

THE MOST TRUSTED NAME IN RADIO

ISSUE 2182

NOVEMBER 21 1997



GAVIN

Inside:
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Product...
Or the
Marketing?



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Stars in
Top 40's
Future

Sister Hazel

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WSHE/Orlando	WQAL/Cleveland	WWMX/Baltimore
WPTE/Norfolk	WVDE/Norfolk	KHOM/New Orleans
WLCE/Buffalo	WKZL/Greensboro	WTIC/Hartford
WQZQ/Nashville	GL05/Raleigh	and MANY MORE!

the follow up to the
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"...somewhere more familiar"

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AS TOLD TO DAVE SHOLIN

Bev Tilden

On Product, Marketing, and the New B100 L.A.

It was quite a different radio world when Bev Tilden began her broadcasting career more than two decades ago. Tilden, who previously served as Station Manager at WEEI/AM in Boston and spent seven years as Marketing Director of Boston's KISS 108 before being named Vice President/Marketing for Chancellor Media, now is part of the team that puts great emphasis on product, promotion, and marketing. Far from merely talking a good game, one need only glance at Bev's involvement in events, station launches, and public relations to know that she is defined not only by her philosophies, but her actions, as well. Still based in Boston, she has seen her duties grow tenfold in the role she's held for the past two years. We're happy Bev allowed us to share her thoughts this week as Chancellor Media launches KIBB (B100) in Los Angeles.



Bev Tilden

When we start marketing a new station, we really begin one step before that and market the entire company. We take our company management accomplishments and build on that reputation to create excitement for our newest project. That philosophy comes directly from Scott Ginsburg and Jimmy de Castro.

To launch B100 in Los Angeles, we held an exciting client and press reception, where Scott presented an impressive video that detailed the building—and success—of Chancellor Media. That success, of course, includes L.A.'s KKBT, "The Beat," which we feel is an excellent example of our management's ability to build more credibility in the second largest radio market. Following the

video presentation, Jimmy and Scott actually switched on the new B100 right there at the party so that everyone could feel the excitement we've all had for this project. This is an overall marketing approach Scott and Jimmy have developed, and my job is to execute that philosophy with the style and sizzle that they envision.

When you're launching or re-tooling a station, the first thing you need is credibility. We make sure we speak to all of our constituencies and sell them our concept. To our listeners, clients, and Chancellor employees, we say, "You can count on us and our management team to do it right...again!" That's the first step in marketing...and it's really about managing our reputation.

From the beginning, we work on the product and how we're going to brand the station on the air. Steve Rivers, Chancellor's Chief Programming Officer, is the best there is at taking the product from the beginning and establishing our sound on the air. Then we continue to build

the brand with jocks, contests, and the kinds of promotions that not only create on-air excitement and build TSL, but that create a buzz and further brand our position. At B100 in L.A., for instance, we're actually letting our listeners name the station in a month-long contest designed to build passion, create talk with direct listener involvement, and generate a great holiday feeling when we announce the \$25,000 winner on Christmas Eve.

Now that we have the additional challenge of multiple stations in a market, each one of them needs to be on the same programming, marketing, and sales page. It's critical that the mission for the station is shared with all our stations' sales teams and our clients so that everyone is clear on what we intend to accomplish.

The more we brand on air, the stronger our message becomes when we launch the mass marketing that it takes to bring a new station to the next level. Television, outdoor, street marketing, and consumer press take the message to our listeners. In the case of B100, we also will take a more targeted approach as we get to know more about our audience and their passion for the station.

In addition to our clients and listeners, we also are dedicated to serving the Chancellor employees. From the beginning we want them to know why Chancellor will make the station a success. It's important that every one of them "buys in"—and we take that very seriously.

This three-fold philosophy to serve all our constituencies applies to every station we have, since we all have the same sales, programming, and marketing goals. **GAVIN**

First Words

Time was, not so long ago, the role of promotion manager often was delegated to a kid not long out of college who seemed to have a knack for staging on-air contests and giveaways. Even those stations that recognized the inherent value in imaging and positioning relegated much of that activity to an underpaid staffer who was shunted between the programming and marketing departments.

Those days are almost ancient history. Consolidation and heightened competition both within the industry and among all media have forced stations to elevate the role of promotion at each station or market group. First to go, in many cases, was the concept of promotion manager. That role has evolved to a more all-encompassing position of marketing director who, in one form or another, ultimately

serves as a liaison between programming and sales and is responsible for creating and maintaining the station's overall brand image.

This week, GAVIN takes a hard look at the critical role marketing plays in the success of a radio station. At the top of this page you'll find the remarks of Bev Tilden, one of radio's top marketing pros, and don't forget to read the special marketing feature on page 16.

Reed Bunzel, Editor in Chief

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NEXT WEEK Mentors

Urban Editor Quincy McCoy talks about one of his favorite topics, and brings a few friends into the discussion. Featuring Radio One, Inc.'s Cathy Hughes, Street Soldiers' Joe Marshall, and performers Tony Toni Tone.

GAVIN Founded by Bill Gavin—1958

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“Unlike soft drinks or laundry soap, where the formula has been locked down, radio is a very fluid product.”

— Bill Moyes, see page 17

Westinghouse Targets Radio, TV; Shifts Company Name to CBS Inc.

Credit Westinghouse CEO Michael Jordan for knowing a good thing when he sees it.

Westinghouse Electric Corp. apparently is so pleased with the performance of CBS Inc., its broadcasting division, that the Pittsburgh-based company has decided to spin off its industrial businesses and focus primarily on media under the CBS Corp. moniker. The company's stock symbol also will change to CBS.

Westinghouse announced plans earlier this week to sell its power generating business to German-owned Siemens AG for \$1.53 billion in cash, and said two other divisions—both of them involved in nuclear power—will be sold off by the end of the third quarter next year. Two commissioners from Allegheny County in Pennsylvania are seeking to halt the sale to Siemens because they feel it would create a utilities monopoly

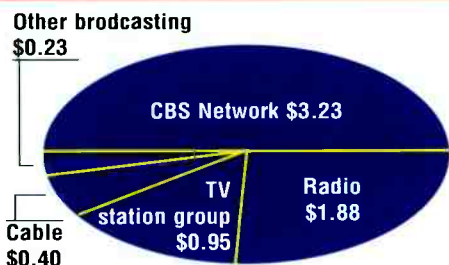
that would not be in the public interest.

Jordan indicated that the acquisition of CBS and its radio, television, and network properties has rejuvenated what was a wounded company. Westinghouse reported a \$143 million operating loss for its industrial business in 3Q 1997, compared with a \$19 million loss in its media divisions during the same period. Westinghouse also posted a \$162 million net loss for the quarter overall, vs. a \$28 million loss in '96. By contrast, the company's media businesses surged in the third quarter.

Under the new media-oriented structure, CBS projects its radio division to yield \$1.88 billion in revenues and \$770 million in cash flow in '98. The TV station group is expected to earn \$0.95 billion (\$399 in cash flow), while the TV network should earn \$3.23 billion (\$58 million in cash flow).

The New CBS's Media Business Projected 1998 Revenue

In billions



Stein to Head New Sire Records Group

Although it's been operating since September, the Sire Records Group (SRG) has been officially announced as a stand-alone entity within the company by Warner Music Group chairman and co-CEOs Bob Daly and Terry Semel. Sire Records founder Seymour Stein will serve as President/CEO of the new group, which encompasses both the Sire and Discovery labels. Randy Miller will serve as Executive VP/GM.

The move reflects Warner's recent restructuring of Sire, which had been part of the

Elektra Entertainment Group since 1995. "Seymour's unerring musical instincts have made him a legendary figure in the business," said Semel and Daly in a press release. "We're confident that he will continue his amazing track record with Sire Records Group."

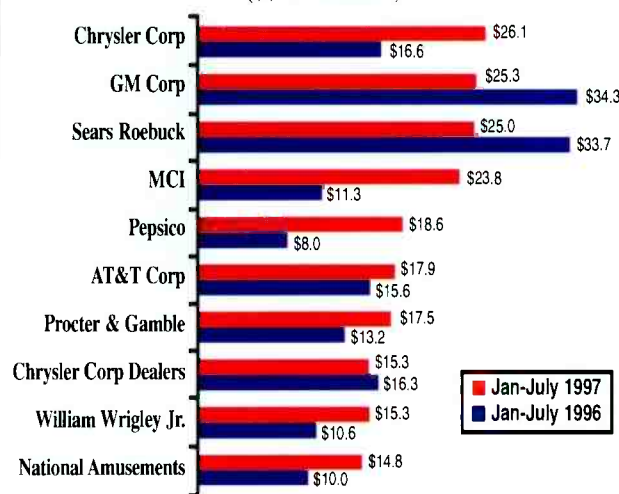
Stein wasted no time in making his intentions known, stating, "Sire will continue to be what it has always been: a cutting edge company looking far afield for tomorrow's music, whether it be in the alterna-

tive field, electronic, world music, the newly developing Americana field, or whatever new genre lies just beyond the horizon. Sire will continue to operate on the belief that the best of today's 'esoteric' music goes on to become the pop music of tomorrow."

SRG will be distributed by WEA and Alternative Distribution Alliance (ADA), and will have access to the marketing resources of Warner Bros. Records, Reprise Records, and Warner Bros. Nashville for select releases.

Chrysler, GM Top Two National Radio Advertisers

Top 25 Companies Ranked by First Half 1997 Radio Spending (\$\$ in millions)



Chrysler Corp. took the pole position on the list of national advertisers in the first half of 1997, placing just over \$26.1 million in radio spots. Industry rival GM Corp. took second place with \$25.3 million in business, while Sears Roebuck finished third with \$25 million.

Interestingly, Ford Motor Co. did not place among the top 25 national advertisers.

Chancellor Flips KIBB-L.A. To Hispanic-Oriented Gold

It's official: Chancellor Media is targeting the 25-54 Hispanic audience in Los Angeles with a "unique-to-L.A." gold-based format designed to fill what the company considers an untapped and underserved A/C market.

The new KIBB/B100-FM officially roared to life Wednesday (Nov. 19). According to Chancellor COO Jimmy de Castro, the new station—which will be re-named by listeners during an upcoming market-wide contest—will draw the majority of its playlist from the '60s, '70s, and '80s.

"The music will be somewhat similar to what we're playing on KISS in San Francisco, only not as urban-oriented," de Castro told GAVIN. "We'll be playing War, Tierra, the Delfonics, Heatwave, Gloria Estefan...all of it highly produced and targeting the soul, passion, and emotion of the L.A. marketplace. KOST has been living off the Hispanic audience for a great deal of time, and our research suggests that there's really not a good A/C station in this market to deliver the rapidly expanding Hispanic-Asian audience."

Helming the new station is General Manager Bob Visotcky, who led Chancellor's turn-around at KYLD/FM-San Francisco. Harold Austin moves up the dial from Chancellor's KKBT/FM-L.A. to become Program Director, while Marko Radlovic, most recently at KPWR/FM-L.A., assumes GSM duties.

reba & the Dallas Cowboys

team up for



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Live Thanksgiving Day on NBC • Kickoff 3:00pm Central



The Salvation Army 1997 National Kettle Kickoff

**Thanks Radio for being a part of the team
and helping to make a difference.**



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G-Files

In case you missed it this week...

- CAPSTAR AND AMERICOM BROADCASTING agreed to a purchase and exchange deal in three western markets. Capstar's Pacific Star will buy Americom's KEZL/FM and KFOS/FM in Fresno, plus KTHX/AM in Visalia/Tulare/Hanford, Calif. Additionally, as soon as Pacific Star closes on the acquisition of KCBN/AM, KRNO/FM, and KWNZ/FM from Patterson Broadcasting, the group will swap those three stations for Americom's other Fresno FM, KTHT. The result: Pacific Star will control eight stations in Fresno and Visalia but leave Reno, while Americom will exit Fresno but own eight in Reno. Broker: Elliott Evers, Media Venture Partners.
- MJI BROADCASTING will carry a Garth Brooks special next Monday (Nov. 24), aired live from an undisclosed venue in New York. The program, in which Brooks discusses his new album *Sevens*, is offered on a non-exclusive basis to all country stations.
- CITADEL launched an "intranet" deal with Digital Courier to distribute programming and advertising within the mega-group.
- PAMAL BROADCASTING, a subsidiary of Albany Broadcasting, closed its acquisition of WSPK/FM-Poughkeepsie and WBNR/AM-Beacon, N.Y. from Enterprise Media Partners. Broker: Blackburn & Co.
- CUMULUS MEDIA paid \$15 million for four stations in Ann Arbor, Mich.: WTKA/AM, WDEO/AM, WQKL/FM, and WIQB/FM. Seller is American Media Management's Arbor Radio; broker is Michael Bergner of Bergner & Co. Cumulus also closed on its \$30 million acquisition of WTOD/AM, WIMX/FM, WKKO/FM, and WRQN/FM, all in Toledo. When all pending deals close, Cumulus will own six stations in the market.
- MORRIS COMMUNICATIONS bought seven stations in Palm Springs and announced the formation of Desert Radio Group. Included in the deal are KPSL/AM, picked up from Franklin Communications; KCMJ AM/FM, previously owned by Morris Bergeen; Coachella Valley Broadcasting's KCLB AM/FM; and KNWZ/AM and KSES/FM, acquired from Country Club Communications. Brokers: Tom McKinley and Austin Walsh, Media Services Group.
- MARLIN BROADCASTING has picked up WCCC AM/FM in Hartford from Greater Hartford Communications for an undisclosed sum. Broker: Tony Rizzo, Blackburn & Co.
- JACOR dealt KBCO/AM-Denver to the University of Colorado Foundation for no cash. The company also pulled all talk radio ad sales in-house as part of its Premiere Radio Networks.
- MEDIAAMERICA acquired three of SW Networks' long-form programs: *Personal Notes*, *Country's Most Wanted*, and *hardDrive*.
- HICKS, MUSE, TATE & FURST agreed to purchase United Artists Theater Group (1-800-UAUAUAUA) for \$850 million. The deal should close 1Q '98.
- UNITED STATIONS picked up the *The Road*, a three-hour weekly program created by Stillman & Co.
- FCC Commissioner Michael Powell stated that the FCC lacks the authority to conduct a separate inquiry into liquor advertising on radio and television, saying the issue should be examined as part of overall public interest obligations. New Chairman William Kennard wants a separate investigation.
- METRO NETWORKS reported that revenue grew from \$29 million in 3Q '96 to \$35 million in the same period in '97, a 21 percent gain.
- ARSO RADIO purchased WUNO/AM and WFID/AM in San Juan from Century-ML Radio. Broker: Rumbaut & Co.

AMFM Networks to Target Youth, Adult Audiences

BY TONY SANDERS

If everything goes according to plan, the AMFM Radio Networks will debut two networks at the start of next year—just in time for RADAR's shift from semi-annual to quarterly surveys.

In a recent interview, AMFM Senior/VP David Kantor told GAVIN, "There are a lot of good reasons to start a network now, but the best one for Chancellor Media is that, with its own stations, it has hit a critical mass and now reaches over 40 million in audience every week."

Along with those 99 Chancellor-owned stations, AMFM will have another 320 Capstar-owned stations to offer advertisers. Those roughly 420 stations will be offered as two separate networks—one targeting youths and the other focusing on adults. "As soon as those [nets] are up and running, we'll move more heavily into syndication programming," Kantor said, suggesting that AMFM will be offering some top-rated personalities from Chancellor stations in various dayparts and creating new packages of weekend products.

While Statistical Research, Inc., which compiles the

semi-annual RADAR survey, hasn't officially announced it yet, the firm will begin generating quarterly reports starting next year. The first of these quarter-

lies will be RADAR 57. The last of the semi-annual reports, RADAR 56, covers Fall '97. Ratings results for that period won't be available until early '98.

ESPN Radio Expands To Daily Line-Up

Sports radio is hot...so hot, in fact, that ESPN Radio has announced plans to double the amount of weekly programming it offers to radio stations next year.

The first wave of this expansion, part of a strategic plan that began with the addition of Major League Baseball play-by-play (coming in 1998), comes in the form of two new weekday programs. *The Tony Kornheiser Show* is a three-hour daily call-in program featuring (not surprisingly) sports columnist/talk show host Tony Kornheiser, while ESPN Radio's GameNight expands its popular weekend show to a seven-night-a-week format, airing live from 7 p.m. to 3 a.m. EST. By

expanding into weekday long-form programming, ESPN hopes to extend its brand name recognition beyond the network's traditional weekend fare, explained T.J. Lambert, VP/Sports at ABC Radio Networks.

By adding a full slate of baseball and 11 hours of live weekday programming, ESPN hopes to establish itself as the "primary source for sports news and information," ESPN Radio General Manager Drew Hayes said. The expansion into daily programming moves the network much closer to its ultimate goal of becoming a 24-hour network.

ESPN Radio marks its 6th anniversary on January 1.

Arbitron Floats Proposal For New Monthly Reports

The Arbitron Advisory Council next month is expected to discuss whether the ratings giant should offer monthly summaries of diary performance, designed to give programmers an idea of how their stations are doing on a month-to-month basis.

Conceived in response to the negative reception given a plan to introduce monthly survey analyses, the revised "report" would provide raw data useful only to programmers. The earlier plan, rejected by the Advisory Council, would have quantified some of the extrapolations individual stations currently produce from Arbitrend figures and make them available for both programming and sales applications.

According to Arbitron spokesperson

Thom Mocarsky, the revised report could include the number of diaries each month in which a station is mentioned, that number as a percentage of all diaries returned throughout the market, total time spent listening, and a break-out of total diaries and TSL by PI listeners. Arbitron began examining new ways to offer month-by-month information following the completion of a research study that showed a high degree of enthusiasm for such a product among general managers and programmers.

Participants at Arbitron's Consultants Fly-In last week in Columbia, Md. were given a sneak peek at the proposed monthly report, and an Advisory Council subcommittee is studying the proposal.

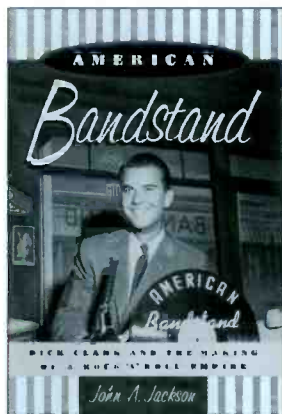
LIKE A ROLLING STONE

L.A. Overrun with 3,000 Radio People

I tell friends that I'm in research hell, working on my book on the history of Top 40 radio, but I'm really in heaven, wading through books and magazine articles, listening to airchecks, and interviewing some of the tops of Top 40.

On the book front, I've run across a couple of interesting new releases.

First, there's *American Bandstand: Dick Clark and the Making of a Rock 'n' Roll Empire*, by **John A. Jackson** (Oxford University Press).



Jackson is the author of the acclaimed **Alan Freed** bio, *Big Beat Heat*, which touched on Clark. Now, he applies his reportorial skills to one of the sharpest and shrewdest entertainers and entrepreneurs of our time. That he realized his American dream by way of rock & roll, via radio and television, is almost incidental. As Clark put it, "I don't make culture, I sell it." His is a fascinating story, well-told.

Another new book sure to be of interest to radio nuts is *Los Angeles Radio People*. Industry vet **Don Barrett** has revised his original '94 edition, which offered sketches of about 1,600 DJs—anyone who ever set mouth before a mic on an L.A. station since 1957. Adding newscasters and talkers, Barrett now covers 3,000 personalities in 400 pages—all at a downsized price of under \$20.

From dance radio's **Egil Aalvik** to KNX news anchor **Dave Zorn**, the book seems to range even beyond Los Angeles. That's because many jocks who made their name elsewhere ultimately passed through the Southland. So one finds such figures as **Alan Freed**, **Wolfman Jack**, **Dick Biondi**, **Tom Clay**, **Al "Jazzbeaux" Collins**, and **Tom Donahue**.

According to **Ron Jacobs**, the veteran programmer who ushered in the **Bill Drake** era in L.A. at **KHJ**, one also finds numerous factual errors in the book. Jacobs sent a scathing letter to Barrett, including point-by-point corrections, and e-mailed copies to radio people near and far, in essence warning them about the book. Barrett shrugged off the attack. "He and I live on two different planets," he said. "God bless him. I did the book to the best of my ability. It's a labor of love."

Through all the labor—and, yes, the inevitable errors and unmatching recollections—the book serves to remind that there's little new in radio. Take the idea of musicians like **Isaac Hayes**, **Roberta Flack**, **Greg Kihn**, and **Holly Dunn** becoming DJs. Flipping through Barrett's volume, we learn that, many, many stopsets ago, **Pat Boone**, **Buck Owens**, **Flo & Eddie**, **Billy Vera**, **Ian Whitcomb**, and **Sandy ("Teen Beat") Nelson** all did DJ stints.

The book also reveals the results of a poll from the '94 edition, which invited readers to vote for their all-time favorite L.A. radio people. **Gary Owens**, no surprise, tops the field (or, as he said in a recent phone call, "I won the award for throwing up and pole-vaulting at the same time!"). Sadly, we recently lost two other top-tens, **The Real Don Steele** and **"Emperor" Bob Hudson**. And the book tells of too many others who died, of unnatural causes like suicides and car wrecks, long before their time.

That's life—and not only in radio or in L.A. Still, to have been on the air in Los Angeles is a special notch in the radio belt, and it's good to have all those who achieved that distinction, whether for a cough or a career, in one swell book.

For ordering info, call Barrett's db Marketing Company toll-free at 1-888-Radio57.

BY BEN FONG-TORRES

The Audience is Listening...

23 owners hold 100 most-listened-to stations

Exclusive GAVIN analysis by Tony Sanders

You don't have to be a super-group in billings to be a super-group in listeners—if you own one or more of the nation's 100 most-listened-to stations. GAVIN looked at data compiled by the good folks at Duncan's American Radio and developed this exclusive crunch of the combined listenership commanded by the nation's top stations (ranked by time spent listening). The result: 23 owners "dominate" listenership among these stations, based on Arbitron statistics from the Spring '97 survey (persons 12+, Mon.-Sun., 6 a.m.-midnight).

Leading the way is America's #1 super-group (both in billings and top-100 stations), Westinghouse/CBS. Based on the Duncan data, CBS owns—or will own—29 of the 100 stations covered in this analysis, giving that group a combined average quarter hour listenership of 1,728,700 persons. Chancellor comes in second

with 24 stations.

Note: Aside from owning the nation's most-listened-to station—WQHT/FM-New York (with an AQH of 167,400)—Emmis also owns three other stations in this

tally: WRKS/FM-New York, KPWR/FM-Los Angeles, and WKQX/FM-Chicago. Combined, these four FMs give Emmis the number four ranking among the top groups.

Who Owns the Ears?

Group Owners of America's Top 100 Stations

RANK	GROUP	TSA AQH (000S)
1	Westinghouse/CBS	1,728
2	Chancellor	1,439
3	ABC/Disney	557
4	Emmis	402
5	Heftel	300
6	Spanish Broadcasting	247
7	Cox	212
8	Tribune	174
9	Jacor	159
10	NY Times	135
11	Buckley	103
12	Susquehanna	86
13	Beasley	84
14	Radio One	79
15	Inner City	72
16	KKDA/AM-Dallas (Ind.)	50
16	WBEB/FM Phil. (Ind.)	50
18	Bonneville	47
19	Clear Channel	42
20	Greater Media	40
21	Entercom	39
22	Jefferson-Pilot	38
22	WHUR/FM (Howard Univ.)	38

Source: GAVIN analysis of Duncan's American Radio data. TSA AQH+ Total Service Area Average Quarter Hour, persons 12+, Mon.-Sun., 6 a.m.-midnight

ROM REVIEW

The Stickmen, *Life Colored Green* (911)

San Francisco-based 911 Records unleashes the Stickmen and their enhanced release *Life Colored Green*. Besides containing 13 tracks of blistering intensity, the CD also includes a multitude of ROM treats—plus online hook-ups.

REALITY b4TES

BY SPENCE D.

Once you've followed the directions and downloaded all the necessary software, you can begin exploring the Stickmen's digital universe. The intro mixes blaring guitar riffage with a digital animated tribute to 2001; from there the multimedia portion of the disc contains five sections. The first choice, "Play Slides," includes snap shots of the Stickmen on tour as

well as band commentary, insights, and history (audio liner notes) on the creation of each song on the album. The next selection, "Hear Music," allows the user to play each song on the album, but with the added bonus of viewing the lyrics

or utilizing the video boom-box controls to loop and shuffle the tracks. Time display and volume controls are also included. The combination of CGI, video clips, and aural assault make this multimedia venture both engaging and entertaining.

Motown's Avant Named To PolyGram Board

Motown Chairman Clarence Avant has been named to PolyGram's international management board following the dismissal of PolyGram Domestic President/COO Eric Kronfeld. Kronfeld, who retains his corporate responsibilities, was dismissed from the board because of inflammatory and allegedly racist comments he made during an Oct. 17 deposition (GAVIN, Nov. 14).

In a statement explaining the appointment of Avant, who is the first black to serve on the panel, PolyGram Chairman Alain Levy said, "Eric Kronfeld made a statement with which we strongly disagree. [It] does not reflect PolyGram's views, my personal views or, to my knowledge, any other executive's views at PolyGram."

THAT'S SHO-BIZ

By Dave Sholin

I'm filing this column while headed to So. Cal. for the unveiling of the new **B10C**. Might the **Chancellor** team also reveal what's in the works for **KBIG** and **STAR** during the presentation? One shoe already dropped at 'BIG on November 19 when morning talent **Sylvia Almerito**, middayer **Mark Taylor**, and news anchor **Paul Freeman** got word that their services were no longer needed.



Ray Carlton

On the other coast, will **Chancellor** announce **Danny Bonaduce's** hiring as the new wake-up star for **WNSR**-New York in the not-too-distant future?

A&M Director/National Alternative Promotion **Charlie Londono** has parted ways with the label. Reach him at (213) 937-2990.



The **Spice Girls** deny rumors they are breaking up in the wake of cutting loose from manager **Simon Fuller**. Since the five are set to launch their film careers with the release of *Spiceworld* in January, they stopped by to get some free consultation from fellow screen star **Howard Stern**. All we want to know is... where do we apply for the manager's gig?

Everyone's being tight-lipped about who will be the next PD at **KDGE**-Dallas, but odds are very good

the word will come down after the presses are shut down for the week.

Deepest sympathies are extended to the family and friends of **Mikel Herrington (Hunter)**, known to many in his Top 40 days in San Jose as **Captain Mikey**, who passed away earlier this week at the age of 57. A trailblazing pioneer during the early days of progressive radio, Hunter was PD of **KMET** in the early '70s—the film *FM* was based on his reign at the legendary AOR. After a stint in country, he returned to San Jose and programmed **KOME** from '76 to '82. His family requests donations be made to the Leukemia Society in lieu of flowers.

Stew Schantz, PD/wake-ups at **WSPK**-Poughkeepsie, N.Y. is no longer with the Top 40 outlet. He steps away after a ten-year stint.

Don't let the **Rolling Stones** concert pass you by, in a word, it's amazing. Northern California got the added treat of **Pearl Jam** as the show's opener. Among the celebs spotted in the crowd at the Oakland Coliseum were *NYPD Blue's* **Dennis Franz**, **Johnny Depp**, and **Michael Richards** from *Seinfeld*. Word is the **49ers** had a contingent of about 50 over to the show a few days later. Will **Mick** and the boys be hanging out in San Diego when **Gavin** rolls into town in February?

Big surprise birthday bash for longtime Boston **Mercury** rep **Don Masters**, who plans to retire soon after being with the label since 1961. In his honor, **KIX 105**-Providence PD **Joe Dawson** is planning to make him "PD for a day."

Up close and personal. That's what 20 listeners of **104 KRBE**-Houston got to be with **Capitol** recording star **Meredith Brooks**, who gave a show for the lucky winners at "Private Session #15." Shown (l-r): Capitol's VP of Top 40 Promotion, **Justin Fontaine**, KRBE PD **John Peake**, Brooks, and **Aimie Vaughn**, the label's Director of Promotions.

Michael Shishido, PD and ten-year vet of A/C outlet **KSSK**-Honolulu, has stepped down. **Jeff Silvers** from **KSOF**-Fresno is named interim PD.

It's been a long search, but **KZQZ (295.7)**-San Francisco signs **Marcus D** from **KBOS**-Fresno for p.m. drive duty. He was MD/afternoons and interim PD at **B95**.

Bo Jacobs moves from nights to afternoons at **WTCF** Saginaw, Mich., with **Rob Banks** from **KLUC**-Las Vegas taking over Jacobs' nighttime slot.



RCA Taps Carlton

Ray Carlton is the new VP of Top 40 Promotion at **RCA Records**. He comes to the company from **Giant Records** where he was head of promotion since the label's 1990 launch.

"Ray's experience, professionalism, and passion for music make him an invaluable member of our promotion team," says RCA Senior VP **Ron Geslin**. "We are confident he is just the person to continue to break our new acts and further develop our established artists."

Carlton will oversee all aspects of Top 40 promotion, including devising and executing radio strategies, working with field staff, and communicating with trade publications and indies.

Chiarelli Gets Jazzy at GRP

GRP Recording Company ups **Laura Chiarelli** to Manager of Jazz Promotion, based in New York. Chiarelli steps into the void left by much loved industry icon **Duke DuBois**, who passed away earlier this year; DuBois had served as an important mentor to Chiarelli prior to his death.



Laura Chiarelli

"[Laura's] hard work and dedication helped bring **Donald Harrison** and **Diana Krall** to Number One at jazz radio and proved to me she was ready for the job," says GRP Senior VP **Suzanne Berg**. "The energy and enthusiasm she brings to her work, along with her capacity to learn, will be a great asset to our **Impulse!** artists, the GRP promotion team, and to the success of our records on the charts. No one loved Duke DuBois more than Laura, and she is honored to be continuing the precedence of excellence that he set."

Sire and Sub Pop Forge Alliance

Newly formed **Sire Records Group** (see News) enters a multi-faceted agreement with **Sub Pop**, allowing the Seattle-based indie to continue to function as an autonomous label—only now with the marketing resources of SRG at its disposal. New albums by **Sedadah** and **Sunny Day Real Estate** will be among the first releases to benefit from the deal.

Sub Pop CEO **Jonathan Poneman** expressed his reasoning for the alliance: "Having the opportunity to put out records with Sire is a dream come true for me. Sire is truly one of the most prestigious labels in the history of recorded music. The **Ramones** and **Madonna**... what more needs to be said?"

Columbia Pacts With Aware

Columbia Records and Chicago-based indie **Aware Records** have signed a two-tiered deal that allows **Sony's** independent distribution company **Red** to re-release the Aware catalog and makes way for future Aware artist debuts to bear the imprint of Red subsidiary **Red Ink**.

"I've worked hard for the past four years to move Aware towards the formation of a strategic alliance such as this," says Aware founder **Gregg Lattermen**, "developing artists from the baby-band level to the time they're ready for a major label release. We are pleased and excited to work with Columbia Records."

The first two bands to release albums through Aware/Red will be **Nineteen Wheels** from East Lansing, Mich., and San Francisco's **Train**.

On the Air & In the Grooves: **ALEXANDRA RUSSELL** • Sho-Prep and Flashbacks: **RON FELL**
Friends of Radio: **ANNETTE M. LAI** • Sho-Dates: **DIANE RUFER**

Thank you radio
for a great year!

✓
Kellie
Lynn



CURB
RECORDS

Sho-Dates

November 23

Kiersten Hollars GAVIN
Renee Battle Sony Music
Bruce Hornsby

November 24

Sandi Alexander WQHQ/FM-Salisbury, Md.
Tracy Cioherly Hot 97-New York
Steve Gousby WILD-Boston

November 25

Scott Hoffman RCA Records
Joe Leiman WRED-Portland, Me.
Stacy Lattisaw, Amy Grant

November 26

Rick Walker KDKO-Denver
Tina Turner, John McVie

November 27

Scott St. John Career Records
Eddie Rabbit, Linn Marie Engstrom
 (Sonic Dream Collective), **Charlie**
Burchill (Simple Minds)

November 28

Michael Erickson KISS 98.1-San Francisco
Michael Plen Virgin Records
Berry Gordy, Jr., Randy Newman,
Matt Cameron (Soundgarden)

November 29

Michael Rogers KAKQ-Fairbanks, Ak.
Brian Jarvin KDOG-Mankato, Minn.
Chuck Mangione, John Mayall, Amy
Fradon (Fradon & Ritter)

Our **CONGRATULATIONS** to **CHRIS COX**, co-owner/director of A&R at Interhit Records, and his wife, **CHRISTINE**, retail/record pool promotion for Interhit, on the birth of their daughter, **ANGELICA CHRISTINE**. Born November 11 at 9:33 p.m., weighing 6 lbs. 3 oz. and 19 inches in length.

...**CONGRATULATIONS** to **LARRY JACOBSON**, head of business & legal affairs for Revolution Records, and his wife, **PAM**, on the birth of their son, **JONAH NATHANIEL**. Born September 4 at 2:50 a.m., weighing 6 lbs. 9 oz. and 19 inches in length.



Sho-Case

GARTH BROOKS

Prior to sales of his new album, *Sevens*, Garth Brooks has already sold more than 62 million albums.

Sho-Prep

ROLLING STONES

In order to get focused on the upcoming night's concert, Rolling Stones Keith Richards and Ronnie Wood frequently play two or three games of snooker backstage.

LEANN RIMES

LeAnn Rimes begins a concert tour New Year's Eve in Minneapolis with another young country star, Bryan White. The tour is being sponsored by KFC, a company for whom Rimes will also serve as spokeswoman on TV and in print.

BILLY JOEL

Billy Joel continues to plan a post-pop career in classical music. He recently told the *San Francisco Chronicle* that his new music includes piano pieces in a style similar to Rachmaninoff, but also some full-on orchestral pieces in a vein similar to those composed by Aaron Copeland and Leonard Bernstein.

PUBLIC ENEMY

Chuck D. says Public Enemy's next album will employ a sound similar to "Pink Floyd meets the Chemical Brothers. It's

about getting people over the wall, so that [they] can learn new skills for the next millennium."

PHIL SPECTOR

A film about the life of record producer Phil Spector is being developed with Tom Cruise reportedly interested in the title role.

DAVE MATTHEWS BAND

Dave Matthews and his band will spend the winter making a new studio album with producer Steve Lillywhite.

BARBRA STREISAND

Barbra Streisand's film career began 29 years ago with her appearance as Fanny Brice in *Funny Girl*. She won an Oscar for her performance.

GLORIA ESTEFAN

Gloria and Emilio Estefan have their own restaurant at Disney World in Orlando, Florida. The Cuban-themed restaurant is called Bongo's Cuban Cafe.

FUGEES

The Fugees' 1996 debut album, *The Score*, has been certified by the RIAA for sales of 6 million units.

CELINE DION

Celine Dion has become an avid golfer and has even purchased an old golf course outside her native Montreal.

RICK JAMES

Rick James is working on a book, called *Confessions of a Super Freak*, which will detail everything from his early days in Canada playing with Neil Young in the Mynah Birds to his conviction and jail time for drug possession and assault.

SPICE GIRLS

The Spice Girls' TV special, *Too Much Is Never Enough*, is set for December 2 on UPN.

LYNYRD SKYNYRD

A new Tusculumbia, Alabama auditorium will be named in honor late Lynyrd Skynyrd lead vocalist Ronnie Van Zant. The Ronnie Van Zant Memorial Auditorium will seat 10,000.

Flashbacks

NOVEMBER 22, 1955

Elvis Presley signs with RCA Records for \$40,000.

NOVEMBER 24, 1996

Crowded House performs its final concert before 150,000 fans on the steps of the Sydney Opera House.

NOVEMBER 24, 1991

Queen's Freddie Mercury dies of complications from the AIDS virus.

NOVEMBER 25, 1984

Bob Geldof gathers dozens of pop music stars in London to sing "Do They Know It's Christmas." Known as Band Aid, the group includes Phil Collins, Boy George, Duran Duran, Wham!, Kool & the Gang, Sting, U2, Paul Young, and Jody Watley.

NOVEMBER 25, 1976

The Band officially breaks up with a farewell Thanksgiving Day concert at Winterland in San Francisco. Joining in the festivities are Neil Young, Eric Clapton, Bob Dylan, Emmylou Harris, Neil Diamond, Joni Mitchell, Van Morrison, Muddy Waters, and Ringo Starr. A Martin Scorsese documentary is made and released the following fall.

NOVEMBER 26, 1982

Miles Davis marries actress Cicely Tyson.

F.O.R. #212

Friends of Radio

Kathi Kamen Goldmark



Co-author of the Great Rock 'n' Roll Joke Book (St. Martin's Griffin), President of Don't Quit Your Day Job Records, and founder of the Rock Bottom Remainers Hometown:

Lakeview, Long Island, N.Y.

What stations did you grow up listening to?

WABC & WMCA-New York.

What stations do you listen to now?

I don't really have a favorite station since they took Sully Roddy off of KSAN.

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

...hire Sully Roddy.

The best thing about your Great Rock 'n' Roll Joke Book?

Now I can remember the punchlines.

The worst thing?

Now I can remember the punchlines.

The last album you went out of your way to listen to and why?

Buddy Miller's Poison Love, because I just think he's great.

Your proudest career achievement so far:

Starting the Rock Bottom Remainers and recording Jessica Mitford as "Decca & the Dectones."

Future ambitions:

To record the banjo stylings of E.L. Doctorow—really.

Concerted Effort



KBCO-Denver marked its 20th anniversary with a concert at the Buell Theater featuring Lyle Lovett, Todd Park Mohr (Big Head Todd), Bruce Hornsby, and Robben Ford. Celebrating backstage after the show were (l-r): Jacor's Rob Buswell, Revolution recording artist Todd Park Mohr, Jacor's Don Howe, GRP artist Robben Ford, RCA artist Bruce Hornsby, and KBCO's Dave Benson.

MOST ADDED



MATCHBOX 20 (39)
SARAH McLACHLAN (27)
SISTER HAZEL (24)
AEROSMITH (21)
WILL SMITH (18)

TOP TIP

SPACE MONKEYS
"Sugar Cane"
(Chingon/Interscope)

The hottest night record in the country is now being opened up to other dayparts. Big increase in spins on top of 17 more adds.

RECORD TO WATCH

GREEN DAY

"Time of Your Life (Good Riddance)" (Reprise)
 Early results indicate their absence from Top 40 is quickly coming to an end. On at WPST-Trenton, Y100-Philly, Kiss 108-Boston, G105-Durham/Raleigh; with adds at B97-New Orleans, Q97.9-Portland, Me., and Q102-Cincinnati

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	SUGAR RAY - Fly (Lava/Atlantic)	17	178	0	8634	-233
2	CHUMBAWAMBA - Tubthumping (Republic/Universal)	10	175	4	8287	+307
3	ROBYN - Show Me Love (RCA)	12	161	1	6739	+165
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	14	161	1	6603	+289
5	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	21	142	1	5460	-101
6	MATCHBOX 20 - Push (Lava/Atlantic)	24	127	0	5166	-515
7	LeANN RIMES - How Do I Live (MCG/Curb)	25	120	0	5140	-448
8	USHER - You Make Me Wanna... (LaFace/Arista)	14	129	5	5056	+212
9	ALLURE featuring 112 - All Cried Out (Crave)	17	133	7	5055	+159
10	MARIAH CAREY - Butterfly (Columbia/CRG)	9	158	0	4952	-45
11	JEWEL - Foolish Games (Atlantic)	20	121	0	4730	-798
12	BOYZ II MEN - 4 Seasons Of Loneliness (Motown)	14	108	0	4439	-546
13	BACKSTREET BOYS - As Long As You Love Me (Jive)	6	154	13	4374	+842
14	LISA LOEB - I Do (Geffen)	6	152	3	4207	+560
15	JANET JACKSON - Together Again (Virgin)	6	146	11	3773	+656
16	FIONA APPLE - Criminal (Clean Slate/WORK)	20	126	1	3698	+46
17	TONIC - If You Could Only See (Polydor/A&M)	38	97	0	3500	+30
18	SHE MOVES - Breaking All The Rules (Geffen)	8	121	2	3446	+322
19	HANSON - I Will Come To You (Mercury)	9	133	2	3437	+154
20	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	7	130	14	3365	+719
21	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	33	95	0	3244	-321
22	SARAH McLACHLAN - Building A Mystery (Netwerk/Arista)	21	94	0	3001	-699
23	AMY GRANT - Takes A Little Time (A&M)	18	99	3	2831	-13
24	SOMETHIN' FOR THE PEOPLE - My Love Is The Shhh! (Warner Bros.)	10	88	9	2763	+350
25	THE WALLFLOWERS - Three Marlenas (Interscope)	8	106	3	2656	+195
26	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	13	96	2	2499	+5
27	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	14	78	0	2438	-512
28	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	30	75	0	2418	-515
29	SPICE GIRLS - Spice Up Your Life (Virgin)	7	96	4	2391	+202
30	SISTER HAZEL - All For You (Universal)	38	70	0	2387	-199
31	INOJ - Love You Down (So So Def/Columbia/CRG)	20	66	0	2377	+77
32	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	5	116	9	2336	+552
33	MEREDITH BROOKS - What Would Happen (Capitol)	7	106	10	2210	+279
34	OASIS - Don't Go Away (Epic) †	11	90	1	2186	-223
35	MATCHBOX 20 - 3 AM (Lava/Atlantic)	5	121	39	1943	~
36	AALIYAH - The One I Gave My Heart To (Blackground Ent./Atlantic)	13	72	3	1774	-121
37	BLESSID UNION - Light In Your Eyes (Capitol)	4	87	11	1738	~
38	NU FLAVOR - Heaven (Reprise)	16	66	8	1736	+70
39	THE NOTORIOUS B.I.G. - Mo Money Mo Problems (Bad Boy/Arista)	28	49	0	1509	-105
40	98° - Invisible Man (Motown)	22	44	0	1394	-297

† = Daypart

Total Reports This Week 207 Last Week 207

Chartbound	Reports	Adds	SPINS	TREND
SARAH McLACHLAN - "Sweet Surrender" (Netwerk/Arista)	67	27	853	+456
ALANA DAVIS - "32 Flavors" (Elektra/EEG)	63	14	1049	+437
BILLIE MYERS - "Kiss the Rain" (Universal)	59	6	1346	+135
JOHN MELLENCAMP - "Without Expression" (Mercury)	59	9	1116	+592

Inside Top 40 BY DAVE SHOLIN



The Song That Wouldn't Be Denied

How often have we heard that it all begins with the song? Or that Top 40 is a song-driven format? While most everyone will agree that it's "all about the song," reality indicates something altogether different. For instance, how many of you would've given **LeAnn Rimes** a glimmer of a chance at Top 40 this time last year? Let's just say there's no calculator needed, OK? The tremendous staying power and across-the-board success of "How Do I Live" offers renewed hope that great songs will somehow overcome resistance, but as **Curb Vice President of Promotion Ric Lippincott** readily admits, building a case and getting Top 40 programmers to believe in the song was a "long and very difficult road."

From the start, he was thrown curves, beginning with when the song was unceremoniously yanked from the **Nicholas Cage** film *Con Air* because, according to Ric, the movie's rating was a "hard R," and LeAnn's parents were uncomfortable with her being connected to that type of picture. So even though the tune was especially written by **Diane Warren** for LeAnn, it was covered by **Trisha Yearwood** for the movie; her version enjoyed enormous success on country radio.

So, with little more than fierce determination, Lippincott attempted to get LeAnn's version Top 40 exposure. On board that first

week (mid-May, 1997) were: **93Q (KQID)**-Alexandria, **KQIZ**-Amarillo, **WCIL/FM**-Carbondale, **KHTQ**-Spokane, **Wink 106 (WNKI)**-Elmira, **WSPK/FM**-Poughkeepsie, **WKFR**-Kalamazoo, **KRUF**-Shreveport, and **WFLY**-Albany.

Lippincott feels those early believers deserve a great deal of credit for being willing to roll the dice. Ric admits he was searching for all signs of encouragement at this point because, "I was surrounded by a lot of

people telling me that it would never happen because it was a country record. But I had three calls that gave me a huge emotional boost and made a big difference in terms of motivation."

"One was from **Jay Michaels**, MD at **KRBE**-Houston, who said he felt the song was a smash. **WXKS (Kiss 108)**-Boston PD **John Ivey** essentially told me the same thing and although he couldn't add it that week, he signaled that he'd be there early. That fired me up through some dismal weeks. **WAPE**-Jacksonville PD **Cat Thomas** echoed Jay and John as well. Those three calls were the only positive signs I had that this record had legs. It was clear right away that the overwhelming objection to 'How Do I Live' was not tempo or the song itself, but that it was by a singer who was considered a 'country' artist."

"It sounded like a total smash," explains **KRBE's Michaels** simply.

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	
51	17	651	+324	SPACE MONKEYS - Sugar Cane (Chingon/Interscope)
42	11	771	+46	OLIVE - You're Not Alone (RCA)
41	3	906	+154	DIANA KING - L-L-Lies (WORK)
41	5	687	+108	AQUA - Lollipop (Candyman) (MCA)
41	21	503	+294	AEROSMITH - Pink (Columbia/CRG)
40	10	847	+119	MASE - Feel So Good (Bad Boy/Arista)
37	3	809	+40	NO AUTHORITY - Don't Stop (WORK/MJJ)
35	2	927	+19	THE SUNDAYS - Summertime (DGC)
35	3	704	-14	JAI - I Believe (M&G/RCA)
34	24	260	+58	SISTER HAZEL - Happy (Universal)
33	1	740	-252	3rd PARTY - Love Is Alive (DVB/A&M)
33	10	411	+127	LONGPIGS - On And On (Island)
33	18	386	+190	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)
31	8	624	+199	BOYZ II MEN - A Song For Mama (Motown)
31	14	459	+239	THE VERVE - Bitter Sweet Symphony (Virgin)
28	2	531	+149	10,000 MANIACS - Rainy Day (Geffen)
27	—	580	-243	SALT 'N PEPA - RU Ready (Red Ant/London/Island)
27	5	408	-19	FRANK & WALTERS - Indian Ocean (Setanta/Red Ink)
26	5	733	+236	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)
25	2	930	+113	TOTAL - What About Us? (Bad Boy/Arista)
23	1	523	-217	L.L.COOL J - Phenomenon (Def Jam Recording Group)
22	2	790	+156	LSG - My Body (Elektra/EEG)
21	2	575	+104	LOS UMBRELLOS - No Tengo Dinero (Virgin)
21	3	390	+58	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
20	—	422	+54	SUMMERCAMP - Should I Walk Away (Maverick/Reprise)
19	1	622	+69	MISSY "MISDEMEANOR" ELLIOTT - Sock It To Me (The Gold Mine, Inc./EastWest)
19	2	365	+30	SONIC DREAM COLLECTIVE - Oh, Baby All (Interhit)
18	2	356	+154	BEE GEES - Still Waters (Run Deep) (Polydor/A&M)
17	2	481	+76	NEXT - Butta Love (Arista)
17	—	457	0	BUSTA RHYMES - Put Your Hands Where My Eyes Could See (Flipmode/Violator/Elektra)
16	1	323	+101	BIG HEAD TODD & THE MONSTERS - Please Don't Tell Her (Revolution)
16	2	290	+34	LISA STANSFIELD - Never Gonna Fall (Arista)
16	4	251	+65	EDWIN McCAIN - I'll Be (Lava/Atlantic)
16	11	154	+129	* AUDRA & ALAYNA - Tell Me (Remington)
16	11	54	+54	LAUREN CHRISTY - Magazine (Mercury)
14	6	135	+125	* JOAN JETT & THE BLACKHEARTS - Everyday People (Blackheart/Wamer Bros.)
13	—	395	+5	LE CLICK featuring KAYO - Don't Go (Logic/RCA)
13	—	364	+106	TONY TONI TONE - Boys And Girls (Mercury)
13	10	111	+34	* U2 - Please (Island)
13	12	101	+101	* BRYAN ADAMS - Back To You (A&M)
12	2	303	+67	* DRU HILL - We're Not Making Love No More (LaFace/Arista)
12	6	201	+116	* K-CI & JOJO - All My Life (MCA)
12	—	184	+19	KIM FOX - I Wanna Be A Witch (DreamWorks/Geffen)
12	—	179	+15	WILLIE WISELY - Bygones (October)
11	—	254	-171	DUBSTAR - Star (Polydor/A&M)
11	1	189	+68	JOEY LAWRENCE - Never Gonna Change My Mind (Curb)
11	3	170	+147	ERICK SERMON, KEITH MURRAY & REDMAN - Rapper's Delight (Priority)
11	10	19	+19	* CELINE DION - My Heart Will Go On (550 Music)
11	10	15	+15	* LUTRICIA McNEAL - Ain't That Just The Way (Crave)
10	1	285	+80	ERYKAH BADU - Tyrone (Kedar/Universal)
10	2	250	+40	* JON B. - Are U Still Down (Yab Yum/550 Music)
10	3	142	+45	* GREEN DAY - Time Of Your Life (Reprise)
10	4	111	+71	* RIOT ACT - Distant Early Warning (ELOC)

Drops: #36-Duran Duran, #37-The Mighty Mighty Bosstones ("Impression"), Gary Barlow, Hottmixx 2000, No Mercy, The Cure, Daft Punk, Blackstreet, Barbra Streisand, Celine Dion, Queen Pen.

* Indicates Debut

"It just sounded like a hit with powerful lyrics and an amazing vocal performance. I predict it will win a **Grammy** for Record of the Year. It helped broaden our station."

Curb President **Mike Curb**, who considers LeAnn a "teen superstar," puts it this way: "We believe we have a great artist, and we believed



Mike Curb

we had a great song to launch the artist. It doesn't do any good to get a hit record if you don't have an artist to back it up."

The story was slowly building, but Ric's positive attitude was finally confirmed by **AIR's Alan Smith**, who bluntly told him, "Let's stop trying to hide from the fact that LeAnn's had some big country hits." That thought connected and became a turning point in how Lippincott would promote the song.

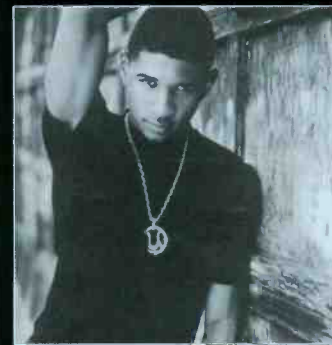
The upside to LeAnn's fame was that everyone did know who she was and so, while Ric had "a tremendous image problem to overcome, I had tools that many of us working for small labels don't usually have; a video on **VH1**, an artist who had already sold millions of records, and who would be on tour. That's more than I'm given 99 percent of the time."

So, is it really all about the song? Only in a perfect world, says Lippincott. "In our hearts, we all know it's the song that counts, but in the day-to-day business of programming radio stations, that fact can be lost in the attempts to position and image radio stations a certain way. I had a lot of seemingly valid comments from PDs who said they couldn't [but eventually did] play 'How Do I Live' because LeAnn is a country artist, and they have two country stations in the market, they share 30 percent of their audience with them. But sometimes it's necessary to sit back and look at the big picture instead of taking a defensive posture." ●

Watch this space
next week for
Gavin's 1998 Top 40
Award Nominees.

ARTIST PROFILE

USHER



HOMETOWN AND BIRTHDATE:
Chattanooga, Tenn.; October 14, 1978

LABEL: LaFace/Arista
SENIOR VP, PROMOTION, ARISTA: Richard Palmese

CURRENT SINGLE:
"You Make Me Wanna..."

CURRENT ALBUM: *My Way*
MAJOR MUSICAL

INFLUENCES:

"Donny Hathaway, Stevie Wonder, and Marvin Gaye."

FAVORITE RECORD BY ANOTHER ARTIST:
"Eric Benet's *Femininity*."

THINGS THAT MAKE YOU HAPPY: "Seeing people work together peacefully."

THINGS THAT MAKE YOU SAD: "Jealousy and hatred."

BEST THING SUCCESS HAS BROUGHT YOU: "Fans."

YOUR BEST PERSONALITY TRAIT: "Humility."

YOUR FAVORITE SPORTS TEAM: "The Chicago Bulls."

YOUR FAVORITE FOOD:
"Soul food."

YOUR FAVORITE MOVIE OF ALL-TIME:

"The Five Heartbeats."

YOUR FAVORITE WAY TO RELAX: "Listening to soft music while taking a hot bath!"

IF YOU COULDN'T BE A MUSICIAN, YOU'D BE:

"...trying to be a musician."

SOMETHING PEOPLE WOULD BE SURPRISED TO KNOW ABOUT YOU: "I'm a daredevil."

PRODEST CAREER

ACHIEVEMENT TO-DATE:

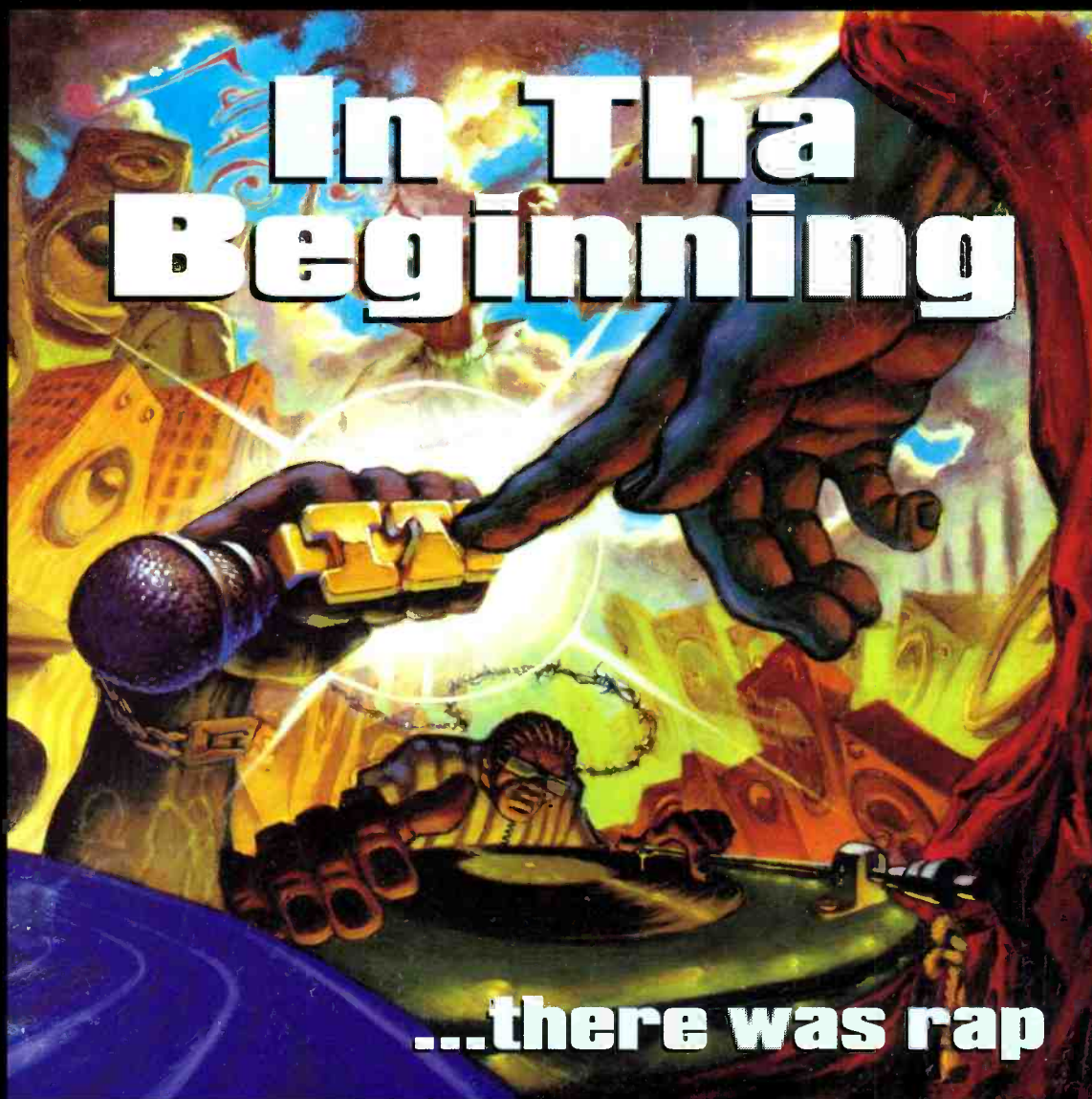
"Having the Number One R&B single for ten weeks with 'You Make Me Wanna...'"

FUTURE AMBITIONS: "To produce, act, and direct."

USHER ON HIS MUSIC:

"It's all me, all Usher!"

In Tha Beginning



...there was rap

rapper's delight

featuring Erick Sermon, Keith Murray, Redman

#1 Most Added!

#1 Increased Airplay!

Debut #36* Billboard Monitor!

KPWR	WPGC	KYLD	92Q	WUSL
WVEE	KKFR	WHHH	KQKS	Z90
KUBE	KMEL	WWKX	KPTY	WBTT
KGGI	WBTT	WZAK	KTFM	WJLB

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GO Chart

GO MOST ADDED
MATCHBOX 20 (22)
SARAH McLACHLAN (17)
AEROSMITH (15)

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	SUGAR RAY - Fly (Lava/Atlantic)	4276	+109
2	CHUMBAWAMBA - Tubthumping (Republic/Universal)	4181	+212
3	ROBYN - Show Me Love (RCA)	3710	+131
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	3710	+213
5	MARIAH CAREY - Butterfly (Columbia/CRG)	3068	+217
6	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	2984	-24
7	LISA LOEB - I Do (Geffen)	2652	+345
8	MATCHBOX 20 - Push (Lava/Atlantic)	2574	-49
9	LeANN RIMES - How Do I Live (MCG/Curb)	2433	-58
10	BACKSTREET BOYS - As Long As You Love Me (Jive)	2338	+660
11	ALLURE featuring 112 - All Cried Out (Crave)	2330	+265
12	JANET JACKSON - Together Again (Virgin)	2198	+426
13	BOYZ II MEN - 4 Seasons Of Loneliness (Motown)	2163	-6
14	FIONA APPLE - Criminal (Clean Slate/WORK)	2135	+6
15	JEWEL - Foolish Games (Atlantic)	2126	-86
16	USHER - You Make Me Wanna... (LaFace/Arista)	2081	+104
17	HANSON - I Will Come To You (Mercury)	2023	+128
18	SHE MOVES - Breaking All The Rules (Geffen)	1959	+284
19	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	1884	-77
20	THE WALLFLOWERS - Three Marlenas (Interscope)	1856	+199
21	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	1758	+365
22	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	1748	-58
23	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	1725	+94
24	AMY GRANT - Takes A Little Time (A&M)	1685	-8
25	SPICE GIRLS - Spice Up Your Life (Virgin)	1675	+139
26	OASIS - Don't Go Away (Epic)	1562	+54
27	TONIC - If You Could Only See (Polydor/A&M)	1559	+45
28	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	1548	+347
29	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	1531	-135
30	MEREDITH BROOKS - What Would Happen (Capitol)	1385	+123
31	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	1227	-21
32	MATCHBOX 20 - 3 AM (Lava/Atlantic)	1175	N
33	BILLIE MYERS - Kiss The Rain (Universal)	1164	+97
34	SISTER HAZEL - All For You (Universal)	1126	-26
35	BLESSID UNION - Light In Your Eyes (Capitol)	1102	N
36	SOMETHIN' FOR THE PEOPLE - My Love Is The Shhh! (Warner Bros.)	1073	N
37	AALIYAH - The One I Gave My Heart To (Blackground Ent./Atlantic)	1005	+39
38	INOJ - Love You Down (So So Def/Columbia/CRG)	996	+36
39	DURAN DURAN - Electric Barbarella (Capitol)	881	-109
40	JOHN MELLENCAMP - Without Expression (Mercury)	876	N

Crossover

URBAN/DANCE

MASE - "Feel So Good" (Bad Boy/Arista)
BOYZ II MEN - "A Song for Mama" (Motown)
WILL SMITH - "Gettin' Jiggy Wit It" (Columbia/CRG)
UNCLE SAM - "I Don't Ever..." (Stonecreek/Epic)
LOS UMBRELLOS - "No Tengo Dinero" (Virgin)
TOTAL - "What About Us?" (Bad Boy/Arista)
NEXT - "Butta Love" (Arista)

ALTERNATIVE

OLIVE - "You're Not Alone" (RCA)
SPACE MONKEYS - "Sugar Cane" (Chingon/Interscope)
THE VERVE - "Bitter Sweet Symphony" (Virgin)
THE LONGPIGS - "On and On" (Island)
SUMMERCAMP - "Should I Walk Away" (Maverick/Reprise)
GREEN DAY - "Time of Your Life (Good Riddance)" (Reprise)

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Hootie & The Blowfish ■ Jonny Lang ■ Dave Matthews
Natalie Merchant ■ No Doubt ■ Rev Run and
The Christmas All Stars featuring Mase, Puff Daddy,
Snoop Doggy Dogg, Salt n' Pepa, Onyx, and Keith Murray
The Smashing Pumpkins ■ Patti Smith
Sting ■ Steve Winwood

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Were those “two all-beef patties, special sauce, lettuce, cheese, pickles, onions, on a sesame seed bun” ever really as good as the commercials made them sound? Don’t bother answering; we all know the truth. But the fact is, those 15 words comprised one of the most successful campaigns in the entire history of marketing, selling billions and billions of Big Macs. Shifting this scenario to radio, (and borrowing from the wisdom of Dirty Harry), you have to ask yourself one question: Is it the product or the message that makes the difference?

Product vs. Marketing

(...Or, Show Me the Beef)

BY REED BUNZEL

Top 40, A/C, urban, or alternative: few radio stations can maintain (or aspire to) a position of market dominance without first striking a balance between product development and marketing strategy. A strong on-air sound will achieve limited ratings success if no one knows about it; similarly, all the hype in the world can’t help a station whose product clearly misses its target. The challenge: develop and fine-tune a station’s product in order to distinguish it from the rest of the pack, and then let people know about it through the most efficient, cost-effective means available.

On the surface, it appears quite clear that the product drives the consumer (in this case, the listener). And it’s a given that a radio station with a great sound is going to attract—and keep—considerably more listeners than the station that hasn’t got an on-air clue. But with so many stations wedged into niche formats designed to “protect the format flank” and “fill a market void,” the days of powerhouse, mainstream stations is long gone. Many markets still have one or two heritage stations that continue to do well because of a well-guided programming and marketing strategy, but a world in which four shares are the norm and in which stations jockey for format position requires much more than ongoing product redefinition.

Unlike fast food, both product and marketing are critical to the sustained success of any radio station. “If you don’t have the dollars to

market your product, then you can only make it as good as it can be and hope people hear it,” says Steve Smith, Director of Programming for Emnis, New York.

“Of course, you should never market a radio station unless you know the product is ready to be marketed. If the

working correctly then you have the dog wagging its tail.”

“If I go on the air with a TV spot, it’s critical that my on-air product is on the money,” says Tim Richards, PD at KRQ-Tucson. “It’s like sending out an invitation to a party without any music.” Any highly produced TV spot or mass marketing campaign is going to induce people to sample the station—and when they do, the product had better be up to expectations, he says.

Still, some stations seem to do well—for awhile, at least—even if the tail’s doing the wagging. “It comes down to the classic marketing argument raised by Al Ries: will a better product win in the marketplace?” observes Keith Clark, OM, WBZZ/B94-Pittsburgh. “Many times the answer is no. It’s unfortunate but, in today’s world, image often seems to be more important than quality. If people see something on television, if they see it on billboards, if they’re told and believe it’s a great product, a lot of times they’ll end up buying it.”

Of course, radio hasn’t always been as focused on the relationship between product and marketing as it is today. Time was, “back in the 1970s, every radio station could play a magic 375 records and everybody knew what those records were,” says Jay Williams, CEO of Direct Marketing Results. “Then along came Selector, and that was followed by perceptual research.” The result: a medium wherein the mechanics have replaced the art. “Spock was right in *Star Trek* when he said that ‘military secrets are the most fleeting of



product isn’t right, you’re throwing your money away. You’re trying to get people to come to the party and stay...but why are they going to stay if no one’s having a good time at the party? A lot of stations do marketing and find out how ineffective it can be if the product isn’t right.”

“In a perfect world, the first thing you do is determine your on-air product, and then allow your marketing to reflect that,” adds John Peake, PD, KRBE-Houston. “If it’s all

all," Williams notes. "It's certainly true in radio. Someone figures out the latest format and everyone else dives in, plays the same records, and offers the same contests and promotions." This "follow-the-leader" approach leads to a distinct lack of innovation in both programming and marketing.

So does the great juggernaut of consolidation. As groups continue to merge, and as profits continue to be driven by acquisitions rather than "same-store" growth, "Many stations are generating profits whether or not their ratings go up, so they feel they don't have to do quite as much marketing to still be profitable," Williams observes. Clustering also has affected marketing efforts because groups have eliminated some back-office duplication, thus driving more money to the bottom line and enhancing the profit line even more.

This "honeymoon" period of a strong economy and rapid-fire consolidation will not last forever and, at some point, radio will find itself competing heavily—not only intramurally, but with other media, as well. To prepare for this change, radio operators should break away from the comfortable mode of thinking only inside the industry's own "box" and instead study how companies in other industries have identified themselves. "A plane is a plane and a radio station is a radio station," Williams says. "It's the marketing that differentiates between products, but radio people have not gotten themselves out of their own industry enough to know this."

Maybe so, but radio should not confuse itself by drawing too close a parallel to other product categories, says Bill Moyes, President of Moyes Research Associates. "Unlike soft drinks or laundry soap, where the formula has been locked down, radio is a very fluid product," he explains. And that product changes constantly: new music is released by the record labels, new issues fuel talk programming, sports teams win and lose on a daily basis, and weather patterns shift even more quickly.

Essentially, radio is much more a service than it is a product, which means it requires a different set of marketing techniques, says Mike Dorn, Vice President at The Research Group. "There's a lot of emotion that goes into choosing a radio station," he observes. "There's a personal relationship people feel they have with a radio station." Many radio "product managers"—GMs, PDs, and marketers—need to educate themselves about the difference between most other products and radio, Dorn explains. "People simply don't use radio the way they use Coca Cola," he says. "Radio is a service and a moving target, while Coca Cola is the same thing it's always been."

Essentially, radio is considerably more analogous to a business such as the fashion industry than it is to soft drinks or beer. Stations' product and marketing challenges are much more similar to those facing the Gap than they are to Anheuser-Busch. By researching their customer base, understand-

ing what consumers like, working with suppliers, and properly marketing their lines to their specified target cells, clothing retailers operate in a fluid industry very much as radio does.

"If the Gap markets in an aggressive, innovative way, they have an opportunity to out-position the other clothing stores," says Eric Corwin, President/CEO of Impact Target Marketing. "They have an identity and they generate that identity through marketing, which makes the company seem bigger than life."

"Identity is more important and powerful than some of the fine-tuning we think we're doing with our product," says Jon Coleman, President of Coleman Research. "This doesn't

**"A lot of programmers
are striving to make
their product perfect,
which is critical now
because they don't
want to step on
another station in
their own cluster,"**



mean that the product isn't important; what it means is that defining how we want to be perceived—and how we communicate that—is more important than the actual product. Product and marketing need to be in synch, but you're not going to reach the promised land by rotating gold an hour more or less."

The most critical element of strategic research lies in defining how the station wants to relate to its listeners, Coleman continues. "Product research is important, but not as important as strategic research" that includes overall marketing objectives, he says. "As [New Century Media President] Michael O'Shea once said, 'All ratings, whether it's a 3.5 or a 5.5, have a decimal point in between them. The number to the left of the decimal point is marketing, the number to the right is the fine-tuned programming.' This means that, if you're in a five-share range, you can probably go from a 5.1 to a 5.8 on programming; but you get to the 6 on marketing."

The only factors in the product arena that break through this concentration on marketing with any significance are big morning shows or filling a niche so void of competition that it simply explodes, Coleman explains. "Unfortunately, only 10 to 20 percent of all radio stations can claim that kind of product superiority or exclusivity," he says.

"The remaining 80 percent live in the trenches of product similarity, so the marketing is what makes it all happen."

Still, many programmers tinker with their on-air sound until they've micro-managed it, comments ITM's Eric Corwin. "You test for music to identify what has burn and what's hot, but ultimately there is too much time focused on the testing of music and not enough testing on such things as the personalities," he explains. "People listen to a station that has a Rick Dees or a Howard Stern because they love the personality. The music changes all the time, but they're going to stick with the personality because they relate to that person."

This is precisely why stations need to concentrate on product first and marketing second, Bill Moyes insists. "The first dollars always have to go to any reasonable improvement in product," he asserts, suggesting that acquiring an asset like a heavy-hitter morning personality is a much better allocation of dollars than tossing money into an extensive marketing campaign. "I'd rather put my money on someone or something that means a significant improvement in the mind of the target instead of putting it into marketing."

As with most conundrums in life, the key is to strike a balance—although not necessarily one that allocates an equal number of dollars to both product and marketing. "A lot of programmers are striving to make their product perfect, which is critical now because they don't want to step on another station in their own cluster," says Broadcast Direct's Thompson. "For example, if you have a young A/C, you want to make sure you're very specific about the audience you're targeting so you don't hurt the older A/C." Of course, unless this target is communicated adequately to the marketing department, the station could end up buying into a marketing campaign that not only wastes money but runs the risk of stealing from the sister station's core audience.

Ultimately, marketing in radio serves two essential purposes: to get people to tune to a station, and to get them to write it down in a diary.

One caveat: radio broadcasters should be wary not to misinterpret instant ratings success. Numbers fluctuate, and ratings that surpass initial goals inevitably will settle down to a more reasonable level. The tendency when this backlash happens is for the programming and marketing departments to over-react and try to determine what went wrong so quickly when, in fact, such fluctuations are normal with any successful product introduction.

"It's like opening a new restaurant in town," concludes Jon Coleman. "Everyone wants to try it at first, but eventually things return to normal. When business settles down you have to realize it's not a problem with the food, so you shouldn't try to change the menu."

For more on product development and marketing, see the November issue of GAVIN GM. ●



Seeing Stars in '98

An A&R overview of the names to watch for in the New Year

COMPILED BY DAVE SHOLIN AND ANNETTE M. LAI

What is that blinding light up ahead? Wait, it's coming into view now, and it appears to be...a huge crowd of Top 40 PDs and MDs grinning from ear-to-ear! Few will deny that the batch of tunes that labels delivered to the format this past year was awesome. It's certainly one of the key factors nearly every programmer cites when analyzing what led to Top 40 rebounding in such a major way during 1997.

But of course, radio can only select from the releases it receives (or, sometimes, discovers in the import bin). Deciding who will get signed and what track gets the green light as a single is up to the golden ears in the labels' A&R departments.

While programmers and researchers busy themselves analyzing the public's taste of the moment, A&R staffs have a much more difficult task. They need to determine what the audience's appetite will demand months from now in order to search out and sign artists who are truly on the cutting edge.

For a preview of who we can expect to emerge at Top 40 in 1998, read on. Discover what these A&R tastemakers reveal about who's in the pipeline.

A&M RECORDS

Beth Tallman, Director of Product Development

In one short year, Jonny Lang has gone from a local favorite in Minneapolis to a national touring act.



With two top ten AOR hits under his belt, we are starting the year with his smash crossover single, "Missing Your Love." During the past year, Jonny has toured with the likes of B.B. King, Aerosmith, Blues Traveler, and the Rolling Stones. He's sold 700,000 copies of his debut CD *Lie to Me*, been on the cover of *Seventeen* magazine (a second cover will run in March), and

has filmed a one-hour music special for Disney that airs in December. Quite an achievement for a 16-year old.

US News and World Report says of this phenom, "Jonny Lang has the voice of a grizzled blues veteran with a 20-year Marlboro habit—and guitar skills to match."

All in all, everyone here at A&M is committed to Jonny Lang. He is an immense talent and is well on his way to the top!

CAPITOL RECORDS

Perry Watts-Russell, Vice President, A&R

Marcy Playground was [originally] signed to EMI. When that label

closed down, Marcy Playground was one of only a handful of acts that Capitol opted to pick up. It was [label President] Gary Gersh himself who heard the single and then the album, and concluded that they had great songs and Capitol could have a lot of success with them.

They are an intelligent, melodic pop band with a point of view, a sense of humor, and their own way of communicating both. There are some dark undercurrents to their pop sensibility, which suggests that there will be real substance underpinning their upcoming commercial success. They are going to be embraced by Top 40 in addition to the alternative success they are currently enjoying. "Sex and Candy" is one of those songs that you just can't get out of your head once you hear it. It's a hit song, and there are several more on this album, which has major multi-format crossover potential and will greatly expand their audience. Being a really good live band certainly doesn't hurt. 1998 will be a very good year for Marcy Playground.

CRAVE RECORDS

Michael Ellis, Vice President, A&R

We have a newly-signed duo by the name of S.O.A.P. (Sisters of Another Paradise) that we at Crave are very excited about. They were signed to a worldwide deal by Sony Denmark, and I first heard rough versions of some songs on a visit to our office in Denmark this past August. The first tracks were finished last month, and we quickly grabbed U.S. rights for Crave. S.O.A.P. are teenage sisters Line and Heidi Sorensen (ages 15 and 18 respectively), originally from

Malaysia, but now living in Denmark.

Their single is called "This Is How We Party," and it's the perfect bright, uptempo sound that



Top 40 radio is looking for. The music will appeal to both the active, younger audiences and the adult females to which Top 40 is targeted. We'll be releasing the single and the album in the first quarter of 1998.

HOLLYWOOD RECORDS

Cathleen Murphy, Director of A&R

Idina Menzel, a 26-year old native of Long Island, N.Y., has just completed her debut album for Hollywood Records with producer Milton Davis (Dionne Farris). For the past year, Menzel and Davis have been co-writing songs which reflect her wide-ranging pop, soul, and rock tastes. She cites Tina Turner, Janis Joplin, and Aretha Franklin among her biggest influences.

[Of her debut, Menzel says,] "This album is going to show a lot of different sides of my person-





Top 40's Future

ality. The songs go deeper than just showing off my vocal chops, they also reflect many of the personal issues going on inside me as I define what kind of person I really am. It's exciting and terrifying at the same time."

Idina was one of the original stars of the Tony Award-winning Broadway hit, *Rent*. Although I was blown away by her performance in the show—her voice and her presence—it was her focus on being a recording artist and her profound desire to express herself as a songwriter that made me feel like I had to work with her. She is the most complete artist I've ever worked with, and the album, *Still I Can't Be Still*, is a perfect reflection of that.

Having made an indelible impression on American audiences in *Rent*, Menzel now leaves behind the successful theatrical role to pursue her goal of becoming a musician and recording artist. Keep your ears open. Idina Menzel is one to watch in 1998.

Her album will be released in April, 1998.

JIVE RECORDS

Barry Weiss, President

In 1998, Jive will be introducing an incredible young band called Imajin, who we feel could set a higher standard of musicianship for young vocalist/performance artists in the upcoming year.

Discovered by Jeff Fenster, Jive's Senior Vice President of A&R, Imajin was signed immediately by Jive Records. The group consists of four young men, ages 14 and 15 years old, who are not only amazing vocalists with incredible looks and charisma, but who actually play their own instruments!

Olamide Faison sings lead and background vocals and is the younger brother of actor Donald Faison of *Clueless* TV fame, Stanley "Jamal" Hampton plays drums and sings both lead and background vocals, Talib Kareem plays keyboards and sings background vocals, and John Fitch sings lead and background vocals and plays keyboards.

Their sound is very reminiscent of a young Jackson 5 or the Sylvers of the '70s and '80s, with a youthful urban/pop sound that could also be compared to a New Edition-meets-Mint Condition in vocal and instrumental style.

The reason we believe Imajin will be successful is simple. While there are a lot of young male vocal groups in R&B and pop music that are all image, there are very few that possess all the ingredients of a band like Imajin. In fact, the group's lead singers are not that dissimilar vocally to Michael Jackson during his "ABC" and "Ben" period, and if the early audience reaction to this group's performances are any indication, Imajin will have a very promising and successful 1998 debut.

Look for their first single, "Shorty (You Keep Playin' With My Mind)," produced by Deric "Dot" Angelettie and Ron "Amen-Ra" Lawrence [two of Puffy Combs' key producers], to be at radio in January, with a subsequent March LP release.

MCA RECORDS

Michael Rosenblatt, Senior Vice President, A&R

I first heard about Kami Lyle through her publisher, Bo Goldsen. He sent me a four-song cassette, which I listened to and I really liked. I



then contacted her manager Burt Stein at Gold Mountain. I arranged with Burt to see her in Nashville, which is where she currently resides.

After the third song, I turned to him and said, "Let's go to the parking lot. I want to make a deal."

I thought Kami Lyle was totally captivating and unique. Her songs were fantastic. I really felt she could add something to the musical market place.

Vice President of Top 40 Promotion Steve Zap says, "Kami Lyle is already breaking at Modern Adult Radio in 1997. With all the amazing request and callout stories [i.e. Star 100 and KLLC], I really believe that 1998 will be a big year for Kami Lyle."

MERCURY RECORDS

Jenny Price, Vice President, A&R

As a member of the Rugburns, for more than a decade, Canadian-born, San Diego-bred Steve Poltz has charmed American audiences with his odd take on the love song and his love take

on the odd song. Not much of a laurel-sitter, Poltz serves you comedy when you expect poetry and delicacy when you're wincing for the joke. On his soon-to-be-released debut *One*



Left Shoe?, Poltz sticks to the more straight-and-narrow love songs, but is never merely traditional. Whether co-writing songs with Jewel for her multi-platinum debut ("You Were Meant for Me") or penning heartbreakers alone in his room, you'll always find in his writing equal parts of Dylan and the Replacements, and that's wherein his beauty lies. Helping him out on this record are producer Steve Soles, arranger Jimmy Haskell, as well as Van Dyke Parks, Jewel, Benmont Tench, Jim Keltner, Leland Sklar, and the Mighty Mighty Bosstones' horn section.

N2K RECORDS

Mike Stone, Vice President, Radio Promotion

Candy Dulfer's first vocal endeavor brings



another provocative title, "Saxy Mood." She entices you with her sexy sax and alluring vocals. "Saxy Mood" is just one of the many strong songs from her current CD *For the Love*

of You. Candy was signed to the label by our Vice President of A&R, Carl Griffin. "Saxy Mood" will be the first single from her



N2K debut, which will be released during the first quarter of 1998.

RCA RECORDS

**Ron Fair, Senior Vice-President
A&R/Producer**

The act I feel will break into the stratosphere at Top 40 in 1998 is Wild Orchid.

Wild Orchid (Stefanie Ridel, Stacy Ferguson, and Renée Sandstrom) made a lot of friends in 1997, and we thank radio for the support. With stiff competition from a talented pack of girl groups, Wild Orchid is the most soulful, sangin-est, most ambitious vocal harmony group out there. In a climate with so many put together, manufactured pop artists,



Wild Orchid stands alone.

They originally met as child stars on the television series *Kids Inc.* and have been writing and singing professionally together since they were eight years old. They began their professional career first as songwriters, and now write all their own melodies, lyrics, and background vocal arrangements.

The girls are only 21, 22, and 23-years old, but have already been able to build a fan base around the world with their first album. RCA is incredibly excited because the girls' new songs are funkier, harder, leaner, meaner, lighter-on-their-feet, more slammin', and up-to-the-minute. We'll be working with Manuel Seal (who wrote "You Make Me Wanna..." for Usher), Full Force (writers of "All Cried Out"), Robbie Nevil, Carl Sturken and Evan Rogers, and a host of other talented collaborators.

Wild Orchid's new music will be at radio in early spring, 1998.

REPRISE RECORDS

Howie Klein, President

BT is Maryland-born Brian Transeau, a pop instrumentalist whose musical style combines



standard song structure with techno and electronic beats. As a producer and mixer, BT has

worked with Billie Ray Martin, Seal, Tori Amos, Crystal Method, and Mike Oldfield. He comes to Reprise/Kinetic via Paul Oakenfold's Perfecto Records label. His first album, *Ima*, which included the hit song "Blue Skies," a collaboration with Tori Amos, brought him fame in the alternative radio format (where he hit Number One at stations like KNDD-Seattle, Live 105-San Francisco, WFNX-Boston, KTCL-Denver, and 91X-San Diego).

His new album, *ESCM*, has just come out, and 1998 will see the release of his most pop song to date, "Remember," which should appeal to the heart of Top 40 radio.

The 26-year old Berklee School of Music graduate has a live show that is dynamic and exciting, and he tours incessantly. His music has been garnering great reviews, and the December, 1997 issue of *SPIN* says, "BT is a master of the multiple climax...He's the Pink Floyd of the disco ball."

UNIVERSAL RECORDS

Marc Nathan, A&R

New artists are always a part of the Universal plan at pop radio, and we could pick close to a dozen artists to spotlight, but perhaps the two artists we could go out on a limb and "guarantee" are Sister Soleil and Billie Myers.



Sister Soleil is a most interesting new act.

Signed directly to the label by Universal Music Group

Chairman, Doug Morris, this Chicago-based performer spent

much of 1997 in the

UK preparing her stunning major label debut. An earlier, independent release was well-received at college radio, as

well as at a handful of commercial stations in the Midwest. Her live following is strong, and touring will be priority in 1998.

The new album is a blend of pop, alternative, techno, and dance-based rhythms that should cross to all formats of contemporary radio. While we will introduce Sister Soleil to radio with a holiday track (a unique version of "Silent Night"), watch for the official album and single in the first quarter of 1998.

Billie Myers has already begun to make noise with her debut single, "Kiss the Rain," which we shipped to radio in early October. From small sparks grew big fires, and now we have great sales and request pictures in major markets like Boston, Denver, New York, and San Francisco. The real joy of working on this project is that the album (hitting the streets on November 18), *Growing Pains*, is so deep. Produced by veteran writer/producer Desmond Child, Billie Myers will be touring extensively in 1998, and my guess is that she will be accumulating fans

with every live performance. The reaction from listeners is immediate, and the requests at retail fall in line within days. Billie Myers will be a Universal star in the coming year.

Also, I would be remiss if I didn't ask you to watch for new music from Merrill Bainbridge, who was our first gold artist last year. A single from the forthcoming movie soundtrack, *Welcome to Woop Woop*, should set the stage for a tremendous sophomore album.

VIRGIN RECORDS

**Gemma Corfield, Vice President,
A&R**

Common Sense is a five-piece, multi-ethnic band that writes infectious pop songs that bridge the musical gap between pop, rock, funk, soul, and reggae. Their great songwriting ability, coupled with great musicianship, awesome vocal harmonies, and an exuberant live show, gives them an uncommon flair for stirring up fun.

They have played up and down the California coast for the last several years and have built up a solid fan base with college kids. Their debut album, *Psychedelic Surf Groove*, came out on indie label Surf Dog and sold well with no promotion. They are currently writing songs for their debut album on Virgin, to be released in summer '98. Their blend of great lyrics, hooky songs, and a sexy star vocalist ensure their place on Top 40 radio next year.

THE WORK GROUP

Liz Brooks, A&R

BOND are four young lads from London and Scotland who have been together a little over a year. They found their way to the WORK Group via an unsolicited, self-produced demo. The demo was strong enough to put a

WORK A&R

executive on the plane to London the day after listening to it. A deal was sealed in weeks, they were hooked up with producer Matthew Wilder (No Doubt), and BOND's debut album will be released by WORK in late March, 1998.

The album was mixed by Andy Wallace (The Wallflowers, Nirvana, Jeff Buckley). BOND creates a fusion of classic Britpop songwriting with aggressive guitars and electronics, a collision perhaps of Oasis and Nine Inch Nails.

Their sound is fresh enough to excite, and the songs are classic enough to sail through the Top 40. ●



Gavin Country

REPORTS THIS WEEK: 199 LAST WEEK: 199

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	CLINT BLACK - Something That We Do (RCA)	14	199	1	7228	+56	133	60	6	0
3	2	GEORGE STRAIT - Today My World Slipped Away (MCA)	11	198	0	7124	-4	130	62	5	1
5	3	MICHAEL PETERSON - From Here To Eternity (Reprise)	11	199	0	6997	+448	117	72	10	0
7	4	TRACE ADKINS - The Rest Of Mine (Capitol Nashville)	13	199	0	6773	+390	105	77	17	0
4	5	CLAY WALKER - Watch This (Giant)	17	193	0	6588	+8	110	65	14	4
8	6	PAM TILLIS - Land Of The Living (Arista)	13	199	0	6560	+194	98	68	31	2
9	7	ALAN JACKSON - Between The Devil And Me (Arista)	8	199	0	6513	+491	94	71	32	2
10	8	MARTINA McBRIDE - A Broken Wing (RCA)	12	199	0	6019	+240	69	82	46	2
11	9	THE KINLEYS - Please (Epic)	18	189	1	5878	+235	79	69	34	7
1	10	SHANIA TWAIN - Love Gets Me Every Time (Mercury)	9	178	0	5501	-1722	92	43	16	27
12	11	WYNONNA - When Love Starts Talkin' (Curb/Universal)	9	198	0	5489	+228	43	89	60	6
21	12	GARTH BROOKS - Longneck Bottle (Capitol Nashville)	2	198	37	5487	+1608	56	66	62	14
13	13	TOBY KEITH with STING - I'm So Happy (Mercury)	8	199	1	5419	+227	37	89	70	3
15	14	JOHN MICHAEL MONTGOMERY - Angel In My Eyes (Atlantic)	9	197	0	5276	+255	44	73	69	11
14	15	PATTY LOVELESS - You Don't Seem To Miss Me (Epic)	11	199	2	5232	+198	34	80	76	9
16	16	LONESTAR - You Walked In (BNA Records)	13	195	1	4955	+118	27	74	83	11
17	17	TY HERNDON - I Have To Surrender (Epic)	12	190	3	4591	+239	24	62	90	14
18	18	LeANN RIMES - On The Side Of Angels (MCG/Curb)	8	197	4	4515	+359	16	69	90	22
20	19	DIAMOND RIO - Imagine That (Arista)	5	197	1	4394	+376	12	59	105	21
19	20	ALABAMA - Of Course I'm Alright (RCA)	8	194	3	4326	+295	9	69	94	22
25	21	BROOKS AND DUNN - He's Got You (Arista)	3	197	12	4176	+848	6	61	96	34
22	22	LILA McCANN - I Wanna Fall In Love (Asylum)	10	189	3	4046	+194	17	53	79	40
29	23	SAMMY KERSHAW - Love Of My Life (Mercury)	6	187	10	3695	+646	7	47	87	46
26	24	LEE ANN WOMACK - You've Got To Talk To Me (Decca)	5	190	4	3646	+351	4	46	89	51
27	25	DEANA CARTER - Did I Shave My Legs For This (Capitol Nashville)	5	188	3	3506	+303	5	38	91	54
24	26	MINDY McCREADY - What If I Do (BNA Records)	10	148	0	3078	-448	6	46	65	31
6	27	REBA McENTIRE - What If It's You (MCA)	13	118	0	3064	-3369	36	29	30	23
31	28	NEAL McCOY - If You Can't Be Good (Be Good At It) (Atlantic)	7	171	3	2971	+136	2	36	67	66
32	29	KENNY CHESNEY - A Chance (BNA Records)	7	173	3	2909	+169	2	23	81	67
35	30	SHERRIE AUSTIN - One Solitary Tear (Arista)	11	172	10	2841	+257	4	30	63	75
33	31	BLACKHAWK - Postmarked Birmingham (Arista)	7	167	4	2812	+112	2	36	57	72
34	32	RHETT AKINS - More Than Everything (Decca)	9	160	2	2748	+133	7	34	48	71
38	33	LORRIE MORGAN - One Of Those Nights (BNA Records)	4	161	25	2484	+411	1	18	63	79
—	34	TIM McGRAW - Just To See You Smile (Curb)	1	158	147	2421	NEW	1	17	62	78
43	35	SHANIA TWAIN - Don't Be Stupid (You Know I Love You) (Mercury)	2	152	59	2413	+1091	4	19	56	73
36	36	THE RANCH - Walkin' The Country (Capitol Nashville)	9	120	1	2134	-20	3	27	41	49
42	37	ANITA COCHRAN & STEVE WARINER - What If I Said (Warner Bros.)	3	150	28	2116	+535	1	13	50	86
40	38	COLLIN RAYE with JIM BRICKMAN - The Gift (Epic)	5	124	6	1896	+133	2	10	47	65
39	39	SONS OF THE DESERT - Hand of Fate (Epic)	14	112	3	1694	-256	2	17	35	58
44	40	DAVID LEE MURPHY - Just Don't Wait Around Til She's Leavin' (MCA)	3	103	17	1637	+376	0	12	41	50
41	41	PAUL BRANDT - A Little In Love (Reprise)	7	101	1	1495	-251	1	12	36	52
—	42	TRAVIS TRITT - Still In Love With You (Warner Bros.)	2	97	34	1339	NEW	0	8	30	59
45	43	KRIS TYLER - What A Woman Knows (Rising Tide)	5	97	8	1284	+128	0	6	31	60
49	44	WADE HAYES - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	4	95	18	1226	+272	0	6	28	61
—	45	KEVIN SHARP - There's Only You (Asylum)	2	82	38	1147	NEW	1	7	24	50
—	46	BRYAN WHITE - One Small Miracle (Asylum)	1	88	88	1129	NEW	0	2	30	56
48	47	BAILLIE AND THE BOYS - Lovin' Every Minute (Intersound)	7	60	1	1008	+37	2	8	23	27
—	48	DARYLE SINGLETARY - The Note (Giant)	1	87	62	952	NEW	0	2	23	62
—	49	MATT KING - I Wrote The Book (Atlantic)	3	62	4	907	NEW	0	5	23	34
—	50	THE LYNNS - Nights Like These (Reprise)	4	69	9	891	NEW	0	2	23	44

Most Added



TIM MCGRAW (147)

"Just To See You Smile" (Curb)

BRYAN WHITE (88)

"One Small Miracle" (Asylum)

DARYLE SINGLETARY (62)

"The Note" (Giant)

SHANIA TWAIN (58)

"Don't Be Stupid" (Mercury)

CHELY WRIGHT (49)

"Just Another Heartache" (MCA)

Spincreeases

GARTH BROOKS +1608

"Longneck Bottle" (Capitol)

BROOKS & DUNN +848

"He's Got You" (Arista)

SAMMY KERSHAW +646

"Love Of My Life" (Mercury)

ALAN JACKSON +491

"Between The Devil & Me" (Arista)

MICHAEL PETERSON +448

"From Here To Eternity" (Reprise)

Top Requests

SHANIA TWAIN

"Love Gets Me Every..." (Mercury)

MICHAEL PETERSON

"From Here To Eternity" (Reprise)

GARTH BROOKS

"Longneck Bottle" (Capitol)

GEORGE STRAIT

"Today My World Slipped Away" (MCA)

TRACE ADKINS

"The Rest Of Mine" (Capitol)

Record to Watch

CHELY WRIGHT

"Just Another Heartache" (MCA)



WE SAY: "From an album full of gems, this one sparkles."

RADIO SAYS: "What a great follow-up single. Get in your car, turn the radio up, and shut up and listen." Cindy Campbell, MD, WQCB-Bangor, Maine

STATS: 5th Most Added with 49 new believers.

Up & Coming

Rpts. Adds Spins Wks

69 14 886 3 **DIXIE CHICKS** - I Can Love You Better (Monument)

63 7 789 3 **THE THOMPSON BROTHERS** - Drive Me Crazy (RCA)

56 49 755 1 * **CHELY WRIGHT** - Just Another Heartache (MCA)

55 16 715 2 **JIM COLLINS** - The Next Step (Arista)

52 10 633 2 **JASON SELLERS** - That Does It (BNA Records)

Rpts. Adds Spins Weeks

50 3 661 4 **BLAKE & BRIAN** - The Wish (MCG/Curb)

38 7 467 2 **RODNEY ATKINS** - God Only Knows (Curb)

30 1 440 3 **GENE WATSON** - Someone's Child (Step One)

Country Notes BY JAMIE MATTESON



Wake Up!

A great morning show is crucial to a radio station's success and can deliver huge ratings, revenue and visibility. Recently, during CRS-West in Sacramento, KYCY-San Francisco PD Eric Logan, Morning Shows, Inc's Dennis Clark, and KUBB-Merced GM Lee Nye shared their thoughts on the components for a successful morning show.

ERIC LOGAN

The four key elements to having a successful morning show

The Right Vision

- Target the listener. Make sure the listener you are targeting is the *ideal* listener for your radio station.

Focus on the Vision

- There is extreme danger when the show becomes too predictable. Be sure the show does not become sterile.

What Is Compelling Substance?

- Find topics that break through in the listener's mind.

- All subjects are fair game. The PD should never tell talent what to talk about.

- Distinguish the difference between personality and talk.

- Talent should read all newspapers and translate pertinent stories to radio.

Control

- Instead of air-checking talent, have a meeting with your morning show to discuss that day's show.

- Stimulate the talent's thought process and let him or her tell you what went on.

- Don't focus on semantics; rather, focus on the positives of the show.

DENNIS CLARK

What America's Great Morning Shows Have in Common

- Use a combination of music and entertainment, interesting and timely informa-

tion, warmth and unpredictability, listener interfacing with phones, and confidence.

- Play not only the right music, but enough of it to fully satisfy core listeners.

- Have enough entertainment value each hour to force people to listen the next day.

- Be unpredictable so people will talk about your show.

- Plan in advance and keep the schedule you create.

- Find ways to get publicity for the show.

- Give enough "thumb-nail" information to satisfy the core audience. Basic elements like time, temperature, weather, and traffic are essentials.

- Be prepared. Arrive early enough to read the newspapers. Make sure audio is clear and crisp.

- Stick to the point with bits and don't discuss them after they play.

- Use teasing to keep the listener for an extra 15 minutes.

- Do appearances that match the image of the show. Meeting your audience is very important to the show's health.

LEE NYE

The following are some suggested Web sites for obtaining morning show prep.

- **Radio Online:** [http://prepnet.radio-online.com/cgi-dos/\\$rol.exe/bestofa](http://prepnet.radio-online.com/cgi-dos/$rol.exe/bestofa)

• **Funny:**

<http://www.funny.co.uk/directory.shtml>

- **The Official Top Five:** <http://www4.zdnet.com/wsources/topfive/t5101697.html>

- **Bitboard Show Prep Networks:** <http://www.bitboard.com/tour13.html>

- **Glamour Magazine:** <http://www.phys.com/b>

- **Ladies Home Journal** <http://www.lhj.com/mainframe.html>

- **Cosmopolitan Online:** <http://www.cosmomag.com>

PROfile

JERI DETWEILER



LABEL/COMPANY:

Columbia Records

POSITION: Manager Central

Region **HOW LONG:** 4 years

WHAT DO YOU LIKE MOST

ABOUT YOUR JOB? Having someone share their most precious dream of becoming a star and then being able to have a hand in making that dream become a reality.

LEAST? Doing expense reports and facing short playlists.

THE EARLY YEARS:

BORN: El Paso, Tex.

GREW UP: Grand Terrace, Calif.

BEFORE WORKING FOR A RECORD LABEL, I WORKED

AT: Dr. Lloyd Gauntt (Orthodontist) **JOB TITLE:** Registered Dental Asst. (put on, take off, and tighten those braces)

WHAT IS YOUR FAVORITE SONG OF ALL-TIME?

Anything by Don Williams, or the band Live when I'm having a bad day.

WHAT ALBUM/CD IN YOUR COLLECTION ARE YOU MOST ASHAMED OF? Double

Date with Joanie and Chachi **DIDYAKNOW?** Before moving to Nashville, I took tourists on Catalina Island on shark diving adventures. My father, Bob Mitchell, has been a country music PD for over 30 years.

IF I WORKED FOR A RADIO STATION, I WOULD: Have a 60 song playlist.

MOTTO TO LIVE & WORK BY: Psalm 16

Gavin Exclusive!



Squeeze Please! KRWQ's Judi Austin and Atlantic's Matt King share a hug.

REPORTING REMINDER!!

In celebration of the Thanksgiving holiday, the GAVIN offices will be closed Thursday, November 27 and Friday, November 28. All reports will be taken on Monday, December 1. If your playlist is ready early, please fax it to our GAVIN Nashville office only at (615) 255-5020.

Editor: JAMIE MATTESON Consulting Editor: LISA SMITH 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.

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A portion of the proceeds from the sales of this CD will benefit St. Jude Children's Research Hospital, the largest hospital in the U.S., devoted to treating children with life threatening illnesses regardless of their race, religion, or ability to pay.

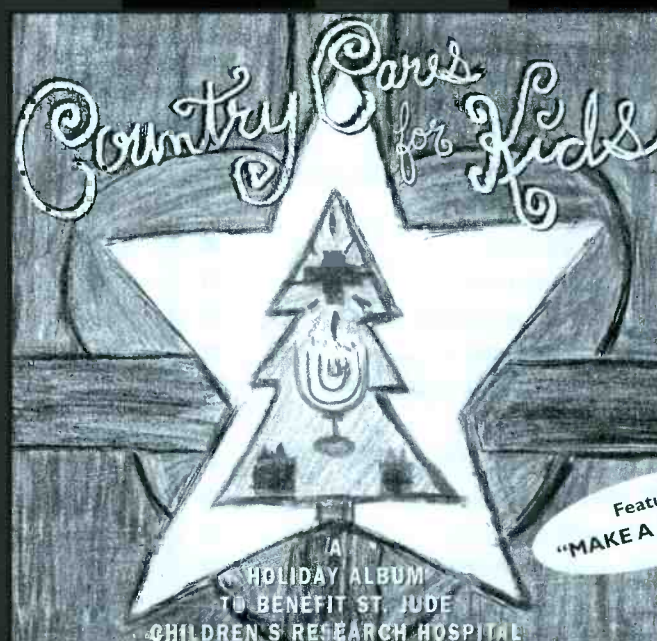
Country Cares for Kids

A HOLIDAY ALBUM TO BENEFIT ST. JUDE CHILDREN'S RESEARCH HOSPITAL

Features the hit song "Make A Miracle" performed by Gary Baker, Kippi Brannon, Kenny Chesney, Sara Evans, Skip Ewing, Teddy Gentry, Mindy McCready, Frank Myers, Randy Owen, Jason Sellers, Kevin Sharp, Ray Vega, Heath Wright, and St. Jude Kids: Amanda Armstrong, Dustin Benson, Chris Burruss, Wendy Davis, Haley Hubbard, and Eliza Leatherman

ALSO INCLUDES:

- "Angels Among Us" • ALABAMA
- "The Christmas Song" • JOHN BERRY
- "Christmas for Every Boy and Girl" • CLINT BLACK
- "We Three Kings" • BLACKHAWK
- "Butterfly Kisses" • BOB CARLISLE
- "Christmas Time's A Comin'" • SAMMY KERSHAW
- "I'll Be Home for Christmas" • LONESTAR
- "O Holy Night" • MARTINA McBRIDE
- "Let's Talk About Love" • MINDY McCREADY
- "Up On Santa Claus Mountain" • LORRIE MORGAN
- "Loving Time of the Year" • TRAVIS TRITT
- "Take A Walk Through Bethlehem" • RAY VEGA
- "When You Wish Upon A Star" • BRYAN WHITE



HELP US "MAKE A MIRACLE" FOR THE KIDS OF ST. JUDE

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BIRDSONG RECORDS

BMG

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Thanks to Gavin who has graciously donated this page free of charge.

twangthis.com

www.twangthis.com

MOST ADDED

THE DERAILERS (40)

TOM T. HALL (21)

RAY CONDO (7)

TOP TIP

THE EX-HUSBANDS

The Ex-Husbands (Tar Hut)

No pretense here, just three guys playing some great kick-ass country music. Try some "Tequila, Salt and Lime," then get in your truck and drive "All the Way From Abilene" you "Johnny Walker Redneck." If you can't find something in this jewel case to play, it's time to get your hearing checked.

RECORD TO WATCH

TOM T. HALL

Home Grown (Mercury)

What a gift, the master storyteller has a great new CD. From the first cut, "Bill Monroe For Breakfast," to the finale, "What a Song," Tom T. shows us why Young Country doesn't necessarily mean good country. Home Grown is good stuff and being smoked at KFAL, KFTX, & KNBT.

Gavin Americana

The Other Country

LW	TW		Rpts.	Adds	H	M	L
1	1	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	74	1	50	15	9
2	2	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	67	1	41	15	11
8	3	RICKY SKAGGS - Bluegrass Rules (Rounder)	67	3	30	20	17
7	4	FRED EAGLESMITH - Lipstick Lies & Gasoline (Razor & Tie)	68	3	26	23	19
4	5	WAYNE HANCOCK - That's What Daddy Wants (Ark 21)	67	0	26	23	18
5	6	SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)	66	0	27	19	20
3	7	TIM O'BRIEN - When No One's Around (Sugar Hill)	65	0	31	14	20
9	8	ROBBIE FULKS - South Mouth (Bloodshot)	63	0	20	30	13
6	9	THE SONGS OF JIMMIE RODGERS - V/A (Egyptian Records/Columbia)	62	1	22	17	23
11	10	BUDDY MILLER - Poison Love (HighTone)	59	1	16	17	26
16	11	CHESAPEAKE - Pier Pressure (Sugar Hill)	58	6	12	19	27
10	12	RAY WYLIE HUBBARD - Dangerous Spirits (Philo)	50	0	20	22	8
12	13	WYLIE & THE WILD WEST SHOW - Way Out West (Rounder)	49	1	21	14	14
13	14	JAMES INTVELD - James Intveld (Risk/Innerworks)	51	1	12	26	13
17	15	GREG BROWN - Slant 6 Mind (Red House)	45	6	16	17	12
15	16	BILL KIRCHEN - Hot Rod Lincoln-Live! (HighTone)	47	1	15	16	16
14	17	CLAIRE LYNCH - Silver And Gold (Rounder)	47	0	12	13	22
18	18	VARIOUS ARTISTS - Stone Country (Beyond Music)	44	0	14	10	20
22	19	PAUL BURLISON - Train Kept A Rollin' (Sweetfish)	45	1	9	15	21
20	20	JOAN BAEZ - Gone From Danger (Guardian)	43	0	8	16	19
23	21	KELLY JOE PHELPS - Roll Away The Stone (Rykodisc)	44	0	6	17	21
19	22	FLYING BURRITO BROTHERS - California Jukebox (Ether)	42	0	10	12	20
38	23	RAY CONDO AND HIS RICOCHETS - Door To Door Maniac (Joaquin)	41	7	6	17	18
25	24	THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)	40	4	5	20	15
24	25	CATIE CURTIS - Catie Curtis (Guardian)	40	3	8	14	18
29	26	CHIP TAYLOR - Last Chance (Train Wreck)	43	2	3	16	24
35	27	STEAM DONKEY - Cosmic Americana (Landslide)	39	2	5	16	18
N	28	RECKLESS KELLY - Millican (Cold Spring)	38	6	4	16	18
21	29	MOUNT PILOT - Help Wanted, Love Needed, Caretaker (Doolittle)	39	0	6	14	19
N	30	PAT DONOHUE - Backroads (Bluesky)	37	4	5	13	19
37	31	TINA ADAIR - Just You Wait & See (Sugar Hill)	37	3	6	13	18
N	32	THE DERAILERS - Reverb Deluxe (Watermelon/Sire)	40	40	3	12	25
28	33	THE BLASTERS - American Music (HighTone)	35	1	5	14	16
27	34	RICHARD SHINDELL - Reunion Hill (Shanachie)	36	0	4	15	17
33	35	LONESOME BOB - Things Fall Apart (Checkered Past)	35	0	5	12	18
39	36	SOUTHERN CULTURE ON THE SKIDS - Plastic Seat Sweat (DGC)	30	1	10	9	11
N	37	TIM RYAN - Tried, True, and Tested (Warner Western)	33	3	3	16	14
32	38	HERITAGE (VARIOUS ARTISTS) - Heritage (Six Degrees)	36	0	4	11	21
26	39	WHISKEYTOWN - Strangers Almanac (Outpost)	30	1	8	13	9
34	40	BOB DYLAN - Time Out of Mind (Columbia/CRG)	28	1	12	6	10

Chartbound

LONGVIEW (Rounder)

KEVIN JOHNSON (Sam)

JOHN FLYNN (Sliced Bread)

"UNCOMMON RITUAL" (Sony Classical)

TOM T. HALL (Mercury)

JANET MARTIN (Planetary)

JON DEE GRAHAM (Freedom)

JANIS IAN (Windham Hill)

Americana Inroads

BY CHRIS MARINO



Nashville Knows We're Here

More than one hundred and eighty of Nashville's finest were recognized on November 12th, when Raul Malo and Robert Reynolds of the Mavericks as well as Lee Ann Womack announced the nominees for the Leadership Music's Fourth Annual Nashville Music Awards. The awards, which often serve as a precursor to the Grammys, will be presented at the Tennessee Performing Arts Center on January 21, 1998.

What makes this year so special is the inclusion of a category for Americana Album of the Year, the first Americana-designated category in the event's history. There are five nominated albums, including three from Americana institutions Tim O'Brien (*When No One's Around*, Sugar Hill), Buddy Miller (*Poison Love*, Hightone) and Kim Richey (*Bitter Sweet*, Mercury). The other two nominees are Paul Birch & the WPA Ballclub for *Pan American Flash*, (Dixiefrog) and Tom House for *The Neighborhood Is Changing*, (Checkered Past).

1998 will mark the first time the event has not been held at the historic Ryman Auditorium, due to an increased demand for tickets, it had to be moved to the much larger TPAC (Tennessee Performing Arts Center). Since Leadership Music kicked off the awards in 1995, it has donated more than \$300,000 to music related charities. Says Tracy Gershon co-Chairperson of the event, "We try not to make it just another country music awards; there has to be a Nashville connection with the artist in order to be eligible."

O'Brien, Miller, and Richey also received nominations outside the Americana category, giving them each a total of two. "I'm in awe of the competition but honored to

be part of the community," O'Brien commented on his nomination. "There is lot of music that falls through the cracks, and it's long overdue that some of this music be recognized. If the home of country music can acknowledge this music, then that's a good start."

Other artists, familiar to our format who were nominated this year include Guy Clark (*Keepers*, Sugar Hill) for Folk Album of the Year, Julie Miller (*Blue Pony*, Hightone) for Independent Album of the Year, Alison Krauss & Union Station (*So Long, So Wrong*, Rounder) for Bluegrass/Old-Time Music Album of the Year, and Joy Lynn White (*The Lucky Few*, Little Dog) for Country Album of the Year.

Publisher Tracy Thomas of Grassroots Media says, "We're blessed to have a wealth of Americana artists in Nashville. This will be a great opportunity for them and the format to get more recognition."

So, what does all this ultimately mean for Americana supporters and reporters? It means we're doing a great job letting people know about this format and the great artists that it represents. And if accolades can come from the so-called "Belly of the Beast," it's just that much sweeter! I'll let you know in January who takes home the trophies. ●

Americana Picks

BY CHRIS MARINO

WILLIE NELSON WITH BOBBIE NELSON Hill Country Christmas (Finer Arts)

Hill Country Christmas is a welcome respite from the turkeys (bad Christmas music) you will be receiving between now and New

Editor: CHRIS MARINO • Assistant: TOBY FRENCH

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

Year's. Willie (with sis Bobbie) make the holiday season feel a little less harried on this great mix of standards and original compositions. Some songs you've heard a thousand times, like "O' Little Town of Bethlehem," "Hark the Herald Angels Sing," and "Deck the Halls," but Willie's guitar playing and unique vocal take add a peacefulness that gives them new depth. On "El Niño" (one of the two Nelson originals on the album) Willie pays homage to the birth of Christ while simultaneously playing some of the best Spanish guitar

riffs he has ever done. In fact the song shows up twice on the CD, once with Nelson singing and again as an instrumental version. Other cuts include "Joy to the World," "White Christmas," "Silent Night," "Away In A Manger," "Here Comes Santa Claus" (featuring Gene Autry), and "Pretty Paper," the other Nelson original. Like everything Nelson touches, *Hill Country Christmas* has an unexplainable character that makes it unique and special. Even if you're a die-hard Scrooge, *Hill Country Christmas* should be played.



Seattle—Earlier this month Tim O'Brien stopped in to sign "The Dish" at Dish CD. Pictured from left to right are members of the Dish Staff: Javier Sanchez, Brian Butler, Sugar Hill recording artist Tim O'Brien, Tom Killorin-GPD, Scott David Allen-APD/MD.

SORROWFUL JONES

absence



Impact Date 11/25

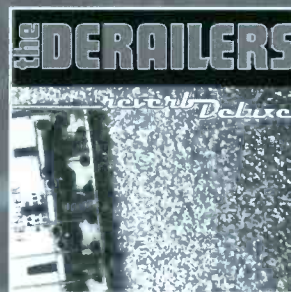
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NEW ALBUM



THE DERAILERS

Reverb Deluxe



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MOST ADDED
THE BRIDGE SCHOOL CONCERTS
 (20/12 adds)

LIVE ON LETTERMAN (11/11 adds)
PAUL SIMON (54/9 adds)
DUNCAN SHEIK (9/9 adds)
ARCHIE ROACH (10/7 adds)

TOP TIP
PAINT IT BLUE
 Various Artists
 (House of Blues)

A blues tribute to the Rolling Stones debuts on this week's chart as the Stones criss-cross the nation on tour.

RECORD TO WATCH
ABRA MOORE
 "Don't Feel Like Cryin'"
 (Arista Austin)

Abra's latest track packs a lot of Fender guitar, sparking a resurgence on both the main chart and the commercial-only chart.

Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:
 KENT/KEITH ZIMMERMAN

LW	TW	COMBINED
1	1	ROLLING STONES (Virgin)
2	2	SARAH McLACHLAN (Nettwerk/Arista)
4	3	B.B.KING (MCA)
6	4	MATCHBOX 20 (Lava/Atlantic)
5	5	STEVE EARLE (E-Squared/Warner Bros.)
3	6	FREDDY JONES BAND (Capricorn)
7	7	BLUES TRAVELER (A&M)
12	8	DELBERT McCLINTON (Rising Tide)
8	9	JACKSON BROWNE (Elektra/EEG)
11	10	BOB DYLAN (Columbia/CRG)
16	11	LISA LOEB (Geffen)
10	12	JEN TRYNNIN (Warner Bros.)
9	13	THE WALLFLOWERS (Interscope)
13	14	THE SUNDAYS (DGC)
15	15	BEHAN JOHNSON (RCA)
18	16	CATIE CURTIS (Guardian)
17	17	JEB LOY NICHOLS (Capitol)
22	18	THE VERVE (Virgin)
21	19	HOLLY COLE (Metro Blue/Capitol)
31	20	PAUL SIMON (Warner Bros.)
14	21	WHISKEYTOWN (Outpost)
29	22	JONATHA BROOKE (Refugee/MCA)
48	23	JOHN MELLENCAMP (Mercury)
26	24	SISTER HAZEL (Universal)
19	25	SHAWN COLVIN (Columbia/CRG)
23	26	PAULA COLE (Warner Bros.)
38	27	ALANA DAVIS (Elektra/EEG)
24	28	JOHN FOGERTY (Warner Bros.)
30	29	DAR WILLIAMS (Razor & Tie)
25	30	OASIS (Epic)
34	31	JOHN HIATT (Capitol)
36	32	ABRA MOORE (Arista Austin)
20	33	SHERYL CROW (A&M)
32	34	LOREENA MCKENITT (Warner Bros.)
42	35	JONNY LANG (A&M)
41	36	PISTOLEROS (Hollywood)
27	37	FLEETWOOD MAC (Reprise)
40	38	BARENAKED LADIES (Reprise)
37	39	SMASH MOUTH (Interscope)
33	40	JARS OF CLAY (Silvertone)
35	41	PATTY LARKIN (High Street/Windham Hill)
28	42	GREG GARING (Paladin/Revolution)
43	43	PATTI SMITH (Arista)
49	44	HUFFAMOOSE (Interscope)
39	45	MATTHEW RYAN (A&M)
NEW	46	TEXAS (Mercury)
NEW	47	JOAN BAEZ (Guardian)
NEW	48	PAINT IT BLUE (House of Blues)
46	49	SOUTHERN CULTURE ON THE SKIDS (DGC)
47	50	TDAD-THE WET SPROCKET (Columbia/CRG)

LW	TW	COMMERCIAL
1	1	ROLLING STONES (Virgin)
2	2	SARAH McLACHLAN (Nettwerk/Arista)
4	3	MATCHBOX 20 (Lava/Atlantic)
3	4	FREDDY JONES BAND (Capricorn)
6	5	BLUES TRAVELER (A&M)
5	6	THE WALLFLOWERS (Interscope)
8	7	B.B.KING (MCA)
7	8	JACKSON BROWNE (Elektra/EEG)
10	9	STEVE EARLE (E-Squared/Warner Bros.)
11	10	LISA LOEB (Geffen)
9	11	JEN TRYNNIN (Warner Bros.)
17	12	DELBERT McCLINTON (Rising Tide)
13	13	BEHAN JOHNSON (RCA)
14	14	BOB DYLAN (Columbia/CRG)
18	15	THE SUNDAYS (DGC)
15	16	PAULA COLE (Warner Bros.)
12	17	WHISKEYTOWN (Outpost)
19	18	SISTER HAZEL (Universal)
16	19	SHAWN COLVIN (Columbia/CRG)
25	20	THE VERVE (Virgin)
20	21	JOHN FOGERTY (Warner Bros.)
26	22	JEB LOY NICHOLS (Capitol)
34	23	JOHN MELLENCAMP (Mercury)
24	24	SMASH MOUTH (Interscope)
21	25	SHERYL CROW (A&M)
22	26	OASIS (Epic)
23	27	FLEETWOOD MAC (Reprise)
28	28	BARENAKED LADIES (Reprise)
32	29	ABRA MOORE (Arista Austin)
31	30	CATIE CURTIS (Guardian)
29	31	JOHN HIATT (Capitol)
33	32	PAUL SIMON (Warner Bros.)
37	33	JONNY LANG (A&M)
27	34	JARS OF CLAY (Silvertone)
NEW	35	WILLIAM TOPLE (Mercury)
36	36	GREG GARING (Paladin/Revolution)
30	37	MATTHEW RYAN (A&M)
46	38	JONATHA BROOKE (Refugee/MCA)
39	39	ALANA DAVIS (Elektra/EEG)
38	40	DAR WILLIAMS (Razor & Tie)
44	41	BEN HARPER (Virgin)
45	42	TEXAS (Mercury)
48	43	LOREENA MCKENITT (Warner Bros.)
41	44	TONIC (A&M)
40	45	HUFFAMOOSE (Interscope)
49	46	CHUMBAWAMBA (Republic)
47	47	PATTY LARKIN (High Street/Windham Hill)
42	48	TOAD THE WET SPROCKET (Columbia/CRG)
50	49	PISTOLEROS (Hollywood)
NEW	50	GREGG ALLMAN (550 Music)

LW	TW	NON-COMMERCIAL
8	1	B.B.KING (MCA)
1	2	STEVE EARLE (E-Squared/Warner Bros.)
3	3	HOLLY COLE (Metro Blue/Capitol)
5	4	CATIE CURTIS (Guardian)
7	5	DELBERT McCLINTON (Rising Tide)
2	6	BOB DYLAN (Columbia/CRG)
4	7	ROLLING STONES (Virgin)
14	8	JONATHA BROOKE (Refugee/MCA)
6	9	JOAN BAEZ (Guardian)
9	10	SARAH McLACHLAN (Nettwerk/Arista)
12	11	PATTI SMITH (Arista)
10	12	JEB LOY NICHOLS (Capitol)
19	13	ALANA DAVIS (Elektra/EEG)
24	14	PAUL SIMON (Warner Bros.)
11	15	LOREENA MCKENITT (Warner Bros.)
25	16	THE VERVE (Virgin)
13	17	PATTY LARKIN (High Street/Windham Hill)
15	18	JANIS IAN (Windham Hill)
18	19	DAR WILLIAMS (Razor & Tie)
26	20	PAINT IT BLUE (House of Blues)
17	21	THE SUNDAYS (DGC)
20	22	GREG BROWN (Red House)
22	23	SOUTHERN CULTURE ON THE SKIDS (DGC)
21	24	JEN TRYNNIN (Warner Bros.)
27	25	PISTOLEROS (Hollywood)
28	26	BEHAN JOHNSON (RCA)
36	27	FRED EAGLESMITH (Razor & Tie)
23	28	FREDDY JONES BAND (Capricorn)
32	29	PETE BELASCO (Verve Forecast)
16	30	WHISKEYTOWN (Outpost)
30	31	JACKSON BROWNE (Elektra/EEG)
NEW	32	LISA LOEB (Geffen)
48	33	GOD STREET WINE (Mercury)
NEW	34	CORNERSHOP (Luaka Bop/Warner Bros.)
29	35	GREG GARING (Paladin/Revolution)
43	36	G LOVE & SPECIAL SAUCE (OKeh/550 Music)
31	37	EMER KENNY (Triloka/Mercury)
40	38	PAUL BURLISON (Sweetfish)
NEW	39	JOHN MELLENCAMP (Mercury)
NEW	40	BRUCE COCKBURN (Rykodisc)
41	41	JONNY LANG (A&M)
NEW	42	MATCHBOX 20 (Lava/Atlantic)
42	43	DANIEL CARTIER (Rockel/A&M)
37	44	TIM O'BRIEN (Sugar Hill)
38	45	RICHARD SHINDELL (Shanachie)
46	46	HUFFAMOOSE (Interscope)
NEW	47	ENYA (Reprise)
35	48	JOHN HIATT (Capitol)
NEW	49	SECONDS FLAT (Green Linnet/Redbird Series)
50	50	FABULOUS THUNDERBIRDS (High Street/Windham Hill)

Extension 606 BY KENT ZIMMERMAN

Creating Multi-Market Awareness

Jody Peterson Gets the Point

We first met Jody Peterson when she was Music Director of WNCN-Montpelier, Vermont. Technically, Jody still selects the music for WNCN, but her responsibilities have expanded since WNCN became The Point, a brand representing three different radio stations simulcasting the same musical content to serve three different Northeastern markets. The Point is certainly a sign of the times, when smaller

market stations merge multiple signals to become a much bigger force.

In the spirit of our cover story two weeks ago, when researcher Ted Bolton outlined three steps toward becoming a dominant radio force through awareness, imaging, and branding, we spoke with Peterson to find out how one A3 entity creates awareness beyond its original geographic target.

KZ: Tell us the story of how WNCN begat the Point.

JP: The Point became necessary when we added two more stations to our market strategy. We now broadcast the same live programming on three different stations, but when we cut to commercial breaks, we customize each break to each market. All our commercials are on hard drive, which allows us to play three different spot breaks. Within those breaks we'll reinforce the frequency and call letters, but when we're live, we resort to one brand covering all three stations. That's why we came up with "The Point."

KFOG does the same thing in San Francisco and San Jose. Can you describe

the three markets you now serve?

WNCN/104 serves Burlington. Inside White River Junction and Hanover, New Hampshire, we become WRJT, just up the dial at 103. Further down at 95, we broadcast to the Northeast Kingdom of Vermont and St. Johnsbury area—and into some parts of Canada—as WSHX.

How do the markets differ?

White River Junction and Hanover are the Dartmouth College area, a whole different region and state, which means we have to regionalize our news. White River Junction is slightly more blue collar while St. Johnsbury is more rural, way up in the sticks. There's also another college up



8 miles down

BIG BACK FORTY

the new single from the album **BESTED** ON TOUR NOW...AND FOREVER

Early Believers Include:

WRLT/Nashville

WRSI/Greenfield

WMMM/Madison

WWCD/Columbus

KMMS/Bozeman

and many more...



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Produced and Engineered by Joe Hardy Management: Blake Squier for SPI Management

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Gavin A3 Boomer Grid

EDITORS:
KENT/KEITH
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDJR	MACY	KBAC	KBCO	KBYR	KEPC	KFAN	KELY	KFOG	KFXD	KGSR	KINK	KICN	KLRO	KMMS	KMTT	KMBA	KOTR	KPCC	KPIG	KRCL	KROK	KBSH	KRWV	KRKS	KSPN	KSUT	KTAO	KTCZ	KTHX	KUWR	
1	ROLLING STONES (Virgin)	1283	+50	25	10	17	16	26	10	20	38	25	11	22	26	42	22	18	18	9	14	7	14	3	55	18	20	42	20	12	17	18	25	8	
2	SARAH McLACHLAN (Nettwerk/Arista)	1055	+37	26	23	13	25	36	8		14	20	29	21	20	45	8	21	18	7	7	7		2	37	12	15	23	13	11		20	21		
3	B.B.KING (MCA)	794	+90	22	11	14		9	12	5	19	15	7	21	33	29	7	8	19	13	14	7	10	2	14	14	15	12	20	13	20	7	7	5	
4	MATCHBOX 20 (Lava/Antalctic)	747	-55	29	23	12	14	24			15	9	24			31	8	16	10	11		5			37	19	10	28			7	17			
5	STEVE EARLE (E-Squared/Warner Bros.)	717	+25	13	19	18		14	13		16		11	31		7	8		8	14	14	7	15	7	25	8	10			20	14	13		10	5
6	FREDDY JONES BAND (Capricorn)	706	-37			8	15	14	4	15	16	17	30	12		29	22	8	20		4	7	1	38	2	10	14	20		7	11	12		5	
7	BLUES TRAVELER (A&M)	644	+16	23		11	25	25			23	18				6	28		20	10	3	7	7		38	3	15	23	20			15	11	5	
8	DELBERT McCLINTON (Rising Tide)	636	+67		6	19			13	20	21		7	25	7		13	8	6	16	6	7	14		25	18	10	26	20	12	14		11	5	
9	JACKSON BROWNE (Elektra/EEG)	603	-14	13		13	14	8	9	10	15	5	21	19	11	7	14	19	11	5	4	5		32	17		14	20	5		6	11	5		
10	BOB OYLAN (Columbia/CRG)	587	+16			13			10	20	20			22	7	6	7	9	17	10	14	5	16	5		18	15	14	20	10	9		10	5	
11	LISA LOEB (Geffen)	582	+85	23	23		16	14	4	20	17	6	23			6	30	8		6	3			2	36	9	10	12	13	9	5		3		
12	JEN TRYNNIN (Warner Bros.)	572	-14	22		9	13	13	6		14		8	12	7	14	15		10	5	9	7			34	1	15	14	13		6	6	10	5	
13	THE WALLFLOWERS (Interscope)	565	-50	32	22	9	7	24				12			18	29		9	8							18					17	8			
14	THE SUNDAYS (DGC)	508	-4			10		14	5		1					12						1		2	38	3	15	14			9	3			
15	BEHAN JOHNSON (RCA)	487	-10	32		14	5	11	8				13		7	11		7	5		3			1	37			10	12	20	5	5	5	10	3
16	CATIE CURTIS (Guardian)	482	+33	31	5	9			13	10	15		21		11					15		7	5	2	13	7			13	9	6		9	5	
17	JEB LOY NICHOLS (Capitol)	474	+1	14				11	6				12	13	6		7		11	11		7	5	1	33	10	10		20	8	5		10	5	
18	THE VERVE (Virgin)	440	+46	22	22	9							10				8	7	7						5		14	13	6				3		
19	HOLLY COLE (Metro Blue/Capitol)	435	+40	26	9				12	5	17		7		6					15		5		3	10		15	12	13	8	8		8	5	
20	PAUL SIMON (Warner Bros.)	429	+99		14	13			6	5	24		7	21	15						9		2	8		10	15	12	20	8	7		9	5	
21	WHISKEYTOWN (Outpost)	429	-71	22		8		17	6	10	15		8	14		11	7		10		9	5	5				15	13	7	5	3	11			
22	JONATHA BROOKE (Refugee/MCA)	406	+73		6	9			6	5		2	11	7	6					10	6			4	12	1	15	13	8	11				5	
23	JOHN McLENCAMP (Mercury)	401	+148	9	14	11	12		7	5	28		13	22	12		5	6		10		3	2							7	7	9	3		
24	SISTER HAZEL (Universal)	391	+11		17		26					11	6			20									31	9	10	9	13			10			
25	SHAWN COLVIN (Columbia/CRG)	373	-66								16			10	17	7								1	33	21		13			8	10			
26	PAULA COLE (Warner Bros.)	369	-21	31				13						8	18										23	3									
27	ALANA DAVIS (Elektra/EEG)	363	+47	12	11	21			10					9	5				6	5	9	7		2	13	7									
28	JOHN FOGERTY (Warner Bros.)	356	-33		19		24			10			7		24				7	21	6								26	6		21	9		
29	DAR WILLIAMS (Razor & Tie)	351	+18	6	14	8		7	8	15	12		12				7			12	14		5	3	3			23	10	7		9			
30	OASIS (Epic)	351	-34		23	9							6	10			15	9									10	14	13	5					
31	JOHN HIATT (Capitol)	340	+12						10	16	8	19		7		14	7			11	7	1	14				10	23	13	5				17	
32	ABRA MOORE (Arista Austin)	337	+17		17	9			12	35			7	12	2	8	13								11	10	10					4	8	3	
33	SHERYL CROW (A&M)	337	-59			9		21					7	19	11										30	24	10					3	10		
34	LORENA McKENITT (Warner Bros.)	331	+1	23		13			13				12	10								4				9	15		5	5			22	5	
35	JONNY LANG (A&M)	327	+34		19	12		13		5	14	18	11		11				6	15		1	10			26	10	23		5	10	9			
36	PISTOLERS (Hollywood)	326	+30		23	13			12		27					8	11								15	7	10	14	13	4	7		10		
37	FLEETWOOD MAC (Reprise)	319	-42		12	13						6			13			8	18			16				3	15	23				12	10	3	
38	BARENAKED LADIES (Reprise)	312	+3	26	18	10	25	14					6												25	10							7	3	
39	SMASH MOUTH (Interscope)	312	-7				15	23																	32										
40	JARS OF CLAY (Silvertone)	306	-22				14			30	16			4		11	15					7			33		10					6	8		
41	PATTY LARKIN (High Street/Windham Hill)	299	-25						7			2		3						15	9	5				11		13	9	9		9	5		
42	GREG GARING (Paladin/Revolution)	296	-38	10		9			7								20	7			5				25		13		5			9			
43	PATTI SMITH (Arista)	291	+6			9			12	5				10								14	1	3		1	10		7	5		6	5		
44	HUFFAMOOSE (Interscope)	276	+24	7		6			4		24	10			6		7	7	6								10	9	13		5	5	8		
45	MATTHEW RYAN (A&M)	275	-39	7				10		5			13			8		8		4	11	1	2		32		14		5	5	9				
46	TEXAS (Mercury)	272	+33	14					7		20														25										
47	JOAN BAEZ (Guardian)	266	0			7			9		3									10	4	5		2		7	15			9	7		5		
48	PAINT IT BLUE (House of Blues)	262	NEW			7															8	11						9	11	5		8	3		
49	SOUTHERN CULTURE ON THE SKIDS (DGC)	252	-9						8								15	7				4					10	12			7				
50	TOAD THE WET SPROCKET (Columbia/CRG)																																		

Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KIPT	WAPS	WBOB	WBZC	WDBE	WCLZ	WDET	WEEK	WEBX	WERU	WFPK	WFDV	WIS	WKZE	WMAX	WMMW	WMPY	WNNY	WVCS	WVCW	WVNU	WVLT	WVRH	WVRX	WVRZ	WVSI	WVOD	WVRV	WVCO	WKLE	WVXP	WVPT	WVRV	WVFP	
ROLLING STONES (Virgin)	33	12	30			2	11	17	50	10	12		22	16	28	35	11	16	17	16	15	29	15	21	6	18	19	26	11	21	14	28	15	6	
SARAH McLACHLAN (Netwerk/Arista)		8	7	12		3		18		8	12	9	26	12	29	25	5	16	15			27	11	9	4	18	26	11	40	62	13	8	28	9	
B.B. KING (MCA)	7	5			9	7	13	18	17	5	12	5	2	12		10	11	12	12	16	15			8	24	8									
MATCHBOX 20 (Lava/Atlantic)	26		30	13				7					21		38	15	13		13			18	4	29		27	30	17	34		13	14			
STEVE EARLE (E-Squared/Warner Bros.)	4				9	3	16	16		10	12	9	27	16		15	6	16	12	16	15	24	9		12	12	28				13	10	5	9	
FREDDY JONES BAND (Capricorn)	14		30			8		13	17		12		27	12	23	26	5	10	14	8		18	14	26						6	13	11	8		
BLUES TRAVELER (A&M)	26	8			9	5	14	15	7				5		32		9	10	15			5	10		6		43	31	21		9	22			
DELBERT McCLINTON (Rising Tide)					9	5	14	15		6	12	2		16		8	9	16	12	16	15	17	13	9	7	18	11				8			9	
JACKSON BROWNE (Elektra/EEG)	14	7			4		6			8	5	25	16		23	12	10	13		3	24	13	11	3		22			7	10	12				
BOB DYLAN (Columbia/CRG)					9	6	16	6	3	10	12	10	7	16		12	12	10	13	16	15		6		6	18	19			6	6	5	9		
LISA LOEB (Geffen)	11	7	30			2		21					14	6		8	5					8	11	10		27	28		32	4	19				
JEN TRYNNIN (Warner Bros.)	4	15			3	4			17	5	8		20	12		12	12	13	15			18	5	10		6	26		22	8		8	8		
THE WALLFLOWERS (Interscope)	22		30			3							27		34	23	7					24		24		26			16	30	7	14	8		
THE SUNDAYS (DGC)	12	30	10	9	4			17				5	10	12	33	24	8	10	12	4		5			6		17	31	34	9	8	12	9		
BEHAN JOHNSON (RCA)	8	7	15		6	5		9	7				9		7	14	6	5	14			18		5								23	7		
CATIE CURTIS (Guardian)	4	7	12	9	3	14				6		9		16		6	12				16	15	5	11	6	4	18			6					
JEB LOY NICHOLS (Capitol)				9	9	6		6	17	6	8	9	12	16			6	5			16	18	14		7	12	19			13	9		8		
THE VERVE (Virgin)	13	15			6		10	23		6	4		8			9		9	4		3	24	5	8	2	26		18	8	14	8	22	10		
HOLLY COLE (Metro Blue/Capitol)	4		8	9	3	15	12	17	5	12	5	5	12			8	10	6	1	16	3	7	6	7	4					6		7	9		
PAUL SIMON (Warner Bros.)	5		5	3	2	5	20						5	12																					
WHISKEYTOWN (Outpost)	10	6			9	7			7	9	8	4	27	12		15	6	7					10	11	13	12	10			3	9		6		
JONATHA BROOKE (Refugee/MCA)	5	7	3	6	2	17	23			4	12	5	16			6	10	6	16	15	6				7	6				14		26	12		
JOHN MELLENCAMP (Mercury)	4	7	8		2								2	12		10	13	7	14								11	1			3	7	13	5	
SISTER HAZEL (Universal)			52	10									7		33											26	52		32	3					
SHAWN COLVIN (Columbia/CRG)	11		15									7	21				6	7	11			18	7	25			24		21		8	12			
PAULA COLE (Warner Bros.)	15		45			11								6	34		10	7	4					25			13	20	50						
ALANA DAVIS (Elektra/EEG)	4	7		3	4	12	15	7		8	2			6			8	5	13		6				2	12									
JOHN FOGERTY (Warner Bros.)	26	4			5											13	11	12	5			21			7							7			
DAR WILLIAMS (Razor & Tie)	4	7					7			6	8	10		12		7	7	5	6			4	8	6	5	6				5				9	
OASIS (Epic)	12	15											27	6				10	11			17				19	31	14	34				8		
JOHN HIATT (Capitol)	10				6				7			7	23			14	6	7	9			15			7	10						8			
ABRA MOORE (Arista Austin)		7						7	50		8		7				7	5				6	2	6	8				15	7		13			
SHERYL CROW (A&M)			30										22		23	8	5											19	19	11	5				
LOREENA MCKENNITT (Warner Bros.)	7				6	1	13			6		5	16				9	7	4		15		4							13		24	7		
JOHNNY LANG (A&M)	9	6				3		6									9	7						29											
PISTOLEROS (Hollywood)	4		7		2		15	7		8			8					7			4		7				12		17				11	8	
FLEETWOOD MAC (Reprise)	24	5					14							12		13	7		16			5							24			28			
BARENAKED LADIES (Reprise)	13		7												23	9	6		8								27			19		8	13		
SMASH MOUTH (Interscope)								15					12				8	15				24					42	13	48			20			
JARS OF CLAY (Sivertone)	5										8		6	12	23							18	5						20				12	8	
PATTY LARKIN (High Street/Windham Hill)	4			3	8	6	12			6	12	10		16		9	6	13	12	16			2		5	18								9	
GREG GARING (Paladin/Revolution)				9					36	7	12	2	16				6	8	8			17			5	12	19							12	
PATTI SMITH (Arista)	5		12	9		8				6	12	4	15	6		9	6	7	8		8	15			6						8	3	6		
HUFFAMOOSE (Interscope)								7	17				9			8	9	5	8				11			12				16	6		6		
MATTHEW RYAN (A&M)	4				4		8	24					12		18	15	6		13	4		11			2					4					
TEXAS (Mercury)	8	30	6										6				6								7			41	35						
JOAN BAEZ (Guardian)	4		10		6		15	6		7	12	5		16			6	5		16	15													6	
PAINT IT BLUE (House of Blues)					6		10	10	17	11	12		12	12											2	12								6	
SOUTHERN CULTURE ON THE SKIDS (DGC)					9		10	7	17		8	2	14																				10	17	
TOAD THE WET SPROCKET (Columbia/CRG)	16												9		23		6					14													

to offset the variety and new faces?
 We have a lot of familiar music. We've been in business over 20 years. We've broken our own bands. A band like October Project is a good example of a record that's our own. Then there's familiar bands like the Rolling Stones, Fleetwood Mac, Bob Dylan, Jackson Browne, Bonnie Raitt, John Mellencamp, and John Fogerty.

How many records would it take for a first-time listener to figure out what The Point is about musically?

I'd say about five. We're set up in a way where there's familiarity every two songs. We also play a new cut every set.

In the three marketplaces you serve, how would you describe your niche?

**MOST ADDED
NIELS-HENNING**

ORSTED PEDERSON (25)

BRUCE BARTH (25)

STEVE KHAN (24)

JOEY BARON (22)

TOP TIP

CHICK COREA/GARY BURTON

Native Sense (Stretch/Concord)

DIANNE REEVES

That Day (Blue Note)

Two monster late year debuts.

Corea/Burton enters at #36 followed closely by Dianne Reeves with an amazing 74 third week reports.

RECORD TO WATCH

**MIDNIGHT IN THE
GARDEN OF GOOD AND EVIL**

(Malpaso/Warner Bros)

An interesting crossroad of Jazz and Triple A artists including Diana Krall, Josh Redman, Brad Mehldau, Paul Cole, and k.d. lang singing the praises of Johnny Mercer.

Gavin Jazz

LW	TW		Reports	Adds	H	M	L
2	1	HORACE SILVER (Impulse!)	81	0	67	12	2
1	2	JACKY TERRASSON/CASSANDRA WILSON (Blue Note)	80	0	71	6	3
3	3	JOE HENDERSON (Verve)	79	0	67	9	3
5	4	C. McBRIDE/N. PAYTON/M. WHITFIELD (Verve)	76	1	61	9	5
8	5	VINCENT HERRING (Music Masters)	73	1	62	9	1
9	6	B SHARP JAZZ QUARTET (MAMA Foundation)	73	0	55	16	2
10	7	OSCAR PETERSON (Telarc Jazz)	72	0	55	12	5
13	8	RON CARTER (Blue Note)	78	2	41	29	6
15	9	DEE DEE BRIDGEWATER (Verve)	74	2	48	18	6
18	10	BARRY HARRIS (Evidence)	73	1	44	18	11
14	11	ANDY LaVERNE QUARTET (Triloka/Mercury)	71	0	49	14	8
11	12	JAMES MOODY (Warner Bros.)	71	0	49	16	6
16	13	MARCUS ROBERTS (Columbia/CRG)	71	2	43	18	8
6	14	DON BRADEN (RCA Victor)	71	0	44	20	7
4	15	KEVIN MAHOGANY (Warner Bros.)	67	0	52	9	6
7	16	DIANA KRALL (Impulse!)	68	0	40	23	5
20	17	HOUSTON PERSON (HighNote)	67	1	40	18	8
17	18	MIKE STERN (Atlantic)	65	1	40	21	3
19	19	HANK JONES (Verve)	73	3	27	33	10
24	20	EASTWOOD AFTER HOURS (Malpaso/Warner Bros.)	67	2	21	35	9
23	21	RENEE ROSNES (Blue Note)	66	0	16	39	11
25	22	CECILIA SMITH (Brownstone)	61	2	26	25	9
29	23	PONCHO SANCHEZ (Concord Jazz)	70	5	18	31	16
30	24	KENNY BARRON (Verve)	70	5	15	33	19
21	25	GEORGE MRAZ (Milestone)	61	2	26	26	7
28	26	DAVE GRUSIN (N2K Encoded Music)	60	1	25	24	10
34	27	DOMINIQUE EADE (RCA Victor)	65	0	8	44	13
26	28	GREG OSBY (Blue Note)	57	0	19	29	9
32	29	MONTEREY JAZZ FESTIVAL (Malpaso/Warner Bros.)	55	1	18	26	10
12	30	PAT MARTINO (Blue Note)	54	0	18	27	9
35	31	JESSICA WILLIAMS (Jazz Focus)	53	1	17	27	8
38	32	ANDRES BOIARSKY (Reservoir)	59	2	9	28	20
40	33	BENNY CARTER (Music Masters)	64	6	7	25	26
41	34	BRIAN LYNCH QUARTET (Sharp Nine)	57	1	6	31	19
22	35	ROSEANNA VITRO (Telarc Jazz)	49	0	21	19	9
—	36	CHICK COREA/GARY BURTON (Stretch/Concord)	59	7	6	25	22
—	37	DIANNE REEVES (Blue Note)	74	16	2	19	38
44	38	BUD SHANK (Milestone)	52	4	8	22	19
50	39	JEROME RICHARDSON (TCB)	50	4	7	24	16
42	40	ED PALERMO BIG BAND (Astor Place Recordings)	48	0	11	17	20
49	41	BOB BERG (Stretch/Concord)	52	5	10	15	22
43	42	RODNEY KENDRICK TRIO (Verve)	45	2	11	20	12
36	43	BENNY GOLSON (Arkadia Jazz)	38	0	17	16	5
46	44	RICHE BEIRACH (Evidence)	45	2	5	26	13
27	45	WALLACE RONEY QUINTET (Warner Bros.)	38	0	15	18	5
—	46	RUMBA CLUB (Palmetto)	40	2	13	14	12
—	47	BOB DOROUGH (Blue Note)	49	6	3	19	21
48	48	COURTNEY PINE (Antilles)	38	1	13	15	9
—	49	MISSION PROJECT (Polymorph)	47	7	2	19	20
—	50	JOHN McLAUGHLIN (Verve)	46	5	2	16	23

On Z Corner BY KEITH ZIMMERMAN



Diana Krall Helps Us Celebrate Ten

Peel me a grape! Impulse! recording artist **Diana Krall** will headline this year's jazz/Smooth Jazz award



Diana Krall

festivities at the San Diego Seminar. Since we'll also be celebrating ten years of format coverage, we've opted for a special early evening dinner event on Thursday, February 5 instead of the usual awards luncheon. In honor of our tenth year—and Ms. Krall's sophisticated musical persona—the dinner will be a champagne, dress-up affair. Immediately following dinner and Diana's set, we'll commence with the awards presentation, complete with guest artist presenters for each of the 18 different categories. Any labels who would like to volunteer their artists as presenters, please contact the Zimmermen.

Like our previous luncheons, we promise a finely tuned and nicely paced affair. There's a real buzz on who deserves the next **Steve Feinstein** Innovation Award, and we'll also be honoring the late **Duke DuBois** by presenting the Jazz Nat'l Promotion Person of the Year award in his memory.

Anybody who considers themselves a shaker and mover among jazz/Smooth Jazz circles will want to be present for this event.

Speaking of awards, final ballots will be faxed out on Monday, November 24. If you don't receive yours, contact us immediately.

N2K AND GAVIN TO PRESENT A HIGH TECH SEMINAR EVENT

We like to think that the GAVIN

Seminar is as well known for being a "macro-Seminar," as it is for covering several specific formats of music and radio. One cross-format event we're especially excited about will take place on Thursday afternoon, February 5. It will center around the Internet, the exploding computer age, and how it all impacts radio and the music industry. N2K Encoded Music President **Phil Ramone** and **Keith and Kent Zimmerman** will be your hosts as we explore exciting topics like Web sites, Internet broadcasting, and music technology past, present, and future.



Phil Ramone

How will radio, recording, and retail be impacted by a tuned-in, turned-on, and plugged-in society? It will be a live broadcast beaming out over the Internet, and to give things an extra global spin, we'll also be joined by musical guests from three corners of the globe: South Africa's **Jonathan Butler**, Holland's **Candy Dulfer**, and a fine new American band called **Swamp Boogie Queen**.

We're currently designing a special sound stage for this major undertaking, and we'll be taking questions from all over the world via the 'Net. All this in one single session!

UA THEATER TECHNOLOGY RETURNS FOR JUKEBOX JURIES

Response was positive when we brought the United Artists Network Theater technology into last year's Seminar to tabulate Jukebox Jury music evaluations. Due to popular

MOST ADDED

- KENNY G (14/35 reports)**
- AVENUE BLUE feat. JEFF GOLUB (12/51 reports)**
- BRIAN TARQUIN (7/15 reports)**
- PETER WHITE (6/10 reports)**
- JOHN TESH PROJECT (6/21 reports)**



TOP TIP

RICHARD SMITH
First Kiss (Heads Up)
 Taking a jump 45-38 while squeaking in as our #6 Spin Trend with +66 out of 282 total spins.

RECORD TO WATCH

DIANA KRALL
"Peel Me a Grape" (Impulse!)
 If your looking for mass appeal Jazz crossover, look no further. Just over 30% of our sample is spinning this Jazz star with adds this week at WQCD and WZJZ. Heaviest spinners include WSMJ, WGUJ, KMJZ, WHRL, KMGQ, KSBK, and WSNK.

Gavin Smooth Jazz *Vocals*

LW	TW	Reports	Adds	Spins	Differences	
1	1	JOYCE COOLING - Playing It Cool (Heads Up)	64	0	1050	+1
2	2	CHRIS BOTTI - Midnight Without You (Verve)	57	1	946	+34
3	3	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	63	1	935	+25
4	4	BONEY JAMES - Sweet Thing (Warner Bros.)	58	0	871	-21
6	5	BRIAN CULBERTSON - Secrets (Bluemoon)	64	0	848	+136
5	6	THE RIPPINGTONS feat. RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	62	0	788	+47
7	7	BOB JAMES - Playin' Hooky (Warner Bros.)	63	0	770	+80
9	8	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	54	0	641	+12
13	9	DAVID BENOIT - American Landscape (GRP)	60	2	585	+40
8	10	EARL KLUGH - The Journey (Warner Bros.)	51	0	579	-52
12	11	BOB MAMET - Adventures In Jazz (Atlantic)	52	0	576	+24
11	12	JOE SAMPLE - Sample This (Warner Bros.)	52	1	565	-5
14	13	AVENUE BLUE featuring JEFF GOLUB - Nightlife (Bluemoon)	51	12	536	-3
10	14	3RD FORCE - Vital Force (Higher Octave)	34	0	520	-76
18	15	PETE BELASCO - Get It Together (Verve Forecast)	48	2	482	+63
17	16	ERIC MARIENTHAL - Easy Street (i.e. music)	47	1	478	-6
15	17	RICK BRAUN - Body and Soul (Bluemoon)	40	1	473	-59
16	18	DAVID GARFIELD AND FRIENDS - Tribute to Jeff (Zebra)	48	1	461	-39
20	19	THOM ROTELLA - Can't Stop (Telarc Jazz Zone)	50	0	450	+35
24	20	CANDY DULFER - For the Love of You (N2K Encoded Music)	53	2	428	+54
28	21	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	49	3	419	+49
30	22	PIECES OF A DREAM - Pieces (Blue Note)	50	3	401	+59
25	23	KIRK WHALUM - Colors (Warner Bros.)	46	0	401	+27
26	24	AARON NEVILLE - Say What's In Your Heart (A&M)	35	0	400	+27
22	25	PHILIPPE SAISSE - Next Voyage (Verve Forecast)	44	2	399	-1
33	26	DOC POWELL - Don't Let the Smooth Jazz Fool Ya (Discovery/Sire)	47	2	389	+62
34	27	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	54	5	387	+64
19	28	DON DIEGO - Feel Me (Ichiban)	41	0	387	-30
27	29	SWEET EMOTIONS COMPILATION - Count Basic & Gota (Instinct)	41	1	361	-12
21	30	STEVE WINWOOD - Junction Seven (Virgin)	35	1	359	-41
36	31	LUTHER VANDROSS - Best of Love Vol. II (Epic)	32	0	325	+26
37	32	JIM BRICKMAN - The Gift (Windham Hill)	40	0	321	+37
40	33	BOB BALDWIN - Cool Breeze (Shanachie)	33	3	318	+59
23	34	A TWIST OF JOBIM - Various Artists (i.e. music)	27	0	303	-92
31	35	VANESSA WILLIAMS - "Next" (Mercury)	28	0	300	-35
35	36	BERNARD OATTES - Rules of My Heart (Unity Label Group)	41	1	292	-21
32	37	RONNIE LAWS - Tribute to the Legendary Eddie Harris (Blue Note)	28	0	287	-47
45	38	RICHARD SMITH - First Kiss (Heads Up)	40	2	282	+66
38	39	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	37	2	280	+16
41	40	DEAN JAMES - Intimacy (Brajo)	39	2	278	+43
43	41	JIMMY SOMMERS - James Cafe (Gemini)	35	2	272	+45
48	42	GATO BARBIERI - Que Pasa (Columbia/CRG)	32	0	261	+54
42	43	DARYL HALL and JOHN OATES - Promise Ain't Enough (Push/BMG)	24	0	248	+14
29	44	KENNY G - The Moment (Arista)	20	0	240	-106
46	45	ROB MULLINS - Dance For the New World (Zebra)	25	0	216	0
39	46	RAY OBIEDO - Sweet Summer Days (Windham Hill Jazz)	26	0	214	-50
47	47	ANDREW OH - Andrew Oh (Honest Entertainment)	32	0	213	-1
44	48	PATRICE RUSHEN - Signature (Discovery/Sire)	22	0	199	-21
—	49	MICHAEL BOLTON - Best of Love (Columbia/CRG)	23	2	188	N
—	50	TOM GRANT - Lip Service (Shanachie)	22	1	177	N

feedback, UA will be returning to the Seminar in February. This year's Smooth Jazz Jukebox Jury will be co-hosted by KOAI's Michael Fischer and Broadcast Architecture's Allen Kepler. We still haven't chosen this year's lucky host for the Jazz Jukebox Jury. Any volunteers? Give us a call, as we are currently finalizing our sessions.

ITEMS AND SIGHT'EMS

I recently attended a couple of groovy bashes worth mentioning. On February 13, I slipped down to Los Angeles for the day to hang out at a swinging book release party at the Mint nightclub on West Pico Boulevard. It was a Buzz Books and Buzz Magazine party honoring the release of *As Though I Had Wings*, the lost memoirs of Chet Baker. It's a slim volume written in Chet's own words, touching on selected childhood and jazz memories of his intriguing-yet-anarchic career. Among the co-sponsors of the party was

KLON radio. Sight'ems at the party included KLON morning drive host Alfredo Cruz, Groov Marketing's Josh Ellman and Mark Rini, Smooth Jazz guitarist Thom Rotella, and famous jazz photographer William Claxton.

On an equally hip note, the stage of San Francisco's Palace of Fine Arts was the lucky sight for the Unity Label Group's filming of Keiko Matsui live for an upcoming PBS program scheduled to broadcast in April. The show will be called *Full Moon and the Shrine*, and will feature concert footage from Japan and San Francisco. Keiko and her five-piece band ran through their repertoire, accompanied by a 15-piece string ensemble, as the cameras and the sound truck rolled. Accompanying the band was a 15-piece string ensemble. On hand were ULG label President/founder Robert Tauro, ULG's Bill Clodfelter, George Gerrity and Hyman Katz. Sight'ems in the audience included KKSJ's Joe Cooper, Sin-Drome label prez Henry Marx and a new ULG signing, saxophonist Andy Snitzer. ●

SJ&V Spin Trends

1. KENNY G +140
2. BRIAN CULBERTSON +136
3. ENYA +84
4. BOB JAMES +80
5. MICHAEL BOLTON +78
6. RICHARD SMITH +66

SJ&V Chartbound

- KENNY G (Arista)
- STANLEY CLARKE (Epic)
- ENYA (Reprise)
- SPECIAL EFX (JVC)
- DIANA KRALL (Impulse!)
- CHARLES FAMBROUGH (NuGroove)
- JOHN TESH PROJECT (GTSP/PolyGram)
- FINGER ROLL (Bama Sweet)
- TAB TWO (Virgin)
- WILL DOWNING (Mercury)
- *BRIAN TARQUIN (Instinct)
- CHRIS CAMOZZI (Discovery/Sire)
- ALANA DAVIS (Elektra/EEG)
- *JAY ROWE (Rowe Productions)
- GERALD ALBRIGHT (Atlantic)
- BRENT MASON (Mercury)
- TODD RUNDGREN (Guardian)
- Dropped: #49 Ken Navarro, #50 Kuh.

Jazz Chartbound

- BILL COSBY & FRIENDS (Verve)
- BUDDY MONTGOMERY (Sharp Nine)
- JAVON JACKSON (Blue Note)
- MELISSA WALKER (Enja)
- RICK MARGTIZA (Challenge)
- HOWARD PRINCE (Cat's Paw)
- KANSAS CITY BAND (Verve)
- GENE HARRIS/JACK McDUFF (Concord)
- *DAN PAPAILA (Timeless)
- *MOSCOW SAX QUINTET (Arkadia Jazz)
- RALPH SHARON TRIO (DRG)
- *DOUG LAWRENCE (Fable)
- *QUARTETTE INDIGO (Savant)
- *STEVE KHAN (Evidence)
- *NIELS-HENNING ORSTED PEDERSON (Verve)
- *CAROL SLOANE & CLARK TERRY (Concord)
- *JOEY BARON (Intuition)
- Dropped: #31 Heath Bros., #33 Ann Hampton Callaway, #37 Charles Earland, #39 Anthony Wonsey, #45 Karrin Allyson, #47 Tommy Flanagan, Jovin Santos Neto, Charle Fambrough.

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MOUNTAIN SPINZ
Reporters: **KDOT, KILO**

155 **DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen)

130 **FOO FIGHTERS** "Everlong" (Roswell/Capitol)

122 **METALLICA** "The Memory Remains" (Elektra)

104 **CREED** "My Own Prison" (Wind-Up)

104 **KENNY WAYNE SHEPHERD** "Slow Ride" (Revolution)

MIDWEST SPINZ
Reporters: **93X, KIBZ, KZZK, WBUZ, WMMS, WRCX, WTFX, WYKT**

198 **DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen)

173 **CREED** "My Own Prison" (Wind-Up)

167 **METALLICA** "The Memory Remains" (Elektra)

138 **KENNY WAYNE SHEPHERD** "Slow Ride" (Revolution)

135 **MEGADETH** "Almost Honest" (Capitol)

EAST COAST SPINZ
Reporters: **WAAF, WCCC, WIYY, WSOU, WTOS, WXRK**

146 **FOO FIGHTERS** "Everlong" (Roswell/Capitol)

130 **CREED** "My Own Prison" (Wind-Up)

129 **DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen)

107 **METALLICA** "The Memory Remains" (Elektra)

94 **MEGADETH** "Almost Honest" (Capitol)

Q-SPOT
KSJO-San Jose Adds Metallica's "Fuel," "Devil's Dance," "Fixxxer," and "Better Than You" (Elektra)

Q-SPOT
TREPONEM PAL "Renegade" (Mercury) Added at **KISS-San Antonio**

Q-SPOT
LIMP BIZKIT "Counterfeit" (Interscope) Added at **WBUZ-Toledo**

Q-SPOT
WIYY-Baltimore Adds Metallica's "Fuel" and "The Unforgiven II" (Elektra)

Q-SPOT
DEFTONES "My Own Summer (Shove It)" (Maverick) Added at **WTFX-Louisville**

WEST COAST SPINZ
Reporters: **KIOZ, KISW, KRXQ, KRZR, KSJO**

77 **DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen)

74 **MEGADETH** "Almost Honest" (Capitol)

74 **OZZY OSBOURNE** "Back On Earth" (Epic)

66 **MATCHBOX 20** "3 A.M." (Lava/Atlantic)

65 **AC/DC** "Dirty Eyes" (Elektra)

SOUTHWEST SPINZ
Reporters: **KEYJ, KISS, KLBJ, KUPD, KZRK, KBAT**

192 **CREED** "My Own Prison" (Wind-Up)

183 **DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen)

165 **AC/DC** "Dirty Eyes" (Elektra)

137 **OZZY OSBOURNE** "Back On Earth" (Epic)

136 **SOUNDGARDEN** "Bleed Together" (A&M)

SOUTHEAST SPINZ
Reporters: **KTUX, WXTB, WMFS**

74 **CREED** "My Own Prison" (Wind-Up)

63 **MEGADETH** "Trust" (Capitol)

56 **METALLICA** "The Memory Remains" (Elektra)

54 **LIVE** "Rattlesnake" (Radioactive)

54 **SMASH MOUTH** "Walkin' On The Sun" (Interscope)

Most Added

10 OUR LADY PEACE
"Clumsy" (Columbia/CRG)

4 ROLLING STONES
"Flip the Switch" (Virgin)

4 METALLICA
"The Unforgiven II" (Elektra)

3 MATCHBOX 20
"3 A.M." (Atlantic)

3 FU MANCHU
"Evil Eye" (Mammoth)

3 RAGE AGAINST THE MACHINE
"The Ghost of Tom Joad" (Epic)

Top Ten Spinz

- DAYS OF THE NEW** "Touch, Peel, and Stand" (Outpost/Geffen) **785**
- CREED** "My Own Prison" (Wind-Up) **768**
- METALLICA** "The Memory Remains..." (Elektra)
- FOO FIGHTERS** "Everlong" (Roswell/Capitol) **589**
- OZZY OSBOURNE** "Back On Earth" (Epic) **584**
- KENNY WAYNE SHEPHERD** "Slow Ride" (Revolution) **570**
- AC/DC** "Dirty Eyes" (Elektra) **568**
- MEGADETH** "Almost Honest" (Capitol) **530**
- KISS** "Jungle" (Mercury) **514**
- LED ZEPPELIN** "The Girl I Love" (Atlanta) **490**

Top 5 Demands

METALLICA
"The Memory Remains" (Elektra)

CREED
"My Own Prison" (Wind-Up)

DAYS OF THE NEW
"Touch, Peel, and Stand" (Outpost/Geffen)

OZZY OSBOURNE
"Back On Earth" (Epic)

AC/DC
"Dirty Eyes" (Elektra)

Infiltrating

RAGE AGAINST THE MACHINE

"The Ghost of Tom Joad" (Epic)

Rage's "The Ghost of Tom Joad" storms onto the chart making it this week's highest debuting track. The group's scathing vocals and low-end rhythms will continue to garner spins across the board.

GAVIN HARD ROCK

Awards Ballot

Please check one candidate for each category. Ballots with more than one candidate marked in any one category or any write-ins will not be accepted. Please fax the completed ballot to (415) 495-2580 by December 7. Awards will be presented at the 1998 GAVIN Seminar in San Diego (Feb. 4-8). Thanks!



COMMERCIAL HARD ROCK STATION OF THE YEAR:

- KNDI-Honolulu, Hawaii
- WKTA-Northbrook, Ill.
- WTFX-Louisville, Ky.
- WYKT-South Diamond, Ill.
- WKLL-Utica, N.Y.

COLLEGE HARD ROCK STATION OF THE YEAR:

- WSOU-South Orange, N.J.
- WDBM-East Lansing, Mich.
- WFCS-New Britain, Conn.
- WELH-Providence, R.I.
- WVUM-Coral Gables, Fla.

COMMERCIAL HARD ROCK DIRECTOR OF THE YEAR:

- Scott Davidson, WKTA-North Brook, Ill.
- Harvey Weinstein, KNDI-Honolulu, Hawaii.
- Lloyd Satterfield, WTFX-Louisville, Ky.
- Paul Wilbur, KRXQ-Sacramento, Calif.

COLLEGE HARD ROCK DIRECTOR OF THE YEAR:

- Darrin Fieber, WDBM-East Lansing, Mich.
- Chip McCabe, WFCS-New Britain, Conn.
- The Tink, WVUD-Newark, Del.
- DJ Peluso, WCWP-Brookville, N.Y.
- Pete Merluzzi, WVUM-Coral Gables, Fla.

MAJOR HARD ROCK/METAL LABEL OF THE YEAR:

- Atlantic Records
- Geffen Records
- Elektra Records
- Epic Records
- Mercury Records

INDIE HARD ROCK LABEL OF THE YEAR:

- TVT Records
- Roadrunner Records
- Interscope Records
- Mayhem/Fierce Records
- Metal Blade Records

HARD ROCK PROMOTION PERSON OF THE YEAR (MAJOR LABEL):

- Tom "Smitty" Smith
- Mike DePippa, Elektra
- Dennis Blair, Geffen
- Brian McEvoy, Mercury
- Will Knapp, Hollywood

HARD ROCK PROMOTION PERSON OF THE YEAR (INDIE LABEL):

- Paula Kopka, F.A.D. Records
- Jen Meola, Roadrunner Records
- Anya Feldman, TVT Records
- Kevin "Chainsaw" Rose, Mayhem/Fierce Records
- Ron Platzer, Victory Records

HARD ROCK INDEPENDENT PROMOTION PERSON OF THE YEAR:

- Mark Meltzer, AIM Marketing
- Dave Ciancio, AIM Marketing
- Steve Krucher, McGathy Promotions
- Munsey Ricci, Skateboard Marketing
- Dustin Goldfarb, Concrete Marketing

HARD ROCK ALBUM OF THE YEAR:

- Sevendust, *Sevendust* (TVT)
- Snot, *Get Some* (Geffen)
- Testament, *Demonic* (Mayhem/Burnt Offerings)
- Machine Head, *The More Things Change...* (Roadrunner)
- Crisis, *The Hollowing* (Metal Blade)

BEST NEW HARD ROCK ARTIST OF THE YEAR:

- Sevendust (TVT)
- Snot (Geffen)
- Limp Bizkit (Flip/Interscope)
- Human Waste Project (Hollywood)
- Drain STH

Please fax completed ballot to (415) 495-2580 by December 7.

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. 647, 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! **Contact Parker Gibbs at (415) 495-1990, ext. 647.**

Opportunities

Yakima's New Sunny 92.3. Midday Opening. APD with selector experience. Bright AC. T&R's to Bob Reece, P.O. Box 1280, Yakima WA. 98901. 509-457-8115.

K-Day Hot AC in the Ozark Mountain's seeks air talent. Morning co-host/news positions. T&R to Russ Davidson, 901 Pine St. Rolla MO. 65401.

Afternoons/Production Director. Can you relate to 18-34 females. Mark Robers, KAFX, 1216 South First, Lufkin TX, 75902. EOE.

COLORADO SPRINGS full-service AM seeking drivetime news personality. Minimum one year news experience. Send tape and resume with references to Don Wayne, PO Box 39102, CO Springs, CO 80909. No calls. Women and minority applicants encouraged. EOE.

FULL-TIME RADIO PERSONALITY. Cincinnati's #1 radio station, WUBE-FM, B105 has a prime Full-Time Evening Air Personality opening. If you are an energetic & creative air talent with at least 2 years on-air experience, then we want to hear from you! Send T&R to Program Director, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202. EOE.

Great Company Needs Great Talent. Future openings in T40/Country/AC/Oldies. T&R to: Spyder: KSYN/KIXQ/KXDG/KJMK 1309 S. Monroe, Joplin MO 64801.

Rapidly Growing 100,000 watt non-comm A-3 Station seeks fearless, experienced morning drive host/music director. T&R to WFPK, 301 York Street, Louisville, KY 40203.

THE PARTY In Nashville has full and part-time

openings. Fed-Ex tape and resumes to Brian Krysz, 1824 Murfreesboro Rd., Nashville TN. 37217.

Available: Female Air Talent (with six years experience. MD for two years, Asst. PD and Promotions experience. Willing to relocate! Call Christine at 607-324-7159.

Full-Time Announcers, all formats. 2 years experience. East Carolina radio on the outer banks. T&R to: Randy Gill, P.O.B. 1418, Nags Head, NC 27959. EOE.

Major Market Producer seeking full time producing gig (news/talk or morning show). Energetic, organized, highly motivated individual. Willing to relocate. Michelle (415) 922-6988.

Female Talent, Experienced seeks major/medium market. 707-765-0266.

Minnesota Classic Rocker has mid-day opening. Tape & Resume to: Michael Right, KXRA-FM, Box 69, Alexandria, MN. 56308.

B-100 has immediate opening for team player. Experience a must! Overnight T&R to Jim Squires, G.M. 809 S. Westover Blvd. Albany, GA 31707, no calls, EOE.

Production/AT for Smooth Jazz. Resumes and tapes with writing samples to: Bill Harman, WJZ, 655 Metro Place South, Suite 100, Dublin, Ohio 43017. E.O.E.

COUNTRY ON-AIR TALENT WANTED

Are you a driven, winning On-Air talent who loves radio? If your answer is yes, we would like to hear from you! Work for one of the country's biggest, best radio companies, Chancellor Media Corporation. Opportunities available in all dayparts in major markets like Detroit, Minneapolis, Phoenix, Washington D.C. & Cincinnati. Send tape and resume to Chancellor Country Programming, 625 Eden Park Drive, STE 1050, Cincinnati, OH 45202.

KG95 HAS A POSITION OPEN FOR AN NIGHT PERSONALITY. Promotions involved. Females and minorities are strongly encouraged to apply. Send T&R to Mark Hahn...KG95...BOX 3009...Sioux City, IA. 51102. No Calls. EOE.

CMA Station Of The Year Nominee has a unique part-time opening. If you have on-air experience, enthusiasm and want to work for a leader in country music radio, send t&r a.s.a.p. to Bob Richards, WFMS, 8120 Knue Road, Indpls, IN 46250.

INCREASE YOUR EXPOSURE

WITH MEDIACASTING'S AUDIO CLASSIFIEDS. FOR THE PRICE OF DINNER YOUR AIRCHECK WILL BE HEARD BY THOUSANDS OF BROADCAST PROFESSIONALS VIA THE INTERNET. GET ONLINE TODAY! CALL (414) 926-9620 OR WWW.MEDIACASTING.COM.

NEED MULT-TALENTED TEAM PLAYER For DJ, Prod, Sports PBP. Love Radio? Send T&R to: The Cabin, KKBN/KBYN, P.O. Box 708, Twain Harte, CA 95383.

TOP RATED COUNTRY STATION

Looking for a morning person or team. Must have proven track record and programming experience. Remote and Promotion a must, plus getting involved in the community. We are an equal opportunity employer. Call 940-691-2311, FAX 940-761-2891, or send tapes and resume to: G.S.W.B. Human Resources, P.O. Box 5344, Wichita Falls, Texas 76307.

MOST ADDED

- HATEBREED (53)**
- DILLINGER ESCAPE PLAN (40)**
- HYPOCRISY (28)**
- BAD BRAINS (28)**
- METALLICA (25)**

TOP TIP

MESHUGGAH
The True Human Design
(Nuclear Blast)
 Generous spins from WKKL(22), WMHB(17), WRBC(16), WFCS(15), WSGR(12), and WSOU(12) help Meshuggah grab this week's top debut spot.

RECORD TO WATCH

IN FLAMES
Whoracle (Nuclear Blast)
 Another powerful Nuclear Blast act comes your way in the form of In Flames. The group specializes in fast paced guttural rhythms plastered against grating hooks and violent beats. Chalk full of abrasiveness, In Flames will keep your station smokin'.

Hard Rock

TW		SPINS	TREND
1	DEFTONES - Around The Fur (Maverick)	580	-7
2	JUDAS PRIEST - Jugulator (CMC International)	549	-31
3	KMFDM - KMFDM (Wax Trax!/TVT)	508	-26
4	INCUBUS - Science (Immortal/Epic)	502	-25
5	OVERKILL - From the Underground and Below (CMC International)	472	-34
6	LIFE OF AGONY - Soul Searching Sun (Roadrunner)	418	-63
7	KISS - Carnival Of Souls (Mercury)	403	+4
8	CRISIS - The Hollowing (Metal Blade)	396	-42
9	FU MANCHU - The Action Is Go (Mammoth)	377	+43
10	TREPONEM PAL - Renegade (Mercury)	369	-81
11	MISERY LOVES COMPANY - Not Like Them (Earache)	355	-20
12	HUMAN WASTE PROJECT - Elux (Hollywood)	348	-2
13	DEICIDE - Serpent of Delight (Roadrunner)	322	-9
14	SIX FEET UNDER - Warpath (Metal Blade)	312	-55
15	TESTAMENT - Demonic (Mayhem/Fierce/Burnt Offerings)	309	-31
16	MORTAL KOMBAT - Annihilation (TVT)	302	-6
17	DREAM THEATER - Falling Into Infinity (Elektra Entertainment Grp.)	302	-82
18	OZZY OSBOURNE - The Ozzman (Epic)	301	+28
19	AC/DC - Bonfire Sampler (Elektra)	296	+37
20	DAYINTELIFE - Dayinthelife (Building/TVT)	292	+6
21	ENTOMBED - To Ride, To Shoot Straight, and To Speak The Truth (Music for Nations)	279	0
22	KREATOR - Outcast (F.A.D.)	279	-25
23	COLD - Cold (Flip/A&M)	271	-23
24	SKREW - Angel Seed XXIII (Metal Blade)	269	-18
25	SACRED REICH - Still Ignorant (Metal Blade)	257	+88
26	WILL HAVEN - El Diablo (Revelation)	257	-6
27	GEEZER - Black Science (TVT)	234	-60
28	BRUTAL TRUTH - Sounds of the Animal Kingdom (Relapse)	233	-15
29	PARADISE LOST - One Second (Music for Nations)	229	-49
30	LIMP BIZKIT - Three Dollar Bill, Y'all\$ (Flip/Interscope)	225	-73
31	HED(PE) - Hed(pe) (Jive)	224	-22
32	TEA PARTY - Transmission (Atlantic)	211	-25
33	PANTERA - Official Live: 101 Proof (Elektra Entertainment Grp.)	202	-72
34	VARZONE - Fight For Justice (Victory)	199	-8
35	MESHUGGAH - The True Human Design (Nuclear Blast)	196	NEW
36	SNOT - Get Some (Geffen)	190	+3
37	ACUMEN NATION - Unkind (Conscience)	182	-58
38	RON MONKEY - Iron Monkey (Earache)	176	+19
39	SHAI HALUD - Hearts Once Nourished With Hope And Compassion (Revelation)	154	NEW
40	SEVENDUST - Seven Dust (TVT)	151	-17
41	MEGADETH - Trust (Capitol)	147	+9
42	GUMMO - Various Artist (London)	147	-29
43	DISMEMBER - Death Metal (Nuclear Blast)	143	-10
44	SAXON - Unleash The Beast (CMC International)	140	-48
45	HUMAN'S BEING - My Demons Disagree (Pressure Point)	134	-13
46	PIG - Wrecked (Wax Trax!/TVT)	132	-6
47	TODAY IS THE DAY - Temple Of The Morning Star (Relapse)	132	-7
48	SHELTER - Beyond Planet Earth (Roadrunner)	124	-29
49	N17 - Trust No One (Slipdisc)	123	-15
50	STICKMEN - Life Colored Green (911)	123	-15

Hard Kopy BY ROB FIEND



Hear More Evil

Before launching into this week's tirade, an issue of significant importance needs to be addressed. It's something that should have been mentioned several issues ago, but eluded this editor's attention due to head injuries suffered at the Million Milkman March.

Even though only a handful of milkman showed up—they're a dying breed ya' know—it still produced a rowdy crowd bent on bringing back the glass milk bottle. Several thousand pounds of glass were shattered when an intense battle broke out between the milkmen and a pro-plastic crowd that tried unsuccessfully to break up the rally. It was during this heated exchange that a barrage of glass bottles were accidentally launched in my direction. Fortunately, the first bottle bounced off the small child I was using as a shield, but after blood caused him to slip out of my arms, the second bottle hit its mark square on my head. The stars and other visual effects caused by the blow provided an excellent break in the day and even gave me an idea for a new Play Station game entitled "Glass Wounds." Since the conclusion of this story is much too graphic to print in this column, it will be featured in the A/C column next week.

Anyway, it should be noted that I have retained a new assistant, **Heather Whitaker**. Some of you may already be familiar with her via phone conversations, and those of you aren't yet should make it a priority, since she is becoming my right hand man—or in this case, woman. I should warn you that Heather is friendly, organized, and extremely diligent. Any of you that are put off by her demeanor can still contact me for a good dose of rudeness, but I suggest you develop a rapport

with Ms. Whitaker since she'll be handling more and more hard rock duties as time goes on. My only regret is that she's so damn organized that she made me clean my office the other day. It not only showcased my lack of organizational skills, but it also made me wonder who's really in charge here. She did, however, help me locate my **McGathy** bong and other such knick-knacks I've collected over the years. I even found a bagel dog I misplaced two years ago; it was still warm.

Back to reality: we're all going to die some day. Back to the music industry: "They're going to be huge. They're like Jane's Addiction-meets-Alice In Chains and they all wear briefs."—unidentified promoter.

Last week I mentioned that **WVCR-Loudonville's** metal show was targeted for termination by the school's administration staff, who believe that the music it features promotes sex and violence. A meeting between the station and school administration took place Tuesday, November 18 to determine the show's fate, but by press time no word from either party was available.

The **Deftones** and **Limp Bizkit** will be cybercasting their sold-out performance at New York City's Irving Plaza. Both bands will be available for chat sessions at 6:30 p.m. EST via Sonicnet at <http://www.sonicnet.com>. Be sure to tap into Sonicnet, at the same address, around 8-9 p.m. to watch the bands' live performances. I'm a big fan of cybercast shows, and I can't wait until someone starts cybercasting executions; it could be called cyber-fry... Adds for December 1/2 are **In Flames**, **Whoracle** (Nuclear Blast), and **Trans-Siberian Orchestra**, **Christmas Eve-Sarajevo** (Lava/Antarctic). ●

Editor: **ROB FIEND** • Assistant: **HEATHER WHITAKER**

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m.
 Station Reporting Phone: (415) 495-1990 Ext. 618 • GAVIN Fax: (415) 495-2580

Fu Manchu

The Action is Go

featuring:
"Evil Eye"

10 New Adds
including...
WXTB, KEYJ, KBAT,
WTKX, KZBK, WWGZ

Already On...
WAAF, KBPI, WCSC, WMFS, KTUX, WTFX,
KILQ, KIOZ, WNOR, WKZQ, WGLE, KYUX,
KIBZ, WQIR, KRKA, WJJO, WQBZ, WRAT,
WCPR, WZAT, KFWH, WYKT, KZZK, WZZQ,
WWCT, WZXL, WTOS... and lots MORE!

"It's, RAW... It ROCKS... This is PERFECT for any
ACTIVE ROCK stations CORE AUDIANCE"

—John Osterlind, WAAF



For more information contact: Andrew Paynter, 519-932-1882 ext. 226 e-mail: andrew_paynter@mammoth.com
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MOST ADDED



SARAH McLACHLAN (17)
MATCHBOX 20 (11)
SISTER HAZEL (10)
SUNDAYS (7)

TOP TIP

SARAH McLACHLAN
"Sweet Surrender"
 (Nettwerk/Arista)

The Diva of Lilith takes no prisoners with Number One Most Added status. Among the players are KMXB, KYSR, WLCE, KLLC, WBMX, KBBT, WMTX, KRUZ, WMBX, WYSR, and KPLZ.

RECORD TO WATCH

SISTER HAZEL
"Happy"
 (Universal)

Thirteen Hots out-of-the-box: KPLZ, WQAL, WVMX, KMXA, KQMX, WLCE, WQMZ, WBMX, WLSW, WJLK, WMTX, WKQI, and WQLH.

Gavin Hot A/C

TW	Reports	Adds	SPINS	TREND	
1	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	81	0	3037	+95
2	SUGAR RAY - Fly (Lava/Atlantic)	76	1	2841	+100
3	CHUMBAWAMBA - Tubthumping (Republ c/Universal)	75	3	2670	+356
4	JEWEL - Foolish Games (Atlantic)	72	0	2464	-129
5	SMASH MOUTH - Walkin' On The Sun (Interscope)	72	5	2442	+318
6	SISTER HAZEL - All For You (Universal)	64	0	2248	+25
7	MATCHBOX 20 - Push (Lava/Atlantic)	62	0	2106	-105
8	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	70	0	2095	-73
9	ETON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	64	0	2090	+99
10	AMY GRANT - Takes A Little Time (A&M)	66	1	2074	-99
11	LISA LOEB - I Do (Geffen)	80	5	2053	+445
12	TONIC - If You Could Only See (Polydor/A&M)	62	0	2036	-35
13	LANN RIMES - How Do I Live (MCG/Curb)	57	0	1972	-170
14	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	61	0	1654	-187
15	TEXAS - Say What You Want (Mercury)	63	2	1645	+63
16	MARIAH CAREY - Butterfly (Columbia/CRG)	54	1	1434	+23
17	THE SUNDAYS - Summertime (DGC)	54	7	1386	+289
18	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	49	0	1383	-84
19	CONA APPLE - Criminal (Clean Slate/WORK)	46	2	1369	-49
20	MATCHBOX 20 - 3 AM (Lava/Atlantic)	56	11	1162	+430
21	OMC - How Bizarre (Mercury)	43	0	938	-171
22	THE WALLFLOWERS - Three Marlenas (Interscope)	44	3	931	+102
23	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	39	2	833	+133
24	BILLIE MYERS - Kiss The Rain (Universal)	44	5	804	+126
25	JOHN MELLENCAMP - Without Expression (Mercury)	42	4	757	+111
26	INANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	30	1	722	-35
27	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	39	3	720	+136
28	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	32	3	691	+62
29	SHAWN COLVIN - You And The Mona Lisa (Columbia/CRG)	33	0	690	-152
30	RJBYN - Show Me Love (RCA)	25	0	679	+27
31	FLEETWOOD MAC - Silver Springs (Reprise)	28	1	675	-129
32	BLESSID UNION - Light In Your Eyes (Capitol)	35	6	607	N
33	SHAWN COLVIN - Sunny Came Home (Columbia/CRG)	32	0	604	-90
34	THE VERVE PIPE - The Freshmen (RCA)	20	0	551	-40
35	OLASIS - Don't Go Away (Epic)	29	2	544	+50
36	HANSON - I Will Come To You (Mercury)	24	0	529	-93
37	THE MIGHTY MIGHTY BOSSTONES - The Impression That I Get (Mercury)	21	0	516	-161
38	BILUES TRAVELER - Most Precarious (A&M)	22	1	494	-139
39	BARBRA STREISAND*CELINE DION - Tell Him (550 Music/Columbia/Epic)	22	0	492	-37
40	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	21	1	486	N

Hot Stuff BY RON FELL



The Hot A/C Nominees Are...

For the first time this year, GAVIN will celebrate Hot A/C as part of its Adult Contemporary awards luncheon Friday, February 6 at the GAVIN Seminar in San Diego. Congratulations to all!

Here are the nominees for this year's Hot A/C awards, listed in alphabetical order:

Hot A/C Station of the Year

- KDMX-Dallas
- KFMB-San Diego
- KYSR-Los Angeles
- WBMX-Boston
- WKTI-Milwaukee
- WYXR-Philadelphia

Hot A/C Program

Director of the Year

- Danny Clayton, WKTI-Milwaukee
- Mason Dixon, WAKS-Tampa, Fla.
- Tracy Johnson, KFMB-San Diego
- Chuck Morgan, WMTX-Tampa
- Russ Morley, WMC-Memphis
- Angela Perelli, KYSR-Los Angeles

Hot A/C Music

Director of the Year

- Michelle Engel, WBMX-Boston
- Art Monroe, KMXG-Quad Cities
- Kelly Nash, WDAQ (98Q)-Danbury, Conn.
- Leonard Peace, WKTI-Milwaukee
- Greg Simms, KFMB-San Diego

All other A/C nominees can be found on page 40.

HOT TRACKING

Top Spinincreases in Hot A/C this week are **Lisa Loeb's** "I Do" with a +445 and **Matchbox 20's** "3 AM" with a +430.

Four singles are being played at rates above 35 spins a week. They are **Paula Cole's** "I Don't Want to Wait" (37.49), **Sugar Ray's** "Fly" (37.38), **Chumbawamba's** "Tubthumping" (35.6), and the old **Sister Hazel** "All for You" (35.13).

KRUZ GOES BACKSTAGE WITH BEHAN JOHNSON



Last month, Hot A/C outlet **KRUZ-Santa Barbara, Calif.** celebrated "**KRUZ Concert #1.**" The show, whose proceeds benefit the Pediatric Intensive Care Unit at Santa Barbara's Cottage Hospital, featured performances from **Paula Cole, Jen Trynin, Leah Andreone, the Devlins, and Behan Johnson.**

In a backstage moment, KRUZ staffers posed with **RCA** duo Behan Johnson. Shown standing (l-r): KRUZ's **Duncan Payton**, RCA's **Kim Langbecker**, artist **Deron Johnson**, the station's **Todd Violette, Mike O'Brian, and Kim Kendrick.** In the front (l-r): KRUZ's **Jack Broady** and artist **Monica Behan.** ●

Total Reports This Week: 89 Last Week: 87
 Editor: **RON FELL** • Associate Editor: **ANNETTE M. LAI**
 A/C reports accepted: Mondays 8 a.m.-5 p.m.
 Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580

Chartbound				Reports	Adds	SPINS	TREND	Reports	Adds	SPINS	TREND
SARAH McLACHLAN	- "Sweet Surrender" (Nettwerk/Arista)	31	17	479	+200	JANET JACKSON	- "Together Again" (Virgin)	14	1	267	+55
MERED TH BROOKS	- "What Would Happen" (Capitol)	22	5	363	+107	SISTER HAZEL	- "Happy" (Universal)	13	10	128	+85
ALANA JAVIS	- "32 Flavors" (Elektra/EEG)	20	5	252	+109	GARY BARLOW	- "So Help Me Girl" (Arista)	12	0	271	+4
BACKSTREET BOYS	- "As Long as You Love Me" (Jive)	15	1	349	+67	JIM BRICKMAN with ASHTON & RAYE	- "The Gift" (Windham Hill)	10	1	243	+16



BARRY MANILOW

sometimes
when we touch

the follow-up to his three top 15 hits "i'd really love to see you tonight,"
"bluer than blue," and "i go crazy," from his album summer of '78.

official airplay date: november 24th.

barry continues his sold-out tour through new year's eve!

ARISTA

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MOST ADDED

- KENNY G (28)**
- VANESSA WILLIAMS (21)**
- ** BLESSID UNION (20)**
- ** DONNY OSMOND (20)**
- ** LeANN RIMES (19)**
- ** MATCHBOX 20 (19)**

TOP TIP

KENNY G
 "Loving You" (Arista)
 The G-Man hits the spot as our format's Number One Most Added. Top calls now include WRCH, WLIF, WLTS, KUDI, WLTE, WLIT, KQXT, KOSI, K103, KISC, WWLI, WBBQ, WDEF, WFMK, WLQT, KRNO, and WQLR.

RECORD TO WATCH

DONNY OSMOND
 "Echo in Your Whisper" (Nightstar)
 Oz is making noise with this new single. Just ask the 20 stations that made it #3 Most Added: WATD, WEIM, WHAI, WPXZ, KQIS, WDMG, WHEO, WOYS, KDIO, KLKC, KMXL, KOKO, WHCO, WRCO, WVHQ, KOJM, KCRE, KTHO, KLMJ, and KGY.

Gavin A/C

Adult Contemporary

TW	Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+	
1	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	14	167	0	4291	-2046	79	41	35	12
2	AMY GRANT - Takes A Little Time (A&M)	20	156	1	3903	-2251	70	37	35	12
3	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	8	162	0	3671	-395	58	43	36	23
4	BARBRA STREISAND*CELINE DION - Tell Him (550 Music/Columbia/Epic)	6	158	1	3654	-365	55	46	39	14
5	DARYL HALL and JOHN OATES - Promise Ain't Enough (Push/BMG)	16	145	0	3453	-780	52	41	39	11
6	MARIAH CAREY - Butterfly (Columbia/CRG)	10	148	0	3386	-1296	54	40	29	21
7	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	21	127	5	3233	-2537	63	27	20	16
8	GARY BARLOW - So Help Me Girl (Arista)	14	130	4	3021	+37	41	46	29	11
9	MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	7	147	7	2983	+127	32	42	46	24
10	JIM BRICKMAN with ASHTON & RAYE - The Gift (Windham Hill)	9	137	3	2638	+29	22	43	44	24
11	LeANN RIMES - How Do I Live (MCG/Curb)	27	116	1	2570	-2086	37	31	28	15
12	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	22	96	0	2191	-1660	28	30	27	11
13	JOHN WAITE - When You Were Mine (Mercury)	11	98	1	2142	-361	25	40	22	9
14	PAUL CARRACK - Eyes Of Blue (Ark 21)	7	117	2	2128	+30	16	30	42	23
15	TEXAS - Say What You Want (Mercury)	19	86	1	2097	-1395	38	22	20	5
16	JEWEL - Foolish Games (Atlantic)	23	84	0	1866	-2710	25	23	21	11
17	BILLY JOEL - Hey Girl (Columbia/CRG)	5	115	8	1831	+209	9	21	43	39
18	VENICE - If I Were You (Vanguard)	14	84	2	1725	-90	19	28	26	9
19	CHICAGO - The Only One (Reprise)	12	90	0	1682	-797	18	19	28	20
20	BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	4	107	6	1663	+213	3	26	40	33
21	TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	5	103	11	1571	+173	6	15	42	38
22	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	8	75	7	1421	-440	12	21	26	16
23	FLEETWOOD MAC - Silver Springs (Reprise)	17	77	0	1350	-1167	10	15	29	19
24	LISA LOEB - I Do (Geffen)	7	59	5	1177	-1110	12	15	21	11
25	JOHN MELLENCAMP - Without Expression (Mercury)	3	76	16	1141	-213	3	13	34	22
26	SHAWN COLVIN - You And The Mona Lisa (Columbia/CRG)	12	58	0	1127	-1267	7	22	16	11
27	SPICE GIRLS - 2 Become 1 (Virgin)	24	60	0	1112	-864	9	16	14	17
28	BLESSID UNION - Light In Your Eyes (Capitol)	4	83	20	1101	N	3	12	28	32
29	SUGAR RAY - Fly (Lava/Atlantic)	16	40	4	1046	-2482	21	9	7	2
30	HANSON - I Will Come To You (Mercury)	9	55	3	1004	-606	7	13	24	9
31	PAT BENATAR - Papa's Roses (CMC International)	7	61	5	984	N	6	12	24	19
32	PETER CETERA featuring AZ YET - You're The Inspiration (River North)	12	60	2	983	N	8	14	14	18
33	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	23	42	0	978	-2168	14	8	14	6
34	JAMES TAYLOR - Line 'Em Up (Columbia/CRG)	5	62	8	884	N	2	10	21	27
35	STYX - Dear John (CMC International)	5	67	8	878	N	1	12	18	29
36	AARON NEVILLE - Say What's In My Heart (A&M)	14	61	2	856	N	3	11	15	27
37	THE WALLFLOWERS - Three Marlenas (Interscope)	9	48	5	831	-616	5	10	20	10
38	SISTER HAZEL - All For You (Universal)	32	35	0	827	-2152	13	7	9	6
39	CHUMBAWAMBA - Tubthumping (Republic/Universal)	8	39	9	826	-1995	10	10	11	6
40	SMASH MOUTH - Walkin' On The Sun (Interscope)	13	33	2	812	-1904	13	11	4	4

Chartbound	Reports	Adds	SPINS	TREND
KENNY G - "Loving You" (Arista)	61	28	621	+314
KENNY LOGGINS - "Now That I Know Love" (Columbia/CRG)	55	18	676	+314
SUPERTRAMP - "Sooner Or Later" (Oxygen/Silvercab)	50	9	640	+146

Total Reports This Week: 185 Last Week: 264
 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.
 Station Reporting Phone: (415) 495-1990
 GAVIN Fax: (415) 495-2580

Inside A/C



BY RON FELL

GAVIN'S A/C Chart Loses 90 Stations

This week, GAVIN has officially split the Hot A/Cs from the Mainstream A/Cs, resulting in a one-time distortion of the main chart.

When we decided to initiate a Hot A/C chart, the vast majority of the charter panel consisted of stations which were already part of the main chart's weekly research, so I, in all my wisdom, didn't think adding a few more to the mix would create a distorted composite. I was wrong.

This week's split takes the extreme nature of Hot A/C out of the equation for Mainstream A/C. In the long run, this should result in a more accurate representation of station spins, but because this week's Spin trends are extremely negative, we've eliminated them from the chart. Things return to normal next week.

SHISHIDO LEAVES KSSK

KSSK AM/FM-Honolulu Operations Manager Michael Shishido is out after ten years at the station. Dick Wainwright, Director of Programming, has been demoted to APD and main-



land A/C programmer Jeff Silvers will be brought in to replace both Shishido and Wainwright on an interim basis. Shishido can be reached at (808) 737-8344. ●

HARRY CONNICK, JR.

A return to romance.

let's just kiss

The new single.

From "To See You"

the new album of love songs

written and arranged by

Harry Connick, Jr.

and performed with a

full orchestra.

Harry On TV.

Recent appearances:

Co-host of the VH1 Fashion Awards

Late Show With David Letterman

The Rosie O'Donnell show

Good Morning America

Coming Up:

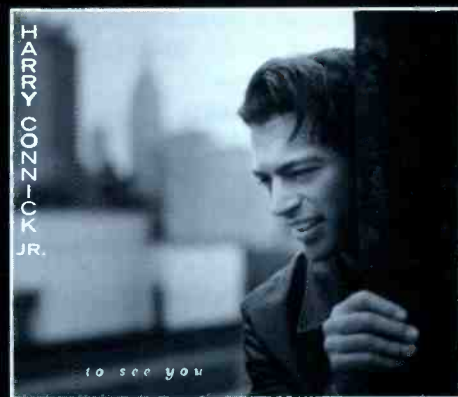
Dec. 2 NBC Broadcast of the Christmas Tree Lighting
at Rockefeller Center

**See Harry Connick, Jr. live on tour with a full orchestra
in November and December.**

COLUMBIA



Large



Produced by Tracey Freeman

<http://www.sony.com>

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A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
42	17	453	+179	DAVID GROW - If I (Back Nine Records)
41	7	534	+50	JANIS IAN - Honor Them All (Windham Hill)
37	2	428	-13	ANDREA BOCELLI and SARAH BRIGHTMAN - Time To Say Goodbye (Con Te Partiro) (Philips/Angel)
35	6	381	+86	JOEY LAWRENCE - Never Gonna Change My Mind (Curb)
34	11	551	-544	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)
34	19	356	+160	LeANN RIMES - You Light Up My Life (MCG/Curb)
31	6	628	-839	THE SUNDAYS - Summertime (DGC)
31	19	441	-345 *	MATCHBOX 20 - 3 AM (Lava/Atlantic)
29	10	330	+71	B.E. TAYLOR - Love You All Over Again (Chrisgae)
28	8	312	+65	ENYA - Only If... (Reprise)
26	3	319	+14	SILENT OPERA - Space (Coast)
25	1	516	-1373	FIONA APPLE - Criminal (Clean Slate/WORK)
24	4	297	+45	SHARONMARIE FISHER - I Can't Take It Anymore (Fastball)
23	14	201	+116 *	RAY VEGA - Even More (BNA Records)
21	21	170	+170	VANESSA WILLIAMS - Oh How The Years Go By (Mercury)
21	1	277	-4	PHOEBE LEGERE - Amazing Love (Random)
20	4	224	+37	LINDA HORNBuckle - There Was A Time (FT)
20	20	151	+151 *	DONNY OSMOND - Echo Of Your Whisper (Nightstar)
19	7	408	-486 *	ROBYN - Show Me Love (RCA)
18	4	197	+16 *	LADY J - Take This Chance (X-IT)
16	12	183	+155 *	DUNCAN SHEIK - Wishful Thinking (Atlantic)
15	5	198	-166 *	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)
15	3	144	+34 *	PAUL SIMON - Bernadette (Warner Bros.)

Dropped: OMC, Matchbox 20 (Push), Tonic, H. Alpert, Spice Girls (Life), Janet (Together), C. Kreviakzuk, Meredith Brooks, Craig & Co, Jan Davis, Rolling Stones, B. Myers, 3rd Eye Blind (new + old). * Indicates Debut

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	314
KENNY G - Loving You (Arista)	314
BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	213
BILLY JOEL - Hey Girl (Columbia/CRG)	209
DAVID GROW - If I (Back Nine Records)	179
TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	173

A/C Picks

CELINE DION

"My Heart Will Go On (Love Theme from Titanic)"
(550 Music/Epic)

The love theme from the new *Titanic* film is a big and bold James Horner/Walter Afanasieff production that runs the instrumental gamut from a boatload of strings to a feather-lite pennywhistle, while Celine navigates her way through the high seas like the World Cup singer she's become.

BRYAN ADAMS

"Back to You" (A&M)

At times sounding more like George Harrison than Bryan Adams, this new single is an absolute hoot. Expect it to soar to the top of our charts in the next few weeks. Get it on, or get out of the way!

HARRY CONNICK, JR.

"Let's Just Kiss" (Columbia/CRG)

A lot of people are gonna be glad to hear H.C. has changed his tune,

back to the crooning, pillow-talking, balladeer that first brought him celebrity status. Gone are the funk and circumstance of his experiment in style. Back is the candlelight and wine, quartet and orchestra mode. Welcome back, Harry.

BARRY MANILOW

"Sometimes When We Touch" (Arista)

Dan Hill's original version of this song was one of the biggest hits of 1978, so Barry Manilow re-works it and now, re-mixes it, for his recent salute to the *Summer of '78*. It's fresh and now a lively "must play."
DAVE KOZ FEATURING VICTORIA SHAW
"December Makes Me Feel This Way" (Capitol)

Dave Koz sings again after his vocal performance on "That's the Way I Feel About You" from his last album, and he takes a partner with him this time. Koz and Shaw team up for a cozy duet on which D.K. doesn't even reach for his sax until the last minute.

And the Nominees Are . . .

Listed alphabetically below are this year's *Gavin* A/C awards nominees voted on by more than 400 A/C radio programmers and record representatives.

A/C Label of the Year

A&M
Arista
Atlantic
Columbia
Mercury

A/C Label Promotion Executive of the Year

Mary Connolly, Atlantic
Scott Emerson, A&M
Elaine Locatelli, Columbia
Claire Parr, Curb
Mark Rizzo, Arista
Kerry Wood, Mercury

A/C Label Promotion

Person of the Year

Bill Cason, Mercury
Dana Keil, Elektra
Etoile Shapiro, Arista and EMI
Linde Thurman, Elektra
Irene Vargas, Reprise

A/C Independent Promotion

Person of the Year

Donna Brake,
Donna Brake Promotion
Jerry Lembo,
Lembo Entertainment
Sandi Lifson,
Sandi Lifson Promotion
Mike Martucci, Tucci Promotion
Tom Mazzetta,
Mazzetta Promotion
Jill McDonald, McD Promotion

A/C Major Market Station of the Year

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

A/C Major Market Program Director of the Year

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

A/C Major Market Music Director of the Year

Johnny Chaing,
KOST-Los Angeles
David Joy, WFCH-Atlanta
Charlie Lombardo,
WALK-Long Island
Alex O'Neal, KVIL-Dallas
Donna Rowland,
WBEB-Philadelphia

A/C Large/Medium Market Station of the Year

KKCW (K103)-Portland, Ore.
KOSI-Denver, Colo.
KSFI-Salt Lake City
WRCH-Hartford, Conn.
WTPI-Indianapolis, Ind.

A/C Large/Medium Market Program Director of the Year

Alan Camp,
WRCH-Hartford, Conn.
Dain Craig, **KSFI**-Salt Lake City
Tom Holt,
WWLI-Providence, R.I.
Steve Suter, **WLTS**-New Orleans
Scott Taylor, **EOSH**-Denver

A/C Large/Medium Market Music Director of the Year

Joe Hahn,
WRCH-Hartford, Conn.
Jim Hanzon, **WLTS**-New Orleans
Kevin Miller, **KUBE**-Little Rock
Scott Miller, **WDCB**-Cleveland

A/C Small Market Station of the Year

KELO-Sioux Falls, S.D.
KOSO-Modesto, Calif.
WAHR-Huntsville, Ala.
WBBQ-Augusta, Ga.
WKWK-Wheeling, W. Va.
WMGN-Madison, Wis.

A/C Small Market Person of the Year

Mark Anthony, **KMXL**-Bolin, Mo.
Reid Holsen,
KELO-Sioux Falls, S.D.
Donna Miller,
KOSO-Modesto, Calif.
Bonny O'Brien,
WAHR-Huntsville, Ala.
John Patrick, **WBBQ**-Augusta, Ga.
Greg Vincent,
WCBH-Terre Haute, Ind.

The holidays
are a time
for classic
songs.

This year,
there's a
new one.

December Makes Me Feel This Way

Dave's vocal duet with country star, Victoria Shaw

DAVE KOZ

The title track from his new holiday album is sure to become a new holiday favorite.

Produced by Tom Panunzio and Dave Koz • Visit the Dave Koz website at: www.davekoz.com hollywoodandvine.com/davekoz



Gavin Alternative

Static BY MAX TOLKOFF

Schizoidative

The rock monsters had a good week last week. Rage, Metallica, Soundgarden, Black Lab, Green Day. Was it just the songs? Was it coincidence? Perhaps a strange alignment of the planets? Or is there a deeper game afoot? Probably not, but why not indulge me while I attempt to make something out of nothing for this week's column. After all, you're the ones (radio dudes and dudettes) screeching about there not being enough guitar bands to choose from at the moment. Even though Tool, Deftones, Sevendust and the like keep sticking out their big legs for you to trip over.

Of course, not everyone is crying for Chumba's head on a platter; depends on the market you're in (as always). Up in Seattle, Phil Manning, in command of the elite squad at KNDD, had a good laugh at my expense before expounding thusly: "We need to keep in mind that we are a rock format. And there hasn't been much lately, sooooo...." But Phil is not convinced that the Tool/Creed/Sevendust/Deftones army is the right one to join. "I've always considered that stuff heavy metal, so you're probably asking the wrong person. I've always contended that we're going the wrong way by playing those records, especially in all dayparts," he says.

So what are the right rock records for alternative? Phil points to a track he feels is a prime example of the species. In his opinion, "Foo Fighters' 'Everlong' is the perfect rock song for mainstream alternative radio." Also, pop and ska are still doing well in the birthplace of the U.S. shoegazer revolution. "Less Than Jake is a record that should be huge nationally, but it's not. It's doing spectacularly for us. The O'Jays' 'I Choose' is another sleeper record that people should be playing."

Phil agrees that the format should continue to play a lot of different sounds from a lot of different genres. In fact, most of the people I spoke with this week had a good snicker at my return-of-hard-rock-conspiracy-theory. Here's what some of the others had to say:

SEAN ROBERTSON, PD, WENZ-CLEVELAND

"I definitely think that the colder it gets, the more inclined people are to hear rock records. Especially in Cleveland. It's funny, I was looking over the playlist today, over the 'powers' especially, and Chumbawamba is still in there. But besides that it's Bush, Foo Fighters, Seven Mary Three. Days of the New, Everclear, Green Day. Live...those are crossover rock records. But I'm sure we'll get tons of adds this week on the Mighty Mighty Bosstones, and Marcy Playground is doing very well.

In fact, most of the people I spoke with this week had a good snicker at my return-of-hard-rock-conspiracy-theory.

There are big waves and little waves, and when people look back on 1997, they're gonna think about ska records. But the little wave this week was all the rock records."

But, that said, Sean has always been partial to the Tool faction. They do well in Cleveland. As do the Deftones. But these bands live mostly in Active Rock land at the moment; as Sean explains, "God forbid, but maybe there are more aggressive programmers at Active Rock right now than there are at alternative." Sean's final thought was this: "The format just needs to play 'edgy' records, whether it's an edgy rock record or an edgy pop record. Leave the categorizing of records up to the people who make those idiotic charts."

Thanks Sean, please take the knife out of my chest now.

TOM CALDERONE, CONSULTANT, JACOBS MEDIA

"I think it was all a matter of timing. You've got Green Day, Rage, Metallica, and Soundgarden. Four bands that, if not core, are at least very important to the format. I think what you're seeing is just a timing issue. The test scores for Chumbawamba, Smash Mouth, and all this pop stuff is testing better than ever. I don't think there's an agenda here; only you do, Max. Are



you an X-Files fan?" I told Tom that was classified information.

On the subject of Active Rock being more out front on Faith No More and the Tool/Creed/Deftones/Sevendust bus, Tom replied, "Honestly, we're waiting to see how it does for Active Rock. Days of the New is a perfect example of that. I was a big supporter of that record over the summer, but I knew that we were going to wait to see what happened with Active Rock. It proved itself there, alternative took it over, and now we're reaping the benefits of a really cool record. I also think that the reason Active Rock is developing all these new bands is because they don't have a lot of new music to play."

MIKE STERN, PD, KXTE-LAS VEGAS

"I think it's just balance. I think things swung so far one way that a 'balancing' was bound to take place. It was time to come back to the rock side a bit. I was surprised at the 20 Metallica adds, because that, to me, seems like an overcompensation. But there's name-brand product here. Look, your choice is another track from an unknown band, or Green Day. I'm happy to see people choosing Green Day." Fine. But, I wanted to know from

Mike, who has always kept KXTE 'rockier' than the rest of the format, why—if alternative is looking for any excuse to play rock records—is it taking so long for alternative to jump on the stuff that Active Rock is championing.

"It's driven by the research," he says. "If you test 50 percent male and 50 percent female, you're never gonna get that stuff to go. And if you test 100 percent male, like the Active Rock guys do and like I do, you look at this stuff and go 'Wow! They like Rage.'"

Mike is also of the opinion (shared by many of you) that most mainstream alternatives need to stave off a "mix" station, or a Modern A/C. And that's where the balancing act comes in.

(Next week: Jim Randall from WPLA, Mark Hamilton from KNRK, and a response from the label side) ●

Continued on page 46

Data

MOST ADDED

OUR LADY PEACE (36)

Clumsy (Columbia/CRG)
WHTG, WRXQ, WEQX, WEND, WKRL, KMYZ, KTOZ, WPGU, KACV, WDGE, KLZR, KCXX, KTCL, KQXR, KROX, KTBZ, WPBZ, KPNT, WEJE, WENZ, WMRQ, WDX, KRZQ, WWDX, KCCX, WKRO, WHMP, WBZU, WBCN, KDGE, WGRD, KGDE, KEDJ, WIXO, KROQ, KNSX

THE MIGHTY MIGHTY BOSSTONES (26)

Royal Oil (Mercury)
WEQX, WKRL, KMYZ, WPGU, WBTZ, KACV, KNDD, WDGE, KLZR, KTCL, KQXR, KROX, WPBZ, KNRK, KPNT, WEDG, WENZ, WMRQ, KJEE, WKRO, WHMP, WBCN, WXEG, KOME, KGDE, KNSX

GREEN DAY (11)

Good Riddance (Time Of Your Life) (Reprise)

WOSC, CFNY, KPOL, WPLA, WMAD, WPBZ, KNRK, WEDG, WBZU, KTEG, KGDE

BEN FOLDS FIVE (10)

Brick (550 Music)
CIMX, KSPI, CFNY, KKND, KPNT, WMRQ, KOME, WHFS, KFRR, XHRM

TREBLE CHARGER (8)

Red (RCA)
WOSC, WHTG, WKRL, CIMX, WDST, KJEE, KFGX, WIXO

MOST REQUESTED

MARCY'S PLAYGROUND

"Sex & Candy" (Mammoth)

CHUMBAWAMBA

"Tubthumping" (Republic/Universal)

BLINK 182

"Dammit" (MCA)

RADIOHEAD

"Karma Police" (Capitol)

BUSH

"Mouth" (Trauma/Interscope)

MOST BUH-UZZ

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

"Or Oooooo, baby baby, I can feel the power!"

VERVE

"Bitter Sweet Symphony" (Virgin)

BEN FOLDS FIVE

"Brick" (550)

MARCY PLAYGROUND

"Sex and Candy" (Mammoth)

GREEN DAY

"All The Time Of Your Life (Good Riddance)" (Reprise)

SARAH MCLACHLAN

"Sweet Surrender" (Arista)

MOST LIKELY TO SUCCEED

CURVE

"Chinese Burn" (Universal)

CREED

"My Own Prison" (Windup)

JIMMIE'S CHICKEN SHACK

"High" (A&M)

G LOVE & SPECIAL SAUCE

"Stepping Stones" (550)

TREBLE CHARGER

"Red" (RCA)

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too many
conventions...!”*

Naaa... There is really 1998 Gavin

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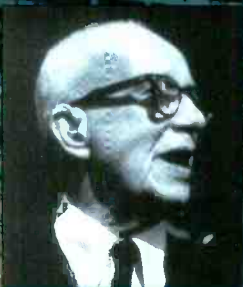
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RICK REYNOLDS



SPALDING GRAY



TOM PETERS

Continued from page 42

Anti-Chart Special Report

As we head into Thanksgiving and our collective attention spans resemble the length of time remaining for Jenny McCarthy's sitcom, I thought you might like a quick Anti-Chart update so you can come back swinging after the break. Remember, do not try this at home. Anti-Chart tabulations must be handled only by professionals wearing proper Anti-Chart action gear.

Top 5 Songs We Know Will Work But We're Too Scared To Play Them 'Cause They Don't Sound Like Chumbawamba

- 1) Stereophonics, "Traffic" (V2)
- 2) Pietasters, "Out All Night" (Hellcat/Epitaph)
- 3) Ben Folds Five, "Brick" (550)
- 4) Barenaked Ladies, "Brian Wilson" (Reprise)
- 5) Reel Big Fish, "She Has a Girlfriend Now" (Mojo/Universal)

Top 5 Songs That Will Determine the Future of the Format

Or, we think we know where we're going, but we're not sure.

- 1) The Mighty Mighty Bosstones, "Royal Oil" (Mercury)
- 2) A3, "Ain't Goin' to Goa" (Elemental/Geffen)
- 3) Rage Against the Machine, "The Ghost of Tom Joad" (Epic)
- 4) 311, "Beautiful Disaster" (Capricorn)
- 5) Morcheeba, "The Music That We..." (Sire)

Top 5 Songs That Will End Up in Recurrent at the End of the Year

These are the "keepers."

Destined to live long in the library.

- 1) Sugar Ray, "Fly" (Lava/Atlantic)
- 2) Blur, "Song 2" (Virgin)
- 3) Smash Mouth, "Walkin' on the Sun" (Interscope)
- 4) The Mighty Mighty Bosstones, "The Impression That I Get" (Mercury)
- 5) Oasis, "D'you Know What I Mean?" (Epic)

Top 5 Songs Keeping Rhythmotech at Bay

Hmmm. Must've been all the press hype.

- 1) Tool, "Forty Six & 2" (Free World Ent.)
- 2) Deftones, "My Own Summer" (Maverick)
- 3) Sevendust, "Black" (TVT)
- 4) Metallica, "The Memory Remains" (Elektra/EEG)
- 5) Days of the New, "Touch, Peel, and Stand" (Outpost/Geffen)

Top 5 Rhythmotech Contenders

- 1) Propellerheads
- 2) A3
- 3) Black Grape
- 4) Prodigy
- 5) Death in Vegas

Top 5 Songs We Almost Added This Week

Or, what do we tell the label this time?

- 1) Pietasters, "Out All Night" (Hellcat/Epitaph)
- 2) Tool, "Forty Six & 2" (Free World Ent.)
- 3) Abra Moore, "Don't Feel Like Cryin'" (Arista Austin)
- 4) Curve, "Chinese Burn" (Universal)
- 5) G. Love & Special Sauce, "Stepping..." (Epic)

Left Field Contender of the Week

Cornershop "Brimful of Asha" (Luaka Bop/Warner Brothers)

It's on My Desk Somewhere

Top 5 songs PDs claim they couldn't find even though the label sent five copies to the station.

- 1) Jimmie's Chicken Shack, "High" (Rocket/A&M)
- 2) Curve, "Chinese Burn" (Universal)
- 3) Creed, "My Own Prison" (Wind-up)
- 4) The Pietasters, "Out All Night" (Hellcat/Epitaph)
- 5) Baby Bird, "You're Gorgeous" (Atlantic)

BE ON THE LOOKOUT

F.Y.I. — Lookout is strictly Alternative.

Field any questions, comments or laments to Spence D. @

fon: (415) 495-1990 x 648 fax: (415) 495-2580

e-mail: dookey@gavin.com

NOVEMBER 25

Fiona Apple "Never Is A Promise" (WORK)

DECEMBER 1

Fountains of Wayne "I Want An Alien For Christmas" (Atlantic)

Scott Weiland "Lady, Your Roof Brings Me Down" (Atlantic)

The Short Wave Channel Soundtrack (Wrenched)

DECEMBER 8

Bruce Gilbert In Esse (Mute)

Fields Of The Nephilim Dawnrazor (Beggars Banquet)

Fields Of The Nephilim The Nephilim (Beggars Banquet)

Fields Of The Nephilim Elysium (Beggars Banquet)

Fields Of The Nephilim Earth Inferno (Beggars Banquet)

Mick Harvey Pink Elephants (Mute)

Non God and Beast (Mute)

DECEMBER 15

Big Wreck "The Oaf" (Atlantic)

Sugar Ray "Little Saint Nick" (Atlantic)

JANUARY 19

Feeder "Cement" (Elektra)

Mick Harvey Pink Elephants (Mute)

Naked Aggression Gut Wrenching Machine (Tackle Box/Cargo)

Young Dubliners Live At The Belly Up (Earth/Cargo)

JANUARY 26

Luna "Bobby Peru" (Elektra)

FEBRUARY 9

Natacha Atlas Halim (Beggars Banquet)

FEBRUARY 16

Rebekah "Sin So Well" (Elektra)

FEBRUARY 23

China Drum Self Made Maniac (Beggars Banquet)

MARCH 10

Rebekah Remember To Breathe (Elektra)

Video Fun

Make sure you double check your GAVIN envelope extra carefully this week 'cause it's

got a copy of the latest Alternative video reel tucked inside. Yes, now you can view spankin' new vids from the likes of Rage Against the Machine, KMFDM, Treble Charger, Curve, Dandy Warhols, Mighty Mighty Bosstones, Finley Quaye, and the furious Fu Manchu. But wait! There's more! You also get footage of Max Tolkoff sampling the tasty sonic treats at the WPBZ "Buzz Bake Sale" and you can catch Spence D. as he explores the deep South and checks out the WEND End of the Summer "Weenie Roast."

It all comes with the GAVIN guarantee, insuring loads of fun for all!

MOST ADDED**BLACK GRAPE (24)****JOEY ALTRUDA (22)****CLASS (21)****MARY LOU LORD (19)****DARLING LITTLE JACKHAMMER (17)****SONS OF SILENCE (17)****TOP TIP****MODEST MOUSE***The Lonesome Crowded West
(Up)*

Good God! The college kids are almost wetting their pants over this one. This record jumps a whole 30 spots to come in as the number three record on our chart. Strap on your Depends!

RECORD TO WATCH**RONI SIZE***New Forms
(Talkin' Loud/Mercury)*

Another big jumper this week is Mr. Size, who goes from wallowing in the 40s for the past few weeks to to the number 18 position. You know, they say "Electronica" is the *in* thing today.

Gavin College

2W LW TW

1	1	1	PORTISHEAD - Portishead (Go! Discs/London)
6	2	2	APHEX TWIN - Come To Daddy (Sire)
—	33	3	MODEST MOUSE - The Lonesome Crowded West (Up)
2	3	4	STEREOLAB - Dots and Loops (Elektra/EEG)
3	5	5	BJORK - Homogenic (Elektra/EEG)
8	9	6	KMFDM - KMFDM (Wax Trax!/TVT)
5	4	7	THE VERVE - Urban Hymns (Virgin)
12	8	8	MOGWAI - Young Team (Jet Set)
NEW	9	9	JULIANA HATFIELD - Please Do Not Disturb (Bar/None)
33	22	10	BUTTERGLORY - Rat Tat Tat (Merge)
—	24	11	FLYING SAUCER ATTACK - New Lands (Drag City)
4	7	12	CORNERSHOP - When I Was Born For The 7th Time (Luaka Bop/Warner Bros.)
9	18	13	PROMISE RING - Nothing Feels Good (Jade Tree)
17	11	14	PIXIES - Death to the Pixies (4-AD/Elektra)
15	13	15	HELIUM - Magic City (Matador)
11	6	16	SYRUP USA - All Over The Land (Flydaddy/V2)
10	10	17	MOBY - I Like To Score (Elektra/EEG)
45	48	18	RONI SIZE - New Forms (Talkin' Loud/Mercury)
7	14	19	APPLES IN STEREO - Tone Soul Evolution (SpinArt)
34	23	20	GUITAR WOLF - Planet Of The Wolves (Matador)
—	35	21	VARIOUS ARTISTS - The Jackal Soundtrack (MCA)
25	19	22	COLDCUT - Let Us Play (Ninja Tune)
NEW	23	23	FREE KITTEN - Sentimental Education (Kill Rock Stars)
14	16	24	IVY - Apartment Life (Atlantic)
20	30	25	TRACK STAR - Communication Breaks (Die Young, Stay Pretty)
—	34	26	HOLIDAY - Cafe Reggio (SpinArt)
—	27	27	G LOVE & SPECIAL SAUCE - Yeah It's That Easy (OKeh/550 Music)
18	21	28	MIKE WATT - Contemplating The Engine Room (Columbia/CRG)
19	20	29	SEELY - Seconds (Too Pure)
NEW	30	30	THE CRAMPS - Big Beat From Badsville (Epitaph)
NEW	31	31	GET UP KIDS - Four Minute Mile (Doghouse)
24	44	32	LOW - Songs For A Dead Pilot (Kranky)
—	41	33	BEULAH - Handsome Western States (Elephant 6)
38	25	34	BABYBIRD - Ugly Beautiful (Atlantic)
42	46	35	VARIOUS ARTISTS - Tibetan Freedom Concert (Grand Royal/Capitol)
—	29	36	ACETONE - Acetone (Vapor)
—	38	37	ISOTOPE 217 - The Unstable Molecule (Thrill Jockey)
13	12	38	SOUTHERN CULTURE ON THE SKIDS - Plastic Seat Sweat (DGC)
44	36	39	JONATHAN FIRE"EATER - Wolf Songs For Lambs (Dreamworks)
NEW	40	40	BENTLEY RHYTHM ACE - Bentley Rhythm Ace (Astralwerks)
29	49	41	THE INTERPRETERS - Back In The U.S.A. (Freeworld)
49	37	42	DUB STAR - Goodbye (Polydor)
37	39	43	DEFTONES - Around The Fur (Maverick)
NEW	44	44	DAVID HOLMES - Lets Get Killed (Go! Beat/1500)
NEW	45	45	VARIOUS ARTISTS - A Life Less Ordinary Soundtrack (London)
NEW	46	46	TINDERSTICKS - Nnette Et Boni (Bar/None)
NEW	47	47	VARNALINE - A Shot And A Beer (Zero Hour)
NEW	48	48	MUMIA ABU-JAMAL/MAN IS THE BASTARD - Mumia Abu-Jamal/Man Is The Bastard (Alternative Tentacles)
26	15	49	LAIKA - Sounds of the Satellites (Too Pure/Sire)
NEW	50	50	JOHN FAHEY & CUL DE SAC - The Epiphany of Glenn Jones (Thirsty Ear)

Inside College

 BY JAKE & ELWOOD

The Envelope

Please

Ooh, it's the moment you've all been waiting for. In your grubby nicotine-stained hands you hold the nominees for the 1998 GAVIN College Awards, which will be handed out February 7th, during our Seminar in San Diego. Biootch!

Station of the Year

KUNV-Las Vegas, Nev.

WICB-Ithaca, N.Y.

WUMS-University, Miss.

WUNH-Durham, N.H.

WTUL-New Orleans, La

Music Director of the Year

Ian Fitzpatrick,

WUNH-Durham, N.H.

Tara McKay, WTSR-Trenton, N.J.

Jonathan Mock,

WUMS-University, Miss.

David Shaenfield,

KVRX-Austin, TX

Ducky Slaughter,

KUNV-Las Vegas, Nev.

Maor Label of the Year

Capitol

Elektra

Interscope

Virgin

Warner Bros.

Major-Affiliated Indie of the Year

Astralwerks

Grand Royal

Matador

Minty Fresh

Sub Pop

Independent Label of the Year

Drag City

Gern Blandsten

Jade Tree

Merge

Ninja Tune

Label Promotion Person of the Year

Mike DePippa-Elektra

Jenny Hayo-Sub Pop

Julie Muncy-Warner Bros.

Mike Newman-Virgin

Carolyn Wolfe-Atlantic

Independent Promotion Person of the Year

Jon Landman-AIM

Stephanie LeBeau-Vision Trust

Dan Mackta-Autotonic

Scott Rogers-McGathy

Dave Sanford-SPECTRE

Fred Schaaf-McGathy

Adds for November 24/25:

Komputer (Mute), Recoil (Mute/Reprise), Sorrowful Jones (Radio), Joel R.L. Phelps (Pacifico), Physical Fatness (Fat Wreck Chords), Freakwater (Thrill Jockey), Oval (Thrill Jockey), King Black Acid (Cavity Search).

College Picks

MODEST MOUSE
The Lonesome Crowded West (Up)

The boys from Issaquah, Wash. have done it again. With two full lengths and various EPs and 7-inches all within the last year and a half, the trio has shown an ability to churn out great songs without sacrificing style or sounding redundant. *The Lonesome Crowded West* once again displays the great songwriting ability that has converted listeners into die-hard fans. Listening to songs like the 10-minute epic, "Trucker's Atlas," you will find yourself sucked into Eric Judy's mesmerizing bass lines as they float over Jeremiah Green's unique and complex drumming style. When combined with singer/guitarist Isaac Brock's melodic guitar layers and tremolo effects, it leaves you wanting more. There is a narrative and rhythmic flow to Brock's lyrics, as in "Cowboy Dan," that are somewhat reminiscent of Built to Spill and Pavement; that said, he definitely has his own unmistakable style. There are plenty of gems on this, their second full-length, to satisfy fans until the next release. And gauging from what they have accomplished so far, that may be soon enough. —SONYA WESTCOTT

College Crew: 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



2PAC
I Wonder If Heaven Got A Ghetto?
 (Amaru/Jive)
OC
Dangerous (Remix)
 (Payday/FFRR)

TOP TIP

L-FUDGE
Liquid
 (Rawkus)
 Third Most Added with 32 nods this week!

RECORD TO WATCH



RAMPAGE
We Getz Down
 (Flipmode/Elektra/EEG)
 Ramp aims to get up—on the chart that is, with a cool 27 adds...

Gavin Rap

2W	LW	TW	
\$	1		RAKIM - Guess Who's Back? (Universal/MCA)
	1	2	GANG STARR - You Know My Steez (Noo Trybe/Virgin)
\$	5		BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
	9	6	BIG PUNISHER - I Ain't A Player (Loud)
	8	10	MIC GERONIMO - Usual Suspects/Nothin' Move But The Money (Blunt Recordings)
\$	9	6	THE FIRM - Phone Tap (Aftermath/Interscope)
	4	4	COCO BROVAZ - Won On Won (Loud)
	7	8	LUNIZ - Funkin' Ova Nuthin'/Jus Mee & U (C-NOTE/Noo Trybe)
	11	13	DIAMOND - The Hiatus Remix feat. Cru (Mercury)
\$	3	10	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Def Jam)
	19	11	GRAVEDIGGAZ - The Night The Earth Cried (Gee Street)
	—	20	SAUCE MONEY - Against The Grain (DGC)
	36	19	FAT JOE - Find Out (Atlantic)
\$	16	14	CAPONE N NOREAGA - Closer (Penalty Recordings)
	13	14	MYSTIKAL - Ain't No Limit (Jive)
	5	7	HURRICANE G - Coast To Coast/Whatever (H.O.L.A.)
	12	15	XZIBIT - Los Angeles Times (Loud)
	32	27	UNSPOKEN HEARD - Cosmology (7 Headz Recordings)
	—	25	MILITIA - Burn (Red Ant)
	28	21	BLACK ATTACK - My Crown/Correct Technique feat. Problemz (Ghetto Gold/Rawkus Ent.)
	6	12	REFLECTION ETERNAL - Fortified Live/2000 Seasons (Rawkus Entertainment)
	22	22	LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)
\$	17	23	ORGANIZED KONFUSION - Somehow, Someway (Priority)
\$	23	24	WU-TANG CLAN - It's Yourz (Wu-Tang/Loud/RCA)
NEW	25		DJ S&S - So Hot (Lethal Records)
\$	18	26	EPMD - The Joint/You Gots To Chill '97 (Def Jam Recording Group)
	34	29	WC - Jus' Clownin' (Payday/FFRR)
	27	28	DJ EQ/BEATS & LYRICS COMPILATION - 3 Emcees feat. Xzibit, Del & Casual (Industry)
	17	24	NICE & SMOOTH - Boogie Down Bronx/BK Connection/Blazin' Hot (Street Life/Scotti Bros.)
	—	34	SPONTANEOUS - Waterproof (Goodvibe)
NEW	31		EPMD - Richter Scale (Def Jam Recording Group)
	—	38	HI TECH - All Time Einstein/The Tech's Technique/The Music (Mass Vinyl)
NEW	33		BORN JAMERICANS - Sending My Love (Delicious Vinyl/Interscope)
	38	37	PSYCHO REALM - Stone Garden (Ruffhouse/Columbia/CRG)
NEW	35		IN THE BEGINNING...THERE WAS RAP - Various Artists (Priority)
	—	32	CRAIG MACK - What I Need (Moe Bee Remix) (Street Life/Scotti Bros.)
NEW	37		COMPANY FLOW - Funchrusherplus LP (Official Recordings/Rawkus Ent)
	30	30	COLORED SECTION - Bomb MC (12 Inch RPM)
\$	33	39	RAKIM - It's Been A Long Time (Universal/MCA)
	29	35	DAZ DILLINGER - Way Too Major (Death Row)

\$—Indicates GAVIN Rap Retail Action.

Chartbound

2PAC-I Wonder If Heaven Got A Ghetto? (Amaru/Jive)
OC-Dangerous (Remix) (Payday/FFRR)
KOOL KEITH-Plastic World/Get Off My Elevator (Funky Ass)

Up & Add 'Em

REPORTING ALERT! In lieu of Thanksgiving, we will be taking faxed and voicemail reports ONLY on Tuesday, Nov. 25. Wednesday, Nov. 26, ONLY live reports will be accepted. Thanks for you cooperation, and enjoy! PS: last reporting week: DECEMBER 18, 1997.

Like That!

BY THEMBISA S. MSHAKA



Rap The Vote

Here it is, the most talked about document of the year: the **GAVIN Seminar '98 Rap Awards Ballot**. I'm making it easy for you to vote this year—just check your boxes, cut, and fax to (415) 495-2580 no later than **December 5**. No exceptions on the deadline, and congrats to all the nominees!

RAP RECORD POOL OF THE YEAR

- Heavyweights, Los Angeles
- Fut, Impact Record Pool, Los Angeles
- Eardrum, Tables of Distinction, Washington D.C.
- Rico Casanova, The PROS Record Pool, Oakland

INDEPENDENT RAP LABEL OF THE YEAR (Self-Distributed)

- 7 Heads Entertainment
- Makin' Records
- No Limit Records
- Rawkus Entertainment
- Tommy Boy

COLLEGE/COMMUNITY RAP STATION OF THE YEAR

- KUNV-Las Vegas
- WHCR-New York
- WHOV-Hampton
- WRAS-Atlanta

RAP INDEPENDENT RADIO PROMOTION PERSON OF THE YEAR

- Byzee One, WordLyfe Promoshunz
- Jackie Paul, East-to-West
- Tyesh Harris, Odyssey Entertainment
- Wes Jackson, 7 Heads Entertainment

COLLEGE/COMMUNITY RAP PROGRAMMER OF THE YEAR

- Warren Peace, KUNV-Las Vegas
- Kevvy Kev, KZSU-Stanford
- Jay Wright, WHOV-Hampton
- James Lewis, WTCC-Springfield
- Shanik Mincie, WRAS-Atlanta

INDEPENDENT RAP LABEL OF THE YEAR (Distributed by a Major)

- Bad Boy Entertainment
- Def Jam Recording Group
- Jive Records
- Loud Records
- No Limit Records
- Roc-A-Fella Records

RAP RETAILER OF THE YEAR

- Beat Street, New York City
- Earwax, Atlanta
- Fat Beats, New York City
- Fortune Records, Los Angeles
- George's Music Room, Chicago
- VIP Records, Long Beach

RAP COLLEGE & MIXSHOW PROMOTION PERSON OF THE YEAR

- Al Lindstrom, Jive Records
- Eric Parler, Elektra Entertainment
- Mike Spivey, Interscope Records
- Mong, Loud Records
- Ralph White, Universal Records
- Robin Kearse, Epic Records
- Savalas, Death Row Records

COMMERCIAL RAP STATION OF THE YEAR

- KKBT-Los Angeles
- KMEL-San Francisco
- KPWR-Los Angeles
- WHTA (HOT 97.5)-Atlanta
- WQHT (HOT 97)-New York

RAP MAJOR LABEL OF THE YEAR

- Arista Records
- Big Beat/Atlantic Records
- Elektra Entertainment
- Mercury Records
- Universal Records

RAP MIXSHOW PERSONALITY OF THE YEAR

- Julio G, KKBT-Los Angeles
- Fuzzy, KPWR-Los Angeles
- Angie Martinez, WQHT (HOT 97)-New York
- Kool DJ Red Alert, WQHT (HOT 97)-New York
- Sway & King Tech, Wake-Up Show (Syndicated)

RAP NATIONAL MARKETING & PROMOTION PERSON OF THE YEAR

- Chris Atlas, Tommy Boy
- Garnett Reid, Universal Records
- J-Grand, Makin' Records
- Just O, Atlantic Records
- Marlo Martin, Mercury Records
- Rene McLean, Elektra Entertainment

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

FROM UPTOWN TO YOUR TOWN, THE NEW STREET ANTHEM

DEJA VU (UPTOWN BABY)

Making Noise
At These Stations

WQHT—New York
KNBT—Los Angeles
WBLS—New York
WKYS—Washington D.C.
WPEG—Charlotte
WJBT—Jacksonville
WMTA—Atlanta

THE RED-HOT SINGLE FROM

LORD TARIQ & PETER GUNZ

NEW YORK GOT CRAZY GAME.

CODEINE

Produced by David Atkinson

Management: Kevin Mitchell

<http://www.sony.com>

COLUMBIA

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Gavin Rap Retail

Mixshow REAL SPINZ

2W	LW	TW	Singles
2	3	1	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Priority)
9	9	2	MASE - Feel So Good (Bad Boy/Arista)
6	7	3	EPMD - The Joint (Def Jam Recording Group)
5	5	4	WU-TANG CLAN - It's Yourz (Loud)
4	4	5	MISSY "MISDEMEANOR" ELLIOTT - Sock It To Me (The Gold Mine, Inc./EastWest)
1	1	6	TIMBALAND & MAGOO - Up Jumps da Boogie (Atlantic)
3	2	7	MASTER P - I Miss My Homies (No Limit/Priority)
7	6	8	MACK 10 - Backyard Boogie (Priority)
10	12	9	BUSTA RHYMES - Put Your Hands Where My Eyes Could See (Flipmode/Violator/Elektra)
14	15	10	RAKIM - It's Been A Long Time (Universal/MCA)
8	8	11	THE BEATNUTS - Off The Books (Violator/Relativity)
NEW		12	NAUGHTY BY NATURE - Mourn You 'Til I Join You (Tommy Boy)
17	19	13	L.L.COOL J - Phenomenon (Def Jam Recording Group)
13	13	14	LIL' KIM - Not Tonight (Undeas/Big Beat/Atlantic)
NEW		15	CAPONE N NOREGA - Capone Bone/Calm Down (Penalty Recordings)

2W	LW	TW	Albums
2	1	1	BUSTA RHYMES - When Disaster Strikes (Flipmode/Violator/Elektra)
3	3	2	MASTER P - Ghetto D (No Limit/Priority)
1	2	3	EPMD - Back In Business (Def Jam Recording Group)
4	5	4	VARIOUS ARTISTS - Gang Related Soundtrack (Death Row)
15	11	5	THE FIRM - The Firm (Aftermath/Interscope)
5	4	6	PUFF DADDY & THE FAMILY - No Way Out (Bad Boy/Arista)
NEW		7	RAKIM - The 18th Letter (Universal/MCA)
6	6	8	COMMON - One Day It'll All Make Sense (Relativity)
NEW		9	MASE - Harlem World (Bad Boy/Arista)
7	7	10	MACK 10 - Based On A True Story (Priority)
8	9	11	BONE THUGS N' HARMONY - The Art Of War (Relativity/Ruthless)
9	8	12	ORGANIZED KONFUSION - The Equinox (Priority)
NEW		13	JAY-Z - In My Lifetime Vol. 1 (Roc-A-Fella/Priority)
22	16	14	L.L.COOL J - Phenomenon (Def Jam Recording Group)
18	21	15	VARIOUS ARTISTS - I'm Bout It Soundtrack (No Limit/Priority)

Compiled by Matt Brown and Justin Torres

TW	Spinz	Trend
1	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)	96 +61
2	RAKIM - Guess Who's Back? (Universal/MCA)	75 +20
3	SALT 'N PEPA - R U Ready (Red Ant)	69 +7
4	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Def Jam)	66 +3
5	MASE - Feel So Good (Bad Boy/Arista)	61 -5
6	GANG STARR - You Know My Slez (Noo Trybe/Virgin)	59 +4
7	MYSTIKAL - Ain't No Limit (Jive)	48 +27
8	MIC GERONIMO - Usual Suspects/Nothin' Move But The Money (Blunt Recordings)	46 +2
9	L.L.COOL J - Phenomenon (Def Jam Recording Group)	44 -4
10	LUNIZ - Funkin' Ova Nuthin'/Jus Mee & U (C-NOTE/Noo Trybe)	41 +12
11	MASTER P - I Miss My Homies (No Limit/Priority)	40 -3
12	PUFF DADDY - Been Around The World (Bad Boy/Arista)	38 -22
13	2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Jive)	37 +29
14	IN THE BEGINNING...THERE WAS RAP - Various Artists (Priority)	37 +17
15	MJG - That Girl (Suave/Universal)	37 -4
16	MC EHT - Hit The Floor (Epic Street)	35 +6
17	BONE THUGS N' HARMONY - Thug Luv/If I Could Teach (Relativity/Ruthless)	33 +1
18	HEAVY D. - I'll Do Anything (Uptown/Universal)	31 +3
19	THE NOTORIOUS B.I.G. - Sky's The Limit (Bad Boy/Arista)	31 -4
20	TIMBALAND & MAGOO - Luv 2 Luv You (Atlantic)	29 NEW

Since the ballot is taking up the first page, here are the reviews and a few announcements: **Big Will** has left **MCA** and is now working college radio at **Odyssey Entertainment**, with another ex-MCA staffer, **Carrie Cota**. Both can be reached at (212) 634-0204... **Mastermind** is in dire need of music because Canada's postal workers are on strike. He must be serviced through FedEx, Airborne, or DHL until

further notice. For his address or more information, call him at (416) 250-0696... **Monifa** of **88hip-hop** has started a very necessary and ambitious segment called the *Hip-Hop Mentor*: Each month, she'll feature those who have contributed to the growth and preservation of hip-hop music and culture. For details, call her at (212) 925-7909... Speaking of mentors, **Stepsun** CEO, producer, and activist **Bill Stephney** has been appointed to the **National Urban League's** Board of Trustees. Of this appointment he says, "The Urban League seems to be committed to community renewal and bridging the generation gap. I'm elated to be a part of their mission."... Now cast your vote, fax it back, and enjoy the holiday... *like that*.

—ONE LOVE. ●

Rap Picks

STYLES OF BEYOND "Killer Instinct" Feat. Divine Styler (Bilawn)

I dropped the needle on this record, and instantly the breakdancing began in my head, making it nod involuntarily! We haven't heard from the Divine Styler in a long while, but he's kept his chops up, and this single is proof. From start to breakdown to photo finish, this is a must play. Contact Byze at (800) 590-7099.

MAMA MYSTIQUE "Styles I Murder" (D&D Records)

This fiery sista got me open with "Tremendous," which was just that. Now she delivers a solid follow-up, kickin' her rhymes with cool, collected strength. "Styles" combines Curt Cazal's rugged beats, inventive cutting, and a fly cameo from Nikki D. Ya gotta have this wax, so reach out to Doug Grama at D&D (212) 736-7774 ext. 23.



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Gavin Urban Landzcape

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PRIME PROPERTY



MOST ADDED

JANET JACKSON (53)

Together Again (Virgin)
WCKX, WHRK, WIMX, WTLZ, KXZZ, KQXL, WKGN, KYEA, KBCE, WDZZ, WXQL, KRRQ, KHRN, KTBT, WFXE, WJZD, WUSL, WJDM, WQMG, KSJL, WJMZ, WTMP, WJLB, WJFX, WFLM, WCDX, WZHT, KMJJ, WOWI, WDKX, WZND, KJMS, WJTT, WQHH, WEDR, KVSP, KJMM, WZFX, WIBB, KZWA, WRNB, KXOK, WPAL, WEUP, WZAK, WBLX, KMJM, WJMG, WRKE, WWWZ, WIZF, KPSS, WPEG

WHISPERS (49)

My, My, My (Interscope)
WIMX, WGC1, WTLZ, KXZZ, KQXL, WKGN, WYLD, KYEA, KBCE, WIKS, WDAS, WXQL, WNHC, WNFQ, WJUN, KHRN, WMNX, KTBT, WFXE, WJZD, WJDM, KSJL, WFLM, WZHT, KMJJ, WDLT, WQOK, KJMS, WJTT, WQHH, KVSP, KJMM, WHUR, WZFX, WIBB, KZWA, WHRK, KDOK, KXOK, WPAL, WCKX, WZAK, WBLX, WJMG, WRKE, WWWZ, WIZF, KPSS, WJFX

L.L.COOL J (46)

Father (Def Jam Recording Group)
KXHT, WTLZ, WKGN, KBCE, WDZZ, WXQL, KRRQ, WJUN, KHRN, WMNX, WFXE, WJZD, WUSL, WJDM, KSJL, WTMP, WJLB, WJFX, KKDA, WCDX, WGVN, WZHT, KMJJ, WOWI, WJHM, WQOK, WJTT, WQHH, WEDR, KVSP, KJMM, WZFX, WIBB, KZWA, WPAL, WCKX, WEUP, WZAK, WBLX, WJMG, WRKE, WWWZ, KPSS, WPEG, WKYS, WIZF

SAM SALTER (39)

It's On Tonight (LaFace/Arista)
WTLZ, WKGN, KBCE, WDZZ, WNHC, KRRQ, WNFQ, WJUN, KHRN, WMNX, WFXE, WJZD, WUSL, WJDM, WJMZ, WTMP, WJLB, WJFX, WCDX, WZHT, KMJJ, WZND, WQOK, WJTT, WQHH, KVSP, KJMM, WIBB, KZWA, WHRK, KDOK, WPAL, WEUP, KMJM, WJMG, WRKE, WWWZ, KPSS, WPEG

BUSTA RHYMES (38)

Dangerous (Hipmode/Violator/Elektra)
KXHT, WTLZ, WKGN, KYEA, KBCE, WXQL, KRRQ, WJUN, KHRN, WPHI, WFXE, WJZD, KSJL, WJLB, KKDA, WZHT, KMJJ, WOWI, KRIZ, WQOK, WJTT, WQHH, KVSP, KJMM, WIBB, KZWA, WHRK, WRNB, WPAL, WCKX, WZAK, WBLX, WJMG, WRKE, WWWZ, WIZF, WPEG, WKYS

BLACK A/C

Most Played Current Hits

ERYKAH BADU

"Tyrone" (Kedar/Universal)

LSG

"My Body" (Eastwest/EEG)

PATTI LABELLE

"Shoe Was On The Other..." (MCA)

LUTHER VANDROSS

"When You Call/Baby..." (LV/Epic)

BEBE WINANS

"In Harm's Way" (Atlantic)

Q - FILE

The Urban Landzcape's Special Issue!

NOVEMBER 28, 1997



Featuring interviews with Cathy Hughes, CEO of Radio One, Joe Marshall, founder and host of the syndicated program *Street Soldiers* and recording artists Tony Toni Toné.

Plus members of the QZCAPE Mentoring Team offer advice.

For advertising call Ingram James @ (310) 419-1238 or Lou Galliani @ (805) 542-9999

WEST COAST

ERYKAH BADU +46 "Tyrone" (Kedar/Universal)

MASE +41 "Feel So Good" (Bad Boy/Arista)

ERYKAH BADU +33 "Other Side Of The Game" (Kedar/Universal)

WILL SMITH +33 "Gettin' Jiggy Wit It" (Columbia)

WHISPERS +29 "My, My, My" (Interscope)

MIDWEST

BOYZ II MEN +66 "A Song For Mama" (Motown)

2PAC +46 "I Wonder If Heaven Got A Ghetto" (Amaru/Jive)

SAM SALTER +45 "It's On Tonight" (LaFace/Arista)

JANET JACKSON +44 "Together Again" (Virgin)

GINUWINE +43 "Only When UR Lonely" (550 Music/Epic)

EAST COAST

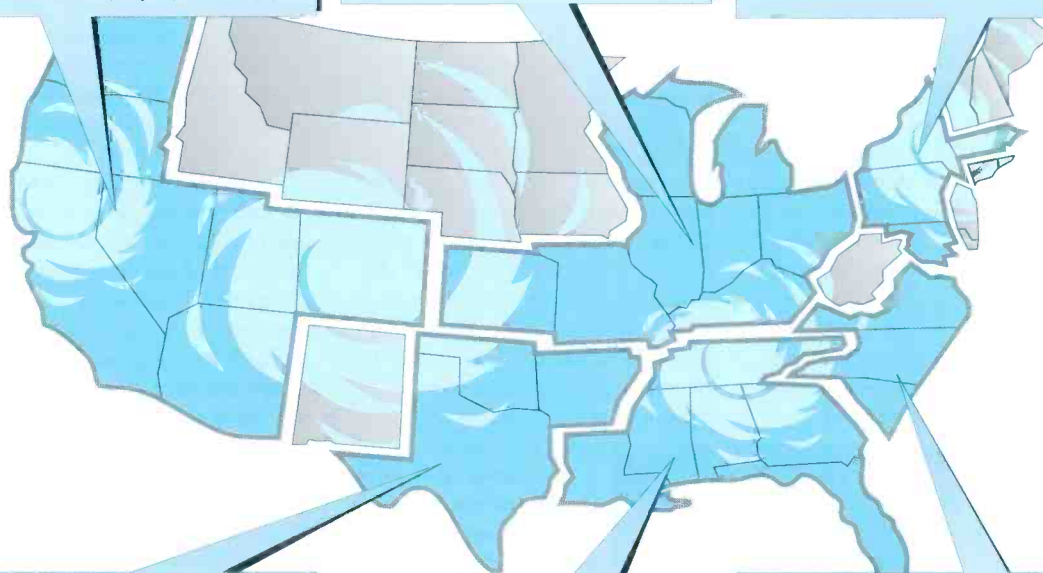
MARY J. BLIGE +174 "A Dream" (Arista)

ERYKAH BADU +130 "Tyrone" (Kedar/Universal)

BUSTA RHYMES +86 "Put Your Hands Where My Eyes Could See" (Flipmode/Violator/Elektra)

BRIAN MCKNIGHT +76 "Anytime" (Mercury)

USHER +75 "Nice & Slow" (LaFace/Arista)



SOUTHWEST

MARY J. BLIGE +63 "A Dream" (Arista)

DRU HILL +63 "We're Not Making Love No More" (LaFace/Arista)

ERYKAH BADU +61 "Tyrone" (Kedar/Universal)

GINUWINE +51 "Only When UR Lonely" (550 Music/Epic)

AALIYAH +50 "The One I Gave My Heart To" (Blackground/Atlantic)

SOUTHEAST

ERYKAH BADU +178 "Tyrone" (Kedar/Universal)

LL COOL J +117 "Father" (Def Jam)

DRU HILL +104 "We're Not Making Love No More" (LaFace/Arista)

GINUWINE +102 "Only When UR Lonely" (550 Music/Epic)

BOYZ II MEN +92 "A Song For Mama" (Motown)

CAROLINAS/VIRGINIA

ERYKAH BADU +217 "Tyrone" (Kedar/Universal)

JOE +131 "Good Girls" (Jive)

2 PAC +116 "I Wonder If Heaven Got A Ghetto" (Amaru/Jive)

BOYZ II MEN +111 "A Song For Mama" (Motown)

MYSTIKAL +111 "Ain't No Limit" (No Limit/Jive)

TOP TEN SPINZ

1	LSG "My Body"	3150	3422
2	ERYKAH BADU "Tyrone"	2414	3217
3	MISSY "MISDEMEANOR" ELLIOTT "Sock It 2 Me"	2550	2774
4	DRU HILL "We're Not Making Love No More"	2361	2763
5	NEXT "Butta Love"	2173	2431
6	AALIYAH "The One I Gave My Heart To"	1960	2067
7	MASE "Feel So Good"	1853	2028
8	SOMETHIN' FOR THE PEOPLE "My Love Is The Shhh!"	2018	2339
9	BUSTA RHYMES "Put Your Hands..."	1990	2603
10	K-CI & JOJO "Last Night's Letter"	1958	2090

SPINZ LAST WEEK

SPINZ THIS WEEK

Editor: QUINCY MCCOY • Assistant: ANNA CALIX

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



On-line

BY QUINCY MCCOY

Surviving a Change of Frequency

WAMO/FM in Pittsburgh, Pa. recently received a lot of nominations for Urban Landscape Station of the Year, and for good reason. A year and a half ago, owners of this heritage station sold the frequency it's been associated with for over 40 years for \$14 million, leaving a demoralized staff and a vulnerable community to find a new way to communicate. Many in the industry wrote WAMO off, considering the loss of frequency to be too big an obstacle to overcome. But led by veteran Program Director Ron Atkins the staff fought back, determined not to disappear into thin air.

Coach Atkins is known as a great motivator who once started a jock meeting by playing an NFL video called *Crunch Course*. Atkins says that when the movie went off, everyone in the room was ignited. His gatherings are called summit meetings; they're intense, designed to keep his team united. In the following interview, you'll see how Atkins led his people and his station from the darkness of despair back into the bright light of success.

In the last few weeks, several urban stations have had to switch from high powered frequencies to lower power and coverage capacities. If you're facing this problem, let WAMO's story of motivation, leadership, and the desire to win be your guide. It's a great example

of teamwork rising to its highest peak. My congratulations to Atkins and all the staff members at WAMO for a job well done.

Q: Take us back to the moment when you first heard that your frequency was sold and you would have to change dial positions.

RA: I couldn't believe it was going to happen. My GM, Al Lincoln, has always been up front and honest with me about everything, and when he told me the owner was selling the frequency for \$14 million, and that the new signal was weak and would deplete our coverage area. I was hit with a feeling of disbelief. We dropped from 73 thousand watts to 42. This change directly affected our reach into the inner city where the bulk of our P1 listeners were.

Quite frankly, people today can only pick us up in certain rooms of their homes, or not at all. Some listeners can only get us in their cars. With our compromised signal, we had to change how we operated, because our audience had to change the way they listened to the new WAMO.

How did your team respond to the changes?

At first they

were discouraged. It wasn't an easy pill to swallow, but it had to be done. I believe in being 100 percent straight with people, because once they find out you're not real, you lose them for life. I went to the guys and said we have an option, we can hang in here and do the very best we can, or we can send out resumes and look for other jobs. I told them that I wasn't going anywhere. I planned on facing this challenge, for myself and for this company.

I reminded them that the rules of radio are changing all the time. If you go to another station you could be facing the same situation at anytime. Are you going to just keep running from station to station? I asked them to stay and give 100 percent commitment to getting the job done. If they couldn't do that, I promised to help anyone move on to somewhere else. Only a couple of people left. I think the owners were surprised at how many people decided to stay and jump this hurdle.

As a coach, this must have been one of the toughest positions you were ever in...

This has been one of the most upwardly challenging jobs I've ever had.

What kind of changes did you have to make to reposition the station as the new WAMO?

After the signal was changed from 105.9 to 106.7, we were able to strike a deal to purchase another frequency, WSSZ in Greensburg, which is east of the city; that allowed us to be heard at 107.1 also. The dual frequency didn't solve all the problems, but it did help a little bit. It allowed a significant amount of people in the Southeast region to pick up the station, but it still didn't eliminate our coverage problem in the inner city, where 23 percent of the black folks live.

Did you do some type of marketing campaign to aid in your transition?

We basically pounded in our new slogan: "Same Station, Two Locations." And our GM, Al Lincoln, led the charge on WAMO becoming better than ever. From street hits to on air-giveaways to our music selection, WAMO had to

do everything better than before. It was a call to arms that everyone embraced. We accepted the challenge and got the job done.

What do you think was the key ingredient that kept the team together?

Optimism. We didn't want anybody to stay if they were going to be walking around spreading a negative vibe. We needed all the positive energy we could generate inside the station so that the listeners could feel the vibe. After a couple of months, our optimism and positive force deepened within the station and the community, and we began to rise above our situation.

I think that, because there was no real pressure on us from management to do well, and because the threat of losing our jobs was diminished because of the unusual circumstances, we all gave the best we had. I'm very proud of my staff.

How did your listeners respond to the changes?

Badly. It was the worst case scenario. When the press found out about the sale, they lambasted us. They portrayed us as sellouts, taking the money and leaving our listeners behind. I felt sorry for our sales guys and jocks, who were taking a lot of abuse on the street. It was tough, but they just sucked it up and kept moving forward.

How did you change that, since in the last monthly you guys are up to a 4.2 share? If I'm not mistaken, after the signal change you had a 2.5 share.

We have had extrapolations as low as a 1.8 share after the switch in April of '96. We lost about a third of our cume. It took about four months before we began start seeing a little growth. We inched our way to a 3.1 share, to a 3.5 share. The owners were expecting the station to top out around a 3.6 or 3.7. They figured that was the best we could do with our signal problems. Then along comes the summer book and boom—we got a four share.

I think people were listening to us in our darkest hour, but were too angry with us to write us down in the diaries. After a while, they began to notice that the programming got better. Our listeners have adapted to the changes and more people are coming back home to WAMO.



Ron Atkins

WAMO-Pittsburgh

Demographic Realities

Pittsburgh is not as blue collar as people think. It's still perceived as a steel town, but most of the mills closed shop years ago. Today, Pittsburgh is a high tech city. Its leading industries are computers, the medical field, and banking.

Pittsburgh's population is under two million people, and our station's target is women 25-44. WAMO is a full service black radio station and we super-serve our core listenership. We walk the walk and talk the talk, but at the same time, we try not to alienate anybody because 50 percent of our cume is white. The white people who listen to us like what we're doing. Twenty-three percent of the inner city is black and only 7 percent metro, but we still manage to stay in the top five. WAMO has programmed the same format for over 40 years. —Ron Atkins, 9/95

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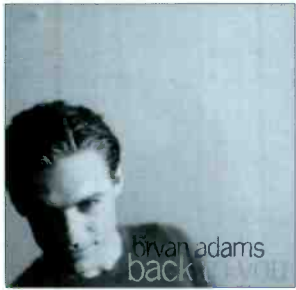
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GAVIN PICKS

Singles

BY DAVE SHOLIN



BRYAN ADAMS "Back to You" (A&M)

This is the first release from Adams' new *Unplugged* album, with the corresponding show set to air on MTV November 28. This is vintage Adams, and he's absolutely at the top of his game. Audiences will plug into this uptempo winner within seconds and with Adams' Top 40, A/C, and A3 appeal, we're bound to be hearing this song quite often in the coming months.

BABY BIRD "You're Gorgeous" (Atlantic)

One year has passed since first getting a taste of this clever melody while on a trip to the UK. The chorus puts this one over the top, and while Modern A/C might be paving the way, mainstream Top 40s shouldn't be far behind. Destined to fly.



ROBERT BRADLEY'S BLACKWATER SURPRISE "Once Upon a Time" (RCA)

Discovered on the streets of Detroit, blind singer/songwriter Robert Bradley is quickly developing into the surprise hit of the fourth quarter. When MTV recently debuted its *12 Angry Viewers* program, Bradley's video was the first week winner. Haven't seen the clip yet, but the song is so good it makes you want to shout out and

tell the world to listen. Match the story of this artist with the tune, and it makes for a powerful combination. Get your hands on a copy.

CROSSOVER PICK PUFF DADDY & THE FAMILY "It's All About the Benjamins" (Bad Boy/Arista)



Puffy's creative genius has made him the man in demand; just check out all the projects he's involved with. And for those that measure success in "Benjamins," he also gets the prize. Rock meets rap on this remix of a track from *No Way Out*. Hell of a line-up as Puffy, the Lox, Lil' Kim, and Notorious B.I.G. play against Rob Zombie from White Zombie, the Foo Fighters' Dave Grohl, and Tommy Stinson of the Replacements. MTV debuts the video on Thanksgiving Day.



SHADY MONTAGE "Shake You Down" (Grand Motif)

Gregory Abbott's Number

One song from 1987 gets injected with some hip-hop flava but still remains faithful to the original. Added at KIX 106-Providence, where PD Joe Dawson got some impressive phone action off just a few spins. For a copy call David Esterson at (562)-693-0022.

Albums

GARTH BROOKS Sevens (Capitol/Nashville)

The long wait for Brooks' new album, *Sevens*, is over, and just in time for the

yuletide season. Capitol has already put in motion an extensive marketing plan for the album, including an initial shipment in the neighborhood of five million units. With

all the controversy and anticipation surrounding the release (including a label shakeup that reportedly had Brooks holding the trump card), the real question is this: does the album live up to the absolute importance placed upon it? It does, indeed folks!

Brooks has delivered the album we've all hoped for, and one hell of an album it is. "Long Necked Bottle," the first single on the 14-track album, is country with a capitol "C." This swingin' number features Steve Wariner on guitar as well as lending background vocals. Running the gamut of emotions, it's clear that the six songs that Brooks co-wrote are heartfelt, with situations and consequences close to his him, including "She's Gonna Make It," which tells a story of a man after a hard divorce. He's realized how much he misses his wife, but she has moved on and is now flourishing. "Do What You Gotta Do" is a motivational, "you can do it" song, reminiscent of "Standing Outside the Fire." "Two Piña Coladas" is sure

to become a bar anthem with a sing-a-long chorus and pure fun melody that will make even non-drinkers want to order up a frothy one. For me, the album's most potent song is "I Don't Have to Wonder," a sad story of lost love, delivered passionately by Brooks. The song's ending causes your heart to constrict, clearly reminding us that county music really does convey many of the feelings we all share.

—JAMIE MATTESON



METALLICA Reload (Elektra/EEG)

The mighty Metallica returns with its seventh full-length album that again showcases the band's metallic prowess. Anyone expecting another *Master of Puppets* or *Ride the Lightning* metal album should come to terms with Metallica's commercial direction and get over it. The band is still metal, but now leans towards mainstream rock, the natural progression for any band that's been around for more than a decade. It should be noted, however, that Metallica still remains one of the heaviest bands in rotation at commercial radio. *Reload* contains 12 new tracks plus a new version of "The Unforgiven," which was first featured on the band's 1991 self-titled release. The fact that the first single, "The Memory Remains," debuted at #11 on the Active Rock chart its first week out is a strong indication that this record will attain the same commercial success as the group's last two discs. Several Active stations are already playing album cuts including "Fuel," "Fixxxation," and "Low Man's Lyric," while "Devil's Dance," "Fuel," "Where the Wild Things Are," "Slither," and "Prince Charming" will appeal to listeners who like their metal aggressive.

—ROB FIEND

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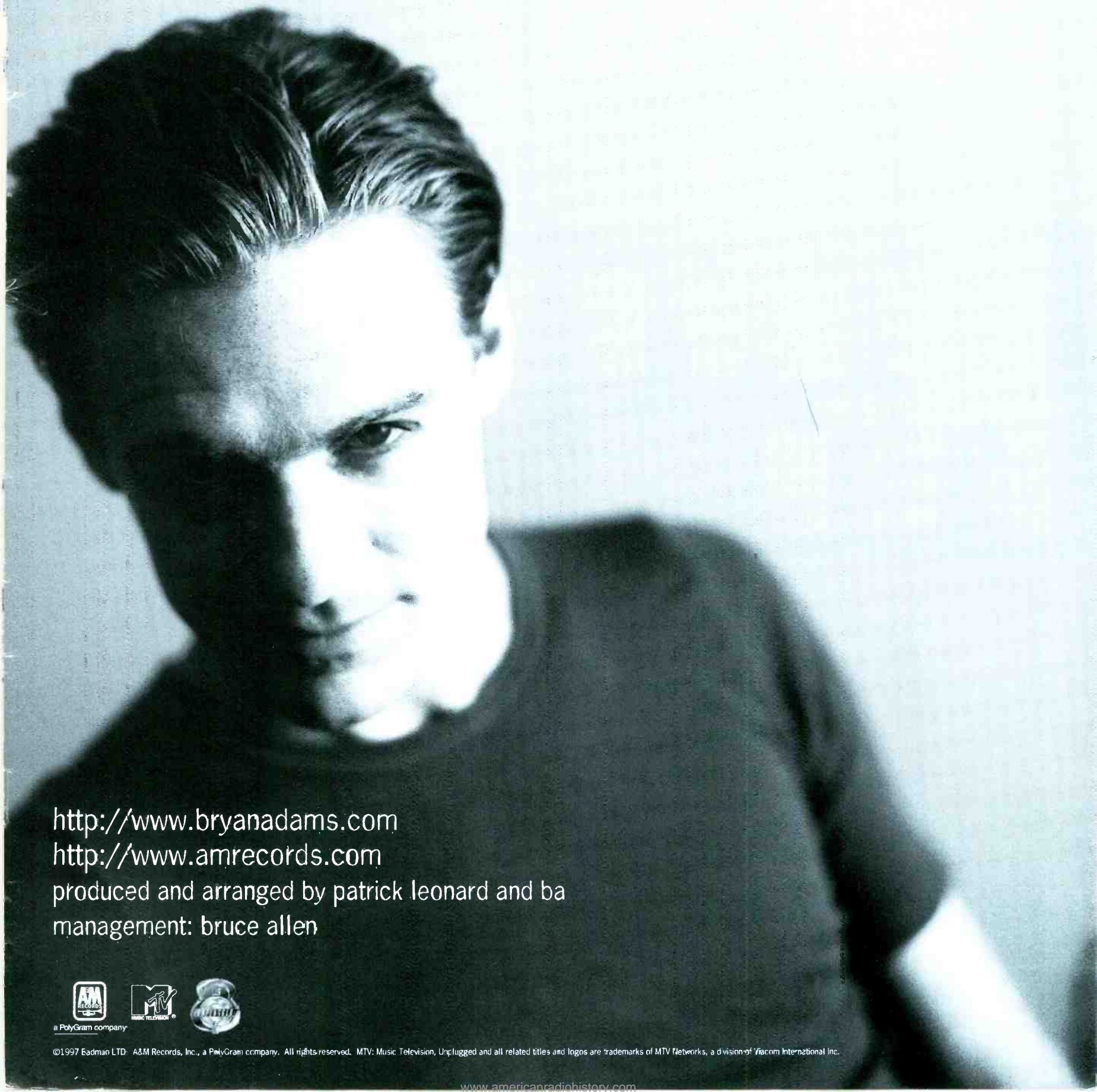
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