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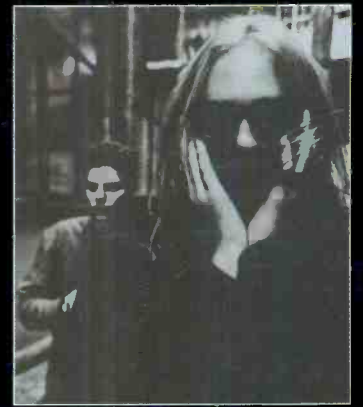
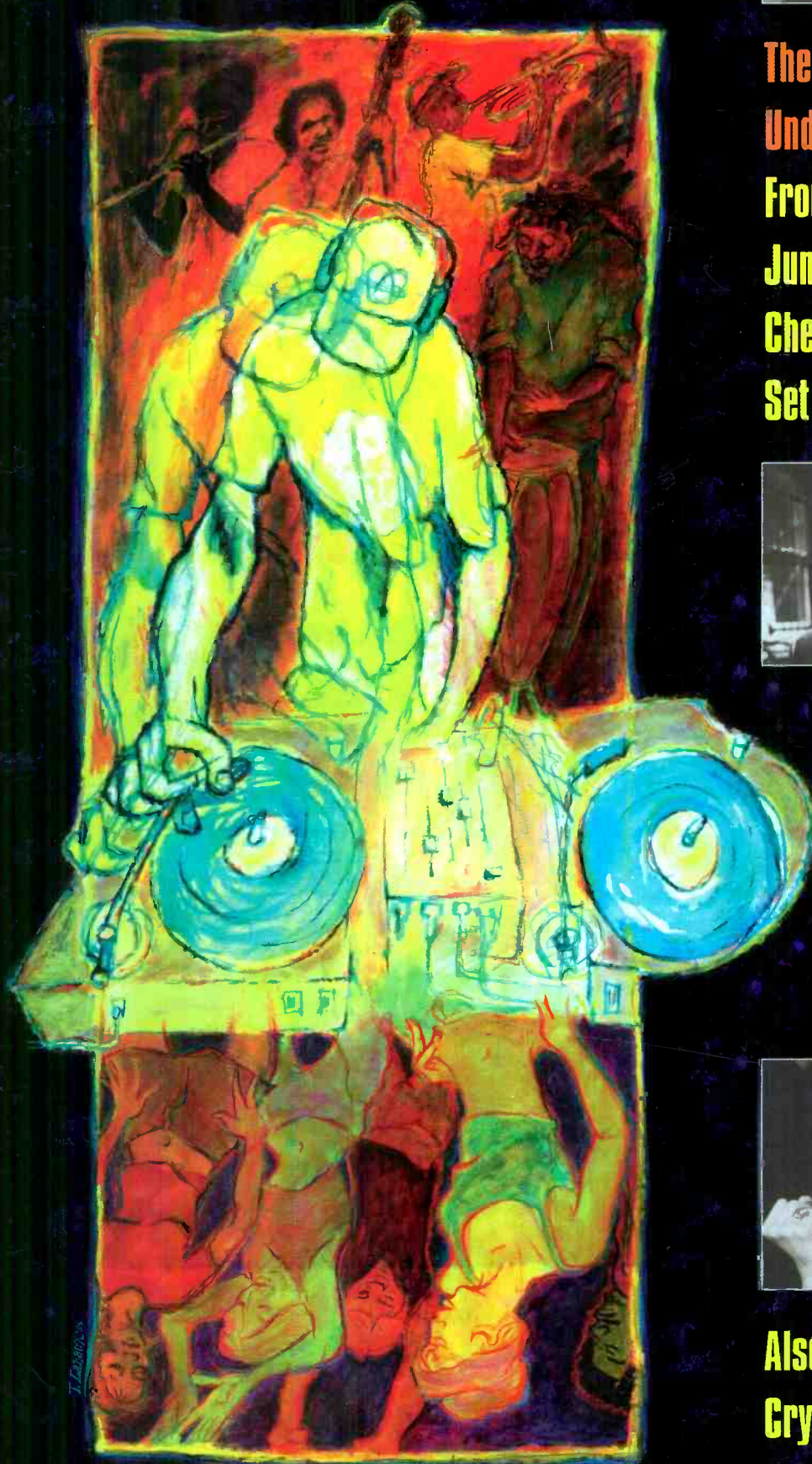
ISSUE 2138

JANUARY 10 1997

Spotlight

GAVIN

DANCE!



The Sounds of the Underground: From Ambient to Jungle, With the Chemical Brothers Set to Explode



And With Top-Selling Artists Like Tricky (above)



Also Inside: Don't Cry for Madonna

WHAT THE CRITICS ARE SAYING ABOUT EMANCIPATION:

★★★★ “...the three-hour, three CD set by the artist formerly known as Prince is astounding in both its stylistic breadth and disciplined focus...” - USA Today, Edna Gunderson

“... it is an exhilarating, melodically rich tour de force.” - People, Amy Linden

★★★★ 1/2 “...Loaded with ear-bending pop melodies, fat backbeats and hooks potent enough to sustain other artists for years.” - Philadelphia Inquirer, Tom Moon

★★★★ 1/2 “Prince’s Emancipation proclamation is a bedazzling three-hour assertion that he is the most prolific, expansive, visionary and musical pop-musicmaker since the Beatles.”

- Minneapolis Star Tribune, Jon Bream

“Emancipation includes shimmering ballads and fuzz-edged rockers, bump-and-grind bass grooves and big-band two beat, Latin-jazz jams, and dissonant electronic dance tracks.”

- New York Times, Jon Pareles

★★★★ “...his best work since, well, since he was Prince...a brilliant musician engages in his craft with a renewed sense of empowerment and joy.”

- Los Angeles Times, Elysa Gardner

The Holy River

The new single and video from the double platinum album EMANCIPATION



Produced, composed, arranged and performed by 

AS TOLD TO BEN FONG-TORRES

Macey Lipman

On the State of the Business...and the Next Messiah

Macey Lipman is President of Macey Lipman Marketing (MLM) in Los Angeles, which he formed in 1972 as the "very first independent marketing company in the record industry." Lipman was previously Senior Vice President of Marketing for Liberty/United Artists Records. His company designs and executes national campaigns, gathers information for their clients and provides marketing data to retailers. Clients include the Artist, Anita Baker, Barbra Streisand, the Kinks, and Dolly Parton. MLM publishes a monthly newsletter and conducts an annual State of the Business Survey, the result of calls to some 200 industry movers and shakers at the top of the new year.



Macey Lipman

What it isn't is the economy. People have money. Ironically, several dealers that reported lighter holiday sales this year also noted an increase in the number of transactions. So, although there were more people buying product, each customer, on average, spent less per transaction. They might be buying software or that Tickle Me Elmo doll instead of records.

Among the more dramatic findings in our survey is that singles have increased in sales. That could be attributed to manufacturers almost giving them away to retailers. For whatever reason, most of our respondents said single sales have picked up, and the lesson to the industry is that labels should find a way to make it a profit center.

On the other hand, cassettes seem to be going away, and many retailers are cutting their stock. Many of them say they can only depend on sales from front line product, specifically urban and rap titles.

Among genres of music, Alternative still tops our list among categories of music that sold best for retailers.

That got 32%, followed by rap, with 24%, rock with 23%, urban with 19%, and pop with 18%.

We checked on the sales impact of an artist's performance or airplay on various television shows and networks. MTV received 59% of the pie, with the remaining 41% market share thinly divided among VH1, BET, *Saturday Night Live*, Rosie O'Donnell (all 5%). David Letterman, Oprah Winfrey, The BOX, Country Music Television, and Regis & Kathie Lee (each 3%).

We didn't ask about radio impact, because that's a given. If we'd posed the question, probably 95% would say radio is the biggest source of sales.

Generally, there seems to be a positive attitude—which is different from the feelings we've gotten before. Maybe it's because some large chains have been shutting down.

But there's a lethargy among record buyers.

Every decade has its musical messiah. In the '50s, Elvis broke big. The Beatles became a milestone in the '60s. The '70s boomed with disco and a host of messiahnettes, and in the '80s, it was Michael Jackson's *Thriller* that broke new ground.

To date, the '90s hasn't produced a real Messiah, musically speaking.

I believe that about the closest thing to come to occupying the coveted Messiah spot is not a recording artist, but Bill Gates and Windows 95. It was only fitting that its debut was heralded by rock & roll messiah runners-up the Rolling Stones' "Start Me Up." What a fitting way to roll into the new millennium. Could artificial intelligence be far behind?

The Times They Are A-Changin'. ●

1996 was a flat year for the record industry. Overall, we found holiday sales down one-half of one percent compared to last year.

There wasn't anything terribly exciting out there. Probably the thing that spurred sales the most was the untimely death of Tupac. Sales went through the roof with that, and rap and hybrid music sold well, but by no means is it a trend. Hip-hop titles sell for two or three weeks, and then it stops.

Last year, there was the first Beatles *Anthology* set, which came out in November, and there were a lot of sales after Jerry Garcia's death. And there was the new Garth Brooks and R. Kelly albums. Those gave sales a huge spike in 1995.

There are a lot of reasons being given for the flatness: decreased CD buying for the purpose of replacing vinyl records; the lack of a superstar act, or what we call a "messiah."

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Gavin staffers Vinnie Esparza and Mike Johns meld minds to explore and explain underground dance styles like trip hop and jungle.

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NEXT WEEK

Mystery Guest, Sign in Please...

Our Seminar hoopla begins as we announce our 1997 Gavin Seminar One-on-One and keynote speakers.

Cover Illustration: Tom Lanaux

First Words

What better way is there to kick off the new year than with a little dancing?

It's coincidental that we are running the conclusion of our two-part report on dance music this week, but it works on several levels. For one thing, we could use a break on the floor after what's been called a flat, lackluster holiday season and year (as noted by our guest, above).

For another, the report on dance, by our Vinnie Esparza and Mike Johns, is a reminder of how, no matter the kind of music, and no matter how popular it becomes, it ultimately gets...well, flat—not only in sales, but in acceptance. Success equals commercialism equals a big, fat target for an alternative or underground stance and sound.

That outside perspective often pumps fresh life into what's

perceived to have become mainstream. Everyone is alerted to the need for something fresh, and all parties—creative, marketing, media, and audiences—benefit.

So, despite the occasional death knells for Top 40, disco, Country, punk, or Alternative, no form of popular music really dies. It gets a needed injection of innovation and regains its beat.

And then, once again, you can dance to it.

Ben Fong-Torres, Managing Editor



GAVIN

Founded by Bill Gavin—1958

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GAVIN NEWS

"[Townes Van Zandt is] the best songwriter in the whole world. I'll stand on Bob Dylan's table in my cowboy boots and say that."

— Steve Earle, see page 6

INTERSCOPE RISING

1996's One-Two-Three: Warners, Sony, BMG

Interscope had the happiest of holidays, thank you. The six year-old rap and rock label, which took the top four positions on the album sales charts one week late last year with Bush, Tupac Shakur, Snoop Doggy Dogg, and No Doubt, also ruled the holiday season, taking the Number One slot for eight weeks. Along with Death Row Records, whose

Records), whose *Jagged Little Pill* sold 7.4 million copies last year, by Elektra's Metallica (who unloaded some 3 million units of *Load*), Tracy Chapman, Natalie Merchant, and Keith Sweat, and by various Atlantic and Warner Bros. acts.

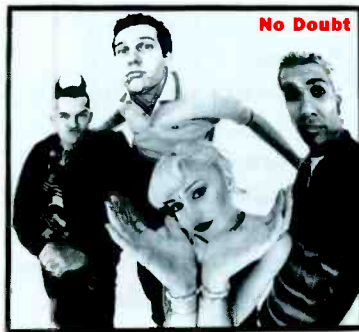
Sony improved from 13.07 percent with a big assist from Celine Dion (6.1 million sales of *Falling Into You*), the Fugees (4.4 million), Mariah Carey (3.1 million), and a wide range of others, including Oasis (2.6 million), Rage Against the Machine, Pearl Jam, Fiona Apple, Alice in Chains, Nas, and newcomers the Primitive Radio Gods and Maxwell.

BMG had the biggest increase in market share, going from 10.71 percent in 1995 to 12.4. Its biggest contributor continues to be Arista, which led all labels in the industry in market share (for current music) with its mix of pop, hip-hop, and country stars. (Toni Braxton topped the BMG field with 2.9 million sales of *Secrets*.)

PolyGram, which had 13.01 percent of market share in 1995, slipped from third to fourth place, but can look forward to a new album from U2 and to more successes from Mercury, where Shania Twain moved 2.6 million units.

MCA's biggest performers included No Doubt (4.4 million) and Tupac Shakur (3 million of *All Eyez On Me*).

EMI Music is down from its 9.92 percent showing in 1995, but scored country, soundtrack, and rock hits at Capitol.



product it distributes, Interscope made MCA's year, helping boost that corporation's market share to 11.2 percent, up from 9.93 percent in 1995.

The 1.37 percent jump came in a year in which the industry reported total album sales of 616.6 million units—an increase of less than one percent over 1995.

In the overall market share wars, however, the top gun among the six major record manufacturers and distributors of new product remains Warner Music (21 percent), followed by Sony (14.4 percent), BMG (12.4 percent), PolyGram (11.4 percent), MCA, and EMI Music (8.2 percent). Independents amounted to 20.3 percent, down slightly from 20.7 in 1995.

At Warners, whose market share slipped just a skosh from last year's 22.01 percent, the brightest lights were shone by Alanis Morissette (Maverick

Seminar Stars



We are pleased to announce two featured performers at the GAVIN Seminar in New Orleans next month: Robert Schimmel (pictured) is one of the hottest comics on the scene; his CD, *Robert Schimmel Comes Clean*, is out on Warner Bros. Records, and Schimmel will perform in a lounge setting at the Hyatt Regency.

Douglas Rushkoff, author of *Cyberia: Life in the Trenches of Hyperspace*, will speak on a subject best described by the title of his latest book (from Harper Collins): *Playing the Future: How Kids' Culture Can Teach Us to Thrive in the Age of Chaos*.

Fall ARBs: NYC Tightens Up

As Top 40, dance, hip-hop and urban giants go at each other in New York City, with dancing 'KTU holding on to the 12+ lead, it's an A/C station that made the biggest noise in the Fall Arbitrons.

WLTW/FM zoomed from a 4.5 to a 5.9 to take the second slot, just .3 from 'KTU, which slipped 6.8-6.2.

In Los Angeles, the top stations held steady, with the most dramatic movement coming from country-rocker KZLA/FM (2.1-2.9) and talker KLSX/FM (1.7-2.5). There, Howard Stern took second place in the morning wars, his 5.6 trailing KLVE's Pepe Baretto (7.6) and just ahead of KKBT (5.5).

NEW YORK

		Su '96	F'96
WKUW/F	D/T40	6.8	6.2
WLTW/F	A/C	4.5	5.9
WQHT/F	T40	6.3	5.7
WCBS/F	Old	4.9	4.5
WRKS/F	Urb A/C	4.0	4.3

WSKQ/F	Span	4.2	4.3
WXRK/F	Alt	3.4	3.6
WINS/F	News	3.7	3.4
WOR/A	Talk	3.4	3.4
WQCD/F	SJ&V	3.0	3.3
WBLS/A	Urb	3.2	3.0
WCBS/A	News	3.2	3.0
WPLJ/F	T40	2.9	3.0
WQXR/F	Class	2.1	3.0
WABC/A	Talk	3.3	2.9
WFAN/A	Spts	2.7	2.9
WPAT/F	Span A/C	3.2	2.9
WHTZ/F	T40	2.7	2.5
WAXQ/F	Cl Rk	2.0	2.3
WADO/A	Span	1.6	1.9
WDBZ/F	Alt A/C	2.4	1.9
WQEW/A	Nost	2.1	1.9
WNEW/F	Alb	1.7	1.2

LOS ANGELES

		Su '96	F'96
KLVE/F	Span A/C	7.1	6.9
KKBT/F	Urb	5.0	4.9
KPWR/F	D/T40	5.0	4.6
KFI/A	Talk	4.0	4.3
KLAX/F	Mex	3.4	4.0
KOST/F	A/C	3.2	3.9
KRTH/F	Old	3.8	3.7
KTWW/F	SJ&V	3.5	3.6
KABC/A	Talk	3.3	3.6
KIIS A/F	T40	3.4	3.2
KROQ/F	Alt	3.1	2.9
KZLA/F	Chnry	2.1	2.9
KBIG/F	A/C	2.9	2.5
KLSX/F	Talk	1.7	2.5
KNX/A	News	2.1	2.5
KYSR/F	Alt A/C	2.6	2.3
KLAC/A	Nost	2.4	2.2
KKGO/F	Class	1.5	2.1
KTNQ/A	Sp Talk	2.8	2.1
KLOS/A	Alb	2.5	2.0
KCBS/F	Cl Rk/Old	2.3	1.9

CHICAGO

		Su '96	F'96
WGN/A	FISvc	6.8	6.6
WGCI/F	Urb	6.3	6.5
WBBM/F	D/T40	4.4	4.7
WLIT/F	A/C	4.0	4.2
WVAZ/F	Urb A/C	4.3	3.9
WBBM/A	News	3.6	3.5
WNUA/F	SJ&V	3.3	3.5
WJMK/F	Old	4.2	3.4
WLS/A	Talk	4.1	3.3
WOJO/F	Span	2.8	3.2
WRCX/F	Alb	3.4	3.2
WKQX/F	Alt	3.5	3.1
WUSN/F	Chnry	3.0	3.0
WXRT/F	A3	2.8	2.8
WMAQ/A	N/Spts	2.1	2.7
WAIT/A	Nost	2.0	2.6
WCKQ/F	Cl Rk	2.8	2.6
WTMX/A	A/C	3.0	2.6
WEJM/F	Urb	2.3	2.5
WSCR/A	Spts	2.1	2.5
WPNT/F	A/C	2.6	2.2
WLUP/F	Alt A/C	2.2	2.1
WFMT/F	Class	1.2	1.6
WNIB/F	Class	1.4	1.6
WKXK/F	Chnry	1.3	1.4

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Changes at Gavin

Heading into 1997, GAVIN has made some significant changes. The new College Crew comprises Matt Brown and Vinnie Esparza, following the departure of College Editor Seana Baruth. Annette M. Lai is stepping up to become Associate Editor of A/C as well as Top 40, allowing Diane Rufer to concentrate on her duties as Circulation Manager. Similarly, Stacy Baines is taking on further responsibility as Rap Assistant in addition to assisting Quincy McCoy on the Urban Landzcape.

The Convention Services department is being beefed up with the elevation of Natalie Duitsman to Executive Director and the addition of Catherine Ryan as Convention Services Assistant. Sandra Derian is promoted to Office Manager.

As part of the restructuring, GAVIN will be concentrating its Reggae coverage in two special issues during the year and has discontinued charting the contemporary Christian market. The Media Connection column makes way for more show prep material for radio.

Two exciting new additions debuting shortly are UK charts from our sister publication, *Music Week*, focusing on some of the music on its way to the US, and a run-down of the live music scene with concert information supplied by *Pollstar*.



From Birmingham
...to a whole new place

"Fall From Grace"

The follow up track to "Birmingham." From the self-titled debut.

AMANDA MARSHALL



Produced by David Tyson. Management: Forte Records & Productions

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LIKE A ROLLING STONE

Thanks, But *Show Me the MONEY!*

BLESS CAPITOL NASHVILLE and MCA Nashville for restoring my faith in the holidays. The Music City crews accomplished that by sending me a lovely picture frame and a lovely cooler, respectively.

The thing is, it was a shock to get actual gifts, after so many years of cards with announcements about how, in the spirit of the season, the record company was making a donation in my name to some wonderful cause.

As Cuba Gooding Jr.'s character says in *Jerry Maguire*: **SHOW ME THE MONEY!**

Yeah, sure, it's nice to help charities, but I do that, anyway, at year's end, and get the double pleasure of bringing cheer to good causes while earning a tax deduction.

And isn't that what the season is all about?

Back in the '70s, when record companies threw lavish listening parties and hosted junkets, December meant a slew of goodies. Yes, labels observed an unspoken limit of a \$25 value on gifts. But, just as Gooding's cry is for something more than cash, the gifts had no monetary measure; they simply offered tangible pleasure. Atlantic sent out an album-sized carrying case—brown, with Gucci-like striping—that served as the first briefcase, of sorts, for dozens of people in the rock & roll business. I still have, from Columbia, a wooden box with my name engraved on top. I never found much practical use for it, but it was still a nice show of respect.

Then came the dreaded donation craze. Exceptions, like Capitol and MCA's, are rare, but welcome. In late '95, Sony sent a holiday wreath that has begun its second year on our door, and parts of which made a lovely green salad one day when we were too lazy to go out for lunch.

• • • • •

YOU MAY HAVE heard the quote, attributed to Mariah Carey, and thought, "Naah—she couldn't have..." The remark: "When I watch TV and see those poor, starving kids all over the world, I can't help but cry. I mean, I'd love to be skinny like that, but not with all those flies and death and stuff." Well, from scouring year-end wrapups, we learn that the quote was fabricated by an on-line magazine, which managed to get it printed in newspapers in London, San Francisco, and elsewhere. But not GAVIN. We're too sharp for that kind of stuff.

• • • • •

OUR FAVE year-end summary is *Esquire's* Dubious Achievements and, this year, our favorite items are these two:

NO WONDER SHE'S THE FLAVOR OF THE MONTH: While appearing on *The Rosie O'Donnell Show*, Jenny McCarthy admitted that she once farted during an episode of MTV's *Singled Out*.

WOULD YOU SETTLE FOR JENNY MCCARTHY AFTER SHE'S HAD A BURRITO?: Asked what he liked best about summer, Iggy Pop told *Rolling Stone*: "I like to lick girls' sweaty armpits in the summer. The smell really turns me on, especially if they have hair."

• • • • •

EARLY ENTRY for 1997's best pop moment on TV: To cap its farewell to Bryant Gumbel, the *Today* show surprised him with one of his fave musicians, the former Prince, who ambled onto the set in Gumbel drag—crisp business suit (with the tag hanging from a buttonhole) and eyeglasses—then serenaded him with a medley of "Take Me With U" (including customized lyrics) and "Raspberry Beret." Gumbel, exhilarated to the point of tears, joyously sang along. *Fresh*, Prince!

Ben Fong-Torres can also be read on-line, on Channel A (www.channela.com).

BEN FONG-TORRES

While We Were Away...

Westinghouse Is Placed in Order

It's a done deal. Westinghouse's purchase of Infinity got FCC approval December 26 and was wrapped before year's end. The yet-to-be renamed CBS/Infinity combo, headquartered in New York, has 79 stations, with Infinity Chairman Mel Karmazin in charge as Chairman/CEO. Spinoffs and trades are expected to begin soon.

McCartney to Have A Hard Day's Knight

Paul McCartney has been awarded a knighthood.



With the honor, announced on the annual New Year's list, the musician becomes Sir Paul McCartney, and will be formally knighted in ceremonies this summer at Buckingham Palace.

"It's a fantastic honor," said McCartney, "and I am very grateful receiving it on behalf of all the people of Liverpool and the other Beatles, without whom it wouldn't have been possible."

Mariah Gets Five AMA Nominations

Mariah Carey got five nominations for the 24th annual American Music Awards, on the strength of her *Daydream* album. Carey was nominated for Pop/Rock Female Artist (with Celine Dion and Alanis Morissette), Album (with the Beatles' *Anthology*, Vols. 1 and 2 and Morissette's *Jagged Little Pill*), Soul/R&B Female Artist (with Brandy and Toni Braxton) and album (with Braxton's *Secrets* and Keith

Sweat), and Adult Contemporary Artist (with Dion and Whitney Houston).

In Pop/Rock, Bryan Adams, Eric Clapton, and Seal vie for Male Artist, while the Dave Matthews Band, Fugees, and Hootie & the Blowfish contend for Group honors.

In Soul/R&B, Male nominees are D'Angelo, R. Kelly, and Keith Sweat, while the Fugees, New Edition, and TLC are up for the Group trophy.

In Country, Garth Brooks, Alan Jackson, and George Strait got the Male nominations, while Faith Hill, Shania Twain, and Wynonna, along with Blackhawk, Brooks & Dunn, and the Mavericks fill the other categories. Brooks, Twain, and Strait have albums nominated.

Metallica, Smashing Pumpkins, and Stone Temple Pilots battle for Heavy Metal/Hard Rock honors, while Bone Thugs-N-Harmony, Coolio, and Tupac Shakur are the Rap/Hip-Hop nominees.

Shakur's Mother Sues Death Row

Afeni Shakur, mother of Tupac Shakur, has sued Death Row Records, claiming that the company sold millions of dollars worth of Shakur-related merchandise without permission and cheating the artist out of some \$1 million in the process.

Ms. Shakur accused the label, attorney David Kenner, and two companies of conspiring in a "secret enterprise" to make and sell hats, T-shirts, and sweat-shirts through offers in his *All Eyez on Me* album without Shakur's permission.

Ex-Bombing Suspect Sues Atlanta Station

Richard Jewell, the former security guard who was suspected of planting a bomb at the Olympic Games in Atlanta last summer, sued WKLS/FM-Atlanta for using a photo of him on 100 bill-

boards around town.

The billboards had the song title, "Freebird," next to Jewell's face.

Jewell, cleared as a suspect by the FBI following a long investigation, said he had rejected a \$5,000 offer from WKLS to use his likeness. His lawsuit seeks damages for unauthorized use of his likeness and for implying that he was once a convict.

That's not how WKLS PD Michael Hughes saw the campaign. "We put up billboards that celebrated he was no longer considered a suspect, and we get a lawsuit," said Hughes. "We're a little disheartened."

Townes Van Zandt, Texas Troubadour

Acclaimed singer-songwriter Townes Van Zandt died on New Year's Day of a heart

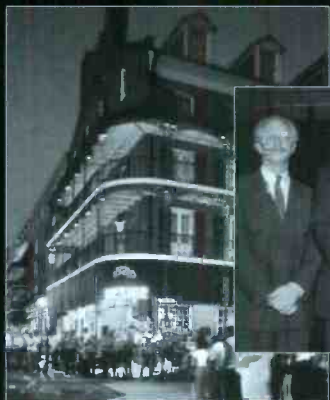


attack. Van Zandt, who was 52, died at his home in Smyrna, Tenn.

Van Zandt wrote "Pancho and Lefty" (a chart-topper for Willie Nelson and Merle Haggard), "If I Needed You" (a hit for Emmylou Harris and Don Williams), and many others, and recorded most recently for Sugar Hill Records.

Van Zandt, a native of Fort Worth, Tex., never had hit records of his own, but is considered a prime influence on such fellow Texans as Lyle Lovett, Guy Clark, Joe Ely, Steve Earle, Nanci Griffith, and Jimmie Dale Gilmore.

"He was the Vincent Van Gogh of the lyric," said Robert Earl Keen. Steve Earle, writing the liner notes for Van Zandt's 1987 album, *At My Window*, called him "the best songwriter in the whole world," and added: "I'll stand on Bob Dylan's coffee table in my cowboy boots and say that."



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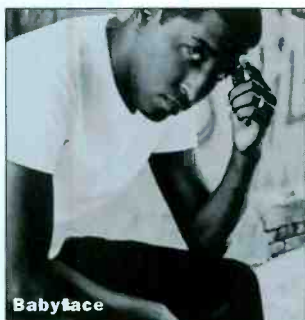
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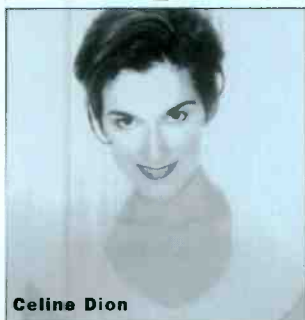
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Just Call Him Grammyface

Kenneth Edmonds, much better known as "Babyface," leads the pack for the 39th Grammy awards. The writer/producer/performing artist won 12 nominations,



Babyface



Celine Dion

matching Michael Jackson's 1983 record for the most nominations in one year.

Babyface's work on the *Waiting to Exhale* soundtrack earned a nomination in the Best Album category, and he picked up his other nods for his work with Eric Clapton, Toni Braxton, and others.

Celine Dion and Smashing Pumpkins each earned seven nominations, while Beck, the rock press' consensus artist of 1996, got three, including one for Best Album. He will contend with *Exhale*, Dion's *Falling Into You*, Fugees' *The Score*, and the Pumpkins' *Mellon Collie and the Infinite Sadness*.

The Grammys will be presented February 26 in New York. CBS-TV will broadcast the show, and MJI Broadcasting will produce the radio coverage.

Here are the nominees in major categories.

RECORD OF THE YEAR

"Give Me One Reason" — Tracy Chapman
 "Change the World" — Eric Clapton
 "Because You Loved Me" — Celine Dion
 "Ironic" — Alanis Morissette
 "1979" — The Smashing Pumpkins

ALBUM OF THE YEAR

Odelay — Beck

Falling Into You — Celine Dion
The Score — The Fugees
Mellon Collie and the Infinite Sadness — The Smashing Pumpkins
Waiting to Exhale Soundtrack — Various Artists

SONG OF THE YEAR (Writer)

"Because You Loved Me" — Diane Warren
 "Blue" — Bill Mack
 "Change the World" — Gordon Kennedy, Wayne Kirkpatrick, Tommy Sims
 "Exhale (Shoop Shoop)" — Babyface
 "Give Me One Reason" — Tracy Chapman

BEST NEW ARTIST

Garbage
 Jewel
 No Doubt
 The Tony Rich Project
 LeAnn Rimes

BEST FEMALE ROCK VOCAL PERFORMANCE

"Mother Mother" — Tracy Bonham
 "Give Me One Reason" — Tracy Chapman
 "If It Makes You Happy" — Sheryl Crow
 "Spider Web" — Joan Osborne
 "Burning Down the House" — Bonnie Raitt

BEST MALE ROCK VOCAL PERFORMANCE

"The Only Thing That Looks Good on Me is You" — Bryan Adams
 "Where It's At" — Beck
 "Ain't Gona 'n Give Up on Your Love" — Eric Clapton
 "Cry Love" — John Hiatt
 "Dead Man Walkin'" — Bruce Springsteen

BEST ROCK PERFORMANCE BY A GROUP

"Stupid Girl" — Garbage
 "So Much to Say" — Dave Matthews Band

"Wonderwall" — Oasis
 "1979" — The Smashing Pumpkins
 "6th Avenue Heartache" — The Wallflowers

BEST ROCK ALBUM

Seryl Crow — Sheryl Crow
Crash — Dave Matthews Band
Tragic Kingdom — No Doubt
Road Tested — Bonnie Raitt
Broken Arrow — Neil Young with Crazy Horse

BEST HARD ROCK PERFORMANCE

"Again" — Alice in Chains
 "Bulls On Parade" — Rage Against the Machine
 "Bullet With Butterfly Wings" — Smashing Pumpkins
 "Pretty Noose" — Soundgarden
 "Trippin' on a Hole in a Paper Heart" — Stone Temple Pilots

BEST METAL PERFORMANCE

"Shoots and Ladders" — Korn
 "Suicide Note Pt. 1" — Pantera
 "Tire Me" — Rage Against the Machine
 "I'm Your Boogie Man" — White Zombie
 "Hands of Death (Burn Baby Burn)" — Rob Zombie and Alice Cooper

BEST FEMALE POP VOCAL PERFORMANCE

"Un-Break My Heart" — Toni Braxton
 "Get Out of This House" — Shawn Colvin
 "Because You Loved Me" — Celine Dion
 "Reach" — Gloria Estefan
 "Who Will Save Your Soul" — Jewel

BEST MALE POP VOCAL PERFORMANCE

"Let's Make a Night to Remember" — Bryan Adams
 "Change the World" — Eric Clapton
 "Key West Intermezzo (I Saw You First)" — John Mellencamp
 "Nobody Knows" — The Tony Rich Project

"Let Your Soul Be Your Pilot" — Sting

BEST POP PERFORMANCE BY A DUO OR GROUP

"Free As a Bird" — The Beatles
 "As Long As It Matters" — Gin Blossoms
 "When You Love a Woman" — Journey
 "Fire on the Mountain" — The Neville Brothers
 "Peaches" — The Presidents of the United States of America
 "When You Wish Upon a Star" — Take 6

BEST POP ALBUM

Secrets — Toni Braxton
New Beginning — Tracy Chapman
A Few Small Repairs — Shawn Colvin
Falling Into You — Celine Dion
Mercury Falling — Sting

BEST FEMALE R&B VOCAL PERFORMANCE

"Not Gon' Cry" — Mary J. Bilge
 "Sittin' Up in My Room" — Brandy
 "You're Makin' Me High" — Toni Braxton
 "Exhale (Shoop Shoop)" — Whitney Houston
 "You Put a Move on My Heart" — Tamia

BEST MALE R&B VOCAL PERFORMANCE

"Lady" — D'Angelo
 "A Change is Gonna Come" — Al Green
 "New World Order" — Curtis Mayfield
 "Like a Woman" — The Tony Rich Project
 "Your Secret Love" — Luther Vandross

BEST R&B PERFORMANCE BY A DUO OR GROUP

"Slow Jams" — Babyface & Tamia With Portrait & Barry White
 "Stomp" — Luke Cresswell, Fiona

Wilkes, Carl Smith, Fraser Morrison, Everett Bradley, Mr. X, Melle Mel, Coolio, Yo-Yo, Chaka Khan, Charlie Wilson, Shaquille O'Neal & Luniz
 "Don't Let Go (Love)" — En Vogue
 "Killing Me Softly With His Song" — Fugees
 "Never Miss the Water" — Chaka Khan featuring MeShell Ndegeocello

BEST R&B ALBUM

Moving On — Oleta Adams
Maxwell's Urban Hang Suite — Maxwell
New World Order — Curtis Mayfield
Peace Beyond Passion — Me'Shell Ndegeocello
Words — The Tony Rich Project

BEST RAP ALBUM

Gangsta's Paradise — Coolio
The Score — Fugees
Mr. Smith — LL Cool J
Beats, Rhymes and Life — A Tribe Called Quest
All Eyez on Me — 2Pac

BEST RAP SOLO PERFORMANCE

"Whoop-Hah!! Got You All in Check" — Busta Rhymes
 "1, 2, 3, 4 (Sumpin' New)" — Coolio
 "Rock With You" — Heavy D
 "Hey Lover" — LL Cool J
 "If I Ruled the World (Imagine That)" — Nas

BEST RAP PERFORMANCE BY A DUO OR GROUP

"The Crossroads" — Bone Thugs-N-Harmony
 "Champagne" — Salt-N-Pepa
 "Ince Again" — A Tribe Called Quest
 "California Love" — 2Pac Featuring Dr. Dre and Roger Troutman
 "How Do U Want It" — 2Pac Featuring K-Ci and JoJo

BEST FEMALE COUNTRY VOCAL PERFORMANCE

"Let Me Into Your Heart" — Mary Chapin Carpenter
 "Strawberry Wine" — Deana Carter
 "Baby Mine" — Alison Krauss
 "Blue" — LeAnn Rimes
 "Believe Me Baby (I Lied)" — Trisha Yearwood

BEST MALE POP COUNTRY PERFORMANCE

"Like the Rain" — Clint Black
 "My Wife Thinks You're Dead" — Junior Brown
 "Worlds Apart" — Vince Gill
 "Private Conversation" — Lyle Lovett
 "Nothing" — Dwight Yoakam

BEST COUNTRY PERFORMANCE BY A DUO OR GROUP

"Cherokee Boogie" — BR5-49
 "My Maria" — Brooks and Dunn
 "That's What I Get For Loving You" — Diamond Rio
 "All You Ever Do is Bring Me Down" — The Mavericks
 "Little Bit is Better Than Nada" — Texas Tornados

BEST COUNTRY ALBUM

Borderline — Brooks and Dunn
High Lonesome Sound — Vince Gill
The Trouble With the Truth — Patty Loveless
The Road to Ensenada — Lyle Lovett
Everybody Knows — Trisha Yearwood
Gone — Dwight Yoakam

BEST ALTERNATIVE MUSIC PERFORMANCE

Boys for Pele — Tori Amos
Odelay — Beck
The Burdens of Being Upright — Tracy Bonham
New Adventures in Hi-Fi — R.E.M.
Mellon Collie and the Infinite Sadness — Smashing Pumpkins

You Must Love Madonna

BY ANNETTE M. LAI

After months of publicity and hype, the moment of truth has arrived for Madonna. She hits the big screen nationwide this weekend (though the film opened internationally and in selected U.S. markets over the holidays) in the title role of Andrew Lloyd Webber's *Evita*.

Madonna carries off the most challenging role of her career with superb style. She, her co-stars, and the film have already received validation as the Hollywood Foreign Press have given *Evita* five Golden Globe nominations; and we know Madonna's 1997 will be made if the Academy of Motion Pictures Arts and Sciences does the same when

Oscar time rolls around.

My advice to those who haven't yet decided whether or not to see *Evita* is that it *is* a musical, with sparse moments of dia-



logue, and if you don't like musicals, you probably won't like the film. The surprise of *Evita* is how well Antonio Banderas handles his role as the narrator, Ché. Yes, he can sing. The one song written especially for the film, "You Must Love Me," may have had a luke-

warm run at Top 40 radio, but in the film, it totally works and brought tears to my eyes. Don't be surprised if in the next few weeks, the requests for this song start up again.

Madonna will always have her critics, but she deserves kudos for being persistent enough with director Alan Parker to land and execute the role. In fact, her persistence is one of the reasons the film got made. Watching *Evita*, it was hard to forget that she wasn't Madonna, but in the role of Eva Persistent enough with director Alan Parker to land and execute the role. In fact, her persistence is one of the reasons the film got made. Watching tally works and brou

THAT'S SHO BIZ

That's Sho Biz By Dave Sholin

The most startling development of the new year is **Universal** President **Daniel Glass**' resignation. Daniel leaves after a great start-up year with acts such as **Monifah**, **Crucial Conflict**, **Lost Boyz**, **Merril Bainbridge**, and **Goldfinger** (certified gold). **MCA Music Entertainment Group** Chairman/CEO **Doug Morris** is taking charge for now. Look for Glass to re-surface; it won't be long before he makes another major announcement.



Longtime **A&M** Vice President, National Album Promotion **J.B. Brenner**, tenders his resignation. Expect him to stay on in a consultant role. Plus, could another announcement be forthcoming soon from the former **Charlie Chaplin** studio lot?



What better way to rock in the New Year than with **Metallica**? Hangin' pre-show in San Francisco the night before New Year's Eve were (l-r): **KSJO/KUFX**-San Jose PD **Dana Jang**, Metallica guitarist **Kirk Hammett**, some guy called "The Duke," and Elektra's AI "Football Guru" **Tavera**.

Will GAVN's Seminar Coordinator **Ron Alexenburg** have some exciting personal news to share in New Orleans next month?

Is a **Shark** swimming towards new West Coast waters?

John Harrison is closing in on the candidate to replace APD/MD/p.m. driver **Dana Luncon**, who's now PD at **WJET**-Erie. However, don't expect a decision for at least another two weeks.

MCA Northern California rep **Anthony Anzaldo** (Miles) resigns to join **Allen Kovac** and **Bruce Tennenbaum** at their new venture, **Beyond Records**. The label will be distributed by **Tommy Boy** and will be worked in association with Tommy Boy and **Epitaph**. Anzaldo continues to be based in the Bay Area. Beyond is looking to fill promo openings in the South, Midwest, East, and L.A.

It was a New Year's to remember at **WOLX**-Madison, Wis. Two hours into the countdown of the "Top 100 Party Tunes of All Time," the station's tower collapsed just a few yards from the house occupied by **Glenn** and **Sue Disney**, the couple



who maintain the tower's operations. After 48 hours the station signed back on with "Rock & Roll Is Here to Stay," "Tower of Strength," "Ivory Tower" and "I Feel the Earth Move," and gave \$1,000 to the 94th caller.

Was that **KROQ**-Los Angeles leaking new **U2**, **Live**, **Silverchair**, **Depeche Mode**, and **Offspring** during the holiday break? Nah, couldn't be!

Get well wishes to **WQGN**-Groton, Conn. GM **Greg Delmonaco**, who suffered a heart attack last week.

Rockett returns to morning drive at **KQKQ** (Sweet 98)-Omaha on January 13. He replaces **Johnny Danger**, who becomes a free agent. G. "Rockett" **Philips** has been silent for six months since leaving crosstown A/C outlet, **KESY**.

Radio programmer/air talent **Kevin Collins** has joined **Jeff McClusky & Associates** in a national promotion capacity, while **David Rajput** returns to Phoenix.

Zoo Entertainment's Northern California rep **Jim Parsons** is now at work for the **WORK Group** in Atlanta covering the Carolinas, Tennessee, Florida, and Alabama.

WRXS-Ocean City, Md., flips from Alternative to Sports/Talk. Gone and ready to relocate are GM/GM/air talent **J.J. "Hitman" McKay**, and four other staffers. Reach "Hitman" at (410) 213-7645.

Elektra Entertainment's **Greg Dorfman** leaves the Emerald City, heading for similar duties in L.A. If you're interested in the Seattle gig, contact label Senior VP **Greg Thompson**.

Steve Wall is searching for a nighttime superstar for **KWIN/KWNN**-Stockton. Get that T&R to him before Friday, January 17. He's making the call one week later.

GAVN extends sincere condolences to our receptionist extraordinaire, **Lisa Griffin**, on the death of her father, **George**.

On the Air

Power FM (WUSL)-Philadelphia promotes APD/middayer/1996 GAVN Urban MD of the Year **Helen Little** to Operations Director. Former OD **Dave Allan** will continue to consult the station... **WZJM**-Cleveland PD "Big Dave" **Eubanks** can stop acting now. His title is official by **Jammin' 92.3** management... **Bubba Boudreaux** has exited the MD/night slot at **KSMB**-Lafayette, La., with no replacement yet named... "Jazzy" **Jim Archer** is upped to MD at **KYLD/FM (Wild 107)**-San Francisco. **D.J. Mein** becomes APD/AMD. These announcements come as the station moves into new offices (the former home of **KMEL**): 55 Francisco St., 4th Fl.; San Francisco, CA 94133. All phone and fax numbers remain the same... **WSBG**-Stroudsburg, Pa. PD **Steve McKay** is promoted to Regional Programming Director for all of **Nassau Broadcasting's** Northern holdings, which include **WNNJ/FM**, **WCHY/FM**, and newly acquired **WSUS/FM**... **94.9 KSAN**-San Francisco brings **Welch and Woody** to mornings. A team for 12 years, W&W come from



Welch & Woody

WJHM/FM-Orlando... *Sunday Breakfast With Christine* debuts January 5 on **WFUV/FM**-Fordham University, New York City. A former folk correspondent for **PRI's World Cafe**, host **Christine Lavin** is a singer-songwriter who will play music she's collected during her years on the road... **WNEW/FM** starts the new year with a lineup shuffle: *The Dave Herman Rock and Roll Morning Show* featuring **Marty Martinez** and **Karen Stewart** rolls from 6-10 a.m., **Pete Fornatale** continues in the 10 a.m.-1 p.m. slot, **Scott Muni** steps in from 1-4 p.m., Pat St. John takes you through to 7 p.m., **Dennis Elsas** returns at 7-10 p.m., **Carol Miller**

takes you into the night 10 p.m.-1 a.m., and **Jim Monaghan** and **Harris Allen** share overnights... Congratulations to **101.9/FM**-Chicago morning co-host **Kathy Hart** and PD **Norbert Witte**, who became engaged over the Christmas holiday... **WDDJ**-Paducah, Ky. MD **Nikki Cruze** has changed call times. Reach him Mondays and Thursdays, 10 a.m.-noon CST.

In the Grooves

Maxine Stowe steps into **Jon Baker's** recently vacated shoes as U.S. President of **Island Records' Island Jamaica** imprint. Stowe comes to Island from **Columbia Records**, where she was Director of A&R... **Red Ant Entertainment**



Ruben Rodriguez

names **Ruben Rodriguez** to Executive VP of Urban Music. Rodriguez was founder/President/CEO of **Pendulum Records** prior to joining **Al Teller's** new venture... **Epic** taps producer/musician **Brendan O'Brien** for a newly created Senior VP role. O'Brien will work with label prez **Richard Griffiths** on a wide range of creative issues and will serve as a creative resource for the label on various recording and artist development projects... **Steve Kline** joins **Geffen's** Top 40 National Promotion staff as the East Coast counterpart to L.A.-based **Craig Coburn**. Kline has formerly spent time in the promo ranks at **Lava Records**, **MCA**, and **Atlantic**... **Bob Merlis** earns the lofty title Senior VP Worldwide Corporate Communications for **Warner Bros. Records, Inc.** **Windham Hill** founder **Will Ackerman** returns with a new, acoustically-oriented label, **Imaginary Road**... **So So Def** releases Director of Publicity **Denyse Parks**. Contact her at P.O. Box 170001, Atlanta, GA 30317. (404) 377-2990.

On the Air & In the Grooves: ALEXANDRA HASLAM • The Media Connection: DAVID BERAN • Backstage: JAAN UHELSZKI • Sho-Prep: RON FELL • Friends of Radio: ANNETTE M. LAI • Sho-Dates: DIANE RUFER

BACKSTAGE

BY JAAN UHELZKI

SHIRLEY KISSES AND TELLS

What does **Garbage** lead singer **Shirley Manson** do to relieve stress? Her record company bought her an expensive treadmill which she hops on before soundchecks, so she doesn't bite the heads off of the rest of Garbage—**Butch Vig**, **Steve Marker**, and **Duke Erickson**—whom she affectionately calls "The Boys." The "Boys" were nowhere in evidence, when Backstage met up with the saucy redhead from Edinburgh, Scotland, and asked about **Bush's Gavin Rossdale**, who recently told MTV that Manson was the female artist he felt most comfortable promoting on their channel—as his girlfriend, **No Doubt's Gwen Stefani**, stood only spitting distance away. For Manson's part, she finds **Iggy Pop** and **KISS's Gene Simmons** the most fascinating men in rock today. Simmons stood directly in front of her at a recent Garbage show and wiggled his oversized tongue at her—but she had no idea who he



Garbage

was, until a roadie hissed at her that it was the Bat King himself. Afterwards he came backstage and introduced himself, and the two exchanged war stories and bon mots. "He's one of the most intelligent, charming men I've ever met," she says. "Like Iggy Pop, he makes you feel like you're the only woman in the room." Unfortunately, Pop's beleaguered wife, **Suchi**, doesn't feel the same, since the Igster recently told *The Face* that, at 49, "I'm healthier and I pull more chicks than I ever used to." And for Gene Simmons, we just got word that **KISS** not only topped *Pollstar's* list for the most successful tour of 1996, but *Action Figure Digest* recently revealed that McFarlane Toys has snared the rights to make figures of the band.

ASS HER WHAT TIME IT IS

KISS aren't the only old-school rockers feathering their nests. **Yoko Ono** and **Peter Gabriel** have been designing watches for Swatch. Yoko says her design was inspired by *Film No. 9*, which she and **John Lennon** made in 1967, but if you ask us, the face of the watch is just a close-up of someone's bare behind. To her credit, she does concur, and told the *New York Post* that "You can call it a 'Butt Watch.' I don't know why butts are so funny, but they are... John would have loved it." The Gabriel watch is a little more restrained. He's dubbed his design "Peter Gabriel's Adam" and says that it "symbolizes the interrelationships between humankind, nature and technology." Yes there is an Eve, but it's not a watch; it's a CD-ROM that's sold separately.

ROBBIE JUMPS ON THE BAND WAGON

Robbie Robertson has always known which way the winds are blowing, so it comes as no surprise that he jetted over to the U.K. to spend two weeks with the producer of the moment, and mixer extraordinaire, **Howie B.** to cut some tracks. As we probably don't need to remind you, Howie B. just finished (along with **Nellie Hooper** and **Flood**) the production work on the upcoming **U2** album, *Pop*, that's due in stores March 4. As for Robertson, these tracks will most likely find their way on to his latest record. The former Band member has been working on what he considers a sequel to his 1994 *Music For the Native Americans*.

JAAN UHELZKI IS NEWS EDITOR OF MICROSOFT'S *MUSIC CENTRAL*

Sho-Prep

MADONNA/ALANIS MORISSETTE

People magazine's list of the 25 Most Intriguing People of '96 includes two Mavericks: Madonna and Alanis Morissette—the only recording artists on the list.

PETER GREEN

Peter Green, Co-Founder of Fleetwood Mac, and a former mental patient as a result of using LSD in the '60s, has made a serious musical comeback and is on a concert tour in England with his band, the Splinter Group.

INTERSCOPE

Interscope co-president Jimmy Iovine was recently asked by the *New York Daily News* which label was his role model for the exciting mix of rock and rap his label promotes. Iovine said, "Atlantic Records in 1970, when they had the Rolling Stones and Aretha Franklin—when black music and rock worked and fed off each other."

MONKEES

The reunion of the Monkees—documented on a new record, *Justus*, a November concert in Los Angeles, and a CD-ROM—will be the subject of a TV special airing on the Disney Channel later this month.

PHIL COLLINS

Phil Collins will be honored as the Musicares Person of the Year. He'll receive his award at a Waldorf Astoria Hotel gala in New York City on February 24. Proceeds from the evening will benefit older musicians in need of economic support.

ROD STEWART

Rod Stewart expects to participate in a one-off Faces reunion with **Ronnie Wood**. He expects **Bill Wyman** to fill in for the disabled **Ronnie Lane**.

WHITNEY HOUSTON

Among the investments Whitney Houston has made in recent years is an interest, with **Danny Glover**, **Shaq O'Neal**, and **Johnnie Cochran**, in the Pepsi-Cola distributorship in Johannesburg, South Africa.

PAUL MCCARTNEY

Paul McCartney has agreed to compose a symphonic piece in honor of EMI's 100th anniversary. The celebration takes place later this year.

GRACE SLICK

Warner Books is reportedly paying Grace Slick a smooth million bucks to pen her autobiography with the working title of *Go Ask Alice*.

JON SECADA

A new Jon Secada album is set for release in March, and it will reportedly include as many as three tracks produced by **Jimmy Jam** and **Terry Lewis**.

BRANFORD MARSALIS

Former Grammy nominee **Branford Marsalis** recently told the *San Francisco Chronicle* that he's not a big fan of the Grammys. "The wood they use (in the award) is so cheap," says Marsalis. "It doesn't burn in the fireplace."

SHO-DATES

Kevin Peterson STAR94-Atlanta, GA 1/12
 Rush Limbaugh, Howard Stern, William Lee Golden, Raekwon (Wu-Tang Clan), Ricky Van Shelton, Ray Price, Per Gessle (Roxette) 1/12
 Bill Minckler K103-Portland, OR 1/13
 Mark Allen KWOX-Woodward, OK 1/13
 Dawn Atkinson Windham Hill Records 1/14
 Hugo Cole Huge Ink, Ltd. 1/14
 Chuck Thagard BNA Entertainment 1/14
 Rob Fiend Gavin 1/14
 Oiane Allender KCCK-Cedar Rapids, IA 1/14

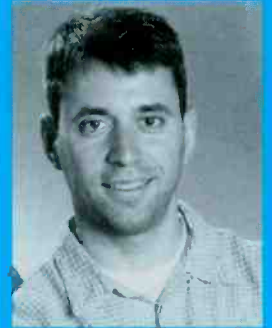
Joe Mann WRCH-Hartford, CT 1/14
 Billie Jo Spears, Billy Walker, Dave Grohl (Nirvana) 1/14
 Ed Pinka Columbia Records 1/15
 Gene Knight KCLX-San Diego, CA 1/15
 Brian Landau QED 1/15
 Wakeman Linscomb K92-Destin, FL 1/15
 Mike Borchetta 1/15
 Kurt Howell, David Lynn Jones, Mr. Dew (Joe Public) 1/15
 John Dawson WMGR-Albany, GA 1/16
 Ronnie Milsap, Sade, Jim Stafford, Todd Yulmeyer (8 1/2 Souvenirs) 1/16
 Ern Llamado 1/17

Kalun Lee 1/17
 Paul Young, Steve Earle, Susanna Hoffs 1/17
 Bobby Goldsboro, Tom Bailey (Thompson Twins), Mark Collie 1/18
 Our CONGRATULATIONS to **BOBBY IRWIN**, Program Director at KLSY-Seattle, and his wife, **KRIS**, on the birth of their daughter, **KATHRYN CAROLE**. Born December 22, weighing 7 lbs. 15 oz., and 19 1/2 inches in length.
 CONGRATULATIONS to **AL MOSS**, Moss Promotion, and his wife, **MARY**, on the birth of their daughter, **RACHEL ODESSA JANUS**. Born January 2.

F.O.R. # 170

Friends of Radio

Rob DiStefano



A really TWISTED guy
 Twisted Records. NYC

Hometown:

Philadelphia

What radio stations did you grow up listening to?

WTOQ/FM and WYSP/FM-Philadelphia, and WCUR/AM-Westchester

What stations do you listen to now?

WKTU and WXXR/FM (for Howard Stern)

If you owned a radio station, you would...

...allow the station to play and break new music. Radio has lost the concept of breaking music solely on the basis of what is a good or bad song, succumbing to market pressures, advertising rate maintenance, and label hype.

Your three favorite dance tunes of all-time:

"Dance" by Earth People.
 "So Get Up" by Underground Sound of Lisbon, and "Up and Away" by Robert Owen.

If you could sign any artist to Twisted today, who would it be and why?

Kraftwerk, as they're incredibly innovative.

Your proudest career achievement to-date has been?

The success of *Tribal*. It was a world leader in house music, battling and beating giant dance indies and monolith majors alike—and with only two staffers. Thankfully, *Tribal* did not die—it was reborn as *Twisted*.

MOST ADDED



- SPICE GIRLS (73)**
- MADONNA (49)**
- SHERYL CROW (35)**
- DUNCAN SHEIK (17)**
- GARBAGE (17)**
- KEITH SWEAT (15)**
- AMBER (15)**

TOP TIP

AMBER

"Colour of Love"
(Tommy Boy)

"This Is Your Night" proved to have more staying power than many expected. Colour Amber's follow-up red hot.

RECORD TO WATCH

BLACKOUT ALL STARS

"I Like It Like That" (Columbia/CRG)

Spins nearly double over the holiday break. Most played track at both WKTJ and Z100-New York. Adds include: WFLZ-Tampa, WRVQ-Richmond, FUN 107-Fairhaven, Mass., 99.1 KGGI-Riverside, and KQMQ-Honolulu.

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	NO DOUBT - Don't Speak (Trauma/Interscope)	12	153	1	7110	-704
2	TONI BRAXTON - Un-Break My Heart (LaFace/Arista)	14	160	3	6969	-617
3	EN VOGUE - Don't Let Go (Love) (eastwest/EEG)	14	147	0	6550	-882
4	MERRILL BAINBRIDGE - Mouth (Universal)	20	120	0	4464	-1110
5	CARDIGANS - Lovelool (Mercury)	9	136	9	4441	+1263
6	SHERYL CROW - If It Makes You Happy (A&M)	20	119	0	4232	-1303
7	GINA G. - Ohh Ahh, Just A Little Bit (Warner Bros.)	9	131	6	4171	+433
8	ALANIS MORISSETTE - Head Over Feet (Maverick/Reprise)	17	110	0	4105	-1031
9	JEWEL - You Were Meant For Me (Atlantic)	11	124	4	3954	+165
10	SEAL - Fly Like An Eagle (Warner Sunset/Atlantic)	10	107	1	3515	-1543
11	R. KELLY - I Believe I Can Fly (Jive/Atlantic/Warner Sunset)	11	114	3	3407	-203
12	DONNA LEWIS - Without Love (Atlantic)	7	120	6	3326	-172
13	BLACKSTREET - No Diggity f/Dr. Dre and Queen Pin (Interscope)†	18	98	5	3190	-22
14	NEW EDITION - Still In Love (MCA)	16	98	2	3190	-650
15	THE ARTIST - Betcha By Golly Wow! (NPG/EMI)	6	97	1	2981	-1360
16	dc TALK - Just Between You And Me (Virgin)	14	92	0	2852	-1539
17	JOURNEY - When You Love A Woman (Columbia/CRG)	14	95	0	2790	-1293
18	COUNTING CROWS - A Long December (DGC)	6	119	9	2763	+467
19	J. TRAVOLTA & O. NEWTON-JOHN - Grease Megamix (Polydor/A&M)	12	88	1	2747	-678
20	CELINE DION - It's All Coming Back To Me Now (550 Music)	22	85	0	2695	-1387
21	KEITH SWEAT - Twisted (Elektra/EEG)	32	78	0	2662	-969
22	KEITH SWEAT - Nobody (Elektra/EEG)	13	88	15	2603	-114
23	AMBER - This Is Your Night (Tommy Boy)	30	82	0	2598	-854
24	HOOTIE & THE BLOWFISH - I Go Blind (from Friends soundtrack) (Reprise)	22	80	6	2427	-208
25	B. STREISAND & B. ADAMS - I Finally Found Someone (Columbia/CRG)	8	92	0	2340	-490
26	RED HOT CHILI PEPPERS - Love Rollercoaster (Geffen)†	9	107	3	2333	-20
27	DONNA LEWIS - I Love You Always Forever (Atlantic)	36	72	0	2204	-833
28	WHITNEY HOUSTON - I Believe In You And Me (Arista)	5	103	6	2201	+469
29	JOHN MELLENCAMP - Just Another Day (Mercury)	6	91	5	2027	+58
30	DUNCAN SHEIK - Barely Breathing (Atlantic)	9	86	17	1837	+211
31	NO MERCY - Where Do You Go (Arista)	31	62	0	1832	-881
32	THE CRANBERRIES - When You're Gone (Island)	8	74	6	1753	+79
33	BoDEANS - Hurt By Love (Slash/Reprise)	10	67	0	1693	-177
34	MADONNA - Don't Cry For Me Argentina (Warner Bros.)	2	88	49	1551	N
35	GINUWINE - Pony (550 Music)	22	63	4	1534	-168
36	TONY TONI TONE - Let's Get Down (Mercury)	9	45	1	1501	+11
37	BABYFACE - Every Time I Close My Eyes (Epic)	4	67	11	1409	N
38	GHOST TOWN DJs - My Boo (So So Def/Columbia/CRG)	27	45	0	1245	-803
39	SPICE GIRLS - Wannabe (Virgin)	2	91	73	1232	N
40	BETTER THAN EZRA - Desperately Wanting (Elektra/EEG)	5	65	5	1227	N

† = Daypart Total Reports This Week 180 Last Week 202

Chartbound	Reports	Adds	SPINS	TREND
GARBAGE - "#1 Crush" (Capitol)	47	17	696	+297
AMBER - "Colour of Love" (Tommy Boy)	42	15	651	+96
*SHERYL CROW - "Everyday is a Winding Road" (A&M)	42	35	346	+251

Inside Top 40 BY DAVE SHOLIN



Going Through Resolution Withdrawal



Arista's Clive Davis

Another year's over and a new one's just begun, bringing with it the now almost instinctive urge to make a list of resolutions. The only promise I'll make is to not issue yet another reminder that the millenium is closing in on us with each passing day. Enough already with everyone's predictions about the year 2000; let's instead concern ourselves with 1997 and focus on goals rather than resolutions. Goals always seem more attainable anyway, especially considering how apt many of us are to give ourselves failing grades for each resolution that we don't keep.

Though everyone will have a different set of goals to strive for over the next 12 months, there's one that I think would serve us all well during this or any year. That would be to place music at the very top of the priority list. Ask just about anyone and they'll likely agree their job responsibilities have greatly increased. Broadcasters and label execs vent daily about how much time is spent in meetings, handling paperwork, or putting out fires, many of which are small, but time consuming. Yet with all these new and varied duties there remains a group—actually more like a club—of professionals who make it their business to put music first. It's rare to have a conversation with any of them and hear the phrase, "No, I haven't heard that yet."

The simple truth, however, is that not everyone pursues music with the same passion. Over the years, there have been some very

successful programmers who've readily admitted that they don't have the greatest ears for music, but love the art of production or conceiving great marketing schemes. There've been FDs who've confessed they turn up the radio when the jock comes on and turn it down when the music plays. But one thing all these winning PDs have had in common was staffers who did have an all-consuming passion for the music.

Just last month, *Los Angeles Times* columnists **Robert Hilburn** and **Chuck Philips** conducted an in-depth interview with **Arista President Clive Davis**. Those who attended GAVIN's 1995 Seminar in New Orleans and witnessed Clive firsthand during our very first "fireside chat" will attest to his true love of music and genuine appreciation for artists blessed with the ability to create songs that become etched in our minds and lives forever. What better headline for the story than, "The Relentless Hit Man"? More than a few times I've been asked to verbalize the sensation of hearing that next new smash and I've always found the experience hard to explain. Clive summed it up perfectly in this article, however, stating, "To me, there is no greater thrill than when you discover a terrific song. It's not just something you can hear. You can feel it down into your spine."

From now on, whenever that question arises, I'll refer to these words from one of the most successful music men of all time. Hopefully your short list of goals for '97 includes finding as many songs as possible that'll give the public their own personal spine-tingling experience. ●

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

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

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

Up & Coming

Reports	Adds	SPINS	TRENDS	
55	2	1154	-166	DAVE MATTHEWS BAND - Crash Into Me (RCA)
39	8	699	+129	311 - All Mixed Up (Capricorn)
38	2	833	+44	GLORIA ESTEFAN - I'm Not Giving You Up (Epic)
38	7	743	+59	BUSH - Swallowed (Trauma/Interscope)
34	2	826	-404	SWV - It's All About U (RCA)
34	1	672	-61	FRAZIER CHORUS - Driving (Pure/PGD)
32	5	631	+57	QUAD CITY DJS - Space Jam (Warner Sunset/Atlantic)
31	2	563	-125	UNIVERSAL HONEY - Any Road Back (Alert)
29	3	786	-110	MINT CONDITION - What Kind Of Man Would I Be (Perspective/A&M)
25	8	367	+17	LUSCIOUS JACKSON - Naked Eye (Capitol)
24	1	475	-30	SMASHING PUMPKINS - 33 (Virgin)
23	5	420	+71	DON HENLEY - Through Your Hands (Revolution)
23	7	405	+187	ELEANOR McEVOY - Precious Little (Columbia/CRG)
20	6	546	+255	AALIYAH - One In A Million (Blackground Ent./Atlantic)
20	8	390	+128	LE CLIK - Tonight Is The Night (Logic/RCA)
20	12	205	+6	LEAH ANDREONE - It's Alright, It's OK (RCA)
19	3	551	+31	FOXY BROWN - Get Me Home (Def Jam Recording Group)
17	—	335	-120	CAKE - The Distance (Capricorn)
17	—	263	+58	ASHLEY MacISAAC - Sleepy Magpie (A&M)
17	1	251	+33	PLASTICO - Macho Mate (Curb)
16	5	392	+177	BLACKOUT ALL STARS - I Like It Like That (Columbia/CRG)
16	1	310	-33	CHALK FARM - Lie On Lie (Columbia/CRG)
15	1	511	-83	ROCKELL - I Fell In Love (Robbins Entertainment)
15	5	237	+26	THE WALLFLOWERS - One Headlight (Interscope)
14	—	300	-97	CHAKA KHAN - Never Miss The Water (Reprise)
13	2	319	-68	CRUSH - Jellyhead (Robbins Entertainment)
13	—	266	-15	M.C. LYTE - Cold Rock A Party (eastwest/EEG)
12	1	354	-53	NATE DOGG - Never Leave Me Alone (Interscope)
12	1	304	-98	STONE TEMPLE PILOTS - Lady Picture Show (Atlantic)
11	1	367	-129	JOCELYN ENRIQUEZ - Do You Miss Me (Classified/Tommy Boy)
11	1	262	+65	IMMATURE - Watch Me Do My Thing (MCA)
11	9	164	+164	* MONICA - For You I Will (Atlantic)
11	10	67	+67	* THE ARTIST - The Holy River (NPG/EMI)
10	—	342	-300	DRU HILL - Tell Me (Island)
10	2	167	+29	MICHAEL ENGLISH - Freedom (Curb)
10	9	11	+11	* LIVIN' JOY - Don't Stop Movin' (MCA)

* Indicates Debut

Signals & Detections

There is definitely a story developing on the **Barenaked Ladies'** "Old Apartment." **Sweet 98**-Omaha MD **Jimi Jamm** heard it on **WKSE**-Buffalo during his trip home over the holidays and is convinced, "It will be a big hit." After spiking the **Spice Girls'** "Wannabe" for the past two weeks, Jimi adds it and is reporting "huge reaction"... Australian import "I Want You" by **Savage Garden** on **Columbia** is still about three weeks away from its official release, but **KISS 108**-Boston, **KDWB**-Minneapolis, and **KKRZ**-Portland aren't waiting... **KIX 106**-Providence PD **Joe Dawson** flashes instant phones for **DJ Kool's** "Let Me Clear

My Throat." After only one play, Joe reports he got calls all day and believes it "will be a huge hit"... Watch for an R&B ballad by **Peggy Scott Adams** called "Bill," which is busting out of the South. The song, originally out on New Orleans-based **Mardi Gras Records**, has been picked up by **Universal** and has generated exceptional sales off minimal play. The lyric features Peggy catching her man outside, "hugging and french kissing Bill!"... **B96**-Chicago MD **Erik Bradley** says callout is just coming back on **No Mercy's** follow-up single, "Please Don't Go," and he anticipates a strong showing, adding, "It sounds great on the air." Erik's personal fave right now is **Mark Morrison's** "Return of the Mack" on **Atlantic**.

What's Going On?

An overview of early indications from a select panel of **GAVIN Only Correspondents**
CHARLIE FISH, PD, WFQX-WINCHESTER, VA.

"The calls for **Garbage's** '#1 Crush' came in immediately. **Fountains of Wayne's** 'Radiation Vibe' is getting great response. The **Wallflowers'** 'One Headlight' could be bigger than the group's '6th Avenue Heartache.'"

KEITH BANSEMER, OM, WDEK-DEKALB, ILL.

"The **Spice Girls** 'Wannabe' is full of unique, quirky hooks. It should be an easy top 20 hit or better."

ED RUSH, MD, KMXJ-Ft. SMITH, ARK.

"We started spinning **Leah Andreone** a few weeks ago during nights, and it's taken off for us. One of our most requested, it generates phones almost every time we play it. If **Alanis** and the **Cardigans** work for you, so will 'It's Alright, It's OK.'"

BILL BRAVO, MD, WEOV/FM-KEY WEST, FLA.

"People in this market are going crazy for **Tropicana's** 'La Tropicana' on **ffrr**. It's doing great at retail and at the clubs, too. We can't play **K5's** 'Passion' enough. We're logging top five phones for the **Cardigans'** 'Lovefool.'"

ANDREW ZEPEDA, PD, KLYV-DUBUQUE, IOWA

"We started battling **Spice Girls** last week, and it's won for eight nights running. It's also Number One in requests during the day, even though it's only getting two spins at night. We just added **Keith Sweat's** 'Nobody,' which we got calls for before we put it on."

GARY CUMMINGS, PD, ZFUN (KZFN)-MOSCOW, ID

"Top ten calls for **Garbage's** '#1 Crush.' We've been testing **Spice Girls** for the last week and a half and have added it due to strong early reaction."

NOTE:

Due to the holiday break, only 90% of the Top 40 panel reported this week. No stations were frozen. Panel will be back to full-strength next week.

Dave Sholin
Annette M. Lai

—Dave Sholin and Annette M. Lai

ARTIST PROFILE

ONDINA



HOMETOWN: Goteborg, Sweden

BIRTHDATE: January 6, 1974

LABEL: Interhit Records

PROMOTION CONTACT:
Jeff Johnson (213) 463-4898

CURRENT SINGLE:
"Into the Night"

HOW WERE YOU DISCOVERED?

"A few years ago, I was at a disco and was going wild. I had my own show—singing, dancing, having fun. Suddenly, a guy comes up to me and says he's a producer and that he'd love to have me try singing in his studio, and here I am."

THINGS THAT MAKE YOU HAPPY:

"One thing in particular makes my heart sing: seeing two old people in love, holding hands. Christmas also makes me happy. I love buying presents for people, especially my kid sister."

THINGS THAT MAKE ME SAD:

"Envy. I hate envy. Why is it so difficult for some people to be happy for somebody else?"

FAVORITE WAYS TO RELAX:

"Cozying up on the sofa with the remote control in one hand and a lot of candy in the other. The phone has to be within reach, too."

YOUR WISH FOR THE NEW YEAR:

"I wish the year to be as fun and exciting as 1996 was. I couldn't be more lucky."

FUTURE AMBITIONS:

"I love singing and dancing, and that's what I'm going to do. Someday, I'd also like to be working with my biggest interest—astronomy. I hope I'll always do whatever makes me and the people involved happy. Something that matters."

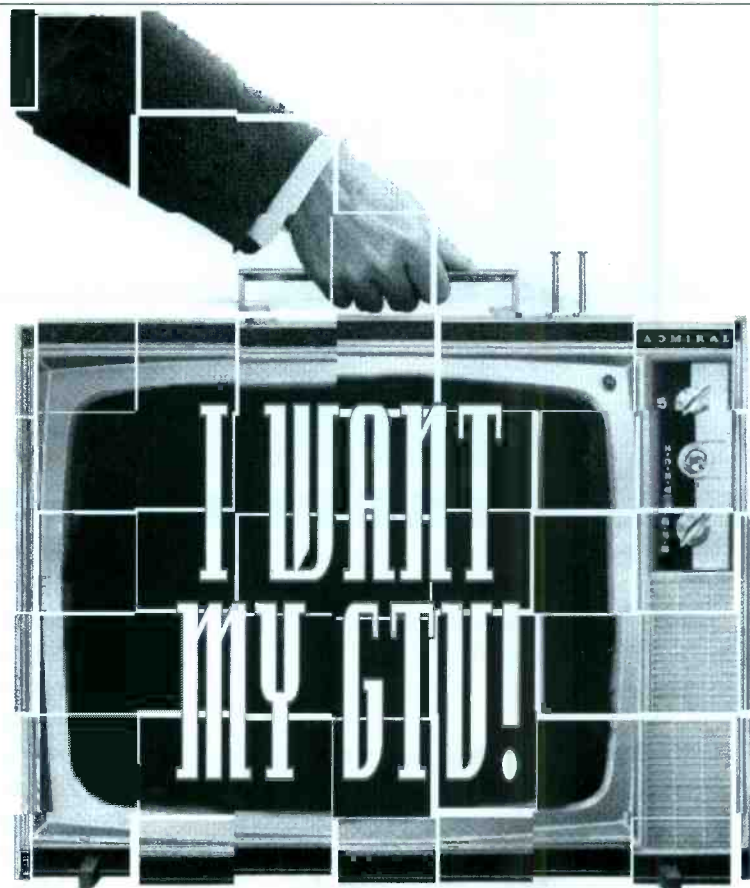
GO Chart

GO MOST ADDED

MADONNA (29)
 SPICE GIRLS (29)
 SHERYL CROW (24)
 AMBER (12)

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

TW		SPINS	TREND
1	NO DOUBT - Don't Speak (Trauma/Interscope)	3335	+118
2	TONI BRAXTON - Un-Break My Heart (LaFace/Arista)	3107	+189
3	EN VOGUE - Don't Let Go (Love) (eastwest/EEG)	2571	+62
4	SEAL - Fly Like An Eagle (Warner Sunset/Atlantic)	2449	-189
5	JEWEL - You Were Meant For Me (Atlantic)	2326	+297
6	dc TALK - Just Between You And Me (Virgin)	2201	-189
7	CARDIGANS - Lovefool (Mercury)	2197	-890
8	MERRILL BAINBRIDGE - Mouth (Universal)	2177	-162
9	DONNA LEWIS - Without Love (Atlantic)	2137	+403
10	THE ARTIST - Betcha By Golly Wow! (NPG/EMI)	2044	+334
11	SHERYL CROW - If It Makes You Happy (A&M)	2018	-117
12	ALANIS MORISSETTE - Head Over Feet (Maverick/Reprise)	1934	-105
13	GINA G. - Ohh Ahh, Just A Little Bit (Warner Bros.)	1910	+515
14	BARBRA STREISAND & BRYAN ADAMS - I Finally Found Someone (Columbia/CRG)	1678	+65
15	JOURNEY - When You Love A Woman (Columbia/CRG)	1605	-260
16	COUNTING CROWS - A Long December (DGC)	1571	+550
17	HOOTIE & THE BLOWFISH - I Go Blind (from Friends soundtrack) (Reprise)	1551	+132
18	R. KELLY - I Believe I Can Fly (Jive/Atlantic/Warner Sunset)	1510	+160
19	JOHN TRAVOLTA & OLIVIA NEWTON-JOHN - Grease Megamix (Polydor/A&M)	1461	-11
20	JOHN MELLENCAMP - Just Another Day (Mercury)	1429	+200
21	DUNCAN SHEIK - Barely Breathing (Atlantic)	1351	+333
22	NEW EDITION - Still In Love (MCA)	1326	+19
23	RED HOT CHILI PEPPERS - Love Rollercoaster (Geffen)	1290	+201
24	WHITNEY HOUSTON - I Believe In You And Me (Arista)	1282	+479
25	BoDEANS - Hurt By Love (Slash/Reprise)	1269	+212
26	AMBER - This Is Your Night (Tommy Boy)	1224	+52
27	CELINE DION - It's All Coming Back To Me Now (550 Music)	1209	-218
28	THE CRANBERRIES - When You're Gone (Island)	1076	+237
29	SUSANNA HOFFS - All I Want (London)	951	+16
30	DONNA LEWIS - I Love You Always Forever (Atlantic)	921	-16
31	KEITH SWEAT - Twisted (Elektra/EEG)	866	-62
32	BLACKSTREET - No Diggity f/Dr. Dre and Queen Pin (Interscope)	852	+99
33	ND MERCY - Where Do You Go (Arista)	834	-19
34	ROD STEWART - If We Fall In Love Tonight (Warner Bros.)	831	-31
35	BETTER THAN EZRA - Desperately Wanting (Elektra/EEG)	768	+162
36	DAVE MATTHEWS BAND - Crash Into Me (RCA)	734	+108
37	KEITH SWEAT - Nobody (Elektra/EEG)	719	+196
38	FRAZIER CHORUS - Driving (Pure/PGD)	672	NEW
39	UNIVERSAL HONEY - Any Road Back (Alert)	521	NEW
40	MADONNA - Don't Cry For Me Argentina (Warner Bros.)	508	NEW



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Rick Galliani	All Formats	415 459-3703
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John Austin	Rap	215 924-7823

Crossover

URBAN/DANCE

BLACKOUT ALL STARS - "I Like It Like That"
 (Columbia/CRG)

QUAD CITY DJs - "Space Jam" (Warner
 Sunset/Atlantic)

LIVIN' JOY - "Don't Stop Movin'" (MCA)

MINT CONDITION - "What Kind of Man Would I Be"
 (Perspective/A&M)

ALTERNATIVE

GARBAGE - "#1 Crush" (Capitol)

LEAH ANDREONE - "It's Alright, It's OK" (RCA)

BUSH - "Swallowed" and "Greedy Fly"
 (Trauma/Interscope)

OFFSPRING - "All I Want" (Columbia/CRG)

311 - "All Mixed Up" (Capricorn/Mercury)

LUSCIOUS JACKSON - "Naked Eye" (Capitol)

MOST ADDED

DUE TO THE HOLIDAYS THERE WERE NO RECORDS GOING FOR ADDS THIS WEEK.

TOP TIP

DOGMA

"Cancer"

(Mercury)

Mercury's latest contribution to metal radio, Dogma, isn't going for adds until January 20/21, but be on the look out for the single in the mail this week. It rocks!

RECORD TO WATCH

BROKEN HOPE

Loathing

(Metal Blade)

Start your New Year off with a healthy dose of aggression and play Broken Hope. Hard, heavy, low-end, crunchy, and all the other cliché metal review adjectives apply to Broken Hope's uncompromising sound. Get on it!

Gavin Rocks

TW		SPINS	TREND
1	CORROSION OF CONFORMITY - Wiseblood (Columbia/CRG)	273	NEW
2	KORN - Life is Peachy (Immortal/Epic)	259	NEW
3	DOWNSET - Do We Speak A Dead Language? (Mercury)	238	NEW
4	MORTAL KOMBAT - More Kombat (TVT)	236	NEW
5	DANZIG - blackacidevil (Hollywood)	232	NEW
6	TOOL - Aenima (Zoo)	223	NEW
7	BEAVIS AND BUTTHEAD DO AMERICA - Various Artists (Geffen)	216	NEW
8	MARILYN MANSON - Antichrist Superstar (Nothing/Interscope/AG)	199	NEW
9	DIO - Angry Machines (Mayhem/FLG)	195	NEW
10	STUCK MOJO - Pigwalk (Century Media)	187	NEW
11	MOTORHEAD - Overnight Sensation (CMC International)	176	NEW
12	UGLY KID JOE - Motel California (Castle)	166	NEW
13	VISION OF DISORDER - Vision of Disorder (Roadrunner)	159	NEW
14	OVERDOSE - Scars (Fierce/FLG)	159	NEW
15	P*ST*ON - Number One (Fierce/FLG)	154	NEW
16	FLOODGATE - Penalty (Roadrunner)	141	NEW
17	CROWBAR - Broken Glass (Pavement)	113	NEW
18	MARY'S WINDOW - Whore (Siipdisc)	112	NEW
19	SIX FEET UNDER - Alive and Dead (Metal Blade)	111	NEW
20	CATHEDRAL - Supernatural Birth Machine (Earache)	111	NEW
21	SPEEDBALL - Drive Like Hell (Energy)	107	NEW
22	CLANK - Still Suffering (Tooth And Nail)	103	NEW
23	TYPE O NEGATIVE - October Rust (Roadrunner)	98	NEW
24	EARTH CRISIS - Gomorrah's Season Ends (Victory)	96	NEW
25	NOTHINGFACE - Nothingface (DCide)	92	NEW
26	L.A. GUNS - American Hardcore (CMC International)	86	NEW
27	DEARLY BEHEADED - Temptation (Fierce/FLG)	83	NEW
28	METALLICA - Load (Elektra/EEG)	82	NEW
29	MANOWAR - Louder Than Hell (Geffen)	81	NEW
30	BRUTAL TRUTH - Kill Trend Suicide (Relapse)	78	NEW
31	MEARTH - lb (Magadee)	73	NEW
32	RAINBOW - Ritchie Blackmore's Rainbow (Fuel)	71	NEW
33	INNER THOUGHT - Perspectives (Dwell)	71	NEW
34	CARCASS - Wake Up and Smell the Carcass (Earache)	67	NEW
35	SAMAEL - Passage (Century Media)	66	NEW
36	CROWN OF THORNZ - Mentally Vexed (Another Planet)	64	NEW
37	IRON MAIDEN - The Best of the Beast (Castle)	63	NEW
38	BATTERY - Until the End (Conversion)	62	NEW
39	SCISSORFIGHT - Guaranteed Kill (Wonderdrug)	61	NEW
40	MELIAH RAGE - Death Valley Dream (Backstreet)	61	NEW
41	ACID BATH - Paegan Terrorism Tactics (Rotten Records)	60	NEW
42	PANTERA - The Great Southern Trendkill (Elektra/EEG)	57	NEW
43	SOUNDGARDEN - Down On The Upside (A&M)	56	NEW
44	THE NEFILIM - Zoon (Metal Blade)	56	NEW
45	CHEMLAB - Exile On Mainline (Metal Blade)	56	NEW
46	RUSH - Test for Echo (Atlantic)	55	NEW
47	LIT - Five Smokin' Tracks From...Lit (Malicious Vinyl)	52	NEW
48	PUNCTURE - Immune (MIA)	51	NEW
49	WILL HAVEN - Will Haven (Revelation)	49	NEW
50	PRY - Pry (Temperance)	46	NEW

Hard Kopy BY ROB FIEND



Back to the Grind

I hope everyone's holidays were groovy and cool. There's nothing like a little break from the horrors of work to recharge your brain for the forthcoming year.

Unfortunately, my brain is still adjusting from vacation mode, and my body retaliates each morning to the brutality of rising before noon. The sleepy days of college bowl games, *Leave It to Beaver* reruns, and those damn Salvation Army bell ringers have come to an end. It's time to brace ourselves as holiday cheer is quickly replaced by new year stress.

I'm personally looking forward to what the New Year has in store, for I've grown tired of the whole holiday scene. My subscription to *Ba Humbug Anonymous* has run out and I'm ready to get on with it. The first thing on the agenda is to get rid of the eggnog ice cubes I made before the break. My experiment was a dismal failure, because they tasted like skin from the bottom of the bathtub and gave off such a potent odor that you had to approach them with caution. The whole extraction ordeal was like Superman trying to get rid of kryptonite. My only fear is that I didn't terminate them all and a few of the more clever ones escaped to start little colonies somewhere in the fast tundra that acts as GAVIN's freezer. I betcha Jimmy Hoffa is in there somewhere forming ice burned food unions.

Kudos to the stations that remembered to report this week. Pat yourselves on the back for a job well done; and if you can't reach your back, just clap your hands in the air and yell, "I'm a winner!" If you choose the latter congratulatory response, I suggest you make sure you're alone.

If any of you glanced at last week's issue, you were treated to

a small overview of the upcoming seminar in New Orleans. If you used last week's issue for lining your kitty litter box, then here are some things you should know. The 1997 GAVIN Seminar will take place at the New Orleans Hyatt Regency February 12-15. The hotel reservation line is (504) 561-1234 (out of 1,000 rooms there's only 60 still available). Call Thorndike Travel at (800) 466-9896 for discount airfare. Be sure to mention GAVIN when making your arrangements in order to receive the cheapest rates.

Seminar registration is as follows: \$199 for students with I.D., \$425 if postmarked by January 17, and \$495 on site.

Please call me for further information and helpful hints on how you can salvage your funds.

The Seminar is going to be a blast; they always are. Last year's highlights included my first glimpse at **TVT Records' Gravity Kills**, who have since become very successful. Last year marked TVT's **Sudi Gaasche** discovery of **Crawlspace**, who are now signed to TVT under the name **Seven Dust**. If all goes well, they'll be playing at this year's Seminar.

More Seminar news next week—and every week until the soiree begins.

Adds for January 13 and 14 are **Bloodhound Gang**, "One Fierce Beer Coaster" (Geffen); **Broken Hope**, *Loathing* (Metal Blade); **Korn**, "A.D.I.D.A.S." (Immortal/Epic); **Silverchair**, "Abuse Me" (Epic)...Adds for January 20 and 21 include **Cause for Alarm**, *Cheaters and the Cheated* (Victory); **Deadguy**, *Screamin' with the Deadguy Quintin* (Victory); **Dogma**, "Cancer" (Mercury); **Guilt**, *Further* (Victory); **Handsome**, "Needles" (Epic); **Sick of it All**, *Cool as a Mustache* (Elektra/EEG). ●

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

MOST ADDED**RED KRAYOLA (12)****BILL DING (8)****DEAD & GONE (6)****GHOST (6)****APPLES IN STEREO (6)****TOP TIP****HUEVOS RANCHEROS***Get Outta Dodge (Mint)*

Los Huevos son chingones!

Una banda que "rocks hard" y que sale esta semana en el numero 32!

Estos huevos son sabrosos!

RECORD TO WATCH**TREBLE CHARGER***Treble Charger (Ear Candy)*

Turning up the treble this week are WTUL, KUNV, WUTK, KCSB, WRFL, and WUNH.

Gavin College

TW

- 1 **TRICKY** - Pre-Millennium Tension (Island)
- 2 **DJ SHADOW** - Endtroducing (Mo'Wax/frr/London)
- 3 **JOHNNY CASH** - Unchained (American)
- 4 **WILCO** - Being There (Reprise)
- 5 **JON SPENCER BLUES EXPLOSION** - Now I Got Worry (Matador/Capitol)
- 6 **TANYA DONELLY** - Sliding and Diving (4-AD)
- 7 **LUSCIOUS JACKSON** - Fever In Fever Out (Grand Royal/Capitol)
- 8 **FUTURE SOUND OF LONDON** - Dead Cities (Astralwerks)
- 9 **SCREECHING WEASEL** - Bark Like a Dog (Fat Wreck Chords)
- 10 **GUIDED BY VOICES** - Sunfish Holy Breakfast (Matador)
- 11 **VIC CHESNUTT** - About to Choke (Capitol)
- 12 **SUPERCHUNK** - The Laughter Guns EP (Merge)
- 13 **SPACE** - Spiders (Gut/Universal)
- 14 **MAZZY STAR** - Among My Swan (Capitol)
- 15 **SEPTEMBER 67** - Lucky Shoe (Enclave)
- 16 **SAFE AND SOUND** - A Benefit in Response to the Brookline Clinic Violence (Big Rig/Mercury)
- 17 **MOBY** - That's When I Reach for My Revolver (Elektra/EEG)
- 18 **KULA SHAKER** - K (Columbia/CRG)
- 19 **764-HERO** - Salt Sinks and Sugar Floats (Up)
- 20 **RAILROAD JERK** - The Third Rail (Matador)
- 21 **SUKIA** - Contacto Espacial con el Tercer Sexo (Nickel Bag)
- 22 **SISSY BAR** - Statutory Grape (Sugar Fix)
- 23 **CHAVEZ** - Ride the Fader (Matador)
- 24 **SATURNINE** - Flags for Unknown Territories (Dirt)
- 25 **GUITAR WOLF** - Missile Me (Matador)
- 26 **INCURSIONS IN ILLBIENT** - Various Artists (Asphodel)
- 27 **AXIOM DUB: MYSTERIES OF CREATION** - Various Artists (Axiom)
- 28 **HEAVENLY** - Operation Heavenly (K)
- 29 **HEATMISER** - Mic City Sons (Caroline)
- 30 **THE CLEAN** - Unknown Country (Flying Nun)
- 31 **STEREOLAB** - Laminations Sampler (Elektra/EEG)
- 32 **HUEVOS RANCHEROS** - Get Outta Dodge (Mint)
- 33 **HAPPIEST GUYS IN THE WORLD** - Happiest Guys in the World (Dot Dot Dash)
- 34 **LESS THAN JAKE** - Losing Streak (Capitol)
- 35 **THE JOSEPHINE WIGGS EXPERIENCE** - Bon Bon Lifestyle (Grand Royal)
- 36 **BOYS LIFE** - Departures and Landfalls (Headhunter/Cargo)
- 37 **SPACEMEN 3** - Performance (Taangl)
- 38 **SNEAKER PIMPS** - Becoming X (Virgin)
- 39 **POP AMERICAN STYLE** - Various Artists (March)
- 40 **IN DEFENSE OF ANIMALS COMPILATION** - Various Artists (Caroline)
- 41 **RED KRAYOLA** - Hazel (Drag City)
- 42 **PONY** - El Dorado (Homestead)
- 43 **JOE CHRISTMAS** - North to the Future (Tooth And Nail)
- 44 **SCARED OF CHAKA** - Masonic Youth (Empty)
- 45 **ALEC BATHGATE** - Gold Lame (Flying Nun)
- 46 **SKANKIN' PICKLE** - The Green Album (Dr. Strange)
- 47 **MORCHEEBA** - Who Can You Trust? (Discovery)
- 48 **PAPERCLIP PEOPLE** - Secret Tapes of Dr. Eich (Planet E)
- 49 **SPLASHDOWN** - Stars & Garters (Castle Von Buhler)
- 50 **FIREWATER** - Get Off the Cross... (Jet Set/Big Cat)

Inside College BY THE COLLEGE CREW

Crash Course in Insanity

Damn! It's been a crazy first week here at the office. We've had a chance to speak to some of you and get what you're all about. However, as you know, it's basically a three ring circus around here, what with trying to organize the seminar coming up in February in the City of Sin and trying to get up to speed with the charts and the new music that has been released over the past few weeks. There are still many of you we need to get to know, so please be patient. Reports were way down this week due to the holidays, so the chart may be a bit funky, like our man Pete at Fat Wreck Chords' breath, so don't freak out if your record isn't doing what your boss says it should. To all you fly MDs out there, give us a shout so we can see what you and your station are all about.

Yeah, we know we look all tweeked out in the photos that ran in last week's issue. That was actually the photos taken after we were caught at Walmart trying to

steal the inflatable Chinese New Year's goat and some spiral ham. Oh, and no, Vinnie didn't smoke reefer prior to having his picture/mug shot taken; he always looks stoned.

Some things you should know—we are no longer using the x530 phone extension any longer. Direct all of your calls and abuses to x615. Also, we are all about e-mail, so feel free to say what you gotta at college@gavin.com.

We got some pretty raw ideas for the column that you'll be seeing in the '9-double tre +1. Let us know if you have any brilliant ideas for the column or the seminar.

We were planning on sending you all letters explaining who we are. But being former MDs and promo guys ourselves, we know you won't read any mail that's more than a paragraph long. So, we have decided to run it here, with the hopes that maybe you'll spend some time.

January 10, 1997

Dear College Radio Comrades:

As you are well aware by now, there have been changes here at Gavin. Change can bring about a fountain of emotions, both good and bad, from the people connected to it. In this case, change has brought about endless possibilities for your Gavin College chart as we, Matt Brown and Vinnie Esparza, take over the college responsibilities for 1997 and beyond. We are looking to better this already excellent section with input from you, our business associates and friends, and through our own ideas.

Both of us have extensive knowledge and experience in the college realm, as well as in other formats. Matt has paid his dues working for various music related companies including Sony and Bill Graham Presents. He also has experience in artist management, retail, and has even started his own label.

As for Vinnie, he was Music Director at KZSC in Santa Cruz, Calif. for three years, winning Gavin's College MD of the Year Award in 1994, and has worked for PolyGram and KFOG in San Francisco. He has also worked in retail and at High Street Records. Both of us have worked at Gavin for the past year doin' what we gotta do to bring home the bacon. In other words: we're no joke.

We look forward to meeting all of you in person. If you have any ideas or suggestions for your college chart, please feel free to call or fax us anytime. You can reach us at (415) 495-1990 x 615. Our fax number is (415) 495-2580.

Thanks.

Sincerely,

Vinnie Esparza & Matt Brown
College Radio Dynamic Duo*The College Crew is MATT BROWN and VINNIE ESPARZA*College reports accepted Mondays 9 a.m.-4 p.m. and Tuesdays 9 a.m.-3 p.m.
Station Reporting Phone: (415) 495-1990 • GAVIN FAX: (415) 495-2580

MOST ADDED



AL-TARIQ
Everybody's Talking
(Correct)
RAS KASS
Soul On Ice
(Patchwerk/Priority)

TOP TIP

J-FLEX

Who Been There, Who Done That?
(Death Row)

The talented ghost writer for Dr. Dre tells his side of the story. A must-play!

RECORD TO WATCH



E-40

Things'll Never Change
(Sic Wid It/Jive)

Sensitive and sentimental for the season. Count your blessings...

Gavin Rap

2W	LW	TW	
2	1	1	KRS-ONE - The M.C./Wordperfect/Can't Stop Won't Stop (Jive)
3	2	2	REDMAN - That's How It Is (It's Like That) (Def Jam Recording Group)
1	3	3	MOBB DEEP - Drop A Gem on 'Em/Frontlines/Hell On Earth (Loud)
4	5	4	DR. DRE - Been There, Done That (Aftermath/Interscope)
15	6	5	CAMP LO - Luchini/Swing (Profile)
6	8	6	LOST BOYZ - Get Up (Universal)
14	9	7	FOXY BROWN - Get Me Home/Da Promise (Def Jam Recording Group)
11	7	8	XZIBIT - The Foundation (Loud)
7	4	9	SPACE JAM Soundtrack - HIT 'EM HIGH The Monstars Anthem...(Warner Sunset/Atlantic)
29	17	10	THE ROOTS - What They Do/Iladelph Halilife (DGC)
5	11	11	J LIVE - Can I Get It (Raw Shack)
10	10	12	LARGE PROFESSOR - IJUSWANNACHILL (DGC)
8	13	13	KEITH MURRAY - The Rhyme/Yeah (Jive)
16	14	14	MOTHER SUPERIA - Most Of All (4th & Broadway/Island)
9	12	15	NAS - Street Dreams remix/Affirmative Action (Columbia/CRG)
12	15	16	ORIGINOO GUNN CLAPPAZ - No Fear (Priority)
22	18	17	THE FAN SOUNDTRACK - Mic Geronimo: Unstoppable (TVT)
13	16	18	LIL' KIM - Queen B***h F/Puff Daddy/No Time (Big Beat/Atlantic)
27	24	19	DE LA SOUL - More Supa Sweet Stakes (Tommy Boy)
17	20	20	SET IT OFF SOUNDTRACK - Busta Rhymes: Live To Regret (eastwest/EEG)
19	21	21	M.C. LYTE - Cold Rock A Party (Bad Boy remix) (First Priority/Atlantic)
23	19	22	B-LEGIT - Check It Out f/E-40 and Kuruft (Sic Wid It/Jive)
20	23	23	SHAQUILLE O'NEAL - You Can't Stop...f/Notorious B.I.G. (T.W.I.S.M./Trauma/Interscope)
—	27	24	ROYAL FLUSH - Rottin Apple (Blunt)
18	22	25	JERU THE DAMAJA - Ya Playin' Yaself (Payday/FFRR)
30	25	26	TRIGGER THE GAMBLER - Bust (Def Jam Recording Group)
NEW	27	27	TRACEY LEE - The Theme (ByStorm/Universal)
28	26	28	BLACKJACK - Young G's Perspective (Penalty Recordings)
25	28	29	POOR RIGHTEOUS TEACHERS - Word Iz Life (Profile)
—	36	30	RAS KASS - Soul On Ice (Patchwerk/Priority)
24	31	31	A TRIBE CALLED QUEST - Stressed Out feat. Faith Evans/The Jam/Wordplay (Jive)
36	29	32	MONEY BOS PLAYERS - Walk With The Limp/Playas Pinnacle/Crap Game (Warning)
—	34	33	SOULS OF MISCHIEF - Unseen Hands (Industry)
32	30	34	PMD - Style Cramped (Boondox/Relativity)
21	33	35	GHOSTFACE KILLAH - Daytona 500/Camay (Razor Sharp/Epic Street)
—	38	36	FRANKIE CUTLASS - The Cipher (Violator/Relativity)
NEW	37	37	PUFFY & MASE - Can't Nobody Hold Me Down (Bad Boy/Arista)
37	39	38	NATURAL RESOURCE - Baseball/They Lied/Burn Deal (Makin' Records)
NEW	39	39	AL-TARIQ - Everybody's Talking (Correct/Grindstone Ent.)
33	35	40	REAL LIVE - The Turnaround (Big Beat/Atlantic)

Chartbound

- A+ - A+Z** (Universal)
- M.F. GRIMM** - Get Down (Dolo)
- M.O.P.** - World Famous/Dead & Gone (Relativity)
- BLAK FOREST** - Get The Paper (Makin' Records)
- DELINQUENT HABITS** - Underground Connection (PMP)
- BIG JAZ** - Foundation Featuring Jay-Z (Freeze)

Like That!

BY THEMBISA S. MSHAKA



9-Tre' Double Duce

Welcome to 1997, folks. Change is on the horizon in a major way. Are you ready for the dawn? Are you online? Are you making your money work for you? Are you setting up for the future or will it set you up? My personal theme for this year is **Back to Basics**. Back to artists practicing talent and innovation, labels recognizing talent and innovation, and radio taking chances on talent and innovation. Back to respecting and encouraging colleagues instead of hating on them for less than no reason. Back to efficiency instead of excess, because time is moving on and you can't take whatever's left with you anyway. Back to music that I can love, not just like; enjoy, not just listen to, and feel, not just appreciate. For the most part, '96 was a sparse year for excellent product. 1997 is



ring and featuring a lead single from **Ice Cube** (top), and *Booty Call*, starring **Tommy Davidson** and **Vivica Fox**, boasting a lead single by **D-Shot**. **Loud** is dropping the *Hoodlum* soundtrack on a '30s-meets-'90s speakeasy

tip, but not before they deliver the next chamber from **Wu-Tang Clan** (below) on February 28. While I have yet to get a confirmation on whether **Fat Joe** signed with **Bad Boy** or not, **All City** has struck a new deal with **Geffen** and they're polishing up the album. No, **T-Boz** is not doing a solo album, she's going in with **TLC** for album number three. Speaking of **LaFace** offerings, **Outkast's** new version of "Jazzybelle" features **Babyface**, the man himself, singing the hook! **Noo Trybe** has new albums from **Scarface**, **Big Mike** and the lovable new trio **3xCrazy** due by spring. **Elektra** has two



already looking brighter. Check out what coming down the pipeline in the first quarter alone! Soundtracks are off the hook. **Jive** will release two this year, *Dangerous Ground* star-

smash hits on their hands, "Wild 4 Da Night" from **Rampage**, and "Hollywood" from **Cydal**. **Undeas/Big Beat** are releasing a new version of "Crush On

Continued on page 21

VIDEOS for the Seminar Reel are due by **JAN. 28!**
We need 1/2" and 3/4" tapes sent to:
Rap Department
140 2nd St.
San Francisco 94105
Call JOHN AUSTIN for your slot! (215) 924-7823

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

ICE CUBE

THE WORLD IS MINE



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THE SINGLE FROM THE ORIGINAL MOTION PICTURE SOUNDTRACK

DANGEROUS GROUND

Also featuring new music from

B-LEGIT, CELLY CEL, THE CLICK, KRS-ONE, KEITH MURRAY, MYSTIKAL, SPICE 1,

T'OO \$HORT FEATURING UGK AND MC LYTE-YO YO-NONCHALANT-BAHAMADIA



In-Store Feb. 11 • DANGEROUS GROUND the movie, starring Ice Cube, opens Feb. 14

Executive soundtrack album producer: Ice Cube



Gavin Urban Landzcape

PRIME PROPERTY



MOST ADDED

AZ YET (24)

Hard To Say I'm Sorry
(LaFace/Arista)
KHRN, WNHC, WKGN, KRRQ, WFXE, WESE, WVAZ, WPAL, WMNX, WJZD, KVSP, KJMM, WBLX, KYEA, WTLZ, KSJL, WPLZ, WJUN, WZHT, WKKV, KKDA, WQHH, WJMG, WCKX

FUGEES (23)

Rumble In The Jungle (Mercury)
KHRN, WKGN, KRRQ, WYNN, WHTA, WFXE, WKYS, WESE, WJTT, WPAL, WJZD, KVSP, KJMM, KYEA, KSJL, WPLZ, WJUN, WJMH, WKKV, WJBT, WQHH, WJMG, WCKX

TRE (15)

Take Your Time (Relativity)
KHRN, WKGN, KRRQ, WFXE, WESE, KBCE, WPAL, KVSP, KJMM, WXQL, WPLZ, WJUN, WZHT, WQHH, WCKX

LATONYA (13)

If You Play Your Cards Right
(Bunt)
KHRN, WGCJ, KRRQ, KBCE, WVAZ, WPAL, WJZD, KVSP, KJMM, WTLZ, WPLZ, WJUN, WKKV

RICHIE RICH (4)

Stay With Me (Gridiron)
KRRQ, KXZZ, KYEA, KKDA

BLACK A/C

Most Played Current Hits



"Betcha By Golly Wow" (NPG/EMI)

TONI BRAXTON

"Un-Break My Heart"

(LaFace/Arista)

LUTHER VANDROSS

"I Can Make It Better" (LV/Epic)

R. KELLY

"I Believe I Can Fly"

(Warner/Sunset Atlantic)

EN VOGUE

"Don't Let Go" (Atlantic)

MOST REQUESTED

AALIYAH

"One In A Million"

(Blackground Ent./Atlantic)

R. KELLY

"I Believe I Can Fly"

(Warner/Sunset Atlantic)

TONI BRAXTON

"Un-Break My Heart"

(LaFace/Arista)

TONY TONI TONE

"Let's Get Down" (Mercury)

EN VOGUE

"Don't Let Go" (Atlantic)

Q - FILE

We have one month left until convention time! February 12-15. For registration information call (415) 495-1990. To make hotel reservations call the Hyatt Regency New Orleans at (504) 561-1234. For special airfare rates call (800) 466-9896.

WEST COAST

TINA TURNER & BARRY WHITE +66

"In Your Wildest Dreams" (Virgin)

DRU HILL +26 *"In My Bed"* (Island)

FUGEES +22 *"Rumble In The Jungle"*

(Mercury)

SWEETBACK +15 *"You Will Rise"* (Epic)

WHITNEY HOUSTON +13

"I Believe In You & Me" (Arista)

MIDWEST

TINA TURNER & BARRY WHITE +137

"In Your Wildest Dreams" (Virgin)

ERYKAH BADU +70 *"On & On"* (Kedar)

AALIYAH +54 *"One In A Million"*

(Blackground Ent./Atlantic)

MONTELL JORDAN +37 *"What's On Tonight"*

(Def Jam)

112 +36 *"Come See Me"* (Bad Boy/Arista)

EAST COAST

TINA TURNER & BARRY WHITE +136

"In Your Wildest Dreams" (Virgin)

BLACKSTREET +79 *"Never Gonna..."* (Interscope)

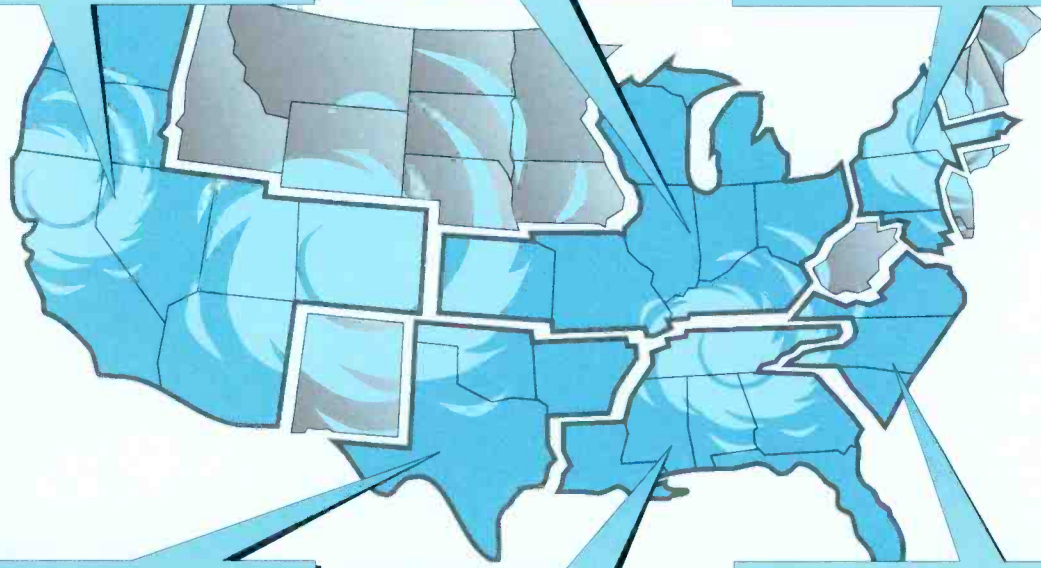
SWV +75 *"It's All About You"* (RCA)

WHITNEY HOUSTON +63

"Somebody Bigger Than You & I" (Arista)

LUTHER VANDROSS +62

"I Can Make It Better" (LV/Epic)



SOUTHWEST

TINA TURNER & BARRY WHITE +94

"In Your Wildest Dreams" (Virgin)

WHITNEY HOUSTON +64

"Somebody Bigger Than You & I" (Arista)

MINT CONDITION +61 *"What Kind Of Man"*

"Would I Be" (A&M/Perspective)

ERYKAH BADU +58 *"On & On"* (Kedar)

NEW EDITION +51 *"You Don't Have To..."* (MCA)

SOUTHEAST

TINA TURNER & BARRY WHITE +252

"In Your Wildest Dreams" (Virgin)

EN VOGUE +229 *"Don't Let Go"* (Atlantic)

BLACKSTREET +120

"Never Gonna Let You Go" (Interscope)

DRU HILL +114 *"In Your Bed"* (Island)

ERYKAH BADU +111 *"On & On"* (Kedar)

CAROLINAS/VIRGINIA

TINA TURNER & BARRY WHITE +280

"In Your Wildest Dreams" (Virgin)

DRU HILL +69 *"In My Bed"* (Island)

SWV +68 *"It's All About You"* (RCA)

MAXWELL +45 *"Sumthin' Sumthin'"*

(Columbia/CRG)

LUTHER VANDROSS +44

"I Can Make It Better" (LV/Epic)

TOP TEN SPINZ

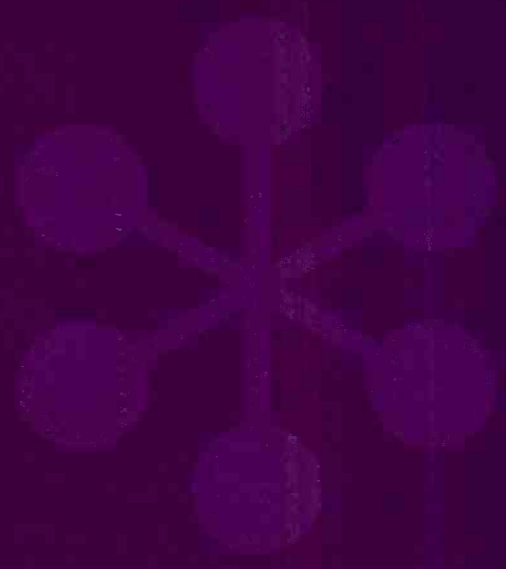
Rank	Artist	Single	Current	Previous
1	TONI BRAXTON	"Un-Break My Heart"	3195	3426
2	EN VOGUE	"Don't Let Go"	2863	3098
3	♀	"Betcha By Golly Wow"	2971	3306
4	AALIYAH	"One In A Million"	2826	2966
5	TONY TONI TONE	"Let's Get Down"	2825	3203
6	R. KELLY	"I Believe I Can Fly"	2809	3423
7	WHITNEY HOUSTON	"I Believe In You And Me"	1943	2243
8	LUTHER VANDROSS	"I Can Make It Better"	1969	2154
9	BLACKSTREET	"Never Gonna Let You Go"	1620	2067
10	FOXY BROWN	"Get Me Home"	1834	1930

SPINZ LAST WEEK

SPINZ THIS WEEK

Editor: QUINCY MCCOY • Assistant: STACY BAINES

Urban reports accepted through Tues. 3 p.m. • Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580



Ray J

the
newest
star
from
the
people
who
brought
you
Brandy

On January 20 it's his turn.



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On-line

BY QUINCY MCCOY

How to Survive and Thrive in 1997

Let's face it: programming has changed drastically over the last few years. Deregulation and station consolidation have forced our business into rigid, bottom-line economic policies and have increased workloads of many programmers who now have to oversee two or three stations. Radio mergers have increased the demand for more syndicated programming, as owners seek to differentiate their formats while cutting programming staffs. It's not only getting tougher to keep your job; it's almost impossible to get a programming position.

The days of the program directors whose only qualifications for the job were "good ears" and "people skills" are vanishing from the landscape like gunslingers in the Old West. Today's ideal PD has great marketing skills, is Arbitron smart, is profit oriented, and is an aggressive coach demanding high performance from his or her team players. The contemporary ideal is a great coach who can combine rapport and the ability to pass along wisdom with a talent for listening, resulting in motivating, empowering, and educating employees.

To better prepare you for programming challenges in 1997, I've put together a list of subjects for anyone who is interested in becoming a successful manager. Beware, the following ideas and suggestions aren't your usual quick fix or simple New Year resolutions. These ideas will take a real commitment on your part to change, to improve your personality, or totally re-invent your attitude and values regarding work.

PERSONAL DEVELOPMENT: Goal-Setting

This year, get yourself in the best physical condition possible and maintain your regime. When you are in shape, your brain works more efficiently and your body can handle more stress. If you're going to compete, create, negotiate, and lead, you have to be in tip-top condition. The only way to stay ahead of the pack is to continue to raise the bar, challenging and surpassing your current skills.

Maintain your hunger for learning. Stay in touch with the latest technical developments and concepts, and read every cutting-edge



BEWARE: THESE IDEAS WILL TAKE A REAL COMMITMENT ON YOUR PART TO CHANGE, TO IMPROVE YOUR PERSONALITY, OR TOTALLY RE-INVENT YOUR ATTITUDE AND VALUES REGARDING WORK.

idea from strategic and motivational thinkers. Go to seminars and book readings to listen to and question visionary speakers. Your constant thirst for knowledge will keep you topical, local, and relevant. This type of passion is contagious and will uplift not only your performance, but that of your entire organization.

Marketing

When students ask me how to prepare to become a program director, I have an easy answer: study marketing. The language of marketing has become the acceptable form of communication at radio stations. With more and more stations run on a corporate level, marketing lingo is the primary language. Do you know what the terms "branding" or "market clustering" mean? If you don't, you're already behind on where the industry is headed.

Understanding marketing is the key to defining and locating listeners for your station. Once you know who your audience is, you'll be able to serve your customers with the best programming and

promotional ideas. This opens the door to healthy Arbitron ratings.

Market Awareness

Remember that your market constantly changes. Nearly one-third of all Americans will relocate this year. Nearly five million will get married. New families and new lifestyles change your marketplace. For free information about potential new listeners, go to your public library. The public library is a great source of information on what has happened in your market culturally in the last few years; use it. The reference librarian will be able to steer you to the books and publications that have market studies, census reports, research reports, and industry studies by companies that paid impressive sums for the data.

Stations that don't weave local humor, events, or language into their sound will never be a true member of the community. It's important to rally around your city. Most PDs come from somewhere else and bring with them things that worked in other markets. For insights, talk to locals

residents, go to local comedy clubs, barber shops, and community-sponsored events. Find out who the real community leaders are. What churches have the largest congregations and what community projects are they involved in? Find out what's hot in local politics, restaurants, and clubs. Spend as much time as necessary figuring out how your station can be the flag carrier for your town. Make it a major part of your on and off-air promotional campaigns.

Conduct informal focus groups once a month. Invite a group of 15-20 people in your target demo to the station. Ask them important questions about you and your competition. Get their opinions on new and old music. Videotape the sessions for later study. You'll be surprised what great information you can gain for laying out a few pizzas and Cokes. (In some markets, you may find that a \$20 bill works better.)

You must develop serious retail connections. Every market has one record store that is the real deal on what's selling in your town. Get to know the key people at that outlet. Let them know how important they are to your station's music decisions. Best of all, if you or one of your staff can work the register on their busiest day, you'll have a great edge and insight to what's *really* selling in your market.

The information you gather from these activities could produce many new creative choices such as specialty music programs, public affairs shows, or promotional giveaways your listeners really want. But more importantly, they keep you challenged, and they keep you and your staff motivated. Make the commitment to build your communicative and coaching skills to reach your full potential. Remember to set aside time for reading. Without a steady diet of newspapers and magazines your chances of catching up or staying afloat with this fast-moving business are slim.

SUGGESTED READING LIST:

The New York Times
The Wall Street Journal
 Anything written by Tom Peters
Shovertime and *The Winner Within*
 by Pat Riley

Continued from page 16

You" with Lil' Kim's voice on it, and Shirlene is excited to bring it to you as the new promotion director on the West Coast. In other new gig news, Ron Williams replaces Safari in college promotion at Penalty and he's working the new Capone-N-Noreaga single "Top of New York (T.O.N.Y.)." Safari is director of Urban promotion at H.O.L.A. Recordings, home of the "Indestructible" Reign. His new digits are (212) 777-5678...keep it worldwide for the 9-seven...like that. —ONE LOVE. ●

Rap Picks

J-FLEX
"Who Been There, Who Done That?"
(Death Row/Interscope)

J-Flex is that ghost writer with more than one story to tell about being in the shadows and going without cash and fame. His first subject is Dr. Dre, for whom he wrote the verses he rapped on "Natural Born Killaz", and "California Love". While the

wholly appropriate rhythm of Patrice Rushen's "Forget Me Not" slides along, J-Flex unleashes the makings of a great answer record to Dre's post-Death Row debut. Contact B-Man at The 'Row for wax at (213) 852-5000.

RAMPAGE THE LAST BOYSCOUT
"Wild 4 Da Night"
Feat. Busta Rhymes
(Flipmode/Elektra)

Flipmode is gettin' live this year! The 'Comin' of Busta was only the beginning; Rampage takes the baton like a hungry emcee determined to be champion. This jam will have you jumping up and down with fervor like you did at Seminar '96 when they hit the stage. Part II will be off the hook next month...contact Eric or Rene at Elektra (212) 275-4058.



KRS-ONE.
Ol' Dirty Bastard.
Outkast.
A Tribe Called Quest.
Method Man.
E-40.
De La Soul.
Busta Rhymes.
J-Live.

They all have 2 things in common.
They're hip-hop heavyweights, and they have all flexed at the **GAVIN SEMINAR.**

Seminar '97 is coming.
Who's gonna take the weight this year?
Come see for yourself.



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Marketing Opportunities: John Austin (215) 924-7823.

GAVIN CLASSIFIEDS

Opportunities of a lifetime! GAVIN provides free (25 words) listings to radio stations and record companies on a "space available" basis in Opportunities. To guarantee that your ad runs promptly, or to place a larger copy size call Parker Gibbs at (415) 495-1990, ext. 531, for a rate card. To appear in the following week's issue, your ad must be received by Friday noon (PDT), seven days

prior to issue date. Free Opportunities listings should be typewritten on company/station letterhead and are accepted only by fax: (415-495-2580).

We offer weekly display advertising at extremely modest prices. Call GAVIN Classifieds today!

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MUSIC NEWS WRITER
Urban, Urban AC, or T40. Join industry leader in morning show information services as we expand our line up. If you have a cutting edge understanding of the music and a real talent in radio writing or music news, we'd like to hear from you. Positions based in NYC or LA. Send resume and sal. history to: RFX @ 212-586 1024.

Sioux City radio group is seeking a creative, up-tempo individual to entertain in the evening hours. Send T&R and salary requirements to Mark Hahn, P.O. Box 3009, Sioux City, Iowa. 51102. Women & Minorities encouraged to apply.

Opportunities

Tim/Kerr Records is looking for interns in all departments—P.O. Box 42423, Portland OR, 97242—Fax: 503-233-1056—E-mail: TKREC@TELEPORT.COM.

KBCQ-ROSWELL, NM—U.F.O.'s landed here in 1947. Will you be next? FT afternoons plus heavy production. No beginners please. Females & minorities encouraged. T&R: Tim Dill, PO Box 670, Roswell, NM 88202
Mornings/News. #1 Facility/Staff. Rare Opening! T&R to Bruce Bumchuckles, Magic 105, 201 Main Suite 400, LaCrosse, WI. 54601.
KSJB seeks an experienced morning air talent for regional AM country station. Send T&R to: Scott Monson, PO Box 1840, Jamestown, ND 58402. E.O.E.

Oldies 630 KJNO, seeks Morning Drive. Production skills a must. Good benefits. T&R: Attn: Justin McDonald, KJNO, 3161 Channel Dr., Suite #2, Juneau, AK 99801.

LOVES RADIO, WANTS TO WORK HARD!
Male, minority, A/T has the talent and wants to show you! Any day part. Bob: (612) 931-7979.

Job Openings at Mix FM-Green Bay. Contin-

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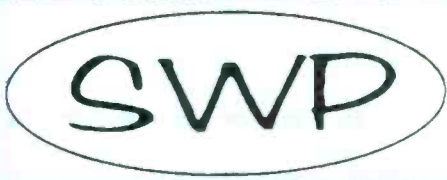
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A LOOK AT UNDERGROUND DANCE MUSIC madcorena! my ass!

Last September, we ran a story on the rise of dance music in Top 40 radio. This feature spotlighted two dance oriented stations, WKTU in New York, currently the number one station in the country, and Groove Radio in L.A., a unique entity that features more experimental, non-commercial dance grooves as well as the slick Top 40 grooves fully embraced by its New York counterpart. While the philosophies of these stations differ greatly, one thing is clearly evident in their success—dance music is making a huge comeback on the airwaves and in the retail realm.

While the term “dance” may be seen as a single style or sound to the casual spectator, the differences in sound within the genre vary greatly.

Our first story focused primarily on dance music with a commercial edge, often backed by the “big money” of dance-friendly majors such as Arista and RCA. The success of acts such as Ace of Base, Lina Santiago, and the Macarena has spurred other majors to enter the arena with hopes of finding the next dance craze.

However, as with any successful commercial genre, there is always a black sheep in the family—a sound or style which rejects all that is mainstream and “accepted” in the lucrative end of the genre. This movement is often labeled “underground.” At first, it is ignored by the mainstream, but eventually becomes co-opted with a mega marketing scheme cooked up by corporations looking to cash in on “the next big thing.”

This process happened in the late '70s when punk was created by those who were fed up with the crass commercialism of popular rock. This no-holds-barred, do-it-yourself style of playing became the savior for a generation which embraced the attitude, style and independent spirit of punk's aggression. Twenty years later, the punk aesthetic became the foundation



for the “grunge” movement.

“Underground dance” is a vague term that describes a handful of dance sounds that, until very recently, has enjoyed success only on a small scale at college radio and in the clubs. Today, underground dance finds itself at the very crossroads where “punk” found itself six years ago - on the threshold of massive commercial acceptance with the omnipresent danger of being used, abused, overplayed, and discarded when Joe and Mary Middle America tire of the style. One only need look at the growing wreckage of alternative and “grunge,” which has created a new crop of cynical music fans fed up with lackluster bands and stale recordings.

Defining “underground dance” is extremely difficult. Because the underground scene has embraced so many divergent sounds, from ambient to techno to jungle and every cross-pollination in between, we have narrowed our focus to the two most innovative, controversial and ground breaking movements currently happening—jungle (a.k.a. drum & bass) and “trip hop.”

At this point, underground dance has become more a function of DJ culture and the underground dance community accepting and embracing sounds which mainstream music culture fails

BY MIKE JOHNS & VINNIE ESPARZA

to recognize. The music makers of these particular styles often have problems with the labeling their music invites. This is especially true with producer/artists like Tricky (who has refused to do interviews with journalists that persist in labeling his music trip hop). Another innovator, DJ Shadow, simply calls his music hip-hop and refuses to be associated with the trendy genre term, battling futilely against the "Godfather" status which has been heaped upon him.

Jungle, a highly volatile form of dance music that has become a staple in the clubs of England, has so far remained underground here in the States. Combining elements of techno, dub, jazz, and various other musical styles, its

trademark sound is ferocious drumming over booming, dub-like bass lines. It has the distinction of being the very first style of dance music created in Britain.

Trip Hop, on the other hand, is seen by some as the stylistic opposite of jungle, since it is often a more down-tempo, and richly layered music that has more in common with hip-hop and dub. Unlike jungle, whose approach to the bass line mimics that of reggae dub, trip hop incorporates dub elements. The vocalist (or in this case, rappers) are removed and the music is processed to give it a more psycho-active feel. The resulting sound is aesthetically dubwise, but hip-hop in terms of the groove. Consequently, the question of whether or not this is actually "dance" music comes into play.

The groundwork for this music was laid as

more like today's house music, with the emphasis on bass grooves rather than flashy orchestrations and catchy themes. This underground disco sound has since become the domain of pricey collector circles and rare snippets resurface, on occasion, as samples.

The majority of the labels putting out jungle and trip hop are based overseas, especially in England, where dance, in all of its forms, is Top 40 music. Of the labels leading the way here in the states, only a few have big money behind them—Quango, mostly a compilation label is backed by Island and Astralwerks, a division of Caroline whose roster is a virtual who's who in cutting edge dance and electronic



music. Of the smaller independents, Asphodel, Mephisto, sm:)e, and compilation/CD-Rom label Om are among the leaders in the realm of underground dance.

Andrew Goldstone handles radio promotion for Caroline's Astralwerks label. In its five-year existence, the label has established itself as one of the leaders in underground dance. With artists such as the Chemical Brothers, Future Sound of London, and Photek the label has enjoyed respectable sales on a number of recent titles, thanks to the rise in popularity of this music.

"I see a lot of things happening to dance that happened to punk rock two years ago," says Goldstone. "Dance was the next big thing in '91 and it never happened. It never happened because it wasn't ready to happen, and now I'm scared of people who don't necessarily know or understand the music trying to capitalize on a [inviting] climate. I'm also scared of people signing shit bands and ruining it all over again."

Following this thought, Goldstone determines,

they aren't going to bring in *two* techno records. Unfortunately, I think the industry only listens to itself and not to the public. They accept what the industry thinks as what the public thinks, and those two are simply not connected.

"I see it in radio as well. Programmers are traditionally slow in coming to the party. I think programmers simply don't give their listeners enough credit."

Goldstone concludes, "There is no music being made right now that is more progressive than electronic music, because it spans such an enormously broad spectrum of styles and sounds. There is something every music fan can appreciate."

In relative terms, '96 was a good year for the experimentally minded Asphodel label. Releasing DJ Spooky's well-received album *Songs of a Dead Dreamer* and sponsoring the Recombinant Tour, the New York based label has quickly become a fixture in the burgeoning electronic dance music scene.

Label Manager Eric Gilbert has his own theory about dance's recent rise. "I think what's really going on is that people have become inevitably bored with the old rock format," he says. "And it's all very much tied into cultural changes that are going on, with the technology especially. It's almost an inevitable evolution."

Gilbert also recognizes the ties the music has with punk of the '70s. "There are a lot of similarities between the electronic music scene now and what went on in the punk scene," he explains. "Because it's about music and attitude and ideas. It's always suggesting the future, but it's always looking for elements of the past to bring into the future."

Gilbert also disagrees with the common assumption that the European market is most conducive to cutting-edge dance music. "In England, the creative pressure is to have a big hit. Here, people tend to just do what they want rather than trying to fit into the trend or the next big thing. Consequently, artistic values here are a lot healthier."

Gilbert also stresses the importance of non-commercial radio in exposing underground dance artists. "College radio is our most important outlet. It allows us to really build awareness on a level that we couldn't in any other

In the course of completing this story we tried to focus on the labels that are truly pushing the movement forward by producing high quality and innovative music. There were many opinions about what labels were really moving the scene in a positive direction. Among those mentioned were Astralwerks, Filter, Good Looking, Jungle Sky, London/ffrr, Mephisto, Mo' Wax, Ninja Tune, Quango, React, Shadow, sm:)e, Soulsides, Suburban Bass, Twisted, Universal Language, and Warp. Keep an eye on these labels as dance music gains more mainstream credibility.



sm:)e

early as the late '60s, when progressive musicians such as Jean Jaques Perrey began tinkering with the moog organ, creating the "out there" sounds that influenced '70s electronic musicians such as Brian Eno, and Kraftwerk, who, back in the early '80s, laid the stylistic foundation for techno. The importance of reggae dub innovators such as Lee "Scratch" Perry and King Tubby should also be addressed, for without the magic they created on their simple four track recordings back in the mid-'70s, jungle, hip-hop, and trip hop would probably not exist today.

It's also worth noting is that while the disco revolution was in full swing, there was an "underground" version of disco that sounded

"It's an inevitable conclusion that the underground eventually becomes part of the mainstream. But even if this genre becomes extremely successful, there will always be an underground and artists who want to be underground can be underground."

"I think that as far as we've come and as much as the industry sees electronic music as being an important, developing genre, there is still a vast public that has no clue, and thinks of techno as basically something much closer to industrial—something that is really noisy, abrasive, hard and inaccessible.

"Part of it is that there is still quite a stigma attached to the music," explains Goldstone. "Retailers will bring in one techno record, but

way. It is one of the last real free-form outlets for underground dance music."

"What's most important about this emerging club music movement is that it needs to be defined by artist, not flavor-of-the-month genres," Quango label co-owner Jason Bentley says. "The people who come up with these genre terms are usually the press. But the artists don't necessarily want to be put in a box creatively.

"As a label, we are trying to create a home for underground dance music here in the States."

Chris Kelley does radio and press promotions for OM Records, which has been around for about two years, documenting underground dance music with the CD-ROMs.

"OM Records does two simple things," says Kelley. "We put out underground dance music and we put out visual art. We focus on interactive music, which could be anything from artist interviews to club scenes. It's limitless. Primarily, we want to show people an artist at the heart of what they are, not just focus on their music."

"Underground," says Kelley, "will mutate more and more in the next few years, making room for the independent voice. You see it happening already with KROQ in L.A. giving Jason Bentley a show so that he can play jungle and trip hop. You're starting to see write-ups in

Rolling Stone and *Spin*—magazines that have largely ignored us for the last few years—embracing the music and saying this is a viable format."

On the retail side, underground is championed by "mom & pop" DJ shops, where vinyl is still king. The vinyl selection is comprised mainly of 12" singles on independent labels and majors that are dance and vinyl friendly.

Soundworks, in San Francisco, is one of a handful of stores that cater to the DJ in a city where there are more DJs per capita than anywhere else in the U.S. Co-founder Sam Labelle has been a DJ himself for 17 years and has seen many dance styles come and go.

"I don't really see a commercial future for jungle, at least here in the states," he says. "We see one side of the music becoming very facile and acceptable. Its future is that it will be listening music in an ambient sense, meaning background music. It's not something that people are going to dance or sing along to."

"[Major labels] have put testers into the

waters, but are not seeing any success. If an established artist like Everything but the Girl, [whose last album heavily incorporated jungle] can't break it, it's probably not going to happen. When most majors get involved with these genres and they become commercial or even worse, it doesn't become commercial—they give up on it and this has a negative effect on the genre."

"Dance music goes in waves. We saw a slump in the early '90s due to "grunge", now all of that is totally commercial. We are now seeing a true resurgence of dance music."

Labelle stresses the importance of club goers in maintaining the music's non-commercial

edge. "The people that are in the clubs, and that are dedicated to that culture are the ones that are the testers," he says, "and a good DJ that wants to progress the sound will spin to these people. When it becomes popular with the taste makers, then radio will take a chance. There are cases in which it will go the other way, but in our realm, the club DJs break the music first."

After two decades, New York City's Vinyl Mania has become a fixture in the Big Apple's dance community. They carry a variety of dance music including, but not limited to, garage, house, hip-hop, and acid jazz. Interestingly



enough, the store does not stock jungle at this time. When asked why, Founder Charlie Grappone replies, "I carried jungle when it first came out a few years ago and it didn't really work. Since it didn't work at the beginning, I never took it beyond there." Vinyl Mania's biggest seller at the moment is house.

On the other side of town, however, a small store specifically for jungle music was opened by two young DJs and an investor. Ninety percent of what is sold at Break Beat Science, founded three months ago by DJ Dara, DJ D.B., and DJ booker Paul Morris, is Drum and Bass.

"We are confident that jungle has staying power for us," says Dara. "This was proven to me when people said it was gone three years ago and now it's as big as it ever was. In every top country in the world, top producers are getting into the drum and bass thing."

As Dara points out, there is a jungle sound to suit everyone taste. "[It] has diversified so much and there are so many different styles even within the genre. For example, we have older

people buying the jazzier jungle and more pop-oriented sounds like the latest Everything but the Girl. The great thing about this music is that it appeals to someone who has never been into any type of dance music before."

When asked whether or not jungle is still considered underground, Dara offers a rather fresh perspective, "Something will remain underground no matter how popular it gets," he advises. "It's very hard to gain mainstream acceptance without compromising, therefore it's a self-fulfilling prophesy. [The spirit of this music] will always stay underground because people who are doing it are not willing to compromise."

"I think that radio is one of the major things holding back this music. There are a lot of people out there that would genuinely like this music if given the opportunity to hear it."

While the younger generation of DJs and merchants, like Break Beat Science, are relying heavily on jungle's staying power as a viable and lucrative music, vets seem to view this genre as another fad. Either way, both jungle and "trip hop" are having a substantial impact in the retail realm.

Commercial radio has been slow to start with this music, which should come as no surprise to anyone familiar with how radio works. The flavor in the underground *now*, will take about four years to get on the commercial airwaves. But we are already seeing this change reflected on tastemaker MTV, which has debuted a new electronic music-oriented video program called "Amp," and at commercial alternative radio with the recent success of Orbital and the Chemical Brothers. And web sites are springing up everyday for this music and artists. With the technology to create these sites and the music made readily available to anyone with the right equipment, electronic music will surely seep into every cultural nook.

As we near the 21st century, the music industry needs an injection of creative juice. Whether or not mainstream music culture will tap the "underground" to fill this need remains to be seen. But in the prophetic words of Chris Kelley, "This is a phenomenon that will get a lot bigger than what we've seen so far." ●

As mentioned, a major component of the dance revolution is the nascent technological revolution. If you're curious to find out more about ambient, trip hop and especially jungle, we suggest the First Byte web page at: www.1stbyte.com

Chris Courtney, the creator of this page, explains, "First Byte is using the Web as a music resource. This means the listener can get the kind of information they want quickly and easily. There are no reviews on this site; you don't need them, because you make your own decisions based on what you hear."

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MOST ADDED

- WIDESPREAD PANIC**
(36/177 spins)
- BIG HEAD TODD & THE MONSTERS**
(20/97 spins)
- SHERYL CROW**
(7/1034 spins)
- REGGAE COWBOYS**
(7/42 spins)

TOP TIP
ERIC JOHNSON

Venus Isle
(Capitol)
Texas guitarist Eric Johnson percolates over the holiday, jumping 32-27 with a total of 285 spins during a soft holiday week.

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GAVIN A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:
KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	COUNTING CROWS (DGC)
2	2	SHERYL CROW (A&M)
3	3	JOHN MELLENCAMP (Mercury)
4	4	THE WALLFLOWERS (Interscope)
8	5	BoDEANS (Slash/Reprise)
5	6	R.E.M. (Warner Bros.)
6	7	SHAWN COLVIN (Columbia/CRG)
7	8	PAULA COLE (Warner Bros.)
9	9	DAVE MATTHEWS BAND (RCA)
10	10	CHRIS ISAAK (Reprise)
12	11	WILCO (Reprise)
11	12	PHISH (Elektra/EEG)
14	13	MICHAEL SOUNDTRACK (Revolution)
15	14	BRUCE SPRINGSTEEN (Columbia/CRG)
19	15	JOHNNY CASH (American)
20	16	ASHLEY MacISAAC (A&M)
22	17	FIONA APPLE (Clean Slate/WORK)
16	18	THE BORROWERS (Guardian)
13	19	MICHELLE SHOCKED (Private Music)
21	20	RUSTED ROOT (Mercury)
17	21	DUNCAN SHEIK (Atlantic)
27	22	MIKE HENDERSON (Dead Reckoning)
30	23	KULA SHAKER (Columbia/CRG)
18	24	SUZANNE VEGA (A&M)
28	25	DARDEN SMITH (Plump)
24	26	STEVE FORBERT (Revolution)
32	27	ERIC JOHNSON (Capitol)
23	28	TOM PETTY & THE HEARTBREAKERS (Warner Bros.)
29	29	CARL PERKINS (Dinosaur)
31	30	LYLE LOVETT (Curb/MCA)
47	31	JEWEL (Atlantic)
25	32	WHY STORE (Way Cool/MCA)
41	33	NO DOUBT (Trauma/Interscope)
35	34	BOXING GANDHIS (Mesa/Atlantic)
39	35	JOE COCKER (550 Music)
38	36	NIL LARA (Metro Blue/Capitol)
42	37	FIVESTONES (Midnight Fantasy)
26	38	CHALK FARM (Columbia/CRG)
34	39	ROBERT BRADLEY'S BLACKWATER SURPRISE (RCA)
37	40	dc TALK (Virgin)
33	41	CRASH TEST DUMMIES (Arista)
NEW	42	SMASHING PUMPKINS (Virgin)
44	43	MAZZY STAR (Capitol)
40	44	UGLY AMERICANS (Capricorn)
45	45	FINE YOUNG CANNIBALS (London/MCA)
48	46	JOAN OSBORNE (Blue Gorilla/Mercury)
49	47	LEMONHEADS (TAG/Atlantic)
50	48	SEPTEMBER 67 (Enclave)
36	49	SEAL (Warner Sunset/Atlantic)
43	50	MIDNIGHT OIL (WORK)

LW	TW	COMMERCIAL
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46	35	SMASHING PUMPKINS (Virgin)
35	36	LYLE LOVETT (Curb/MCA)
40	37	MIKE HENDERSON (Dead Reckoning)
36	38	UGLY AMERICANS (Capricorn)
NEW	39	WIDESPREAD PANIC (Capricorn)
41	40	JOHNNY CASH (American)
45	41	FINE YOUNG CANNIBALS (London/MCA)
39	42	TRACY CHAPMAN (Elektra/EEG)
38	43	MIDNIGHT OIL (WORK)
44	44	CRASH TEST DUMMIES (Arista)
50	45	JOE COCKER (550 Music)
49	46	CAKE (Capricorn)
43	47	CARL PERKINS (Dinosaur)
30	48	SEAL (Warner Sunset/Atlantic)
NEW	49	ERIC HAMILTON BAND (Curb)
NEW	50	KEB' MO' (OKeh/Epic)

LW	TW	NON-COMMERCIAL
1	1	JOHNNY CASH (American)
5	2	COUNTING CROWS (DGC)
7	3	CHRIS ISAAK (Reprise)
2	4	PAULA COLE (Warner Bros.)
8	5	SHERYL CROW (A&M)
4	6	SHAWN COLVIN (Columbia/CRG)
3	7	WILCO (Reprise)
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18	14	R.E.M. (Warner Bros.)
13	15	JOHN MELLENCAMP (Mercury)
17	16	THORNETTA DAVIS (Sub Pop)
14	17	SUZANNE VEGA (A&M)
21	18	FIVESTONES (Midnight Fantasy)
15	19	RED HOT + RIO (Verve)
23	20	PHISH (Elektra/EEG)
19	21	LUCY KAPLANSKY (Red House)
26	22	MORCHEEBA (Discovery)
24	23	PIERCE PETTIS (Compass)
25	24	IRIS DeMENT (Warner Bros.)
31	25	MAZZY STAR (Capitol)
27	26	MARY BLACK (Curb)
29	27	JOE COCKER (550 Music)
20	28	SEPTEMBER 67 (Enclave)
22	29	VAN MORRISON & FRIENDS (Verve)
28	30	CARRIE NEWCOMER (Philo)
42	31	ENIGMA (Virgin)
34	32	ROGER McGUINN (Hollywood)
38	33	JERRY GARCIA & DAVID GRISMAN (Acoustic Disc)
45	34	JOAN OSBORNE (Blue Gorilla/Mercury)
37	35	DONOVAN (American Recordings)
32	36	STEVE FORBERT (Revolution)
41	37	KULA SHAKER (Columbia/CRG)
30	38	MADELEINE PEYROUX (Atlantic)
48	39	DAVE MATTHEWS BAND (RCA)
39	40	DARDEN SMITH (Plump)
33	41	ASHLEY MacISAAC (A&M)
--	42	FIONA APPLE (Clean Slate/WORK)
36	43	GREG BROWN (Red House)
35	44	THE BORROWERS (Guardian)
NEW	45	THE HEADS (Radioactive/MCA)
40	46	LYLE LOVETT (Curb/MCA)
--	47	SEBAOOH (Sub Pop)
43	48	CRASH TEST DUMMIES (Arista)
49	49	DAVID GROW (Back Nine Records)
47	50	THE V-ROYS (E-Squared)



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—LOS ANGELES TIMES

"A revelation."

—BILLBOARD

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January 28th

Management: Dick Hodgins
for M-80 Management Company
Produced, Engineered, and Mixed by Don Smith
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Extension 606 BY KENT ZIMMERMAN



Come To New Orleans If Only for the Sheer Chaos

This job is a piece of cake. Except for the GAVIN Seminar in February. Except for the Summit in August. Except for all of the calls I can't return. Except for all of the music we can't get to. Except for the chaos we all feel at our jobs, this gig is a piece of cake.

Case in point is the GAVIN Seminar, February 12-15.

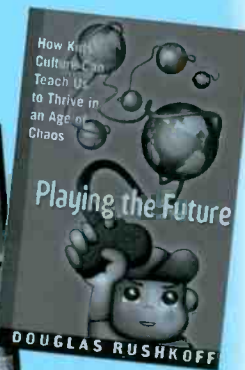
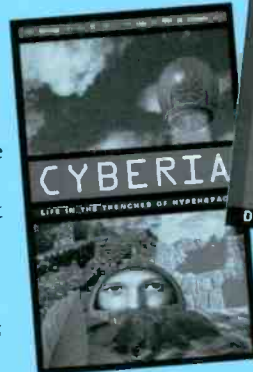
True, our course is firmly set. Meeting times are chiseled in stone and will be announced *en masse* next week. You'll agree that it will be our best gathering ever, especially after we're allowed to release all of the names we're anxiously sitting on.

But that doesn't diminish the chaos factor of putting on the event. Of the traveling. Of budgeting the necessary funds toward booking speakers and arranging panels. Of anticipating production snarls and keeping things on time. Of drawing the right calibre of people. We understand that a convention is as much about networking as it is about attending sessions. So what we've done is incorporate the chaos of producing the event into the actual event.

Come again?

Here's the scoop. Writer Douglas Rushkoff, author of *Playing the Future: How Kids' Culture Can Teach Us to Thrive in an Age of Chaos* (as well as the hot-selling *Cyberia*) delves deeply into the concept of surviving chaos by adopting a child-like absorption of popular culture. Multitasking is one of the virtues of today's youth. Adapting quickly and maintaining a broad (albeit a short) attention span is what "screenagers" do best. Sounds like your personal *modus operandi*? Well, we've asked Rushkoff to address all of us in a general, all-formats-ages-colors-demos-are-welcome environment.

Believe us, this is information we all need, whether you're in need of a youthful presentation for your station or plan on trying to understand why our industry, par-



Author Douglas Rushkoff will appear in New Orleans, February 13, 1:45pm.

ticularly the younger CD-buying demographic, is mired in chaotic change. Say you were able to capitalize on that chaos, would that ring your bell? Douglas Rushkoff is slated to address the GAVIN Seminar on Thursday, February 13, 1:45pm. Be there or be squared or cubed.

* * *

We were as shocked as everyone else on hearing of J.B. Brenner's departure from A&M Records. Obviously, A&M's loss will be someone else's swift gain. Still, it's hard to imagine dealing with that label's fine roster and not doing a bit of horsetrading with the J.B.-meister. Every call from J.B. is a little like haggling at a busy market square. The man knows how to make a presentation for what he wants, but isn't afraid to give so that everybody's happy in the end. I hope he doesn't kill me for printing his phone number—but what the hay—call J. B. at (818) 501-6579 and tell him you miss him, because we already do.

* * *

Congratulations of Amy Doyle, the new Program Director of the Zone, KKZN in the lovely Dallas/Fort Worth metroplex. Doyle joins the station from WPBZ "The Buzz" in West Palm Beach where she worked hard signing on that station. Before that, she spun out of New England as Music Director of WBMX in Boston. Meanwhile, Susquehanna continues to tap Paul Marszalek's talents as station consultant. The Zone signed on last October 25. We look forward to their taking up space on the GAVIN A3 GRID. ●

MOST ADDED

- DON BRADEN (5)**
- JESSE JONES, JR. (5)**
- PHIL WOODS (4)**
- CLIFTON ANDERSON (4)**

TOP TIP

GINGER BAKER
Falling Off the Roof
(Atlantic)

Ginger Baker's second Atlantic jazz release, with slamming bass accompaniment from Charlie Haden, squeaks in a top debut with 40 stations.

RECORD TO WATCH

CLIFTON ANDERSON
Landmarks
(Milestone)

Trombonist Clifton Anderson is a protege of Sonny Rollins, and his band features Kenny Garrett, Wallace Roney, and longtime Rollins bassist Bob Cranshaw.

Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
1	1	DIANNE REEVES (Blue Note)	82	0	77	5	0
2	2	OSCAR PETERSON (Telarc Jazz)	81	0	74	5	2
3	3	JOE HENDERSON (Verve)	80	0	71	9	0
4	4	CONRAD HERWIG (Astor Place Recordings)	75	0	66	7	2
5	5	BETTY CARTER (Verve)	80	0	51	22	7
6	6	ANDY BEY (Evidence)	74	0	58	12	4
7	7	THE DUKE ELLINGTON ALBUM (Philips)	73	0	57	12	4
8	8	JIMMY SMITH (Verve)	73	0	48	22	3
9	9	DAVID SANCHEZ (Columbia/CRG)	69	0	50	16	3
10	10	LEON PARKER (Columbia/CRG)	67	0	49	14	4
12	11	KEVIN EUBANKS (Blue Note)	71	0	40	23	8
14	12	CHET BAKER (Evidence)	65	0	51	10	4
11	13	ERIC REED (Impulse!)	68	0	42	21	5
13	14	JOSHUA REDMAN (Warner Bros.)	65	0	44	15	6
15	15	HANK CRAWFORD (Milestone)	66	0	39	17	10
16	16	CARL SAUNDERS (SNL)	67	0	30	28	9
18	17	CHARLES BROWN (Verve)	74	0	19	36	19
17	18	JEFF HAMILTON TRIO (Mons)	66	0	27	31	8
22	19	KENNY BURRELL (Concord Jazz)	69	2	22	27	19
20	20	PAT METHENY GROUP (Geffen)	67	0	19	32	16
23	21	VINCENT HERRING (Music Masters)	71	0	19	26	26
25	22	DAVE ELLIS (Monarch)	64	0	18	36	10
19	23	JOHNNY ADAMS (Rouner)	57	0	28	24	5
24	24	BRANFORD MARSALIS TRIO (Columbia/CRG)	60	0	22	29	9
21	25	PAQUITO D'RIVERA (Tropijazz)	64	1	18	32	13
26	26	EDDIE PALMIERI (Tropijazz)	59	0	18	30	11
29	27	BILL EVANS TRIO (Warner Bros.)	64	1	15	29	19
30	28	BERNARD PURDIE (Blue Jacket)	55	0	14	33	8
27	29	LYNNE ARRIALE TRIO (DMP)	53	0	18	28	7
31	30	TONY WILLIAMS (ARK 21)	55	0	15	27	13
28	31	CECILIA SMITH (Brownstone)	50	0	22	19	9
33	32	DON BRADEN (Double Time)	55	0	10	32	13
32	33	ERNIE WATTS (JVC)	46	0	26	11	9
34	34	VAN MORRISON & FRIENDS (Verve)	52	0	12	27	13
35	35	PACO DeLUCIA/AL DI MEOLA/JOHN McLAUGHLIN (Verve)	51	0	12	26	13
39	36	CYRUS CHESTNUT (Atlantic)	57	1	7	24	25
38	37	TITO PUENTE (Concord Jazz/Picante)	51	0	9	25	17
40	38	MADELEINE PEYROUX (Atlantic)	48	0	14	19	15
36	39	PAUL BROADNAX (Brownstone)	55	0	4	27	24
43	40	NORMAN HEDMAN & TROPIQUE (Monad)	59	0	1	24	34
37	41	MICHELE ROSEWOMAN (Blue Note)	44	0	13	23	8
47	42	GEORGE MRAZ (Milestone)	55	1	3	18	33
41	43	JOHN SCOFIELD (Verve)	40	0	13	15	12
42	44	JESSE DAVIS (Concord Jazz)	38	0	14	16	8
48	45	MICHEL PETRUCCIANI/STEPHANE GRAPPELLI (Dreyfus Jazz)	46	0	4	19	23
45	46	HERB ELLIS (Justice)	39	0	9	15	15
46	47	BILLY ROSS (Contemporary)	38	0	7	20	11
—	48	GINGER BAKER (Atlantic)	40	0	4	19	17
—	49	PHIL WOODS (Concord Jazz)	43	4	6	13	22
50	50	NATALIE COLE (Elektra/EEG)	34	0	13	10	11

On Z Corner

BY KEITH ZIMMERMAN



Star Seminar Events for Jazz and Smooth Jazz

Next week's GAVIN will carry a full Seminar agenda featuring keynotes, general sessions, and format-specific meetings. Meanwhile, here is an essential breakdown of the meetings, showcase events, and even a couple evening events happening in the French Quarter. Before we get down to details, though, here are some special announcements:

Reserve Your Hotel Room Now! The Hyatt is already 90 percent booked up. We've never been so close to full so soon. Get into that last 10 percentile by phoning (504) 561-1234. We have plenty of comparably priced hotel rooms at the nearby Fairmont Hotel, plus the Fairmont will provide free shuttle to the Hyatt if you don't want to stay at the host hotel. Phone the Fairmont at (504) 529-7111 for reservations and mention the GAVIN Seminar!

SEND PRODUCT FOR JUKEBOX JURY 2000 CONSIDERATION!

This year, we're using United Artists Theatres' Proteus Network technology to computer-graphically assess this year's Jukebox Jury song selections for both Jazz and Smooth Jazz. **KOAI PD Michael Fischer** will host the Smooth Jazz Jukebox Jury 2000. Overnight those musical selections to Michael at KOAI, 7901 Carpenter Freeway, Dallas, TX, 75247. **KPLU's Joe Cohn** will be assembling the jazz entries. Send music to Joe at KPLU, South 121st Street & Park, Tacoma, WA, 98447.

Here's a wrap-up of the format-specific events for Jazz and Smooth Jazz in order of appearance, Thursday through Saturday, February 13-15 at the Hyatt Regency in New Orleans:

THURSDAY 11:30 A.M. JAZZ JUKEBOX JURY 2000/BRAD MEHLDAU PEFORMANCE SHOWCASE

Joe Cohn of KPLU is busy compiling music for the return of our Jazz Jukebox Jury. Send him your considerations. Co-hosted by John Rogers of Fantasy Records. The United

Artists Theaters Proteus technology will enable us to include dozens of audience members' votes alongside an esteemed panel of Jazz programmers and music industry opinion-leaders. In addition, we will be conducting an instant-response survey of key hot-button questions involving jazz on the radio, so it will be a combination music evaluation and programming think tank session. Warner Bros. recording artist Brad Mehldau is already touted as the next jazz sensation, and when his trio plays selections from his upcoming CD, *The Art of the Trio*, you will surely agree.



THURSDAY 3:45 P.M. SMOOTH JAZZ AS A PROGRESSIVE FORCE ON THE DIAL

Smooth Jazz has proven itself as a lucrative form of major-market radio. It's also a progressive musical radio format. Bob O'Connor, Rich McMillan, and Courtney Thompson of OptiMum Broadcast Consulting will co-host a session delving into musical philosophy, servicing your core, bolstering cume, and using direct mail as a weapon in your programming arsenal.



THURSDAY 5:30 P.M. ZEBRA ALL-STARS SHOWCASE

It's a combination cocktail and musical celebration inaugurating the roster of Zebra Records live on stage! A full band will feature Zebra artists Zachary Breaux, Mark Portmann, Brian Bromberg, Robb Mullins, plus a special guest who has just signed with Zebra. Hint: He's co-fronted a band who has sold millions of records. Celebrate host Ricky Schultz's return to the biz.

THURSDAY 8:00 P.M. STRUTTIN' WITH SOME BARBECUE WITH LEROY JONES

It's your first night in the French Quarter, so why not stuff yourself with New Orleans-style barbecue and dig the jazzy Crescent City sounds of Columbia recording artist and trumpet whiz Leroy Jones, as he blazes his way through selections from his upcoming CD, *Props for Pops*. The gig takes place at Donna's in the French Quarter.

FRIDAY, FEBRUARY 14 THE SMOOTH JAZZ REVOLUTION CONTINUES/TELARC RECORDS CONTINENTAL BREAKFAST

Another fact-filled meeting co-hosted by Allen Kepler, the man who put "texture" in Broadcast Architecture, and WJCD PD Maxine Todd. Do all Smooth Jazz stations sound the same? Hell, no! Allen has, arguably, the best ears in the format and



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

MOST ADDED



WHITNEY HOUSTON

(2/90 spins)

NORMAN BROWN

(2/280 spins)

TOP TIP

NORMAN BROWN

Better Days Ahead
(MoJAZZ/Motown)

After a super-productive 1996, Norman Brown enters '97 alive and pickin' as this week's Number One Spin Trend, +78. Track is "Third World."

RECORD TO WATCH



PHIL COLLINS

Dance Into the Light
(Atlantic)

Poised to debut next week with 21 reports and 129 total spins. Action track is "The Same Moon."

Gavin Smooth Jazz Vocals

LW	TW		Reports	Adds	Spins	Differences
1	1	KENNY G - The Moment (Arista)	63	0	1025	-8
3	2	ART PORTER - Lake Shore Drive (Verve Forecast)	60	0	929	+23
2	3	JEFF LORBER - State of Grace (Verve Forecast)	58	0	916	+9
4	4	CHUCK LOEB - The Music Inside (Shanachie)	59	0	865	-4
5	5	DENNY JIOSA - Inner Voices (Blue Orchid)	59	1	862	+10
6	6	KEIKO MATSUI - Dream Walk (Countdown/Unity)	62	0	853	+50
7	7	GROVER WASHINGTON, JR. - Soulful Strut (Columbia/CRG)	61	0	800	0
8	8	SOUNDSCAPE - Life Force (Instinct)	51	0	761	-17
10	9	DAVID SANBORN - Songs From the Night Before (Elektra/EEG)	62	0	720	+12
12	10	DAVE KOZ - Off the Beaten Path (Capitol)	58	1	717	+30
11	11	GEORGE BENSON - That's Right (GRP)	55	0	711	+18
9	12	PETER WHITE - Caravan of Dreams (Columbia/CRG)	53	0	683	-49
13	13	PAUL HARDCASTLE - Hardcastle 2 (JVC)	60	1	669	+40
14	14	WAYMAN TISDALE - In The Zone (MoJAZZ/Motown)	55	0	587	+24
17	15	ZACHARY BREAUX - Uptown Groove (Zebra)	60	0	572	+47
15	16	MARK PORTMANN - No Truer Words (Zebra)	59	0	559	-3
16	17	ANDY SNITZER - In the Eye of the Storm (Warner Bros.)	50	0	529	-11
18	18	DOTSERO - Essensual (Ichiban)	48	0	506	-8
19	19	BRIAN HUGHES - Straight to You (Higher Octave)	54	0	499	-1
20	20	MICHAEL PAULO - My Heart and Soul (Noteworthy)	55	0	497	+2
21	21	LARRY CARLTON - The Gift (GRP)	50	0	478	+11
25	22	SLASH/CURDLED SOUNDTRACK - Obsession Confession (Geffer)	45	0	471	+38
22	23	LARRY CORYELL - Sketches of Coryell (Shanachie)	49	1	454	-1
23	24	RONNY JORDAN - Light to Dark (4th & Broadway/Island)	48	0	447	+1
26	25	NATALIE COLE - Stardust (Elektra/EEG)	48	0	439	+18
24	26	VANESSA DAOU - Slow to Burn (MCA)	48	0	435	+2
29	27	KENNY BLAKE - An Intimate Affair (Heads Up)	50	0	398	+29
30	28	DOC POWELL - Laid Back (Discovery)	41	0	397	+33
32	29	SOUL BALLET - Soul Ballet (Countdown/Unity)	51	0	394	+32
27	30	LUTHER VANDROSS - Your Secret Love (Epic)	40	0	388	+7
28	31	FATBURGER - 100% Natural Ingredients (Shanachie)	47	0	382	+2
34	32	THE BRAXTON BROTHERS - Steppin' Out (Kokopelli)	46	1	372	+46
31	33	TONY GUERRERO - Mysterie (Nu Groove)	47	0	359	-4
33	34	EXODUS QUARTET - Way Out There (Instinct)	39	0	347	+13
35	35	TONI BRAXTON - How Could An Angel Break My Heart (LaFace/Arista)	34	0	324	+12
37	36	BABYFACE - The Day (Epic)	38	0	310	+34
45	37	NORMAN BROWN - Better Days Ahead (MoJAZZ/Motown)	39	2	280	+78
36	38	JOE McBRIDE - Keys To Your Heart (Heads Up)	32	0	275	-22
40	39	CHIELI MINUCCI - Renaissance (JVC)	37	0	271	+34
38	40	DANIEL HO and KILAUEA - Full Circle (BrainChild)	30	0	256	+5
39	41	TINA TURNER - Wildest Dreams (Virgin)	29	0	254	+8
41	42	PAMELA WILLIAMS - Saxtress (Heads Up)	27	0	217	-8
44	43	ALFONZO BLACKWELL - Alfonzo Blackwell (Street Life)	30	0	214	+8
43	44	BOB JAMES & KIRK WHALUM - Joined at the Hip (Warner Bros.)	26	0	207	-6
42	45	VANESSA WILLIAMS - Star Bright (Mercury)	28	0	206	-18
46	46	LOUIE SHELTON - Guitar (Lightyear)	26	0	189	+13
47	47	GLORIA ESTEFAN - Destiny (Epic)	21	0	166	+4
48	48	WILL LEE - Oh! (Bean Bag)	23	1	162	+12
—	49	TIM CUNNINGHAM - Right Turn Only (Atlantic)	18	1	156	+27
49	50	MARILYN SCOTT - Take Me With You (Warner Bros.)	17	0	147	0

Continued from page 31

Maxine is a sharp programmer out of Norfolk, Va. Topics discussed will include the best way to recruit mass-appeal listeners, the role of research and promotion, and how to boost those morning drive numbers. Plus, Allen will bounce a few airchecks around the room and, with the help of a panel of top PDs, evaluate them. Plus, meet Telarc Jazz Zone guitarist Ed Hamilton as we celebrate the follow-up release to his Smooth Jazz smash, *Planet Jazz*.

FRIDAY, 1:30 P.M.

ORQUESTRA WAS FEATURING SUPER PRODUCER DON WAS
Here's ours and Verve Records' mass-appeal follow-up to last year's sensational Herbie Hancock showcase. Don Was is the hottest pop producer around, having worked with the likes of Bonnie Raitt, Bob Dylan, and the Rolling Stones. Now he's signed with Verve and has expanded his wacky, eclectic Was (Not Was) to a behemoth 12-piece orchestra called Orquesta Was. We'll have a very brief chat with Mr. Was, then welcome some fantastic guest players onstage for his incredible "Orquesta" performance. Get there early to get a seat!

FRIDAY 8:30 P.M.

BLUE NOTE SHOWCASE WITH DIANNE REEVES, CHARLIE HUNTER QUARTET, AND SHERMAN IRBY
Join Blue Note and WWOZ listeners for a fantastic evening of jazz in the French Quarter at The Legend Room on the third floor of the Musee Conti. **GAVIN** attendees will be treated to a reception from 8:30 to 9:30 before the public arrives. New alto saxophone signing Sherman Irby will open, followed by the Charlie Hunter Quartet, performing selections from their Bob Marley tribute release, *Natty Dread*. Dianne Reeves will be backed by a sizzling New Orleans ensemble, performing songs from her Number One release, *The Grand Encounter*. Get there early, directly after the acclaimed **GAVIN** cocktail party. Transportation will be provided and the show will be broadcast on the Internet.

SATURDAY 10 A.M.

SMOOTH JAZZ JUKEBOX JULY 2000/INSTINCT RECORDS CONTINENTAL BREAKFAST

He did such a great job last year that KOAI's Michael Fischer is back—by popular demand—to host this year's jet-set, space-age Smooth Jazz Jukebox July 2000. Our esteemed

Jazz Chartbound

- DREAM SESSION** (Milestone)
 - STEVE DAVIS** (DMP)
 - ALTO SUMMIT** (Milestone)
 - ERIC ALLISON** (Contemporary)
 - APRIL BARROWS** (Kokopelli)
 - LEW TABACKIN** (Concord Jazz)
 - STAN GETZ** (Concord Jazz)
 - DAVID WHITE** (CIMP)
 - BILL MAYS** (Concord Jazz)
 - HARVEY WAINAPEL** (Jazz Mission)
 - MEL TORME** (Concord Jazz)
- Dropped:** #44 Marc Copland, #49 Jimmy Madison & Friends, Jazz For Joy, Gerry Gibbs Sextet, Bob Stewart

panel of judges have a multitude of tastes and talents, plus dozens of audience members will be able to vote too. Judging new music is often the best way to get to those tough topics in music/radio, and Fischer will smoke out the vital issues. Last year, Instinct Records brought up Count Basic to perform a couple of DAT tracks. This year, they'll be bringing saxophonist/producer Gato to perform this year's musical honors.

SATURDAY, 11:45 A.M.

JAZZ RADIO AT THE CRUCIAL CROSSROADS

Join co-hosts WHRV's Joe Sinnett and KSJS's Brad Stone as they guide us through the tough issues with a panel of their peers. Who controls the station's sound—the programmers or the deejays? Is a new release glut causing the maddening syndrome of eight-weeks-then-off? Should jazz radio find its composite listener through music research? Jazz radio boasts terrific TSL, but how about better cume? What's the connection between retail and jazz radio? What about day-porting, software libraries, and building quality music sets? This will represent a sequel Thursday's meeting.

SATURDAY 2:00 P.M.

GAVIN JAZZ/SMOOTH JAZZ AWARDS LUNCHEON

FEATURING THE MICHEL CAMILO TRIO

Who will win the coveted **GAVIN** Awards in the Jazz and Smooth Jazz genres?

Besides lunch and victorious acceptance speeches, we'll be dazzled by a highly-charged set of Latin-flavored jazz by the Dominican Dandy Michel Camilo. Michel will be playing selections from his upcoming TropiJazz release, *Thru My Eyes*. Also, who will win the first Steve Feinstein Innovation Award? Be on hand for an incredible crescendo to this year's Seminar festivities.



SJ&V Spin Trends

1. **NORMAN BROWN** +78
2. **KEIKO MATSUI** +50
3. **ZACHARY BREAUX** +47
4. **BRAXTON BROTHERS** +46
5. **PAUL HARDCASTLE** +40
6. **CURDLED SOUNDTRACK** +38

SJ&V Chartbound

- PHIL COLLINS** (Atlantic)
 - TIM BOWMAN** (In Sync)
 - AL JARREAU** (Warner Bros.)
 - WHITNEY HOUSTON/PREACHER'S WIFE** (Arista)
 - BOBBY CALDWELL** (Sin-Drome)
 - MAXWELL** (Columbia/CRG)
- Dropped:** #50 Paolo, Vibraphonic Christmas, Boney James' Christmas, David Benoit, Red Hot + Rio, Windham Hill Christmas, Bluezeum.

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

CELEBRATING OUR VICTORIES

1997 LOS ANGELES HUMAN RIGHTS CAMPAIGN DINNER GALA

There is much to have hope about, but still much work that must be done. The Human Rights Campaign raises a united voice on the issues. We lobby and mobilize. We reach out and educate. And we make sure your voice is heard.

We're reaching out farther and wider than ever before. We've even changed our name because our efforts touch every part of your day-to-day life.

If you're an HRC member, thank you—your support has made great work possible. And, if you're not a member, we urge you to join us. The greater our membership, the stronger our voice.

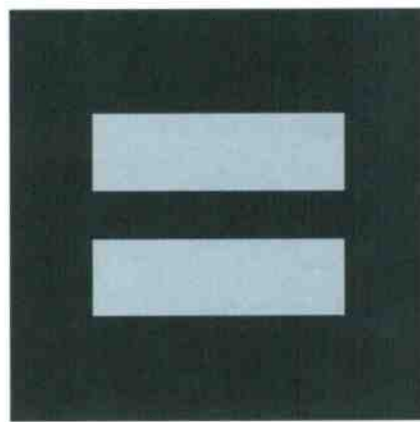
Join us at the 1997 L.A. Winter Gala: Saturday, February 1, 1997; Beverly Hilton Hotel.

For information and tickets please phone 213.580.7570 or fax 310.395.4017. Tickets are \$175 and VIP passes are \$300.

Cocktails and Silent Auction begin at 6:00 PM, followed by dinner and awards at 7:15 PM.

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HUMAN RIGHTS CAMPAIGN

WORKING FOR EQUAL RIGHTS FOR LESBIAN AND GAY AMERICANS

MOST ADDED

STEVE KOLANDER (12)
AMERICAN SONGBOOK (9)
BETH WILLIAMS (7)
MARY CHAPIN CARPENTER (6)
HANK COCHRAN &
BILLY DON BURNS (4)

TOP TIP**VARIOUS ARTISTS**

American Songbook
(Triage)
 Great response generating for this unique package of select cuts from Steve Earle, Kim Richey, Freakwater and many others.

RECORD TO WATCH**BEAUSOLEIL**

"L'amour ou la Folie"
(Rhino)
 Cajun legends celebrate their 20th anniversary with an assortment of friends.

Gavin Americana™

LW	TW		Reports	Adds
1	1	JOHNNY CASH - Unchained (American)	74	0
2	2	IRIS DeMENT - The Way I Should (Warner Bros.)	70	0
3	3	CARL PERKINS - Go Cat Go (Dinosaur)	55	0
4	4	JERRY JEFF WALKER - Scamp (Tried & True)	60	1
5	5	TRUE LIFE BLUES - The Songs of Bill Monroe (Sugar Hill)	56	0
8	6	LUCY KAPLANSKY - Flesh And Bone (Red House)	54	0
9	7	JERRY GARCIA & DAVID GRISMAN - Shady Grove (Acoustic Disc)	46	0
7	8	BR5-49 - BR5-49 (Arista)	48	0
12	9	ERICA WHEELER - The Harvest (Signature Sounds)	53	0
6	10	THE DEL McCOURY BAND - The Cold Hard Facts (Rounder)	51	0
13	11	RANK OUTSIDERS - Checkpoint (Rank Records)	52	0
10	12	RIDERS IN THE SKY - Public Cowboy #1: Music of Gene Autry (Rounder)	51	0
18	13	HANK COCHRAN & BILLY DON BURNS - Desperate Men (Small Dog-A-Barkin')	50	4
15	14	CHRIS WALL - Any Saturday Nite In Texas (Cold Spring)	46	0
16	15	MIKE HENDERSON - First Blood (Dead Reckoning)	49	3
11	16	BETH & APRIL STEVENS - Sisters (Rounder)	49	0
14	17	MICHELLE SHOCKED - Kind Hearted Woman (Private Music)	41	0
21	18	GREG BROWN - Further In (Red House)	36	0
19	19	LES SAMPOU - Fall From Grace (Flying Fish/Rounder)	43	1
17	20	RIG ROCK DELUXE - A Musical Salute to the American Truck Driver (Upstart/Diesel Only)	36	0
29	21	JOHN P. STROHM & HELLO STRANGERS - Caledonia (Flat Earth)	41	1
25	22	MARY BLACK - Circus (Curb)	39	1
20	23	CARRIE NEWCOMER - My Father's Only Son (Rounder)	38	0
30	24	THE FREIGHT HOPPERS - Where'd You Come From, Where'd You Go? (Rounder)	36	1
24	25	IGNITORS - Ghost Train (Hayden's Ferry)	36	1
28	26	MOONSHINE WILLY - Bold Displays of Imperfection (Bloodshot)	35	0
23	27	GENE CLARK - This Byrd Has Flown (Monster Music)	36	1
32	28	HARLEY ALLEN - Another River (Mercury)	35	2
31	29	PIERCE PETTIS - Making Light Of It (Compass)	36	1
26	30	PETER ROWAN - Bluegrass Boy (Sugar Hill)	32	0
22	31	IAN TYSON - All The Good'uns (Vanguard)	32	0
38	32	JAN KRIST - Curious (Silent Planet)	31	2
36	33	WILCO - Being There (Reprise)	28	1
27	34	MARTY STUART - Honky Tonkin's What I Do Best (MCA)	27	0
N	35	MARY CHAPIN CARPENTER - A Place In the World (Columbia/CRG)	27	6
34	36	INSTA-GATORS - Insta-gators (Reptile)	33	2
33	37	JASON & THE SCORCHERS - Clear Impetuous Morning (Mammoth)	31	0
N	38	KATE MacKENZIE - Age of Innocence (Red House)	29	3
35	39	MARTY BROWN - Here's To The Honky Tonks (HighTone)	26	0
39	40	STEVE FORBERT - Rocking Horse Head (Revolution)	23	0

Americana Inroads

BY ROB BLEETSTEIN



Ringling in the New Year—Leftover Salmon Style

Starting this New Year off needed to be done in a style that would set the tone for the next 300-some odd days. With that in mind, I

in '93. And yes, it was strange but most enjoyable to see a show at the Fox and not be in hyper-schmooze.



The spliff-smokin' salmon leads the parade into the New Year.

The big New Year's extravaganza—or as Leftover Salmon guitarist **Vince Herman** put it, "the year's first Festivaaaaa!"—included plenty of craziness. The **Zoots of Zydeco** opened the show, and in a seamless move of spontaneity, by the end of their set, each member of

escaped the constant downpour that the West Coast endured and rang in 1997 in the comfy confines of Boulder, Colorado, with those perennial slamgrassers **Leftover Salmon**, who were hosting a three-night stand at the **Boulder Theater**.

With clear skies, good weather, **KGUN** and **KBCO** on the dial, the Salmon gang on their home turf, and **Sonia Dada** up the block at the

Fox Theater, Boulder certainly had a good buzz going. I caught **Sonia Dada's** first of two shows, and they kicked even harder than the first time I saw them at the first A3 Summit back

Leftover Salmon was onstage jamming with the Zoots. A triumphant "Jambalaya" sent the Zoots on their way, as Leftover began their set in a natural flow.

It's moves like that, along with the band's talent, integrity, and conscience that will have them staking claim this year as ultimately the most talented party band. With a stage set that included giant angel wings and a



Midnight Madness descends on the crowd at the Boulder Theater.

Editor: **ROB BLEETSTEIN**

Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.
 Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580
 E-mail: pwr.glide@well.com

Chartbound

SEPTEMBER 67 (Enclave)
AMERICAN SONGBOOK (Triage)
KATHY KALLICK (Sugar Hill)

JANA STANFIELD (JS)
BETH WILLIAMS (BGM)
STEVE JAMES (Discovery)



Leftover Salmon's Vince Herman (right) amidst the New Year's parade.

riding a giant Number 2 pencil was hoisted from the front of the stage to burst the giant mass of balloons, which cascaded down upon the revelers as the band and assorted guests romped through "Auld Lang Syne."

Leftover Salmon kept the madness going for the next hour and a half. The evening concluded with a rousing "Aiko, Aiko," followed by the thematic "Rise Up, Wake and Bake," which turned into

a closing parade led by Vince Herman—right out of the theater, into the streets, and onto the Pearl Street mall. Leftover's connection with their audience strikes one as that of mutual admiration, and that admiration should only continue to grow as the band continues to tour throughout the year after the release of *Euphoria*. *Euphoria*, indeed.

GRAMMY GOODIES

This year's Grammy nominations have been announced, and once again, several categories are stocked with several of the past year's Americana favorites. Congrats to Gillian Welch, Jerry Douglas & Peter Rowan, Jimmie Dale Gilmore, Richard Thompson,

clock that seemed to be stuck at 4:20, the hall was a festive sight. Balloons, lights, and glittering streamers mixed with the Theater's art-deco ceiling and walls. Salmon's first set gave folks a taste of their new album, *Euphoria*, which will be released in March.

As the midnight hour approached, a parade began from the side of the stage. Led by a spliff-smokin' fish (make that a salmon), a giant float of Bert from Sesame Street (the connection is all yours to make), Mayor McCheese, and a school of swirling fish, the parade snaked its way through the hall and back onto the stage. As the clock struck twelve, a diaper-clad individual

and Bruce Springsteen—all of whom were nominated for Best Contemporary Folk Album. Also scoring big in the nominations were Junior Brown, nominated for Best Country Song and Best Country Male Vocal for "My Wife Thinks You're Dead;" Lyle Lovett, whose *The Road to Ensenada* was nominated for Best Country Album, as was Dwight Yoakam's *Gone*, and BR5-49, who scored a nomination for Best Country Vocal by a Duo or Group. The bluegrass category is also stocked with nothing but winners, with nominations going to Tim O'Brien, Del McCoury, Rowan, and the tribute records to Bill Monroe and the Stanley Brothers. If any of you nominees have an extra plus-one, I'm available.

RADIO-O-RAMA

Jeff Grubb is the new music director at KAZU/FM, replacing Peter Williams, who has been promoted to station manager. Jeff will be taking music calls all week except Wednesdays, from 1-4 p.m. est. Ray Miller's new call times at WJTH/AM are Tuesdays, 10 a.m.-1 p.m. est. Jim Patrick and Rob Moore have moved their call day at KIKT/FM to Wednesday from 2-4 p.m., so please make a note of these changes. ●

Please welcome the following stations to the Americana reporting panel:

KHYI/FM 95.3

660 North Central Expressway, Suite 120
Plano, Texas 75074
(972) 396-1640
Fax: (972) 396-1643
Contact: Bruce Kidder
Music Call Times: Mon.-Fri. Noon-3 p.m. cst.

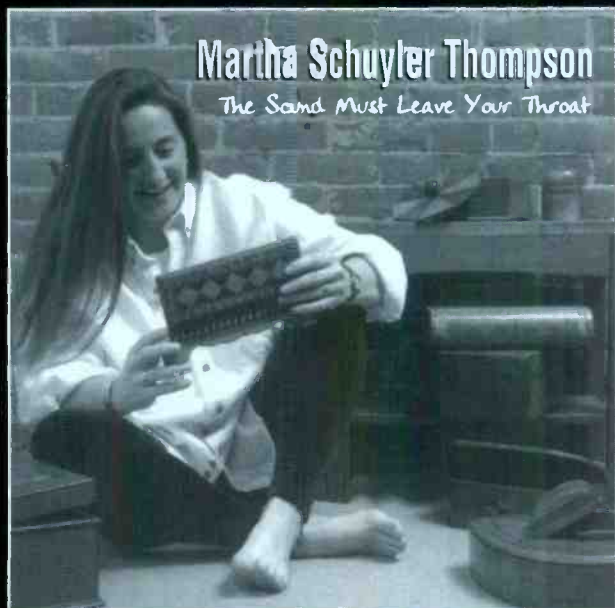
KCSS/FM 91.9

801 West Monte Vista
Turlock, California 95380
(209) 667-3378
Fax: (209) 667-3333
Contact: Jeannie Pacheco
Music Call Times: Mon. 10 a.m.-Noon, Tues. 1-4 p.m., Wed. 9 a.m.-Noon pst.

WVLS/FM 89.7

Rt. 84, Box 180
Monterey, Virginia 24465
(540) 499-2276
Fax: (540) 468-2085
Contact: Keith Scott
Music Call Times: Tuesday, 9 a.m.-5 p.m. est.

Please note that WMTO will no longer be reporting to Americana.



Martha Schuyler Thompson
The Sound Must Leave Your Throat

MARTHA SCHUYLER THOMPSON
The Sound Must Leave Your Throat - CIM06961

*Locking for Adds

*Also looking for: some attractive, yet waterproof footwear; a reputable distribution company; an end to world hunger; that innocence I lost; bookings in your hometown; a MacArthur grant; those earrings I left on the plane; time to exercise; a good start on radio this new year; and whatever the heck is in these boxes!

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DESPERATE MEN

Hank Cochran
&
Billy Don Burns

"A Modern Day Red Headed Stranger..."

Rob Bleetstein

A Gavin Americana Most Added 13*

KWOZ	WRSI	KWXE	KDJR	KOPN	KIKT	KXCI	KPKF
WGBH	WDHC	WCSD	KFAL	KTJJ	KKYC	KBCR	KUSP
WKZE	WJJC	WHAY	KFDI	WCBE	KNBT	KGLT	KVMR
WPKN	WJTH	WMKY	KKDY	WCBN	KPFT	FAT	KZYX
WQQQ	WMLB	WMMT	KMMO	WDBM	KSYM	KZU	KBCS
WRIU	WNCW	WRFL	KMZU	KAFR	KULP	KFJC	KCMU
						KLOA	KVLR

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Small Dog-A-Barkin'
Distributed by Rounder Records

Media: Martha Moore / 615-298-1689
Radio: Jon Grimson / 615-352-0420

MOST ADDED
REBA MCENTIRE (157)
ALAN JACKSON (149)
TRACE ADKINS (106)
TERRI CLARK (96)
LEANN RIMES (78)

TOP REQUESTS
KEVIN SHARP
JOHN MICHAEL MONTGOMERY
LEANN RIMES
TRACY LAWRENCE
DEANA CARTER

RECORD TO WATCH
TRACE ADKINS
(This Ain't) No Thinkin' Thing
(Capitol)
 This song has *smash* written all over it. WHKW-Louisville's been playing this track for months and reports huge phones!

Gavin Country

LW	TW		W	R	Adds	H	M	L
5	1	JOHN MICHAEL MONTGOMERY - Friends (Atlantic)	9	206	0	199	6	1
7	2	TRACY LAWRENCE - Is That A Tear (Atlantic)	11	206	0	193	13	0
6	3	KEVIN SHARP - Nobody Knows (Asylum)	14	204	0	190	14	0
3	4	TIM MCGRAW - Maybe We Should Just Sleep On It (Curb)	13	195	0	188	5	2
10	5	TRISHA YEARWOOD - Everybody Knows (MCA)	10	206	0	149	57	0
11	6	VINCE GILL - Pretty Little Adriana (MCA)	9	205	0	143	60	2
4	7	TRACY BYRD - Big Love (MCA)	16	193	0	175	16	2
12	8	MARK CHESNUTT - It's A Little Too Late (Decca)	15	206	0	133	68	5
13	9	BRYAN WHITE - That's Another Song (Asylum)	12	202	0	97	97	8
14	10	FAITH HILL - I Can't Do That Anymore (Warner Bros.)	12	200	0	90	101	9
9	11	MARY CHAPIN CARPENTER - Let Me Into Your...(Columbia/CRG)	14	181	0	136	37	8
15	12	CLINT BLACK - Half Way Up (RCA)	6	205	0	56	133	16
18	13	BROOKS AND DUNN - A Man This Lonely (Arista)	5	204	1	50	144	10
16	14	RICK TREVINO - Running Out Of Reasons...(Columbia/CRG)	12	204	2	47	136	21
17	15	MINDY MCCREADY - Maybe He'll Notice Her...(BNA Records)	13	203	0	40	139	24
19	16	TOBY KEITH - Me Too (Mercury)	7	203	5	21	150	32
25	17	GEORGE STRAIT - King Of The Mountain (MCA)	3	201	4	7	143	51
23	18	TRAVIS TRITT - Where Corn Don't Grow (Warner Bros.)	7	191	4	12	139	40
22	19	DARYLE SINGLETARY - Amen Kind Of Love (Giant)	13	186	2	13	131	42
20	20	MARTY STUART - You Can't Stop Love (MCA)	11	184	2	40	75	69
28	21	JOHN BERRY - She's Taken A Shine (Capitol Nashville)	5	196	9	7	113	76
21	22	COLLIN RAYE - What If Jesus Comes Back Like That? (Epic)	8	174	3	17	129	28
34	23	DEANA CARTER - We Danced Anyway (Capitol Nashville)	4	199	22	5	93	101
2	24	LEANN RIMES - One Way Ticket (MCG/Curb)	13	130	0	117	9	4
27	25	TY HERNDON - She Wants To Be Wanted Again (Epic)	10	186	4	5	104	77
26	26	SAMMY KERSHAW - Politics, Religion, And Her (Mercury)	9	191	1	9	82	100
35	27	PATTY LOVELESS - She Drew A Broken Heart (Epic)	4	198	25	1	87	110
30	28	JAMES BONAMY - All I Do Is Love Her (Epic)	11	181	9	2	98	81
36	29	DIAMOND RIO - Holdin' (Arista)	4	189	18	1	73	115
8	30	GARY ALLAN - Her Man (Decca)	20	116	0	82	20	14
24	31	MARK WILLS - High, Low & In Between (Mercury)	12	153	1	6	85	62
39	32	LONESTAR - Heartbroke Every Day (BNA Records)	6	166	10	0	52	114
38	33	NEAL MCCOY - That Woman Of Mine (Atlantic)	5	162	7	0	50	112
37	34	JEFF WOOD - You Just Get One (Imprint)	11	143	11	5	69	69
N	35	REBA MCENTIRE - How Was I To Know (MCA)	1	165	157	2	29	134
40	36	PAUL BRANDT - I Meant To Do That (Reprise)	8	153	5	2	46	105
N	37	ALAN JACKSON - Everything I Love (Arista)	1	153	149	0	29	124
41	38	DERYL DODD - That's How I Got To Memphis (Columbia/CRG)	10	143	10	5	33	105
45	39	WADE HAYES - It's Over My Head (Columbia/CRG)	5	137	17	0	35	102
43	40	RHETT AKINS - Every Cowboy's Dream (Decca)	6	132	8	0	41	91
31	41	BILLY DEAN - I Wouldn't Be A Man (Capitol Nashville)	11	111	1	4	69	38
1	42	GARTH BROOKS - That Ol' Wind (Capitol Nashville)	14	89	0	60	17	12
N	43	KENNY CHESNEY - When I Close My Eyes (BNA Records)	2	119	58	0	13	106
48	44	TY ENGLAND - All Of The Above (RCA)	3	108	18	0	19	89
N	45	TERRI CLARK - Emotional Girl (Mercury)	1	110	96	0	7	103
N	46	TRACE ADKINS - (This Ain't) No Thinkin' Thing (Capitol Nashville)	1	107	106	1	8	98
N	47	LEANN RIMES - Unchained Melody (MCG/Curb)	1	90	78	5	21	64
47	48	BRADY SEALS - Another You, Another Me (Reprise)	17	78	2	2	28	48
32	49	JODEE MESSINA - Do You Wanna Make Something Of It (Curb)	9	75	1	3	52	20
N	50	RICOCHE - Ease My Troubled Mind (Columbia/CRG)	1	85	70	0	6	79

Total Reports This Week 206 Last Week 205

Inside Country BY JAMIE MATTESON



Let's Take it From the Top!

The new year tends to bring out the organizer in most of us. We've got new calendars, doodle-free folders, and have made a



Stogie Time: It was a celebratory affair at the Asylum Records post CMA party: (L-R) GAVIN's Jeff House and Jimmy Harnen, Bryan White, and WQYK's Dave McKay.

silent vow to stay clutter free and organized. So, as we start fresh for 1997, I felt it would be a good time to once again recap the reporting procedures for all GAVIN reporters.

- All playlists are due in our San Francisco offices by 3p.m. PT. There are no exceptions to this. You may call your list in to (415) 495-1990 or fax to (415) 495-2580. If you have difficulty getting through to San Francisco, you are always welcome to call or fax Jeff House or myself in Nashville at (615) 255-5010, fax (615) 255-5020.
- After the chart closes at 3p.m. PT, there will be a 30 minute grace period for any changes.
- In order to keep our research information as current as possible, each station is allowed only six frozen reports per year. If a station exceeds this

number, its reporting status could be in jeopardy. If you are planning on freezing due to a holiday or illness, please call or

fax us so that we can update our computers to reflect this. If a station doesn't report for three consecutive weeks, the available data will not be used.

- Once a playlist has been received, the only changes allowed are re-instating an erroneous drop back to the category it held the previous week, and calling in a late add for the station. Please check over your playlist carefully before sending it in.
- Please clearly mark your categories of Heavy, Medium, and Light categories. (In the near future, we will be adding a recurrent and depart light category). Also, it is very important to list you adds and drops, top requests, and any album cuts you are playing.



KILT-Houston's recent "New Country Spectacular" show included Career's Lee Roy Parnell (left) pictured here with KILT PD Debbie Pipla, and Career's Scott St. John (right).

Editor: JAMIE MATTESON

Consulting Editor: LISA SMITH • Associate Chart Editor: JEFF HOUSE

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

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

Nashville Office: (615) 255-5010. Nashville Fax: (615) 255-5020.

Up & Coming

Table with 4 columns: Reports, Adds, Weeks, and Artist/Album. Includes entries for Martina McBride, Larry Stewart, Billy Ray Cyrus, Regina Regina, Harley Allen, David Kersh, and Joe Nichols.

DROPPED: #29 Randy Travis, #33 Alan Jackson, #42 Reba McEntire, #44 Shania Twain, #46 Crystal Bernard, #49 Trace Adkins, #50 Tony Tolver, K.T. Oslin, Mike Ward, BR5-49

CMT Adds

Courtesy of Country Music Television

- Big House - Cold Outside (MCA)
Bryan Smith - Jack Of All Trades (SOR)
Clay Walker - Rumor Has It (Giant)
David Lee Murphy - Genuine Rednecks (MCA)
Doug Supernaw/Hershal Walker - 4 Scores And 7 Beers Ago (Gridiron)
Gary Allan - Forever And A Day (Decca)
Kathy Mattea - 455 Rocket (Mercury)
Martina McBride - Cry On The Shoulder Of The Road (RCA)
Thrasher Shiver - Be Honest (Asylum)

Album Cuts

- Little Texas - Kiss The Girl
Ty Herndon - Don't Tell Mama
Corinda - Whatcha Gonna Do With That

CHANGES FOR UP & COMING

Beginning with the reports for January 17, songs reported by 15 percent of the panel will be listed in the Up & Coming section.

WHAT'S ON YOUR MIND?

We're in the planning stages for the upcoming Gavin Country Seminar, which will take place in Los Angeles April 24-26.

DUNN DOES IT

River North recording artist Holly

Dunn has signed a one year agreement to join the WWW-Detroit morning team effective February 3.

CMT TOP NODS

The CMT Top 12 Videos for 1996 Are:

- 1. Brooks & Dunn "My Maria"
2. Bryan White "Rebecca Lynn"
3. Shania Twain "(If You're Not in It for Love) I'm Outta Here"
4. LeAnn Rimes "Blue"
5. Shania Twain "You Win My Love"



WIXY-Champaign, ILL. middayer Nicole Beals welcomes Reprise's Brady Seals to the station for a recent visit.

- 6. David Lee Murphy "The Road You Leave Behind"
7. Faith Hill "It Matters to Me"
8. Wade Hayes "What I Meant to Say"
9. Bryan White "I'm Not Supposed to Love You Anymore"
10. Shania Twain "No One Needs to Know"
11. The Mavericks "All You Ever Do Is Bring Me Down"
12. George Strait "Check Yes or No"

GO Chart

GO MOST ADDED
REBA MCENTIRE (100)
ALAN JACKSON (91)
TERRI CLARK (72)
TRACE ADKINS (63)
RICOCHET (42)

GO STATION PANEL:

The GO Chart is based on reports by GAVIN correspondents who are not part of Radio & Record's or Billboard's panels.

Main GO Chart table with columns: LW, TW, Artist/Album, W, R, Adds, H, M, L. Lists 50 entries including John Michael Montgomery, Kevin Sharp, Tracy Lawrence, Trisha Yearwood, Vince Gill, Mark Chesnut, Tim McGraw, Tracy Byrd, Bryan White, Mary Chapin Carpenter, Faith Hill, Clint Black, Rick Trevino, Brooks and Dunn, Mindy McCready, Toby Keith, Marty Stuart, George Strait, John Berry, LeAnn Rimes, Travis Tritt, Collin Raye, Sammy Kershaw, Ty Herndon, Darryl Singletary, Deana Carter, Diamond Rio, Patty Loveless, Mark Wills, James Bonamy, Jeff Wood, Neal McCoy, Billy Dean, Lonestar, Gary Allan, Paul Brandt, Wade Hayes, Rhett Akins, Reba McEntire, Deryl Dodd, Alan Jackson, Jodee Messina, Ty England, Terri Clark, Kenny Chesney, Garth Brooks, Trace Adkins, BRS-49, Tony Tolver, and Ricochet.

MOST ADDED

**JIM BRICKMAN w/
MARTINA MCBRIDE (49)**
DON HENLEY (33)
COUNTING CROWS (30)
****CARDIGANS (26)**
****MADONNA (26)**

TOP TIP

**JIM BRICKMAN w/
MARTINA MCBRIDE**
"Valentine"
(Windham Hill)

A love song for the forthcoming season is already an airplay favorite.

RECORD TO WATCH**LYLE LOVETT**

"It Oughta Be Easier"
(Curb/MCA)

Ten percent of the panel love it already!



Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	BARBRA STREISAND & BRYAN ADAMS - I Finally Found Someone (Columbia/CRG)	9	209	2	5629	-326	108	51	44	5
2	TONI BRAXTON - Un-Break My Heart (LaFace/Arista)	15	195	4	5556	-341	111	47	34	2
3	JOURNEY - When You Love A Woman (Columbia/CRG)	16	193	1	5399	-1009	110	39	38	6
4	ROD STEWART - If We Fall In Love Tonight (Warner Bros.)	9	182	2	4679	-522	84	47	42	7
5	WHITNEY HOUSTON - I Believe In You And Me (Arista)	5	189	15	4273	+361	61	48	56	20
6	SEAL - Fly Like An Eagle (Warner Sunset/Atlantic)	10	160	2	4164	-1031	74	42	32	12
7	HUEY LEWIS & THE NEWS - 100 Years From Now (Elektra/EEG)	12	161	3	4022	-430	71	47	33	9
8	dc TALK - Just Between You And Me (Virgin)	13	131	1	3335	-537	59	37	20	13
9	NO DOUBT - Don't Speak (Trauma/Interscope)	13	106	10	3232	+42	74	17	7	6
10	CELINE DION - It's All Coming Back To Me Now (550 Music)	23	132	2	3152	-548	48	31	37	14
11	JEWEL - You Were Meant For Me (Atlantic)	11	127	12	3008	+143	46	39	31	10
12	HOOTIE & THE BLOWFISH - I Go Blind (from Friends soundtrack) (Reprise)	62	100	2	2749	-234	55	22	19	2
13	LIONEL RICHIE - Still In Love (Mercury)	9	134	7	2666	+48	23	39	51	17
14	JOHN MELLENCAMP - Just Another Day (Mercury)	7	119	9	2557	+206	33	35	34	12
15	ALANIS MORISSETTE - Head Over Feet (Maverick/Reprise)	17	88	1	2511	-638	45	26	12	4
16	MICHAEL ENGLISH - Freedom (Curb)	12	114	1	2506	-242	36	31	31	15
17	DUNCAN SHEIK - Barely Breathing (Atlantic)	9	116	16	2376	+414	20	40	39	16
18	DON HENLEY - Through Your Hands (Revolution)	6	139	33	2367	+567	12	38	46	36
19	SHERYL CROW - If It Makes You Happy (A&M)	19	88	0	2329	-570	38	28	16	5
20	GLORIA ESTEFAN - I'm Not Giving You Up (Epic)	9	122	12	2284	+95	14	31	51	23
21	CELINE DION - Send Me A Lover (MMI)	15	115	3	2251	-28	21	32	38	22
22	THE ARTIST - Betcha By Golly Wow! (NPG/EMI)	6	116	11	2161	-72	16	28	48	21
23	DONNA LEWIS - Without Love (Atlantic)	9	112	19	2106	+253	17	31	30	33
24	DONNA LEWIS - I Love You Always Forever (Atlantic)	37	89	0	2069	-511	31	18	23	15
25	MADONNA - You Must Love Me (Warner Bros.)	11	100	0	2051	-972	22	26	38	14
26	KENNY LOGGINS - For The First Time (Columbia/CRG)	6	125	19	2006	+507	7	28	48	39
27	ELTON JOHN - You Can Make History (Young Again) (MCA)	17	94	1	1944	-504	20	21	42	10
28	ERIC CLAPTON - Change The World (Reprise)	31	90	0	1914	-528	24	21	27	15
29	MERRILL BAINBRIDGE - Mouth (Universal)	19	74	0	1909	-664	32	23	14	5
30	CARDIGANS - Lovefool (Mercury)	9	91	26	1813	NEW	18	24	28	20
31	PETER CETERA - S.O.S. (River North)	10	101	6	1787	-10	14	26	34	24
32	BoDEANS - Hurt By Love (Slash/Reprise)	10	98	12	1708	-29	10	24	38	23
33	R. KELLY - I Believe I Can Fly (Jive/Atlantic/Warner Sunset)	14	95	9	1666	+156	10	29	28	23
34	BRYAN ADAMS - Let's Make A Night To Remember (A&M)	23	79	2	1624	-643	19	18	21	17
35	BRUCE ROBERTS & DONNA SUMMER - Whenever There Is Love (Universal)	8	87	5	1438	-50	3	27	31	20
36	PHIL COLLINS - Dance Into The Light (Atlantic)	15	73	1	1372	-634	10	19	31	11
37	COUNTING CROWS - A Long December (DGC)	7	79	30	1318	NEW	9	17	26	23
38	ELEANOR McEVOY - Precious Little (Columbia/CRG)	9	77	10	1272	NEW	3	23	30	19
39	GYPSY SOUL - Silent Tears (Cabana Boy/W.A.P.)	17	59	1	1189	-249	7	24	24	4
40	MAC CHARLES - Deep Blue Ocean Dream (FT)	12	61	3	1100	NEW	4	22	21	13

Inside A/C

BY RON FELL



Coming Attractions

Here's a list of major labels with acts about to release new product for A/C consumption in the first quarter. As always, this information is subject to change and addition.

A&M: Suzanne Vega, Sheryl Crow, Billy Mann, Dishwalla, Bryan Adams, Ashley MacIsaac
Atlantic: Phil Collins, Monica, Tori Amos
Arista: Gary Barlow (Take That), Lisa Stansfield, For Real, No Mercy, Toni Braxton, Whitney Houston
Capitol: Dave Koz, Luscious Jackson
Columbia: Soundtrack to *The Ghost of Mississippi*, Wynton Marsalis, Peter White w/Basia, Grover Washington, Jr., Journey, Shawn Colvin, Toad the Wet Sprocket, Tony Bennett, Buckshot LeFonque
Curb: Kim Stockwood, Michael English, Mary Black, Fun Factory, Mary Griffin
EMI: Jon Secada, The Artist, Blessid Union of Souls
Geffen/DreamWorks: George Michael
Mercury: Vanessa Williams, William Topley
Island: Susanna Hoffs, U2
RCA: Dave Matthews Band, Leah Andreone, Wild Orchid, Verve Pipe, La Bouche
Reprise: Holly Palmer, Chaka Khan, Michael McDonald, Chicago
Sony 550 Music: Celine Dion, Joe Cocker
Virgin: Spice Girls, Sneaker Pimps, Zakiya Hooker, David Bowie, John Lee Hooker & Van Morrison, After 7
Walt Disney: Alison Krauss, Dog Songs
Warner Bros.: Madonna, Rod Stewart, Paula Cole, Marilyn Scott

Continued on page 40

Chartbound

	Reports	Adds	SPINS	TREND
BILLY VERA & THE BEATERS "Oh, What A Night" (Pool Party)	57	6	1043	-13
JAMIE & THE JURY "Imagination" (Rocktopia)	57	3	849	-14
SUSANNA HOFFS "All I Want" (London)	56	7	974	-91
JESSICA "My Heart Said No" (Moonridge)	55	3	789	+8
*JIM BRICKMAN w/MARTINA MCBRIDE "Valentine" (Windham Hill)	49	49	855	+855

Total Reports This Week: 226 Last Week: 251

Editor: RON FELL

Associate Editor: ANNETTE M. LAI

A/C reports accepted: Mondays

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

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ANNE
ME TOO
MURRAY
THE NEW SINGLE

PRODUCED BY: ED CHERNEY
MANAGEMENT: BRUCE ALLEN



A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
48	11	855	+185	THE CRANBERRIES - When You're Gone (Island)
45	9	614	+106	TONE POETS - Cold Comfort (Midnight Fantasy)
45	5	541	+72	BARRY MANILOW - Bluer Than Blue (Arista)
38	6	587	+50	SHAWN COLVIN - Get Out Of This House (Columbia/CRG)
34	4	863	-94	NO MERCY - Where Do You Go (Arista)
34	13	753	+249	EN VOGUE - Don't Let Go (Love) (eastwest/EEG)
33	3	420	+1	JOE BEAN ESPOSITO - Dancin' In The Moonlight (Pool Party)
27	4	307	+3	CAST of "RENT" - Seasons Of Love (DreamWorks/Geffen)
27	26	392	+372 *	MADONNA - Don't Cry For Me Argentina (Warner Bros.)
24	2	351	+25	CHER - Paradise Is Here (Reprise)
24	8	314	+70	LYLE LOVETT - It Ought To Be Easier (Curb/MCA)
23	5	441	-139	JOHN TRAVOLTA/OLIVIA NEWTON-JOHN - Grease Megamix (Polydor/A&M)
23	2	341	+37	BEACH BOYS & LORRIE MORGAN - Don't Worry Baby (BNA Records)
21	3	249	-43	FINE YOUNG CANNIBALS - The Flame (MCA)
20	4	258	+17	SHARON ROSE - Sunshine (Coast)
20	5	217	+46	PETER MAYER - In The Meantime (Pool Party)
18	6	313	0	DAVE MATTHEWS BAND - Crash Into Me (RCA)
14	4	177	+13	BALANCE - Until The End Of Time (JP/Bellmark)
14	4	206	+77	STEVE McDONALD - All You Can Know (Etherean)
12	9	137	+79	WESTERN FLYER - What Will You Do With M-E (Step One)
13	2	225	-49	FIONA APPLE - Shadowboxer (Clean Slate/WORK)
13	13	151	+151 *	PHIL COLLINS - It's In Your Eyes (Any Time At All) (Atlantic)
11	11	140	+140 *	AMANDA MARSHALL - Fall From Grace (Epic)
11	11	93	+93 *	RICK MONRDE - Day By Day (Divorce)
10	6	202	+99 *	GINA G. - Ohh Ahh, Just A Little Bit (Warner Bros.)

DROPPED: Steve Chapman, Michael Bolton, John Mellencamp (Intermezzo), Mannheim Steamroller, Boney James, David Benoit, Laura Allan, Jim Brickman (Xmas) Jimmy Buffett, Chuck Negron, B. E. Taylor, Englebert Humperdinck, Bill Medley, The Beatmas, Trans-Siberian Orchestra, Chip Taylor, Mike Ridley, Froggy Xmas.

* Indicates Debut

Continued from page 38

LET'S EAT, MEET AND GREET

Thanks to some hard work by Columbia's **Elaine Locatelli**, the site of this year's off-site, unofficial A/C dinner during the GAVIN Seminar in New Orleans can now be announced. We will gather inside the Riverview Room at the Jackson Brewery/Millhouse on Friday night, February 14, right after the Seminar's annual cocktail party at the Hyatt Regency. This event is sponsored by the national community of A/C promotion execs and independents.

A/C Picks

MADONNA "Don't Cry for Me Argentina" (Warner Bros.)

The most memorable tune from Andrew Lloyd Webber's original musical score is now the new single from the hit film. Madonna gives the song a special depth that takes it from a stage piece to a wide screen epic.

TINA TURNER FEATURING BARRY WHITE "In Your Wildest Dreams" (Virgin)

One of my favorite album tracks from last year is now out as Tina's

new single. It's too cool. Ironically, the original version of the song employed *Evita* narrator Antonio Banderas in the Barry White role.

PHIL COLLINS "It's in Your Eyes" (Atlantic)

Here's the second straight Phil Collins single from *Dance Into the Light* that's supported by a pulsating rhythm track, and while PC should never be judged by beats-per-minute, it's worth noting his current penchant for perky pop vs. the more expected sleepy ballads.

THE ARTIST "Holy River" (NPG/EMI)

The Artist delivers his second straight A/C-attractive single. There's a pattern developing here that I don't recall in his previous incarnations. This one's easy on the ear yet has fiber and sinew. Look for the man to once again rule our format.

SUZANNE VEGA "No Cheap Thrills" (A&M)

Three minutes of Suzanne Vega is probably not enough, but this short and exotic thought piece is still charming and entertaining. It should prove to be a big A/C record possibly returning her to the "Luka" league.

Mac Charles

"Deep Blue Ocean Dream"

Mac Charles and everyone at FT Records would like to thank the radio listeners and all of the Gavin Reporters for their support.

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S/P/W

SPINS PER WEEK PER STATION

NO DOUBT - Don't Speak (Trauma/Interscope)	30.49
ALANIS MORISSETTE - Head Over Feet (Maverick/Reprise)	28.53
TONI BRAXTON - Un-Break My Heart (LaFace/Arista)	28.49
JOURNEY - When You Love A Woman (Columbia/CRG)	27.97
HOOTIE & THE BLOWFISH - I Go Blind (from Friends soundtrack) (Reprise)	27.49
BARBRA STREISAND & BRYAN ADAMS - I Finally Found Someone (Columbia/CRG)	26.93
SHERYL CROW - If It Makes You Happy (A&M)	26.47
SEAL - Fly Like An Eagle (Warner Sunset/Atlantic)	26.03
MERRILL BAINBRIDGE - Mouth (Universal)	25.80
R&D STEWART - If We Fall In Love Tonight (Warner Bros.)	25.71
dc TALK - Just Between You And Me (Virgin)	25.46
NO MERCY - Where Do You Go (Arista)	25.38
HUEY LEWIS & THE NEWS - 100 Years From Now (Elektra/EEG)	24.98
DISHWALLA - Counting Blue Cars (A&M)	24.40
CELINE DION - It's All Coming Back To Me Now (550 Music)	23.88
JEWEL - You Were Meant For Me (Atlantic)	23.69
DONNA LEWIS - I Love You Always Forever (Atlantic)	23.25
WHITNEY HOUSTON - I Believe In You And Me (Arista)	22.61
LOUVETTE - When I Think Of You (Butterfly)	22.25
EM VOGUE - Don't Let Go (Love) (eastwest/EEG)	22.15
MICHAEL ENGLISH - Freedom (Curb)	21.98
JOHN MELLENCAMP - Just Another Day (Mercury)	21.49
ERIC CLAPTON - Change The World (Reprise)	21.27
ELTON JOHN - You Can Make History (Young Again) (MCA)	20.68

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

DON HENLEY - Through Your Hands (Revolution)	567
JIM BRICKMAN and MARTINA McBRIDE - Valentine (Windham Hill)	565
KENNY LOGGINS - For The First Time (Columbia/CRG)	507
COUNTING CROWS - A Long December (DGC)	462
CARDIGANS - Lovefool (Mercury)	444
DUNCAN SHEIK - Barely Breathing (Atlantic)	414
MADONNA - Don't Cry For Me Argentina (Warner Bros.)	372
WHITNEY HOUSTON - I Believe In You And Me (Arista)	361
DONNA LEWIS - Without Love (Atlantic)	253
EN VOGUE - Don't Let Go (Love) (eastwest/EEG)	249
BABYFACE - Every Time I Close My Eyes (Epic)	216
JOHN MELLENCAMP - Just Another Day (Mercury)	206
THE CRANBERRIES - When You're Gone (Island)	185
R. KELLY - I Believe I Can Fly (Jive/Atlantic/Warner Sunset)	156
JEWEL - You Were Meant For Me (Atlantic)	143
ONE POETS - Cold Comfort (Midnight Fantasy)	106
ELEANOR McEVROY - Precious Little (Columbia/CRG)	104
GLORIA ESTEFAN - I'm Not Giving You Up (Epic)	95
BARRY MANILOW - Bluer Than Blue (Arista)	72
LYLE LOVETT - It Ought To Be Easier (Curb/MCA)	70
SHAWN COLVIN - Get Out Of This House (Columbia/CRG)	50
LIONEL RICHIE - Still In Love (Mercury)	48
NO DOUBT - Don't Speak (Trauma/Interscope)	42
BEACH BOYS & LORRIE MORGAN - Don't Worry Baby (BNA Records)	37

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

NEW ORLEANS

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FEBRUARY 12-15, 1997
 HYATT REGENCY NEW ORLEANS

Happy Freakin' New Year

If John Grisham's latest book sells only three million copies instead of the eight million his last one sold, do we then talk about the death of the publishing industry? If Stephen King's latest horror novel is not as well received as his last one, do we then talk about the death of "horror" as a genre? I thought about this over the holiday's while realizing that the mainstream press is full of lemmings and industry know-nothings, who, although they feign knowledge, only mislead the public and give fuel to industry nitwits naive enough to buy into the bullshit.

I certainly have filled the pages of GAVIN with my share of ridiculous topics, but I would never presume to declare a particular format dead just because a few of my label buddies couldn't get their records on the air and called me to bitch about it. And the recent *New York Times'* misguided piece on the industry as a whole (which then caused two or three other national publications to do stories) should never have seen the light of day. They should have called Interscope for *their* opinion on how bad the year was.

The whole thing would be fairly amusing if it weren't so frustrating. Unfortunately, impressionable people both in and out of the industry read these things, and the next thing you know, station owners are running scared and formats are flipping. Yes, another weird year is shaping up nicely, thank you very much. Even so, my belief is that the stations in this format are going to spend the year getting down to business and focusing. And as long as all our music comes from Interscope, we'll be just fine.

THREE THINGS THAT WILL NOT HAPPEN IN 1997

Last year at this time, I asked whoever I could get my hands on to give me their predictions for '96. The only catch was that they had to tell me three things that would *not* happen in the coming year. An amusing twist, yes? No. Last year's

responses were the product of dead brains who could not come up with a creative thought even if it meant a one point jump in the ratings (if you were in radio) or an add out of the box (if you were in records). So I thought this year we'd try it again. I do believe it's even worse.



PHIL MANNING, PD, Y107-LOS ANGELES

- 1) There will not be a third Alternative station in L.A.
- 2) Cigar will not race in the Kentucky Derby.
- 3) The L.A. Kings will not win the Stanley Cup.

SHANNA FISCHER, GRASS RECORDS

- 1) There will not be any more hours in a day.
- 2) Max will not lead us in a rousing chorus of "Don't Speak" at the GAVIN Seminar.
- 3) WHAM! will not reform and play the KROQ Weenie Roast.

TAMI SHOMOASSEY, EPITAPH RECORDS

- 1) Mike Ness will not go in for tattoo removal surgery (Thank God).
- 2) Epitaph won't rave.
- 3) I will not apologize for *anything*.

TOM CALDERONE, FAMOUS CONSULTANT-TYPE-GUY

- 1) Brett Summers and Charles Nelson Reilly will not host a morning show.
- 2) Internet chat rooms will not take the place of the GAVIN suites.
- 3) Max will not stop asking his friends to write his columns for him.

TOM BIERY, WARNER BROTHERS

Couldn't think of anything, asked if he could call me back...still waiting...

JIM MCGUINN, PD-WDRE, PHILLY

Couldn't think of anything, asked if he could call me back...still waiting...

JON COHEN/JOHN LESHAY, COLUMBIA

Couldn't think of anything, asked if they could call me back...still waiting...

JACK ISQUITH, A&M RECORDS

Hung up on me.

TED VOLK, GEFLEN

Wouldn't take my call. Was on the phone with radio (supposedly).

LYNN MCDONNELL, INTERSCOPE

Swears she will call me back. Still waiting...

MICHAEL IDLIS, MERCURY

- 1) Kiss will not take off their make-up.
- 2) Bryant Gumble will not happen.
- 3) *Beatles Anthology 4* will not happen.

STEVE LEEDS, UNIVERSAL RECORDS

- 1) Everyone will get U2 tickets for the tour this summer.
- 2) Radio will not leak any superstar product.
- 3) Fewer record reps will call your station.

JONATHAN LEV, VVVVP MUTANT PROMOTIONS

- 1) GAVIN cocktail party will not be held at the Regal Beagle.
- 2) Phil Costello will not return in the re-make of *Dr. No*.
- 3) Gold Bond powder will not be mistaken as the cocaine of the 90's.

BILL CARROLL, LONDON RECORDS

Requested I lose his number.

* * * *

So there you have it. Another attempt at useful insight by the leading minds of our format. I think next week I'll write a column about the death of Alternative and send it to the *New York Times*. If I play my cards right, I could make it as a guest on *Nightline*.

Ted Kopel: Mr. Tolko, please explain to us exactly what "Alternative" means.

Me: Well, Ted, um...May I call you Ted? ●



Data

MOST ADDED

OFFSPRING (58)

All I Want (Epitaph)
 WHFS, KTOZ, WQXA, WMAD, KLZR, KPNT, WBRU, WEND, CIMX, WHTG, WXEG, WPGU, KNRK, WDGE, KDGE, WFNX, KGDE, KREV, WQBK, KXRK, CFNY, KMYZ, WWBX, KRZQ, WXRK, KKND, XTRA, WLUM, KTZB, KXTE, KROX, WOXY, WROX, WEJE, KROQ, WMMS, WGRD, KEDG, WEDG, KEDJ, WPUP, KNDD, WPBZ, WHMP, XHRM, KOME, WHYT, KJEE, KISF, KPOI, WZRH, WBTZ, WNNX, WENZ, WBZU, KFRR, KTEG, KQXR

DEPECHE MODE (52)

Barrel Of A Gun (Reprise)
 WHFS, KTOZ, WQXA, WMAD, KLZR, KPNT, WBRU, WEND, WHTG, WXEG, WPGU, KNRK, WDGE, KDGE, KENZ, WFNX, KREV, KXRK, CFNY, KMYZ, WWBX, WXRK, KKND, XTRA, WLUM, KTZB, WOXY, WAQZ, WROX, WEJE, KROQ, KTCL, WGRD, KEDJ, WPUP, KNDD, WPBZ, WHMP, XHRM, WDST, WHYT, KJEE, KISF, KPOI, WZRH, WBTZ, WNNX, WENZ, WBZU, KFRR, KTEG, KQXR

BUSH (29)

Greedy Fly (Trauma/Interscope)
 KPNT, WQBK, WHFS, KTOZ, WMAD, WBRU, WHTG, WXEG, WPGU, KGDE, KXRK, WWBX, WLUM, KROX, WMMS, WGRD, KEDJ, WPUP, KNDD, WDST, WHYT, KISF, KPOI, WZRH, WBTZ, WNNX, WENZ, KTEG, KQXR

SOCIAL DISTORTION (26)

When Angels Sing (550 Music)
 WHFS, WQXA, WMAD, KLZR, KPNT, WBRU, WHTG, WXEG, KNRK, WDGE, KGDE, WQBK, KACV, KRZQ, KKND, WLUM, KTZB, WOXY, WEJE, WEDG, WHMP, KJEE, KPOI, WZRH, WBTZ, WENZ

SUBLIME (21)

Santeria (MCA)
 KXPK, KLZR, WHTG, WPGU, KMYZ, KKND, WLUM, WOXY, KTCL, WPUP, KNDD, WPBZ, XHRM, WDST, WHYT, WZRH, WBTZ, WNNX, WENZ, WBZU, KTEG

MOST REQUESTED

BLOODHOUND GANG

"Fire Water..." (Republic/Geffen)

CAKE

"The Distance" (Capricorn)

GARBAGE

"#1 Crush" (Capitol)

RED HOT CHILI PEPPERS

"Love Rollercoaster" (Geffen)

CARDIGANS

"Lovefool" (Mercury)

MOST BUH-UZZ

We asked a bunch o' programmers what's REALLY working at radio.

GARBAGE

"#1 Crush" (Capitol)

CARDIGANS

"Lovefool" (Mercury)

WALLFLOWERS

"One Headlight" (Interscope)

SPACE

"Female of the Species" (Universal)

311

"All Mixed Up" (Capricorn)

MOST LIKELY TO SUCCEED

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

SNEAKER PIMPS

"6 Underground" (Virgin)

MARILYN MANSON

"Tourniquet" (Nothing/Interscope)

SOCIAL DISTORTION

"When Angels Sing" (550)

DEPECHE MODE

"Barrel of a Gun" (Reprise)

MUNDY

"To You I Bestow" (Epic)

Greetings from Show World!

stoned the first track from
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SHOW **WORLD**

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redd kross



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JANUARY 13

Beres Hammond	Getting Stronger	(Heartbeat)
Bjork album		(Elektra)
Boozoo Chavis	Hey Do Right!	(Antone's Records)
Brigid Boden	Brigid Boden	(A&M)
Crash Original Motion Picture Soundtrack		(Milan)
Critter's Buggin'	Host	(Loose Groove)
Engine 88	Snowman	(Caroline)
Flora Apple	"Sleep To Dream"	(WORK)
Hi-Fives	And A Whole Lotta You	(Lookout)
Miss Lavelle White	It Haven't Been Easy	(Antone's Records)
Pet	"Skin Tight"	(Igloo/Atlantic)
Protein	"My Blood"	(WORK)
Redd Kross	"Stoned"	(Mercury)
Snooky Pryor	Mind Your Own Business	(Antone's Records)
Space	"Female of the Species"	(Universal)
Squirrel Nut Zippers	"Hell"	(Mammoth/Atlantic)

JANUARY 20

Archers of Loaf	"Vitus Tinnitus EP"	(Alias)
Bill Janovitz	Lonesome Billy	(Beggars Banquet)
Blm Sherman	Miracle	(Beggars Banquet)
Blithe	"Hardliner" b/w "The Rainday"	(Alias)
David Bowie	"Little Wonder"	(Virgin)
Downset	"Pocket Full of Fatcaps"	(Mercury)
Furr Things	Hedfones	(Trance Syndicate)
Jody Grind	One Man's Trash is Another Man's...	(DB/Altered)
Jody Grind	Lefty's Deceiver	(DB/Altered)
Leather Hyman	Host Body	(Frozen Hound Recordings)
Lemonheads	"Outdoor Type"	(Atlantic)
Live	"Lakini's Juice"	(Radioactive / MCA)
Moon Seven Times	3-song sampler	(Roadrunner)
Odds	"Someone Who's Cool"	(Elektra)
OMC	"How Bizarre"	(Mercury)
Paul K. and the Weathermen	Love Is a Gas	(Alias)
Sam Camus	"Silver"	(Radio Records)

Space Needle
Spoon
Starfish
Windsor For The Derby

The Moray Eels Eat The Space Needle (Zero Hour)
Soft Effects (Matador)
4-Song 7" EP (Trance Syndicate)
Metropolitan Then Poland (Trance Syndicate)

JANUARY 27

Angel Baby Original Motion Picture Soundtrack	(Milan)
Bjork	"I Miss You" (Elektra)
Chris Whitley	"Automatic" (WORK)
Coal Chamber	Coalchamber (Roadrunner)
Cravin' Melon	Red Clay Harvist (mercury)
The Crumbs	The Crumbs (Lookout)
Dr. Robert	Realms of Gold (Pure)
14 Fathoms Deep	The Seattle Hiphop Compilation (LooseGroove)
The Gufs	"Smile" (Atlantic)
The Heads	"Punk Lolita" (MCA/Radioactive)
Hotel de Love Original Motion Picture Soundtrack	(Milan)
Incognito	Beneath The Surface (Verve)
James	"She's A Star" (Mercury)
John Fahey	City of Refuge (Tim/Kerr)
Jonny Lang	Lie To Me (A&M)
Lateef The Truth Speaker and...	Latyrx (Solesides)
Lisa Cerbone	Mercy (Ichiban International)
Machine Head	The More Things Change... (Roadrunner)
Moby	"That's When I Reach For My Revolver" (Elektra)
Odds	Nest (Elektra)
Original Sins	Bethlehem (Koch)
Protein	Ever Since I Was A Kid (WORK)
Quadrjets	Alabama Hip Shake (Sympathy For The Record Ind.)
Tori Amos	"Silent All These Years" (Atlantic)
v/a	Totally Re-Wired vol. 10 (Hollywood)
William Topley	Black River (Mercury)

FEBRUARY 3

Chainsaw Kittens	"Hard Catch Thump" (Mercury)
Handsome	Handsome ((Sony)
Mundy	Jelly Legs (Epic)
Offspring	Ixnay On The Hombre (Columbia)
Silverchair	Freak Show (Epic)
Sneaker Pimps	"Six Underground" (Virgin)
Stone Temple Pilots	"Tumble In The Rough" (Atlantic)
Tony Bennett	Tony Bennett On Holiday (Columbia)

LIVE



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| KNRK | WHMP | WGRG |
| KEDJ | KICT | KDEO |
| KTCL | WRAX | KQRX |
| WCYY | WDST | WJSE |
| KCXX | WNFZ | WEQX |
| KXRK | WZRH | WMRQ |



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PRODUCED BY FUN LOVIN' CRIMINALS ♣ MANAGEMENT: JONATHAN BLOCK, MAJOR MUSIC

GAVIN PICKS

Singles

BY DAVE SHOLIN



U2 "Discothèque" (Island)

After Bono and crew kept us all on edge awaiting this newest project, I'm happy to say it does not disappoint. Though the album is still some time away from release, this track is certain to get plenty of exposure and give Top 40 a big shot in the arm during the first quarter. No painting within the lines for this band! Another masterful and totally original effort.

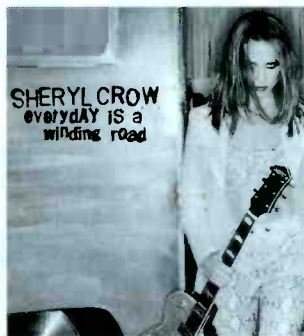


NO MERCY "Please Don't Go" (Arista)

B96-Chicago MD Erik Bradley has been leading the charge on this one since late last year. He's a total believer in this Marty Cintron/Hernandez Brothers follow-up. It's not real tough to hear why.

SHERYL CROW "Everyday Is a Winding Road" (A&M)

Sheryl's latest is yet another lesson on how to make lyrics come to life. When she tells a story, video isn't really necessary, although it's always available. The word "automatic" comes to mind for this track, which



was among the most added for the first week of 1997.

THE ARTIST "The Holy River" (NPG/EMI)

Programmers were shouting the praises of this production faster than you can say *Emancipation*. KISS 108-Boston was among the first to spin it, but it won't take long for just about the entire Top 40 panel to join the list of believers.



AMANDA MARSHALL "Fall From Grace" (Epic)

Some impatient programmers might have been hasty in making a decision on "Birmingham." No less than a half dozen PDs comment each week on how well it researches when given proper exposure. Now comes the powerful follow-up from an artist whose star will undoubtedly continue to shine bright in the new year.

MARK MORRISON "Return of the Mack" (Atlantic)

I fell in love with this track while in the UK for a seminar sponsored by our sister publication *Music Week* on "Breaking Hits in the U.S." Went out to buy copy, but they were sold out. It was rated a big winner by American programmers who

gave opinions on various songs during the seminar's closing session. Hey, do the guys at Apple know about this one?



DON HENLEY "Through Your Hands" (Revolution)

Singer/songwriter John Hiatt hands Don Henley a wonderful piece of material which the former-Eagle then molds to his signature style. Lots of folks are hearing this based on the box office strength of the new John Travolta/Andie McDowell flick, *Michael*. Makes a nice addition to daytime programming.

CROSSOVER PICK DJ KOOL "Let Me Clear My Throat" (American)

Many are comparing this production to Tag Team's "Whoop! There It Is." Bolstered by a sample of Kool & the Gang's 1974 hit "Hollywood Swingin'," the song generates immediate phones. WKSE-Buffalo MD Dave Universal was first to shout about this one late last year, and KIX 106-Providence PD Joe Dawson reports getting calls for it all day long after just one spin.

Album

VARIOUS ARTISTS Free to Be Me: A Celebration of My Life/Volumes 1-5 (The Right Stuff)

Here's a Cinderella story: EMI Music Distribution Sales Rep and music aficionado Jaime Ikeda was not happy with the compilation CDs he'd been hearing, so he went to work. The result is the *Free to Be Me* series. Based on what he calls a "Divas to Dance" concept, the series is being marketed to the gay community, but anyone with a passion for music will find songs here to enjoy.

While stereotypes of what the gay population listens to still run rampant ("Gay music doesn't have to be just high-energy and Broadway show tunes," Ikeda says), they're people who possess a wide range of musical tastes. Ikeda presents a marvelous collage of mostly club favorites—domestic and imported, some of which are now hard to find or out-of-print. With dance music once again taking center stage, maybe there's something in these five volumes that will spruce up your playlist.

Among the gems awaiting your discovery: Volume 1—Oaktown 357's "Turn It Up," Nomad's "Devotion," and Dana Dawson's "3 Is Family"; Volume 2—Michelle Gayle's "Freedom" (co-written by Narada



Michael Walden), Gwen Guthrie's "Ain't Nothin' Goin' on But the Rent," and Teena Marie's "Since Day One (Extended Remix)"; Volume 3—Chaka Khan's "Tight Fit," Elisa Fiorillo's "Something So Strong," and Jaki Graham's "Breaking Away"; Volume 4—Mantronix's "Got to Have Your Love," Pretty Poison's "Catch Me I'm Falling," and Angie Giles' "Submerge (Perfecto Mix)"; Volume 5—Wendy Moten's "Your Love Is All I Know" (produced by David Foster), Jaki Graham's "Better Part of Me," and Julie London's "Cry Me a River." And as if this wasn't enough, another three volumes are in the works, scheduled for release in March.

Free to Be Me's liner notes are a timeline of landmark moments in gay history. Ikeda, whose humor is always evident, advises, "If the insert and artwork bother you—throw them away, but feed your mind first, and then continue to listen to the music." —ANNETTE M. LAI

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