Flame (Sub Pop)

Including: WGBD, KACV, KLZR, KWOD, WNNX, WVDX, WMRQ, KKDM

RADIO SAYS



KENT

"747" (RCA)

"They blew me away with their show at House of Blues during the GAVIN Seminar."

—Richard Sands

LW	TW		Spins	Diff.
1	1	SUGAR RAY - Every Morning (Lava/Atlantic)	2605	-138
2	2	EVERLAST - What's It Like (Tommy Boy)	2487	-84
3	3	HOLE - Malibu (DGC)	2048	-19
4	4	CREED - One (Wind-up)	1894	+78
7	5	COLLECTIVE SOUL - Heavy (Atlantic)	1793	+164
5	6	ORGY - Blue Monday (Reprise)	1701	-32
8	7	MARVELOUS 3 - Freak Of the Week (Elektra/EEG)	1653	+37
6	8	EVE 6 - Leech (RCA)	1624	-75
11	9	FATBOY SLIM - Praise You (Astralwerks)	1611	+197
9	10	EVERCLEAR - One Hit Wonder (Capitol)	1593	+12
10	11	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	1566	-2
14	12	LIT - My Own Worst Enemy (RCA)	1450	+111
12	13	DAVE MATTHEWS BAND - Crush (RCA)	1387	-23
13	14	TIN STAR - Head (V2)	1384	+36
16	15	CAKE - Never There (Capricorn)	1119	-159
18	16	GARBAGE - Special (Almo/Interscope)	1117	+8
15	17	CARDIGANS - My Favourite Game (Island/Mercury)	1107	-179
17	18	LENNY KRAVITZ - Fly Away (Virgin)	1009	-107
21	19	DOVETAIL JOINT - Level On The Inside (Columbia/CRG)	974	+64
19	20	SEMISONIC - Secret Smile (MCA)	888	-102
20	21	GOO GOO DOLLS - Slide (Warner Bros.)	804	-115
25	22	R.E.M. - Lotus (Warner Bros.)	799	+57
27	23	CAKE - Sheep Go To Heaven (Capricorn)	785	+92
<i>Cake Sweetens up the chart four positions with "Sheep Go To Heaven"</i>				
24	24	THE LIVING END - Prisoner of Society (Reprise)	770	+3
36	25	CITIZEN KING - Better Days (A3)	750	+217
<i>#25 Citizen King are seeing "Better Days" with an extra 217 spins this week</i>				
22	26	NEW RADICALS - You Get What You Give (MCA)	746	-142
23	27	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	678	-110
29	28	KORN - Freak On A Leash (Immortal/Epic)	610	-40
26	29	VAST - Touched (Elektra/EEG)	570	-146
37	30	BARENAKED LADIES - Alcohol (Reprise)	564	+60
46	31	GOO GOO DOLLS - Dizzy (Warner Bros.)	563	+180
31	32	LIMP BIZKIT - Faith (Flip/Interscope)	541	-67
30	33	PLACEBO - Pure Morning (Virgin)	528	-98
33	34	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	525	-45
34	35	BARE JR. - You Blew Me Off (Immortal/Epic)	517	-50
32	36	ALANIS MORISSETTE - Joining You (Maverick/Reprise)	502	-76
41	37	JUDE - Rick James (Maverick)	493	+64
45	38	ROB ZOMBIE - Living Dead Girl (Geffen)	484	+95
35	39	BETTER THAN EZRA - At The Stars (Elektra/EEG)	466	-97
—	40	EMINEM - My Name Is... (Interscope)	442	N
—	41	HARVEY DANGER - Save It For Later (Slash/London)	441	N
40	42	NEVE - It's Over Now (Columbia/CRG)	437	+2
—	43	SEBADOH - Flame (Sub Pop)	414	N
44	44	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	394	-11
—	45	STABBING WESTWARD - Haunting Me (Columbia/CRG)	388	N
49	46	THE FLYS - She's So Huge (Trauma/Delicious Vinyl)	363	+11
42	47	BLONDIE - Maria (Beyond Music)	357	-58
38	48	U2 - Sweetest Thing (Island/Mercury)	353	-98
48	49	SOUL COUGHING - Circles (Warner Bros.)	323	-40
43	50	KORN - Got The Life (Epic)	320	-89



REVIEWS

GOMEZ

Bring It On (Virgin)

Throw the stereotypes out the window before listening to Gomez, because if ever there was a band to toss the clichés of Brit Pop into the ash can, it's this quintet from Sheffield. Their debut release indeed "brings it on"; it sounds like the one Beck would make if his tour bus collided with the Beta band's in the U.S.'s deepest swamp, and the only way out was to make this record. Judging by the buzz they're already getting, Gomez will easily conquer America. —SEAN CURRAN



NEXT WEEK:
1999
GAVIN
SEMINAR
PHOTO
ROUNDUP

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PICTUREPARADE

The show's the thing. After grooving to the sounds of Kent at House of Blues, I cabbed it over to see Marvellous 3 at Howling Wolf. Here's RCA's Cheryl Khaner, Elektra's Greg Dorfman and Greg Thompson at the show.



Jukebox Jury rocked (Back row, l-r): Dave Rossi, Dave Stewart, Dwight Arnold, Mark McKenzie and Max; (front row, l-r): Kim Monroe, Gene Sandbloom, Stephanie Hindley, and Chris Ripley. Not shown: Cruz (where the hell did he go?) More photos next week!



COLLEGE

GAVIN Seminar Snappy-Snaps



1. Two Words: Open Bar (l-r) Kerensa from KUGS-Bellingham, Wash., Tom from WSUW-White Water, Wis., Ted from Columbia, Double G from Atlantic, Cindy from Columbia, and CMJ's David Day.



2. Legends in their own time (l-r): Mike DePippa,

Elektra; Devin Krug, AAM; Ron Brown, WNHU-West Haven, Conn.; Barbara Garber, KZSC-Santa Cruz, Calif.

3. Keeping metal alive are KTXT's Amit "Pretty fly for a brown guy" Kumar and Vinnie "Pretty white for a

brown guy" Esparza, GAVIN/*Guns & Ammo/Jugs* magazines.

4. WSMU's Michael "I gave my undervaeer to Kelso" Bilodeau and Vision Trust's Nicole Bonelli and Stephanie LeBeau enjoy the fine \$500-a-keg beer.

5. DJ's Matthew "Tiki the Hut" Semancik from S.P.E.C.T.R.E. and KUSF-San Francisco's Chris "Ludichris" Hall rock the College Cocktail party.




Top 6 Jukebox Jury Selections

Here are the songs that were the most well received by the ruthless College kids:

1. "Slammer's Delight," Slammer & the Dirty Breed (Boo-T Juice Records)
2. "The Wrestler," Slick 60 (Mute)
3. "Covered," Lucy Nation (Maverick)
4. "I Am the Freshmaka," Freshmaka (Moonshine)
5. "31 Seconds," Spy (Atlantic)
6. "Action & Drama," Bis (Grand Royal/Capitol)

GAVIN College Award Winners



STATION OF THE YEAR WFMU, Jersey City, NJ	INDEPENDENT LABEL OF THE YEAR Jetset
MUSIC DIRECTOR OF THE YEAR Kerensa Wight, KUGS-Bellingham, Wash.	LABEL PROMOTION PERSON OF THE YEAR Lawrence Lui, V2
MAJOR LABEL OF THE YEAR Capitol	INDEPENDENT PROMOTION PERSON OF THE YEAR Jen Fowler, AAM
MAJOR-AFFILIATED INDEPENDENT LABEL OF THE YEAR Matador	

COLLEGE

MOST ADDED



KID SILVER (39)

Dead City Sunbeams (Jetset)
Including: CTR, KBDD, KCOU, KCSB, KGLT, KLSU, KTCU, KUCI, KUGS, KVMR, KWBU, KWVA, KZSC, WBNY, WCBN, WCDB, WDBM, WDCR, WFDU, WHRW, WICB, WJCU, WMSE, WMSV, WNHU, WNYU, WRAS, WRSU, WRUV, WRVU, WTSR, WUMS, WUSB, WUTK, WVUM.

XTC (38)

Apple Venus Volume 1 (TVT)
Including: CTR, KBDD, KCMU, KCOU, KCPR, KCSU, KGLT, KLSU, KTCU, KUGS, KVMR, KWBU, KWVA, KZSC, WBNY, WCBN, WCDB, WDCR, WEGE, WFDU, WICB, WJCU, WMSE, WMSV, WNHU, WRSU, WRUV, WRVU, WTSR, WUMS, WUSB, WUSC, WUTK, WVUM, WVVU.

GRAND MAL (27)

Maledictions (Slash)
Including: KBDD, KCOU, KCSU, KGLT, KLSU, KTCU, KUGS, KWBU, KWVA, KZSC, WBNY, WCDB, WDBM, WDCR, WICB, WTR, WJCU, WMSE, WNHU, WRUV.

BAILTER SPACE (24)

Solar 3 (Turnbuckle)
Including: CTR, KCDU, KCSB, KCSU, KUCI, KUGS, KWBU, KWVA, KZSC, WBNY, WCDB, WDBM, WEGE, WJCU, WMSE, WRAS, WRSU, WUNH, WUSB, WUTK.

THE WACO BROTHERS (24)

Waco World (Bloodshot)
Including: CTR, KBDD, KCOU, KCSU, KUCI, KUGS, KVMR, KWVA, WBNY, WCDB, WDBM, WEGE, WFDU.

RECORD TO WATCH



SLEATER-KINNEY

The Hot Rock (Kill Rock Stars)
Just "watch" as they glide into the Number One spot as soon as this beast is unleashed. Amazing and sure to make everyone's Best of... list for 1999.

LW	TW		Rpts.	Adds
1	1	BUILT TO SPILL - Keep It Like A Secret (Warner Bros.)	57	0
47	2	SEBADOH - The Sebadoh (Sub Pop/Sire) <i>Holy cow! Check out the leap on this one. Sebadoh is no joke!</i>	38	5
3	3	MOJAVE 3 - Out of Tune (4AD/Sire)	31	0
2	4	THE PASTELS - Illuminati (Up)	34	0
5	5	TAKAKO MINEKAWA - Cloudy Cloud Calculator (Emperor Norton/March)	33	0
4	6	ANI DIFRANCO - Up Up Up Up Up Up (Righteous Babe)	30	1
6	7	IMPERIAL TEEN - What Is Not to Love (Slash/London)	30	0
22	8	SAM PREKOP - Sam Prekop (Thrill Jockey) <i>Sea & Cake member touring in April with Taylor, Prewitt, and Abrams.</i>	29	1
14	9	VARIOUS ARTISTS - Pop Romantique (Emperor Norton)	34	0
7	10	VARIOUS ARTISTS - Songs for the Jetset Volume 2 (Jetset)	27	0
9	11	APRIL MARCH - Chrominance Decoder (Mammoth/Ideal)	29	0
10	12	KITTY CRAFT - Beats and Breaks from the Flower Patch (Kindercore)	29	0
13	13	THE BETA BAND - The Three EPs (Astralwerks)	28	0
17	14	SMOG - Knock Knock (Drag City)	18	0
11	15	BOO RAOLEYS - Kingsize (Creation)	23	0
12	16	JASON FALKNER - Can You Still Feel? (Elektra/EEG)	18	0
8	17	DON CABALLERO - Singles Breaking Up (Touch & Go)	21	0
16	18	JIMMY EAT WORLD - Clarity (Capitol)	21	1
21	19	ADEN - Black Cow (TeenBeat)	21	1
15	20	LAGWAGON - Let's Talk About Feelings (Fat Wreck Chords)	25	0
38	21	POSTER CHILDREN - New World Record (SpinArt)	24	1
34	22	SPARKLEHORSE - Good Morning Spider (Capitol)	19	0
30	23	QUINTRON - These hands Of Mine (Skin Graft)	15	0
19	24	HI-FI KILLERS - Jamaica (LooseGroove)	19	0
16	25	MUSLIM GAUZE - Hussein Mahmood Jeeb Tehar Gass (Soleilmoon)	18	0
28	26	PAN SONIC - A (Mute)	24	2
N	27	BURNING AIRLINES - Mission Control! (DeSoto)	22	5
25	28	THE GLORIA RECORD - The Gloria Record (Crank!)	12	0
18	29	LO-FIDELITY ALLSTARS - How to Operate With A Blown Mind (Columbia/CRG)	12	0
43	30	PEECHES - Life (Kill Rock Stars)	16	1
N	31	CASSIUS - 1999 (Astralwerks)	15	0
20	32	VARIOUS ARTISTS - Yo Yo A Go-Go (Yoyo Recordings)	18	0
32	33	1000 CLOWNS - Freelance Bubblehead (Elektra/EEG)	11	0
33	34	PORTABLE - Portable (TVT)	13	0
48	35	PINEHURST KIDS - Minnesota Hotel (4 Alarm)	17	0
N	36	THE LIVING END - Living End (Reprise)	12	1
24	37	SATISFACT - The Third Meeting at the Third Counter (K)	15	0
36	38	FUN LOVIN' CRIMINALS - 100% Colombian (Virgin)	10	0
N	39	GIGOLO AUNTS - Minor Chords and Major Themes (E Pluribus Unum)	14	1
N	40	THE CREATURES - Anima Animus (Instinct)	14	0
42	41	THE BOWLING GREEN - One Pound Note (Nothing/Interscope)	13	0
N	42	TOBIN SPROUT - Let's Welcome the Circus People (Luna)	17	1
40	43	SEAWEED - Actions and Indications (Merge)	11	0
35	44	AERIAL M - Aerial M (Drag City)	15	1
23	45	MPX - Let It Happen (Tooth and Nail)	12	0
N	46	PUYA - Fundamental (MCA)	12	0
N	47	KING RADIO - Mr. K Is Dead, Go Home (Tar Hut)	8	0
27	48	FATBOY SLIM - You've Come A Long Way, Baby (Astralwerks)	8	0
N	49	DOVETAIL JOINT - 001 (Columbia C2 Aware)	7	0
N	50	THE ROOTS - Things Fall Apart (MCA)	14	5



REVIEWS

VARIOUS ARTISTS

Independent Film Channel: In Your Ear (1M1 Trax/Hybrid)

The highly regarded Independent Film Channel, along with 1M1/Hybrid have unleashed the first in a series of six albums featuring music from films aired on IFC. Many of the films represented on the comp do not have accompanying soundtrack albums, so much of this music is previously unreleased. Volume one boasts such college acts as Morphine, Victoria Williams, Tom Waits, Reverend Horton Heat, and Madeski, Martin and Wood along with John Lurie, Marc Ribot, and Bill Ware. Contact Jason at Hybrid at (212) 868-5441.



JIMMY EAT WORLD

Clarity (Capitol)

Produced by famed knob-tweaker Mark Trombino, and released after a series of 7" and EP records, Jimmy Eat World have finally released the record everyone knew they had in them. Emo to the bone, the songs range from heavy and brooding to sparse, quite to pure pop. A great release from underground favorites that are primed to break out and become a household name.



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okay player.

THE ROOTS

things fall apart

www.mcarecords.com

MCA IN STORES NOW

FEATURING THE HIT SINGLE/VIDEO YOU GOT ME WITH ERYKAH BADU

#160

MOST ADDED



TOM PETTY (44)

Free Girl Now
Warner Bros.)

Including: KZZK, WRXL, KTUX, KATT, KHOP, KIXA, KSEZ, WBVR, WPHO, WRCK, WYSP, WZZO, WZMK, KOMP, KEGL, WBDP, KIBZ, KLAQ, KSJD, WHMH, WRUF, WPUP, WYYX, KSOY, WQXA, CILO, KEYS, KISS, KNCN, KUFO, WYYY, WQKK, WTUE, WZBH, KOEZ, WLZR, KATS, KFMW, KISW, KRXQ, KZQZ, WMMS, WRIF, WWDG, WZNF

ECONOLINE CRUSH (16)

All That You Are (X3)
(Restless)

Including: KIBZ, WCPR, KTUX, WRIF, KNCN, KATS, WCCC, WRUF, KBPI, KFMW, WHMH, WZBH, KPQI, KHOP, WLZR, WZNF

BLACK CROWES (12)

Only A Fool
(Columbia)

Including: KRAR, WOBR, WTFX, KSOY, KISS, WBUZ, WPUP, KATS, KNCN, WAAF, WLZR, WYYX

RADIO SAYS



BUCKCHERRY
"Lit Up"
(DreamWorks)

"Finally, a rock band that put out a record that sounds like a rock record's supposed to".

— WZZQ Terre Haute, Indiana
MD/APD Debbie Hunter.

ACTIVE

LW	TW		Spins	Diff
1	1	CREED - One (Wind-up)	2371	0
3	2	COLLECTIVE SOUL - Heavy (Atlantic)	2240	+19
2	3	EVERLAST - What's It Like (Tommy Boy)	2234	-52
4	4	METALLICA - Whiskey In The Jar (Elektra Entertainment Grp.)	1791	+35
5	5	GODSMACK - Whatever (Republic/Universal) <i>Whatever works....second week in the top 5.</i>	1526	-8
6	6	METALLICA - Turn The Page (Elektra Entertainment Grp.)	1370	-97
7	7	EVE 6 - Leech (RCA)	1254	+15
8	8	ROB ZOMBIE - Living Dead Girl (Geffen)	1183	+27
9	9	CANDLEBOX - Happy Pills (Maverick)	1096	+39
10	10	BARE JR. - You Blew Me Off (Immortal/Epic)	1056	+27
12	11	STABBING WESTWARD - Haunting Me (Columbia/CRG)	1018	+11
13	12	LENNY KRAVITZ - Fly Away (Virgin)	937	-33
14	13	BLACK SABBATH - Selling My Soul (Epic)	931	-31
11	14	BLACK CROWES - Kicking My Heart Around (Columbia/CRG)	888	-136
15	15	MONSTER MAGNET - Powertrip (A&M)	884	-63
18	16	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	850	+33
16	17	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	832	-73
17	18	ROB ZOMBIE - Dragula (Geffen)	811	-17
19	19	OLEANDER - Why I'm Here (Republic/Universal)	777	+14
23	20	HOLE - Malibu (DGC)	749	+86
21	21	ORGY - Blue Monday (Reprise)	729	+7
20	22	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	714	-30
25	23	SECOND COMING - Vintage Eyes (Capitol)	659	+38
22	24	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	659	-25
24	25	REMY ZERO - Prophecy (Profile)	614	-41
27	26	TRAIN - Free (Aware/Columbia) <i>Tracking very well....I think I can, I think I can....</i>	574	-14
31	27	INDIGENOUS - Now That You're Gone (Pachyderm)	524	-6
28	28	GOO GOO DOLLS - Slide (Warner Bros.)	520	-36
35	29	KORN - Freak On A Leash (Immortal/Epic)	503	+8
29	30	HOLE - Celebrity Skin (DGC)	503	-51
30	31	PLACEBO - Pure Morning (Virgin)	491	-40
34	32	KENNY WAYNE SHEPHERD - Everything Is Broken (Revolution)	490	-7
36	33	LIMP BIZKIT - Faith (Flip/Interscope)	478	-8
26	34	FUEL - Bittersweet (550 Music)	469	-132
39	35	FEAR FACTORY - Descent (Roadrunner)	456	+21
33	36	BLACK SABBATH - Psycho Man (Epic)	456	-70
32	37	CLASS OF 99 - Another Brick in the Wall (Columbia/CRG)	445	-83
40	38	KORN - Got The Life (Epic)	439	+13
38	39	SCREAMING CHEETAH WHEELIES - Right Place Wrong Time (Capricorn)	431	-9
37	40	JONNY LANG - Still Rainin' (A&M)	416	-29

CHARTBOUND

BLACK CROWES "Only A Fool" (Columbia)	HONKY TOAST - "Shakin' And A Bakin'" (550 Music)
MARVELOUS 3 "Freak Of The Week" (HiFi/Elektra/EEG)	MOTLEY CRUE - "Enslaved" (Motley/Beyond)
LIT "My Own Worst Enemy" (RCA)	CUTTERS - "Satisfied" (CMC International)
BLACK CROWES "Only A Fool" (Columbia)	CREED - "I'm Eighteen" (Wind-Up)
LOUDMOUTH - "Fly" (Hollywood)	DOVETAIL JOINT - "Level On The Inside" (C2)
GOO GOO DOLLS - "Oozy" (Warner Bros.)	VIRGOS MERLOT - "Gain" (Atlantic)

REVIEWS

SAMMY HAGAR

"Mas Tequila"
(MCA)

The Red Rocker is back!! With his first record in two years, Sammy and his band the "WaboRitas" are preparing for the release of their new album "Red Voodoo", slated to hit stores March 23rd. The first single "Mas Tequila" is an definite party anthem in the making (check out the familiar drum beat from Gary Glitter's "Rock-n-Roll Part II"), and should serve as a highlight of his live show, which kicks of March 7th in Atlantic City as part of a dozen special Hard Rock Cafe dates. Also, keep an eye out for Sammy's "Cabo Wabo Tequila", which has sold a thousand cases to date, and is expected to be marketed nationwide this year. Sammy spills all the salt & lime details on the Howard Stern Show on March 9th.



ADDS FOR MARCH 1 & 2

Sammy Hagar "Mas Tequila" (MCA), Buckcherry "Lit Up" (DreamWorks), Sponge "Live Here Without You" (Beyond Music), Staind "Just Go" (Flip/Elektra/EEG).

ADDS FOR MARCH 8 & 9

Bad Company "Hey Hey" (EastWest/EEG), Monster Magnet "Temple Of Your Dreams" (A&M), Fuel "Jesus Or A Gun" (550 Music)



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1998 GAVIN ACTIVE ROCK AWARDS WINNERS

Major Market Station of the Year
KUPD-Phoenix, AZ

Major Market Program
Director/OM of the Year
Doug Podell, WRIF-Detroit, MI

Major Market Music Director of the Year
John Osterlind, WAAF-Boston, MA

Medium Market Station of the Year
KRXQ-Sacramento, CA

Medium Market Program
Director/OM of the Year
Curtiss Johnson, KRXQ-Sacramento, CA

Medium Market Music Director of the Year
Marilyn Mee, WLZR-Milwaukee, WI

Small Market Station of the Year
WJJO-Madison, WI

Small Market Program Director/OM of the Year
Rich Hawk, KILQ-Colorado Springs, CO

Small Market Music
Director of the Year
Mark the Shark, WTKX-Pensacola, FL

Rookie Station of the Year
WXTM-St. Louis, MO

Major Label of the Year
Elektra

Major Label Promo Person of the Year
Al Tavera, Elektra

Indie Label of the Year
Wind-Up

Indie Label Promo Person of the Year
JoAnne Grand, Wind-Up

Rookie Promo Person of the Year
Mari Dew, Trauma

Independent Promotion
Powerhouse of the Year

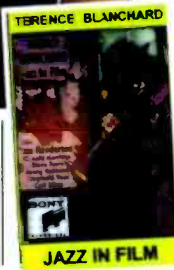
McGathy Promotions, New York, NY

JAZZ + SMOOTH

Smooth/Jazz Programmers And Music Folk Storm New Orleans

It was truly an affirming convention, both from the staging of the entire Seminar to the loyalty of the attendees who showed up at our many scheduled events. We lived up to our vow to have a format-specific meeting per day for both Jazz and Smooth, and Kent and I really appreciated the solid attendance from radio programmers again this year as we managed to discuss pertinent and hard-core radio and music issues.

Kudos to **Steve Williams, Jason Olaine, Marshall Lamm, Michael**



Fischer, Carl Griffin and Tony Gasparre for co-hosting events and to **Blue Note Records' Bruce Lundvall and Andy Sarnow** for helping stage the **Cassandra Wilson** showcase event. Thanks also to **Columbia Records, Jeff Levenson,** and **Gabrielle Armand** for presenting **Peter White** at the awards luncheon. Props to **Capricorn Records and Instinct Records** for providing live talent at

the **Jukebox Juries,** and to **Shanachie Entertainment** and **Face2Face Records** for sponsoring format sessions.

Jon Vernile and **Sony Classical** deserve major credit for presenting an incredible concert with **Terence Blanchard** performing with both **Orchestra and sextet!** **Broadcast Architecture, Bluemoon/Atlantic, Chesky Records** entertained until the wee hours. Those names only scratch the surface; next week we'll have photos and inside commentary. Meanwhile, plan your budgets for next year, as the **GAVIN Seminar** returns home to **San Francisco.** —KEITH ZIMMERMAN

Verve, GRP, WJJZ, And WJCD Pull Multiple Awards

This year we opened up the categories a little bit to allow some non-major market stations to compete. Verve Records picked up a bunch of the music industry/label awards, but GRP/Impulse! was also keenly competitive. On the Smooth Jazz radio front, WJJZ-Philadelphia and WJCD-Norfolk brought home multiple crystals, and WEAA-Baltimore and WAER-Syracuse represented the dark horse Jazz radio winners. Congrats again to all the nominees! As usual, the winners were the people's choices as voting and ballot returns were quite high.

JAZZ IN FILM TAKE YOUR LISTENERS TO THE MOVIES.

On your desk now. Going for Adds March 4.

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TERENCE BLANCHARD
Jazz In Film

with
Joe Henderson
Donald Harrison
Steve Turre
Kenny Kirkland
Reginald Veal
Carl Allen

TERENCE BLANCHARD
JAZZ IN FILM



THE SONY CLASSICAL LISTENING STATION
www.sonyclassical.com

Cassandra Wilson, Norman Brown, and Roger Smith Pull High Jukebox Scores

Here are the final tallies for both the Jazz and Smooth Jazz Jukebox Juries. The tunes were evaluated on a scale of one to five. For radio voters, it was 5 if it seemed like a certain add all the way down to 1 if it wouldn't make the playlist. For music industry folks, the range was from "I love it" to "Get it out of here!"

We salute those who voluntarily (or otherwise) supplied new releases to be honestly evaluated. We must stress that all the titles chosen to be evaluated by the jury represented the cream of upcoming new releases, and as far as we're concerned, they're all winners. Here's how the research shook out:

JAZZ JUKEBOX JURY RESULTS				
	TOTAL	RADIO	NON-RADIO	PANEL
Cassandra Wilson "Run the Voodoo Down" (Blue Note)	4.5	4.45	4.63	4.0
Monty Alexander "Stir It Up" (Telarc)	4.2	4.68	4.0	3.83
Russell Gunn "Sybill's Blues" (Atlantic)	4.2	3.95	4.24	3.83
Ricardo Lemvo "Mambo Yo Yo" (Putamayo)	3.8	3.55	3.84	3.43
Terence Blanchard "Streetcar Named Desire" (Sony Classical)	3.7	3.79	3.71	3.29
Mark Isham "Ife" (Columbia)	3.7	3.86	3.66	2.87
Jeff "Tain" Watts "The Impaler" (Columbia)	3.6	3.5	3.63	3.86
Charlie Hunter "Recess" (Blue Note)	3.6	3.95	3.31	3.14
Charles Lloyd "God Give Me Strength" (ECM)	3.5	3.61	3.36	3.86
Richard Bona "Dipita" (Columbia)	3.3	2.9	3.56	2.17
Branford Marsalis "16th Street Baptist Church" (Columbia)	3.3	3.19	3.36	3.0
Jim Hall/Pat Metheny "Summertime" (Telarc)	3.2	3.7	3.0	3.43
Big Rude Jake "Gotham City Serenade" (Roadrunner)	2.4	2.14	2.44	2.14
Tin Hat Trio "The Quick Marble Tremble" (Angel)	2.3	2.2	2.27	2.14
Ellington Crown Project "I'm Beginning to See the Light" (Monarch)	2.1	2.29	2.04	2.29

SMOOTH JAZZ JUKEBOX JURY RESULTS				
	TOTAL	RADIO	NON-RADIO	PANEL
Norman Brown "Out of the Blue" (Warner Bros.)	3.8	3.43	4.0	4.5
Roger Smith "Off the Hook" (Miramar)	3.8	3.59	3.81	4.11
Jeff Lorber "Dear Prudence" (Zebra)	3.5	3.74	3.11	4.0
Bluezeum "Esparza" (Telarc)	3.3	3.47	3.11	3.8
Richard Smith "Take That" (Heads Up)	3.3	3.41	3.16	3.5
Peggy Lee "Fever" (Capitol)	3.2	2.83	3.5	3.2
Jeff Golub & Avenue Blue "Velvet Touch/Lucky Strike" (Bluemoon/Atlantic)	3.2	2.73	3.64	3.33
Quincy Jones w/Kirk Whalum "Sax In the Garden" (Qwest)	3.1	2.56	3.72	3.2
Smoke N' Function "Glide" (Mesa/Atlantic)	2.7	2.97	2.47	3.2
Ricardo Scales "In a Sentimental Mood" (Bay Sound)	2.7	2.44	2.85	3.1

The "Compleat" Gavin A3 Awards & Nominees

JAZZ WINNERS

MAJOR MARKET PROGRAMMER OF THE YEAR
Arturo Gomez, WDNA-Miami

PROGRAMMER OF THE YEAR (MARKET 26+)
Gary Vercelli, KXJZ-Sacramento

MAJOR MARKET STATION OF THE YEAR
WEAA-Baltimore

STATION OF THE YEAR (MARKET 26+)
WAER-Syracuse

MAJOR LABEL OF THE YEAR
Verve Records

INDEPENDENT LABEL OF THE YEAR
Concord Records

NATIONAL PROMOTION PERSON OF THE YEAR (THE DUKE DUBOIS AWARD)
Laura Chiarelli, Impulse! Records

INDEPENDENT PROMOTION PERSON OF THE YEAR
Neil Gorov & Groov Marketing

GAVIN ARTIST OF THE YEAR
Eric Reed

SMOOTH JAZZ

MAJOR MARKET STATION OF THE YEAR
WJJZ-Philadelphia

STATION OF THE YEAR (MARKET 21+)
WJCD-Norfolk

MAJOR MARKET PD/OM OF THE YEAR
Ann Gress, WJZZ-Philadelphia

PD/OM OF THE YEAR (MARKET 21+)
Steve Williams, KSSJ-Sacramento

MAJOR MARKET MD/APD OF THE YEAR
Kelly Cole, KIFM-San Diego

MD/APD OF THE YEAR (MARKET 21+)
Larry Hollowell, WJCD-Norfolk

MAJOR LABEL OF THE YEAR
Verve Forecast Records

INDIE LABEL OF THE YEAR (W/ MAJOR LABEL DISTRIBUTION)
i.e. music

INDEPENDENT LABEL OF THE YEAR
Shanachie Entertainment

NATIONAL PROMOTION PERSON OF THE YEAR (THE DUKE DUBOIS AWARD)
Bud Harner, Verve Forecast Records

INDEPENDENT PROMOTION PERSON OF THE YEAR
Cliff Gorov & All That Jazz

GAVIN ARTIST OF THE YEAR
Marc Antoine

THE STEVE FEINSTEIN AWARD FOR INNOVATION
Nick Francis, KYOT-Phoenix

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Tom Scott & the L.A. Express


Smokin' Section

add date - March 4th

from his forthcoming Windham Hill Jazz debut album
Smokin' Section in-stores on April 13th

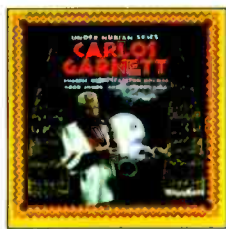
produced by Lynne Scott & Steven Dubin

for more information, please contact
Eric Talbert @ 310-358-4844 or Beth Lewis @ 615-331-8913



JAZZ

MOST ADDED



CARLOS GARNETT (33)
Under Nubian Skies (HighNote)
Including: WRTI, WESM, WYUH, WEVO, WSHA, WRQM, WFSS, WKGC, WUCF, WFIT, WDNA, WFPK, WUAL, KEDM, WNOP, WOUB, WEMU, WOET, KWIT, WSIE

LARRY CORYELL (18)
Monk, Trane, Miles & Me (HighNote)
Including: KVNK, KTAO, KSDS, KAZU, KSJS, WRQM, KCSM, WFSS, WKRY, KEDM, KNTU, WXTS, WNOP, WEMU, WLNZ, KWIT, WGMC, WRTI

RUSSELL GUNN (17)
Love Requiem (HighNote)
Including: WRQM, WEVO, WFIT, WKRY, WFPK, KEDM, KNTU, WXTS, WSIE, KUVU, KVNK, KTAO, KUNR, KSDS, KAZU, KCSM, KSJS

**MILT JACKSON/
CLAYTON-HAMILTON
JAZZ ORCH. (15)**
Explosive! (Qwest/W.B.)
Including: WRTI, WSHA, WRQM, WDNA, WUAL, KEDM, WXTS, WOUB, WGLT, KIOS, KUVU, KAJX, KJZZ, KUAZ

BOB LEATHERBARROW (14)
Bumpin' In the Basement (Chartmaker) Including:
Including: WYUH, WFSS, WFIT, KABF, WXTS, WOUB, WEMU, WLNZ, KWIT, WSIE, KCBX, KCSM, WFMF, KSMF

RECORD TO WATCH



**MILT JACKSON/
CLAYTON-HAMILTON
JAZZ ORCH.**
Explosive!
(Qwest/Warner Bros.)

Milt Jackson's vibes hooks up with the deep swing big band sounds of Jeff Hamilton and John Clayton, Jr.

LW	TW	Repts.	Adds	Spins	Diff.
2	1	88	0	769	+55
4	2	83	0	701	+15
1	3	75	0	701	-46
3	4	71	0	619	-74
9	5	79	1	590	+55
12	6	82	2	586	+56
5	7	65	0	583	-67
8	8	65	1	551	-50
6	9	60	0	546	-93
7	10	61	0	541	-62
18	11	69	2	520	+111
<i>What a big week for Paquito's pretty Latin love song concept CD!</i>					
14	12	56	0	520	+19
11	13	57	0	497	-35
15	14	60	0	495	+2
13	15	53	0	480	-42
20	16	77	7	476	+99
16	17	70	0	468	+41
10	18	49	0	458	-75
24	19	71	3	411	+87
27	20	73	8	408	+101
22	21	73	3	398	+40
21	22	59	1	378	+18
31	23	69	11	351	+81
19	24	36	0	336	-51
—	25	68	11	331	N
<i>As we head back from New Orleans, Harrison's latest powers onto the chart.</i>					
25	26	46	1	321	0
29	27	61	4	316	+30
17	28	36	0	314	-97
36	29	58	5	296	+59
26	30	30	1	284	-31
—	31	58	12	282	N
39	32	66	7	282	+59
34	33	56	5	269	+31
23	34	32	1	267	-66
30	35	36	0	248	-38
32	36	34	0	241	-9
35	37	35	1	233	-5
28	38	26	0	226	-64
41	39	48	2	223	+12
38	40	26	0	215	-14
33	41	29	0	203	-36
49	42	38	4	201	+38
—	43	50	18	197	N
40	44	25	0	195	-28
37	45	28	0	194	-41
—	46	42	2	186	N
42	47	26	0	185	-21
47	48	32	2	181	+9
—	49	46	14	158	N
46	50	20	1	157	-25



REVIEW

MARCUS SHELBY TRIO The Sophisticate (Noir)

We proudly made Marcus Shelby's second trio recording, *The Sophisticate*, our Jazz Record To Watch a few weeks ago, and it's a pleasure to watch it make it up to #21 with more steam to spare. Bandleader Shelby is best known as the bass player with the California jazz band Black/Note who recorded for the Columbia and Impulse! labels. This music was cut in two takes and the material is all original. There's a fresh camaraderie between Shelby, drummer Jaz Sawyer, and pianist Matt Clark that reminds me of my personal favorites, be it Keith Jarrett, Junko Onishi or Michel Camilo. Shelby resisted temptation to go with a name rhythm section and I strongly believe his trio should be bound for a major label.

SPINCREASE

1. DONALD HARRISON +195
2. LARRY CORYELL +170
3. JACK McDUFF +160
4. PAQUITO D'RIVERA +111
5. B. LEATHERBARROW +107

CHARTBOUND

- *RUSSELL GUNN (HighNote)
 - STEVENS, SIEGEL & FERGUSON (Imaginary)
 - *BUCKY & JOHN PIZZARELLI (Arbors)
 - *URI CAINE (Winter & Winter)
 - *CHRISTIAN JACOB TRIO (Concord Jazz)
 - *TIM HAGANS (Blue Note)
- Dropped: #43 Kendra Shank, #44 Wesla Whirfield, #45 Joe Locke Quintet, #48 Mads Vinding Trio, #50 Poncho Sanchez.

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ARTIST PROFILE

JOHN HICKS

STRAYHORN IN TRIO

"I first became interested in Billy Strayhorn's music in the 1960s before he died, and although his tunes are in my regular playing repertoire, they only come up every now and

then during my gigs. I might do a tune like 'Star-crossed Lover' or maybe play a duet with 'Passion Flower,' but when I'm at home or hanging out with another pianist, I play his music a lot. [Strayhorn's music] has a more intimate feel if you're at a party or you're playing tunes you don't usually do at a gig. His music has always been

presented in a different context as opposed to a trio.

"It was great idea to present his music [on *A Strayhorn Songbook* on HighNote] because I like to do a lot of research anyway. We cut the record in Pittsburgh because I was also doing a gig there as part of the Mellon Jazz Festival. I had read his biography, *Lush Life*, the year before.

"When [producer/drummer]

Cecil Brooks III asked me if I had any ideas about what I wanted to do in the recording studio, I had all these Strayhorn tunes that I had never recorded. None of us had ever done a full album of Strayhorn tunes as a trio before. [Bassist] Dwayne Dolphin knew a couple of the tunes that we had done together, and it was only just a matter of talking a few things down with Cecil."



SMOOTH

JAZZ & VOCALS



REVIEW

BONEY JAMES

Body Language (Warner Bros.)
Sweet Thing hung around the Smooth Jazz charts for two years and it's hard to imagine *Body Language* performing any differently. With R&B vocals from Shai on "I'll Always Love You," perhaps Boney can score a vocal hit on Urban radio then cross it back over to his familiar Smooth Jazz turf. Personally, the orchestral tracks like "Into the Blue" and "Love Fest" prevail stylistically. Boney redefines 1970s funk two steps ahead of his contemporaries. Another favorite is the smoldering duet between Boney and Rick Braun on "Boneyism." It's slightly reminiscent of the cool vibe between Gerry Mulligan and Chet Baker even though the Bone-man is obviously blowing tenor and not bari-sax.

SPINCREASE

1. **GEORGE BENSON** +130
2. **3RD FORCE** +115
3. **JIM BRICKMAN** +68
4. **KIM WATERS** +52
5. **WAYMAN TISDALE** +47

CHARTBOUND

- NICK COLIONNE** (Chicago Lakeside Jazz)
DANNY LERMAN (Chartmaker)
JANGO (Samson Music)
ED CALLE (Concord/Vista)
SMOKE N' FUNCTION (Mesa/Atlantic)
NELSON RANGELL (Shanachie)
 Dropped: #49 Craig Chaquico.

JAZZ & SMOOTH JAZZ

REPORTS ACCEPTED

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FAX: (415) 495-2580



MOST ADDED



RICK BRAUN (9)

"A Very Good Thing"
 (Atlantic)

Including: WHAL, WFSJ, WGUF, WYJZ, WMGN, WJPL, KCLC, KHHH, and KSSJ

3RD FORCE (9)

"Revelation of the Heart"
 (Higher Octave/Virgin)

Including: WJZZ, WLOQ, WNNV, WVMV, WJPL, KCIY, KHHH, KSSJ, and KKJZ

NELSON RANGELL (7)

"The Way to You"
 (Shanachie)

Including: WGUF, KCLC, KHHH, KIFM, KSBP, KXDC, and KRVR

PETER WHITE (4)

"Autumn Day"
 (Columbia/CRG)

Including: WFSJ, WMGN, WNUA, and KCLC

RECORD TO WATCH



NELSON RANGELL

"The Way to You" (Shanachie)

Scratch drums and David Mann's keyboards create a bed made for Nelson Rangell's soprano and flute work. Guest guitarist is Chuck Loeb.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	KIRK WHALUM - For You (Warner Bros.)	52	1	992	+22
2	2	NAJEE - Morning Tenderness (Verve Forecast)	50	0	880	+3
8	3	GEORGE BENSON - Standing Together (GRP)	46	0	818	+130
4	4	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	47	0	782	-2
3	5	WALTER BEASLEY - For Your Pleasure (Shanachie)	46	0	771	-67
6	6	LEE RITENOUR - This Is Love (i.e. music)	48	0	756	+22
7	7	MARC ANTOINE - Madrid (NYC/GRP)	46	0	702	-5
5	8	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	49	0	685	-55
10	9	ERIC MARIENTHAL - Walk Tall (i.e. music)	48	2	633	+33
9	10	BLUE NOTE MOTOWN TRIBUTE - Various Artists (Blue Note)	44	0	632	+9
11	11	BONEY JAMES - Body Language (Warner Bros.)	55	2	594	+30
12	12	KIM WATERS - Love's Melody (Shanachie)	38	0	585	+52
13	13	WILL DOWNING/GERALD ALBRIGHT - Pleasures of the Night (Verve Forecast)	40	1	518	-7
16	14	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	41	0	500	0
14	15	PATTI AUSTIN - In and Out of Love (Concord/Vista)	40	0	491	-30
17	16	GOTA - Let's Get Started (Instinct)	46	1	479	+12
20	17	BRIAN BROMBERG - You Know That Feeling (Zebra)	40	1	478	+31
15	18	PETER WHITE - Perfect Moment (Columbia/CRG)	47	4	478	-43
18	19	RICK BRAUN - Full Stride (Atlantic)	45	9	462	+9
21	20	JIM BRICKMAN - Destiny (Windham Hill)	46	2	453	+68
19	21	GREGG KARUKAS - Blue Touch (i.e. music)	33	0	405	-45
24	22	JOHN TESH with JAMES INGRAM - One World (GTSP/Mercury)	30	1	383	+21
22	23	VANESSA WILLIAMS - "My Flame" (Island/Mercury)	28	0	363	-22
25	24	JK - What's the Word (Verve Forecast)	32	0	362	+11
23	25	JEFF LORBER - Midnight (Zebra)	32	0	359	-16
26	26	GABRIELA ANDERS - Wanting (Warner Bros.)	27	0	321	-13
28	27	FOURPLAY - Four (Warner Bros.)	31	0	315	-4
30	28	WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	25	1	292	+47
27	29	PHIL COLLINS - ...Hits (Atlantic)	25	2	290	-32
29	30	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome)	27	1	289	-5
43	31	3RD FORCE - Force Field (Higher Octave)	36	9	257	+115
<i>The full CD features guests John Klemmer, Craig Chaquico, and Grant Geissman.</i>						
31	32	CRAIG CHAQUICO & RUSS FREEMAN - Riders of the Ancient Winds (Windham Hill Jazz/Peak)	29	1	251	+18
34	33	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	19	0	233	+33
32	34	SHAKATAK - Shinin' On (Instinct)	21	0	210	-13
33	35	EVERETTE HARP - Better Days (Blue Note)	19	0	189	-28
38	36	CHRIS STANDRING - Velvet (Instinct)	18	0	187	+12
35	37	DOTSERO - Jumpin' Thru Hoops (Ichiban)	19	0	179	-7
36	38	RACHEL Z - Love Is the Power (NYC/GRP)	19	0	177	-4
40	39	DON DIEGO - This Must Be Heaven (Ichiban)	18	0	172	+5
44	40	THE BRAXTON BROTHERS - Now and Forever (Windham Hill Jazz)	26	3	166	+41
<i>Look for the Braxton twins to pick up steam with "A Night To Love."</i>						
39	41	PEACE OF MIND - Journey to the Fore (Nu Groove)	16	0	163	-9
42	42	MARILYN SCOTT - Starting to Fall (Warner Bros.)	15	2	161	+17
41	43	BRYAN SAVAGE - Soul Temptation (Higher Octave)	22	1	158	+7
37	44	LUTHER VANDROSS - "I Know" (Virgin)	15	0	156	-23
47	45	GLENN McNULTY - Raw Silk (Isona)	10	0	122	+7
45	46	HEADS UP SUPER BAND - Live At the Berks Jazz Fest (Heads Up)	10	0	118	-7
46	47	GEORGE DUKE - After Hours (Warner Bros.)	11	0	113	-7
48	48	DANIEL HO - Watercolors (Aire Music)	14	0	110	+10
—	49	SCOTT WILKIE - Boundless (Narada)	18	2	107	N
—	50	JIMMY SOMMERS - Jimmy Sommers (Gemini)	10	0	104	N

ARTIST PROFILE

JIM BRICKMAN

TOURING LIKE A MANIAC [PART I]

"My recording career is relatively young. I was signed in 1993, so it's only been six years since I began making records. But I tour like a maniac and that's a large part

of my appeal. I play everywhere—from Dothan, Alabama to Columbus, Georgia to Wichita Falls, Texas.

"I tour as a solo pianist. It's just me onstage playing piano, telling stories, and singing a few songs. The stuff that's on radio is really only a fraction of my fans' perception of me. When they hear a song like

'Valentine' on the radio, they may enjoy Martina McBride's singing, but when they finally see me live, they can become a fan of my solo piano music.

"While Smooth Jazz is free of clutter and easy to listen to, the format sounds different in every town. The Wave in Los Angeles sounds very different to me compared to The Wave in Cleveland...From the artist's point of view, unless you have

something that's really compelling and stands out, it can be difficult to be noticed in the format. But I've been fortunate in that sense. The Herb Alpert cut, 'Rendezvous' [from the Windham Hill release, *Destiny*], really stands out because I tend to write very strong, identifiable melodies that sound really familiar, even if you haven't heard them before.

AMERICANA

After the Party's Over

BY JESSIE SCOTT

Happy to be home, but ecstatic to have been at the 1999 GAVIN Seminar in New Orleans, where a great time was had by all. Highlights included **Kelly Willis** joining husband **Bruce Robison** on stage during his showcase; it was one of those sweet deals that makes the hair stand up on the back of you're neck. **Monte**



Flaco Jimenez

Warden rocked the house during our Awards Luncheon (what a voice, what a band!), and **Flaco Jimenez** artistry was truly incredible— what a gracious man. Finally, **Bobby Bare's** sardonic stories and left-of-center songs touched our souls and our funnybones. Off site, **Kelly Willis** and her band were amazing...and what a Sun



Bruce Robison

Volt set! The **Iguanas** rocked, The **Black Crowes** were a wake-up call, **James Intveld** performed an amazing set opening for **Tiny Town** at Howlin' Wolf. Good show, pardners! See ya again next year, OK?

Texas Radio & the Big Beat

KHYI announces the **Third Annual Texas Music Revolution '99**, showcasing cutting edge country from the Lone Star State and beyond. This year's lineup is a who's who of the Americana chart, including Billy Joe Shaver, Jack Ingram, Hank Thompson, Lee Roy Parnell, Bruce Robison, Charlie Robison, Ray Wylie Hubbard, Ed Burleson, Dale Watson, the Derailers, Fred Eaglesmith, Jim Lauderdale, the Ex-Husbands, and Mark David Manders, plus surprise guests. It happens the day after SXSW (Sunday, March 21) at Southfork Ranch in Parker, Texas.

They have an interesting structure at **KNON-Dallas**, where Promotion Director Dave Chaos has been playing alternative country for 15 years—way before it got named. **KNON** plays Texas, traditional, and modern artists from 4-6 p.m. daily. The DJs are all knowledgeable volunteers who work one day **each week**. Format Director Bruce Price gathers all the

playlists, then Music Director Christian Lee compiles the station's Top 30. **KNON** put out its own limited edition CD in August; two of the tracks are live in-studio recordings, and the others were selected by the jocks, who even voted on the indexing of the songs. The entire sale price of \$8.93 (their frequency) benefits the station. The next package, to be comprised of live, in-studio recordings, has a target release date of August.

News of a new station: **KGLL-Greeley**, Colorado has been Hot Country, but is sliding over to the Americana side. The 100K outlet covers the northern half of Denver. Service please to: PD Michael Stone, **KGLL**, 1612 LaPorte Ave., Greeley, CO 80521. Phone is (970) 482-5991 and the fax (970) 482-5994

Judy Griffin has joined **Boulder Entertainment Group**. She'll be based out of Atlanta and will be servicing GAVIN Americana stations exclusively. Reach her at (770) 939-5537.



Billy Joe Shaver



Jack Ingram

Music News

Rodney Crowell has a rockin' new record coming soon that picks up where the Cicadas left off. Expect **Kim Richie's** next to ship this spring. Nancy Griffith goes back in the studio in April, and the **Derailers** have finished mixing and mastering their latest for Sire...can't wait!

Look for "Outlaws Theme Week," March 8-11 on TNN's *The Life and Times* series. The network will be airing the story of notables like **Roy Orbison**, **Keith Whitley**, and will devote an evening to fallen stars like **Patsy Cline**, **Buddy Holly**, and **Hank Williams, Sr.** If that isn't enough history for you, TNN will premiere a 13-part documentary series, entitled *Century of Country*, on March 31, to celebrate a 100 years of the music.

But wait, there's more! Check out the CD-ROM debut of Country.com's *Century of Country: The Definitive Country Music Encyclopedia*. The interactive version from author Barry McCloud hits the streets on April 6.

Songlines' **Leslie Rouffe** has started the **New England Alternative Country Society**. The first order of business is to put out a CD featuring artists from the area. They are also planning a club night once a month. For more information, contact Leslie at (617) 469-9943.

Congratulations Are in Order...

...For the following individuals and companies, who walked away with Gavin Americana Awards at our recent Seminar:

Record Label of the Year
Rounder Records

Label Person Of the Year
Leslie Rouffe, Rounder

Independent Label Person of the Year
Al Moss

Radio Station Of the Year
WNCW-Spindale, N.C.

Program Director of the Year
Mark Keefe, WNCW

Album of the Year
Lucinda Williams, *Car Wheels on a Gravel Road*

Horizon Award
Don Imus

Impact Dates

(subject to change, don'cha know)

March 2
Rosie Flores
Dance Hall Dreams
(Rounder)

Billie & Wakefield
The Hot Guitars Of...
(Hightone)

Del McCoury Band
The Family
(Ceili Music)
Pinetops
Above Ground and Vertical
(Soundproof/Monolith)

March 9
Monte Warden
A Stranger to Me Now
(Asylum)
Chris Smither
Drive you Home Again
(Hightone)
Tom Russell
The Man From God Knows Where
(Hightone)

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MOST ADDED



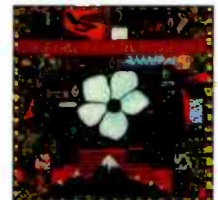
KELLY WILLIS (61)
DEL MCCOURY (16)
JEFF WHITE (16)
CHRIS WEBSTER (15)
ASYLUM STREET SPANKERS (14)
DAMNATIONS TX (14)

HOT PICKS



TRIO
STEVE EARLE & DEL MCCOURY BAND
RICKY SKAGGS
SARA EVANS
JONI HARMS

RADIO SAYS



STEVE EARLE & DEL MCCOURY BAND
"THE MOUNTAIN"
(E-SQUARED)

Everybody has the right to explore new avenues. If you limit yourself to what people expect of you, you'll never be totally satisfied. I think it's great that Steve mixes it up."

— Jordan McDavitt,
 KSYM-San Antonio, Tex.



AMERICANA REVIEWS

THE GROOVEGRASS BOYZ (with Bootsy Collins, Doc Watson and Mac Wiseman) GrooveGrass 101 (Reprise)

Scott Rouse is responsible for some pretty heady stuff here—in fact, just imagining these guys in the same room is a vision! A cutting-edge synthesis of funk meets bluegrass (hoedown, get funky), my faves are "Cypress Grove," "Walking After Midnight," "Deep River Blues," and "Wabash Cannonball." If Lowell George were still alive, it surely would have gotten to this eventually. I'm sure glad it did anyway!



VARIOUS ARTISTS
The Hi-Lo Country Soundtrack (TVT)

Yet another cool soundtrack paving the Americana roadway. The film is subtitled "A Land Without Boundaries, A Passion Without Limits"...appropriate, don'tcha think? The Hank Williams, Don Walser, and Leon Raush tunes are musts for your library, and the new stuff should be a welcome addition to your playlists. Willie Nelson and Beck with "Drivin' Nails in my Coffin" is a new American classic, and don't forget to save some room for Marty Stuart's version of "Smoke, Smoke, Smoke."

LW	TW		Repts.	Adds	Spins	Trend
3	1	STEVE EARLE AND THE DEL MCCOURY BAND - The Mountain (E-Squared)	80	6	856	+140
1	2	ALLISON MOORER - Alabama Song (MCA)	58	0	807	-20
5	3	RICKY SKAGGS - Ancient Tones (Skaggs Family Records)	70	3	769	+91
4	4	SARA EVANS - No Place That Far (RCA)	48	2	753	+61
2	5	ROBERT EARL KEEN - Walking Distance (Arista)	63	0	747	-35
7	6	CHERYL WHEELER - Sylvia Hotel (Philo)	74	2	643	+19
8	7	FLACO JIMENEZ - Said And Done (Barb Wire/Virgin)	74	3	642	+42
6	8	CHARLIE ROBISON - Life Of The Party (Lucky Dog)	43	0	639	-15
17	9	TRIO - Trio II (Asylum)	67	10	582	+176
10	10	DOUG SAHM - SDQ 98 (Watermelon)	48	0	561	+20
12	11	JONI HARMS - Cowgirl Dreams (Warner Western)	50	2	560	+57
11	12	BOTTLE ROCKETS - Left Overs (Doolittle)	62	4	544	+27
9	13	JOHN JENNINGS - I Belong To You (Vanguard)	45	1	543	-56
13	14	OLD DOGS - Old Dogs (Atlantic)	51	2	518	+49
18	15	REAL: THE TOM T. HALL PROJECT - Various Artists (Sire)	52	3	451	+51
19	16	J.D. CROWE & THE NEW SOUTH - Come On Down To My World (Rounder)	58	5	419	+45
15	17	THE TRACTORS - Farmers In A Changing World (Arista)	40	0	418	-39
14	18	LYLE LOVETT - Step Inside This House (Curb/MCA)	39	0	416	-43
—	19	KELLY WILLIS - What I Deserve (Rykodisc)	61	61	377	N
<i>Highest debut this week from the beautiful Gavin Seminar sensation.</i>						
16	20	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	23	0	346	-76
20	21	CHRIS WALL - Tainted Angel (Cold Spring)	34	0	321	-47
29	22	BEAVER NELSON - The Last Hurrah (Freedom)	41	1	308	+26
21	23	MARK DAVID MANDERS - Tales From The Couch Circuit (Blind Nello)	24	0	308	-44
22	24	HILLBILLY IDOL - Town And Country (HBI)	40	2	307	-4
28	25	MIKE HENDERSON & THE BLUEBLOODS - Thicker Than Water (Dead Reckoning)	40	1	302	+17
23	26	SON VOLT - Wide Swing Tremolo (Warner Bros.)	28	0	287	-17
26	27	DICKENS, JONES, & HAWKER - Heart Of A Singer (Rounder)	42	4	284	-6
31	28	CIGAR STORE INDIANS - el Baile de la Cobra (Deep South)	33	0	268	+10
36	29	TOM T. HALL - The Essential Tom T. Hall: The Story Songs (Island/Mercury)	39	5	266	+53
25	30	CRY CRY CRY - Cry Cry Cry with Dar Williams, Lucy Kaplansky, & R. Shindell (Razor & Tie)	31	0	266	-31
30	31	DAVID OLNEY - Through A Glass Darkly (Philo)	48	3	264	-12
38	32	LYNN MILES - Night In A Stranger Town (Philo/Rounder)	41	8	255	+54
<i>Lynn shows growth as a singer and artist in this Larry Klein produced package.</i>						
32	33	HAZELDINE - Orphans (All Swoll Music)	33	0	236	-8
35	34	SUNDOGS - Dancing Room Only (Parhelion)	31	2	236	+8
27	35	DEL MCCOURY, DOC WATSON & MAC WISEMAN - Mac, Doc & Del (Sugar Hill)	30	0	235	-55
24	36	GREG TROOPER - Popular Demons (Koch)	28	1	219	-81
34	37	HEATHER MYLES - Highways & Honky Tonks (Rounder)	26	0	213	-26
—	38	THE FLATIRONs - Prayer Bones (Checkered Past)	35	8	188	N
—	39	CHRIS WEBSTER - Drive (Compass)	34	15	182	N
39	40	DALE WATSON - The Truckin' Sessions (Koch)	19	0	185	-16

CHARTBOUND

GROOVE GRASS BOYZ (Reprise)	ERIC TAYLOR (Koch)
HI-LO COUNTRY SOUNDTRACK (TVT)	BILL MORRISSEY (Rounder)
ASYLUM STREET SPANKERS (Cold Spring)	CHRIS WEBSTER (Compass)
ROB 1CKES (Rounder)	DAMNATIONS TX (Sire)
DEL MCCOURY BAND (Ceili)	THE RIPTONES (Bloodshot)
LEON RUSSELL (Sagestone)	

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GAVIN



COUNTRY

Thanks for the Memories

BY JAMIE MATTESON



After months of planning and stress-filled days, we watched our handiwork come to life as nearly 140 Country attendees converged on New Orleans to take part in the 1999 GAVIN Seminar. Beginning with our private Country-only cocktail party and continuing through to our Awards Luncheon, Jukebox Jury, Country format meeting, and of course winding it up with more cocktails, those who attended enjoyed both informative and fun-filled sessions—along with some terrific musical perfor-

mances and quality schmooze time with such upcoming new talents as Epic's Shana Petrone, Lyric Street's Sonya Issacs, Asylum's Chalee Tennison, MCG/Curb's Shane McAnally, and Virgin's Julie Reeves.

Additionally, our seminar was made even better with the presence of WB's Chad Brock, Columbia's Montgomery Gentry, Capitol's Deana Carter, and Mercury's Shane Minor. A special thank you to the labels who sponsored events and cemented this Seminar's success with their early support. Thank you also to WQYK's Eric Logan, WNOE's Eddie Edwards, WSIX's Dave Kelly, and WSM's Greg Cole for greatly enhancing our seminar by moderating our events and helping us stay on track. To all of our radio and label

attendees, your passion, focus, and willingness to participate in New Orleans is a testament to the strength of our format and your commitment to secure a foothold on the future and help keep Country on top.

On a personal note, our philosophy at GAVIN Nashville has always been: there is no "I" in team. Nowhere has this been more true than in the planning and execution of the 1999 GAVIN Seminar. To our Country team of Paula Erickson, Jeff House, and Dave Ogden, thank you for the many long days and nights spent coordinating all facets of the Seminar and for your dedication and unwavering commitment to make this year's Seminar the best yet. I am proud, honored, and very lucky to work with you all.



WSM's Greg Cole (l) with consultant Mark Tudor.



Is Capitol's Jimmy Rector (r) listening in on MCA's Mike Severson?



KNIX's Larry Daniels gets surrounded by GAVIN girls Paula Erickson (l) and Jamie Matteson (r).



KQUS' Mario Garcia (l) and WQKC's Greg Scott Fisher (r) hang out with Asylum's Chalee Tennison.

The Winners

Congratulations to the following 1999 Gavin Country Award winners:

Major/Large Market Station WSIX-Nashville, Tenn.

Medium Market Station WAMZ-Louisville, Ky.

Small Market Station KJUG-Tulare, Calif.

Major/Large Market OM/PD Dave Kelly, WSIX-Nashville, Tenn.

Medium Market OM/PD Coyote Calhoun, WAMZ-Louisville, Ky.

Small Market OM/PD Tom Martinez, WUSZ-Virginia, Minn.

Major/Large Market APD/MD Buddy Owens, KNIX-Phoenix, Ariz.

Medium Market APD/MD Dandalion, WRKZ-Hershey, Penn.

Small Market APD/MD Holli Heart, WGTR-Myrtle Beach, S.C.

Label Of The Year MCA Records

Sr. VP/VP Promotion Rob Dalton, Epic Records

National Promotion Director Bill Macky, MCA Records

Regional Promotion Director (tie) Royce Risser, MCA Records; Jimmy Rector, Capitol Records

GAVIN Promoter (tie) Trudie Richardson, Decca Records; Diane Richey, Diane Richey Promotions

Golden Ear Of The Year Greg Scott Fisher, WQKC-Bloomington, IN

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MOST ADDED



- STEVE WARINER (82)
- RANDY TRAVIS (69)
- LORRIE MORGAN & SAMMY KERSHAW (66)
- CLAY WALKER (59)
- MONTGOMERY GENTRY (51)

MOST SPINCREASE



- KENNY CHESNEY +710
- LEE ANN WOMACK +565
- COLLIN RAYE +547
- MARK WILLS +532
- TERRI CLARK +519

HOT PHONES



WQBE-Charleston, W. Vir. Top 9 at 9 Dale Alexander, 7 - Midnight

1. LONESTAR - SAT-UR-DAY (BNA)
2. CHAD BROCK - Ordinary Life (Warner Bros.)
3. JULIE REEVES - It's About Time (Virgin)
4. PATTY LOVELESS - Can't Get Enough (Epic)
5. MONTGOMERY GENTRY - Hillbilly Shoes (Columbia)
6. SONS OF THE DESERT - What About You (Epic)
7. TOBY KEITH - If A Man Answers (Mercury)
8. BLACKHAWK - Your Own Little Corner Of My Heart (Arista)
9. DEANA CARTER - You Still Shake Me (Capitol)

LW	TW		Weeks	Rpts.	Adds	SPINS	TREND
2	1	DIXIE CHICKS - You Were Mine (Monument)	10	201	0	7352	+120
<i>The Chicks' winning streak continues as they "hatch" another Number One.</i>							
4	2	BILLY RAY CYRUS - Busy Man (Mercury)	16	198	0	6934	+34
3	3	SARA EVANS - No Place That Far (RCA)	19	197	1	6925	-88
5	4	TRISHA YEARWOOD - Powerful Thing (MCA)	13	198	0	6833	+151
9	5	KENNY CHESNEY - How Forever Feels (BNA)	10	200	1	6573	+710
<i>Big conversions at WPOC, WYAY, KRYS, KTOM, WFLS, WXBM, KNFR, and KFMS.</i>							
7	6	GEORGE STRAIT - Meanwhile (MCA)	8	201	0	6476	+267
1	7	MARK CHESNUTT - I Don't Want To Miss A Thing (MCA)	13	182	0	6046	-1357
12	8	BROOKS & DUNN - I Can't Get Over You (Arista)	8	201	0	6007	+443
11	9	ALABAMA - Keepin' Up (RCA)	12	199	0	5746	+105
14	10	LEE ANN WOMACK - I'll Think Of A Reason Later (MCA)	9	201	2	5691	+565
15	11	FAITH HILL - Love Ain't Like That (Warner Bros.)	8	196	1	5297	+367
17	12	CHAD BROCK - Ordinary Life (Warner Bros.)	16	198	3	5240	+507
16	13	THE KINLEYS - Somebody's Out There Watching (Epic)	17	193	3	5080	+281
18	14	MARK WILLS - Wish You Were Here (Mercury)	8	200	3	4987	+532
20	15	ALAN JACKSON - Gone Crazy (Arista)	5	196	4	4838	+515
21	16	SAWYER BROWN - Drive Me Wild (Curb)	11	194	3	4781	+506
23	17	COLLIN RAYE - Anyone Else (Epic)	6	195	5	4438	+547
22	18	TY HERNDON - Hands Of A Working Man (Epic)	9	192	8	4348	+445
24	19	PATTY LOVELESS - Can't Get Enough (Epic)	8	189	4	4039	+341
6	20	JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)	21	143	0	4015	-2531
26	21	AARON TIPPIN - I'm Leaving (Lyric Street)	5	187	6	3796	+504
25	22	TRACY BYRD - When Mama Ain't Happy (MCA)	10	166	1	3639	-8
28	23	TERRI CLARK - Everytime I Cry (Mercury)	5	191	12	3634	+519
27	24	VINCE GILL - Don't Come Crying To Me (MCA)	7	176	3	3528	+299
29	25	CLINT BLACK - You Don't Need Me Now (RCA)	6	175	3	3143	+303
19	26	SHANIA TWAIN - That Don't Impress Me Much (Mercury)	11	114	1	3094	-1345
30	27	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	9	169	6	2959	+366
31	28	TRAVIS TRITT - No More Looking Over My Shoulder (Warner Bros.)	9	144	3	2595	
10	29	REBA McENTIRE - Wrong Night (MCA)	15	101	0	2565	-3165
33	30	BLACKHAWK - Your Own Little Corner Of My Heart (Arista)	4	154	10	2548	+376
32	31	DEANA CARTER - You Still Shake Me (Capitol)	8	147	3	2543	+120
34	32	LILA McCANN - With You (Asylum)	6	157	7	2480	+312
35	33	NEAL McCOY - I Was (Atlantic)	4	143	10	2343	+378
37	34	TOBY KEITH - If A Man Answers (Mercury)	3	139	17	2076	+384
36	35	SHANE McANALLY - Say Anything (MCG/Curb)	7	129	5	1991	+108
38	36	THE WARREN BROTHERS - Better Man (BNA)	6	131	10	1913	+233
48	37	CLAY WALKER - She's Always Right (Giant)	2	113	59	1563	+793
—	38	STEVE WARINER - Two Teardrops (Capitol Nashville)	1	106	82	1455	N
39	39	SUSAN ASHTON - Faith Of The Heart (Capitol Nashville)	5	105	6	1442	+128
40	40	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	7	94	9	1438	+177
41	41	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	5	103	8	1430	+200
49	42	MONTGOMERY GENTRY - Hillbilly Shoes (Columbia/CRG)	2	108	51	1361	+647
43	43	SONS OF THE DESERT - What About You (Epic)	3	98	13	1341	+280
—	44	L. MORGAN & S. KERSHAW - Maybe Not Tonight (BNA/Mercury)	2	97	66	1223	N
42	45	KEITH HARLING - There Goes The Neighborhood (MCA)	4	79	4	1213	+106
45	46	LONESTAR - SAT-UR-DAY (BNA)	3	68	8	995	+174
46	47	JAMES PROSSER - Life Goes On (Warner Bros.)	3	78	9	966	+153
—	48	SHEDAISY - Little Goodbyes (Lyric Street)	2	75	44	884	N
—	49	RANDY TRAVIS - Stranger In My Mirror (DreamWorks)	1	71	69	883	N
47	50	MONTY WARDEN - Someday... (Asylum)	6	55	2	857	+63

Reports	Adds	SPINS	Weeks	
51	28	561	1	* BRAD PAISLEY - Who Needs Pictures (Arista)
32	3	531	1	* JUSTIN TEMME - The Auctioneer (Doorknob)
37	2	506	2	GIL GRAND - Let's Start Livin' (Monument)
30	7	415	*1	* TRINI TRIGGS - Horse To Mexico (MCG/Curb)
30	5	409	1	* T. GRAHAM BROWN - Happy Ever After (Platinum)
31	1	397	2	LISA BROKOP - Ain't Enough Roses (Columbia/CRG)
34	9	396	1	* SOUTH SIXTY FIVE - No Easy Goodbye (Atlantic)

The CRS Preview Edition of the GAVIN VIDEO MAGAZINE ON YOUR DESK NOW!

REGION X REGION

West Coast (40)

MOST ADDED:

1. MORGAN/KERSHAW (14)
2. STEVE WARINER (11)
3. RANDY TRAVIS (10)

SPINCREASE:

1. KENNY CHESNEY +172
2. LEE ANN WOMACK +131
3. BROOKS & DUNN +110

Southwest (34)

MOST ADDED:

1. STEVE WARINER (18)
2. CLAY WALKER (12)
3. MONTGOMERY GENTRY (11)

SPINCREASE:

1. FAITH HILL +137
2. MARK WILLS +123
3. LEE ANN WOMACK +118

Midwest (60)

MOST ADDED:

1. RANDY TRAVIS (28)
2. STEVE WARINER (25)
3. CLAY WALKER (21)

SPINCREASE:

1. ALAN JACKSON +224
2. KENNY CHESNEY +220
3. MARK WILLS +218

Northeast (31)

MOST ADDED:

1. STEVE WARINER (13)
2. MORGAN & KERSHAW (10)
3. RANDY TRAVIS (10)

SPINCREASE:

1. TERRI CLARK +167
2. CHAD BROCK +131
3. COLLIN RAYE +129

Southeast (36)

MOST ADDED:

1. STEVE WARINER (15)
2. MORGAN & KERSHAW (13)
3. RANDY TRAVIS (11)

SPINCREASE:

1. ALAN JACKSON +140
2. AARON TIPPIN +139
3. KENNY CHESNEY +132

COUNTRYBREAKOUT

THE GAVIN COUNTRY BREAKOUT CHART REPRESENTS ARTISTS WITH NO MORE THAN THREE GAVIN COUNTRY TOP TEN SINGLES.

LW	TW	Artist/Title/Label	Weeks	Rpts.	Adds	SPINS
1	1	SARA EVANS - No Place That Far (RCA)	19	197	1	6925
4	2	CHAD BROCK - Ordinary Life (Warner Bros.)	16	198	3	5420
3	3	THE KINLEYS - Somebody's Out There Watching (Epic)	17	193	3	5080
5	4	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	9	169	6	2959
6	5	LILA McCANN - With You (Asylum)	6	157	7	2480
7	6	SHANE McANALLY - Say Anything (MCG/Curb)	7	129	5	1991
8	7	THE WARREN BROTHERS - Better Man (BNA)	6	131	10	1913
9	8	SUSAN ASHTON - Faith Of The Heart (Capitol)	5	105	6	1442
<i>Adds this week include WSIX, KAYD, KUBL, and WDDD. Big spins at WICT 38X, KFTX 31X, KQDY 27X, WCOW 26X, and WCUP 25X. Getting phones at KZSN, KLTO, KIZN, and WTRS.</i>						
10	9	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	7	94	9	1438
11	10	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	5	103	8	1430
-	11	MONTGOMERY GENTRY - Hillbilly Shoes (Columbia)	2	108	51	1361
-	12	SONS OF THE DESERT - What About You (Epic)	3	98	13	1341

TOP TIP

SUSAN ASHTON

"Faith Of The Heart" (Capitol)

Susan's impressive debut single has garnered tremendous response from both radio and listeners. It has been a regular mention in our "Hot Line" feature.

Susan's album, *Closer* is set for release on April 20.



DISCOVERY



NAME: Scott Winston

TITLE: Music Director

STATION/MARKET: KVOX-Fargo/Moorehead, N. Dak.

ARTIST: NEAL McCOY

ALBUM TITLE: *The Life of the Party*

PRODUCER: Kyle Lehning

LABEL: Atlantic Nashville

With *The Life of the Party*, Neal once again shows off his incredible versatility! The spectrum is covered, from kickin' carefree songs like "The Girls of Summer" and the first single "I Was" to great love songs like "Completely," "The Strongest Man in the World" (watch for the surprise ending on that one), and "Only You," which I predict will be the next big wedding song this year and for years to come. You also must check out the "McCoy-ized" version of Nat King Cole's classic "Straighten Up and Fly Right." For as good as Neal is on CD, his live performances still rock the house.

MY CHOICE FOR THE ALBUM'S NEXT SINGLE IS: "Only You," because it's a superb love song.

MY PERSONAL FAVORITE SONG ON THIS ALBUM IS: "The Strongest Man in the World"

OVERALL: Worth your time to run through several times. Take it home and enjoy!

Star Rating: ★ ★ ★ ★



THE HOTLINE

CHRIS ATKINS, PD, WNUC-BUFFALO, NEW YORK

"Sara Evans' 'No Place That Far' is the biggest and most pleasant surprise on my playlist. It gives our station some needed balance. The listener response has been huge...Kenny Chesney's 'How Forever Feels' is melting Buffalo. I don't know if everyone is sick of the snow, but this song takes us to a warmer place...Toby Keith's 'If A Man Answers' definitely has the makings of a big hit. It very well may be the next 'monster' song of the year."

VICKI CUB, MD, WGRL-INDIANAPOLIS, IND.

"The Kinleys' 'Somebody's Out There Watching' just sounds so cool on the air. It reeks of attitude and that's what people expect from our station. From the opening fiddles to the end, we love it...Lee Ann Womack's 'I'll Think of a Reason Later' is already almost testing heavy. The phones are big and the listeners are relating to the 'catty' nature of the song... One of our biggest Sons of the Desert fans called us when we started playing 'What About You.' This listener was so happy to hear some new material from their favorite band. What can you say when Tim McGraw, Byron Gallimore, and James Stroud produce a record? I Drew Womack's vocals are really in the spotlight on this driving song."

JOHN LANDRUM, MD, WESC-GREENVILLE, S. CAR.

"We were out of the box on 'Two Teardrops' from Steve Wariner. It's a stone cold smash! This has the potential to be a 'Song of the Year' candidate for 1999... 'Drive Me Wild' is another trademark song for Sawyer Brown. Research is picking up and so are the phones. It's driving our listeners wild!...Sara Evans' 'No Place That Far,' another song that we played out of the box, continues to be one of our highest testing songs. I think Sara is on her way to major success!"

STEVE MONTGOMERY, MD, KSKS-FRESNO, CALIF.

"Claudia Church's 'What's the Matter With You Baby' is starting to get some good phones and requests from all demos—male and female, young and old...Mark Wills' 'Wish You Were Here' is lighting up the phones. One listener corrected me for saying it was 'depressing'; she said it's 'sad.' They love it!"

RANDOMRADIO

Spring Book Tune-Up Part II

By Les Acree

Air Check Session Basics

Did the talent create a picture in the mind of the listener or simply read a liner?

•••••

Did the live spots sound like just another commercial or did the talent cleverly weave it in and make it part of the show?

•••••

Did your talent sound like Country music authorities or were they removed from the music? Every talent should sell Country music positively!

•••••

Did the air talent reveal something personal or relatable of themselves on their show today?

•••••

What was the story count on the

morning news? Was it written in news-speak or real people speak? How many stories were related to your listeners' wallets, health, or happiness?

•••••

Count the weather mentions on the morning show. The weather should be in real people speak—not "10% chance of rain," instead "a slight chance of showers!"

•••••

Have each personality bring a list of 10 things that they would do to improve his/her show.

•••••

LES ACREE IS CO-PRESIDENT OF HILL-ACREE CONSULTING. HE CAN BE REACHED AT (800) 721-4455 OR E-MAIL: ACREEFAM@USIT.NET

PARTINGSHOTS

QUESTION # 1

Q: What do supermodel Kate Moss, rap diva Foxy Brown, and country outlaw/actor Kris Kristofferson have in common? **A:** Probably nothing. But all three will appear in a fashion pictorial in the April edition of *W* magazine.



QUESTION # 2

Q: What's better than broadcasting from a bar, with pool tables, beer, and women in lingerie? **A:** Nothing. Just ask WAAF-Boston afternoon guys **Rocko** and **Birdseye**, who hosted—along with "Miss Rocko & Birdseye 1999"—a Valentine's Day Pajama Party and Lingerie Show from a local tavern.



gmailBOXSET

Gmail Boxset

IT'S OFFICIAL: **J.J. Rice** will transfer from the PD post at **Hot 107.9 (WWHT)**-Syracuse to **Cox** sister Top 40 **WBLI**-Long Island, replacing **John Thomas**. Rice starts next month. Interested candidates to replace him should send their stuff to Cox-Syracuse GM **Jay O'Connor**, Hot 107.9, 500 Plum St., Syracuse, NY 13204.

KDWB-Minneapolis night guy **Tone E. Fly** slides into the vacant afternoon slot. Replacement packages to PD **Rob Morris**. Elsewhere, APD/MD **Rich Davis** has formally inked his deal to become PD of **Z104 (WZEE)**-Madison and will exit this week. Look for Morris to start flying some major candidates in soon.

WDRQ-Detroit morning jock **Domino** has left the building. "**Clark Kent**, **Hugh Holesome**, and **Rachael Hunter** will carry the torch for the 'DRQ morning flagship show for now," says PD **Alex**

Tear. Domino can be reached @ (313) 581-5362 or drqdomino@aol.com.

Last Thursday, **KHMX**-Houston MD **Rich Anhorn** exited the station. Twenty-four hours later, he won Major Market MD of the Year honors at GAVIN's A/C and Hot A/C awards lunch. As a special bonus, Anhorn's briefcase somehow disappeared during the festivities. He can be reached @ 713-868-2707 or ranhorn@aol.com.

While waiting for **Paul Barsky** to debut in mornings, **Max 95.7 (WXXM)**-Philly PD **Chuck Tisa** is assembling the rest of the morning team. Look for a launch date sometime next month. Down the hall, p.m. driver **Ali Castellini** steps down as MD to concentrate on her shift. Programming Assistant **Chuck Damico** picks up Music Coordinator duties.

Rhythm Crossover **Kiss 94.1 (KISV)**-Bakersfield MD **Bobby Sato** has left the building. He's

been replaced by **Picazzo** from **KDON**-Salinas, who comes in as APD/MD/middays, effective March 8.

Longtime **WJMN**-Boston afternoon personality **Lady D**, a.k.a. **The Real Diana Steele**, swaps airshifts with midday jock **Ralphie Marino**.

WHTS-Quad Cities staffer **Kevin Walker** has been officially upped to nights and Music Coordinator. Walker had been filling the slot since **Red Hot Brian Scott** left for **WEDA**-Birmingham.

Live 95 (WLNF)-Biloxi PD/night jock **Bubba Boudreaux** segues to **CBS** Modern A/C **KAMX**-Austin as MD/afternoon driver. Packages to VP/Programming **Scott Sands**: 1315 25th Ave, Gulfport, MS, 39501.

One of the big winners at the GAVIN Seminar was **KKSS**-Albuquerque, which took home three awards: PD **Tony Manero**, APD/MD **Jackie James** and also the award for Medium Market Rhythm Crossover Station of The Year. Manero couldn't attend per-

sonally, "because we were busy signing new contracts with our owners, **Simmons Radio Group**."

BABY POOP: Benson adds new title: Dad. Congrats to **Chancellor** National Roaming Programming Guy **Ken Benson** and wife **Lori** on the birth of their first child, a son, **Chase Kenneth**, born February 17th at 4:50 p.m. PST.

Congrats to **WZPL**-Indianapolis PD **Tom Gjerdrum** and wife **Sue** on the birth of their second daughter, **Sarah Elizabeth**, born February 16 @ 10:46 p.m. She weighed 6 lbs 5 oz and measured 19 5/8 inches.

Congrats to **Capricorn** Sr. VP/Promotion **Jeff Cook** and wife **Elizabeth** on the birth of their daughter, **Alexis Carolann**, February 22 at 9:25 p.m., weighing 8 lbs., 4 oz. and 22 inches long.

FINALLY: OK, so we forgive **Z104 (WWZZ)**-Washington PD **Dale O' Brian** for missing the Gavin Seminar—he was busy getting married to the lovely **Kim Dawahare** on Feb. 20.

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March 10-13, 1999

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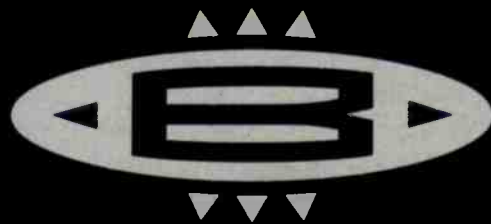
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Debut #34-Crossover Monitor

Already Playing: Hot 97, Power 106, 103.5X, 102.1, 102.7,
104.3, 107.7, 104.9, 105.5, 105.9, 106.1, 290, 104.9, 105.1,
105.2, 105.8, 109.6, 106.0, 106.5 and many more.



PRODUCED BY: TEDDY RILEY A.K.A. "LIL' MAN"

PHOTOGRAPH BY: [unreadable]
STYLING: [unreadable]
HAIR: [unreadable]
MAKEUP: [unreadable]
DRESS: [unreadable]