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ISSUE 2184

DECEMBER 5, 1997

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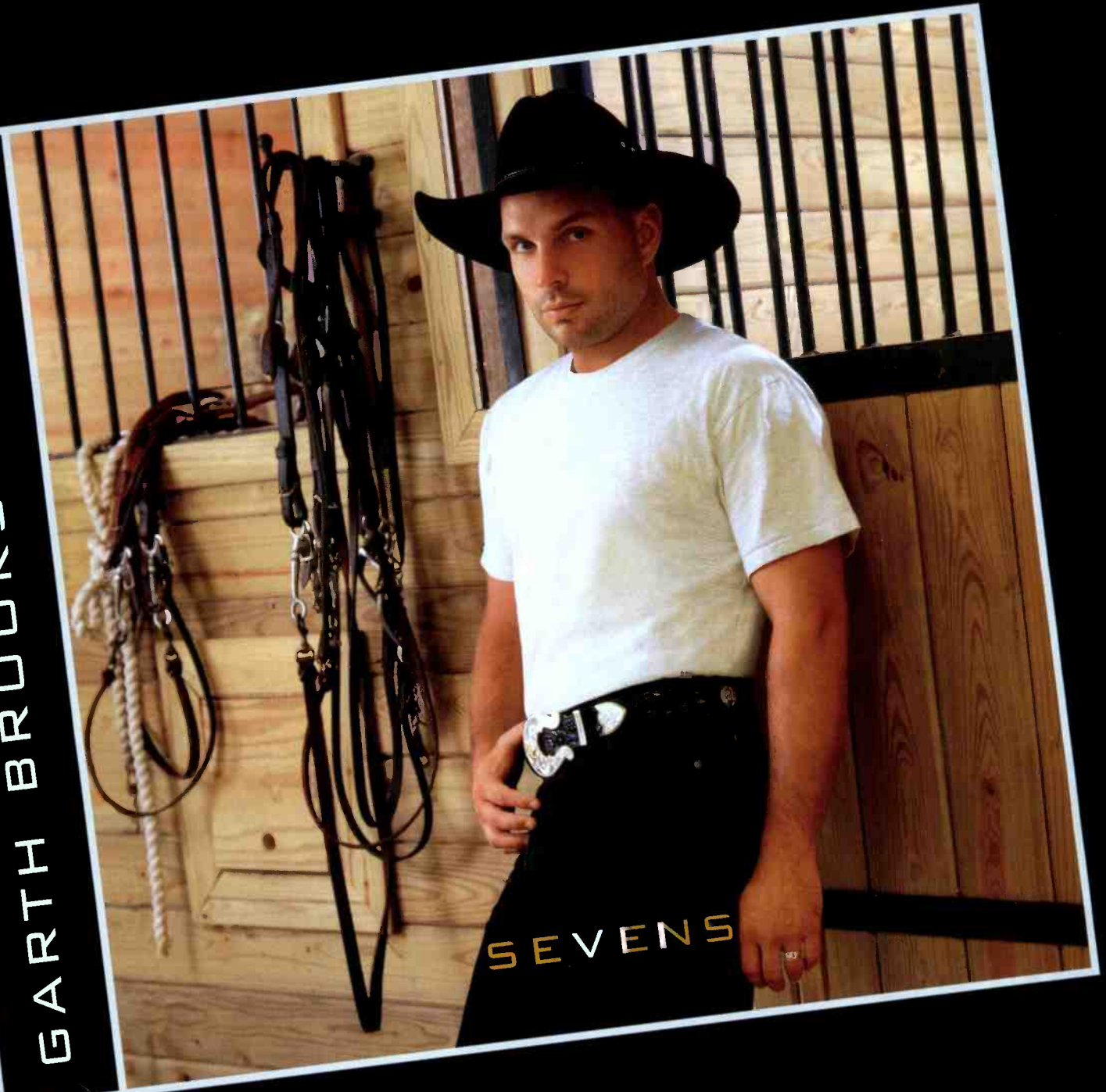
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THE MOST TRUSTED NAME IN RADIO

ISSUE 2184

DECEMBER 5 1997

GAVIN

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THE BEST

(AND NOT SO BEST) OF

1997

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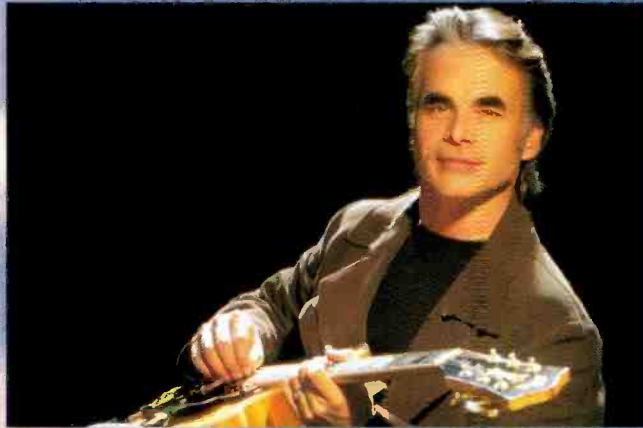
On Behalf Of MCG/Curb,
Thanks Gavin For A Great Year!



LeAnn Rimes



Blake & Brian



Hal Ketchum



Ruby Lovett



Jeff Carson



Smokin' Armadillos



Junior Brown



Kacey Jones



AS TOLD TO JAMIE MATTESON

Blair Garner

On Cruising to the Top with After MidNite

As host of Premiere Radio Networks' After MidNite, Blair Garner brings a rich background to overnight radio. At only 33 years old, he is already one of the top air personalities in the country, heard on more than 250 stations throughout the U.S. and Canada.

Born in Canyon, Tex., Garner received a degree in advertising from the Univ. of Texas. Quickly working his way through five of the top ten markets, he landed the afternoon drive slot at WPLS/FM-New York where, as "Skye Walker," he became one of the top ten most-listened-to DJs in America.

Garner, who co-founded After MidNite in 1993, also hosts The Country Chart with Blair Garner, a weekly top-30 program.

I doubt that any of us who started After MidNite four years ago fully knew what we were in for. All we had was a vague theory that seemed to make some sense, but none of us imagined that the show would surpass our wildest expectations.

In the beginning the company had four owners: two doctors, industry veteran Rod West, and myself. At that time we downplayed my role in the company, since I didn't want my fellow DJs to see me as anything other than one of them. We alluded to my ownership only when I was asked how long I would be able to keep doing a six hour shift night after night. We knew that if folks got the general idea that there was something in this deal for me, then I'd be there every night.



Blair Garner

Every person who was involved in the founding of our company, AME Inc., can testify to how electric those days were. Though none of us had ever performed our individual jobs before, we all worked with our heads and our hearts, and within the first six months we began to suspect we had a hit on our hands.

Other syndicators recognized this too, which we began to realize when Premiere Radio made their first overture to us after just one year in business. The partners wanted \$1.5 million for the company, but Premiere wouldn't match it...which is rather ironic, since only three years later, we sold it to them for just over \$9.2 million. It really is true that good things come to those who wait.

I have to give credit to (former Westwood One Exec.) Eric Weiss, who was responsible for structuring the deal. He saw that Premiere offered the best fit for the company, and he structured the deal so I was named Chief Creative Officer. I had been concerned about the creative

direction of the show after we were acquired, and this effectively relieved those concerns. I felt the greatest relief, however, after meeting Premiere CEO Steve Lehman. For all his success and achievements, he was just an ordinary guy who completely understood where we were coming from.

Of course, shortly after our sale, Premiere itself was sold to Jacor, which gives After MidNite the luxury of being associated with the most aggressive radio group in the nation. The opportunities this association affords us are tremendous, and gave us distinct advantages. For example, we could now easily launch our new countdown, *The Country Chart*. The start-up costs would have been prohibitive if we'd tried to do it on our own, but Steve was willing to spend the money necessary to package and market the product.

The past year has certainly been one of transition for After MidNite. The show is seeing it's second birth, and the feeling at After MidNite is as electric as it was when we started. I'm surrounded by a tremendously talented staff, a great group of people who are truly excited to be here. In no particular order I have to give credit to Patrick Wilkins, better known as "Patrick the Phone Guy"; Erin Rowe, whose natural charm and wit instantly won me over; and our producer, J. "Monkey Boy" Stevens.

I hope that when we're old and able to look back at our show's history, this moment will be the point where the real story begins. The best is yet to come. **GAVIN**

First Words

Those of you who browse the Web on a semi-regular basis no doubt have read how consolidation has destroyed the concept of localism by combining programming departments and throwing DJs out into the gutter. Big name syndicated personalities are taking over drive time and overnights (see above), and virtual radio is laying waste to American radio—all in the name of the almighty dollar.

Well, hold on a minute.

There's no question that Telecom-induced corporate mergers have led to a new broadcasting model. But, if there's any madness going on here, there also must be a method.

There is, and that method has to do with the talent pool...or lack thereof. Now, don't take this the wrong way—there are many super-talented men and women creating com-

pellent, entertaining radio. But many programmers and managers have ignored and underpaid these individuals for too long, and they're quickly becoming an endangered species. As Elroy Smith, Operations Director at WGCI AM/FM-Chicago, says on page 44 of this issue, "Programmers should share the blame when their stations lack talent." Before we cast Wall Street as the evil villain, it's critical to remember...we're all in this together.

Reed Bunzel
Editor-in-Chief

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NEXT WEEK
The Christmas Issue
A/C Editors Ron Fell and Annette Lai lead the GAVIN gang into the holiday high times with a look at Christmas programming. Plus, Editor-in-Chief Reed Bunzel counts down the calendar.

GAVIN

Founded by Bill Gavin—1958

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GAVIN NEWS

"If Nashville only has one steel guitar, could more artists share it?"

— John Landrum
see page 32

Michael Jordan Rings in New CBS Corporation

Bill Cosby Buys First Shares of Stock

You can be sure that it's not Westinghouse.

The new CBS Corporation was launched Monday as company Chairman/CEO Michael Jordan rang the opening bell at the New York Stock Exchange on Wall Street. The gesture kicked off a buying spree in which some 2.7 million shares of corporate stock changed hands, with the stock closing at 30.625—up \$0.625 from the previous Friday's close.

Joining Jordan to "ring in the new" were CBS/TV President Leslie Moonves, CBS Exec. VP/CFO Fred Reynolds, CBS News correspondent Dan Rather, CBS television (and former NBC suitor) Bill Cosby, and CBS Sports anchor Jim Nantz. Conspicuously absent was CBS Radio President Mel

Karmazin (see below).

In a prepared statement Jordan lauded CBS' media properties as "some of the finest in the world" and said that his corporate objective is to "build on the achievements of Westinghouse/Group W, CBS, and Infinity [and] go beyond tradition and past accomplishments to represent the global future of television, radio, cable, syndication, and new media."

In a symbolic gesture, Bill Cosby purchased the first 1,500 shares of CBS stock, which he donated to the New York City Partnership Foundation as seed money for a year-round employment program for high school students. Investment firm Furman Selz estimates that CBS' fourth quarter pre-tax earnings should come in at \$177 million.

HYATT SOLD OUT For Gavin Seminar

There are no more rooms at the inn.

Registrations for the 1998 GAVIN Seminar in San Diego (Feb. 4-7) are pouring in at such a frenetic pace that the Hyatt Regency Hotel already is sold out. According to GAVIN's Convention Services Dept., the number of attendees so far is double that who registered by this time last year, forcing overflow crowds into the nearby Marriott (619-234-1500). People interested in placing their names on a waiting list for the Hyatt may call GAVIN's Catherine Ryan at 415-495-1990, ext. 653.

Registration for the GAVIN Seminar is \$450 through January 16, 1998; after that date it is recommended that people register on site.

FCC: Use Auctions to Resolve Frozen Broadcast Licenses

By unanimous vote, the Federal Communication Commission has adopted a notice of proposed rule-making concluding that auctions, not comparative hearings, be used to resolve competing application cases that have been snared in a court-imposed freeze. The move affects a small number of pending cases that were delayed following a 1993 appellate court decision that overturned comparative hearing criteria. After the FCC "notice" is published in the *Federal Register*, broadcasters have 45 days in which to respond.

Any licenses granted after July 1 of this year

must be auctioned off to the highest bidder, according to provisions set forth in the Balanced Budget Act of 1997.

The Commission also is seeking comments on two



related issues: whether businesses owned by women or minorities should be given "bidding points" to promote ownership opportunities in future auctions, and how to establish procedures for conducting such auctions.

CD Radio on Track to Launch Satellite Service

Don't look now, but CD Radio appears to be right on schedule in its plans to put direct satellite-to-receiver radio technology in homes and cars by the end of 1999.

CD Radio was one of two companies awarded 12.5 MHz of spectrum last April in an auction that netted the FCC in excess of \$170 million (American Mobile Satellite submitted the other

winning bid). The company recently completed a \$48 million stock offering and raised another \$127 million to finance its push to construct and launch three satellites by August of '99. Earlier this week, CD Radio also began trading option contracts, which carry expiration months of December '97, and January, March, and June '98, and a position

limit of 4,500.

"We're going to create a service that will be similar to cable radio, except that we're going to be available in the car," CD Radio Chairman/Chief Executive David Margolese told GAVIN. "We're creating a system that will have a total of 50 channels—30 music channels and 20 that will be non-music."

To skeptics who say that the company and its new technology will fall short of projected goals, Margolese says that CD Radio has spent "seven years and raised hundreds of millions of dollars...the technology isn't a problem at all."

Following the successful completion of two stock offerings, underwriter C.E. Unterberg has given the company a "buy" rating.

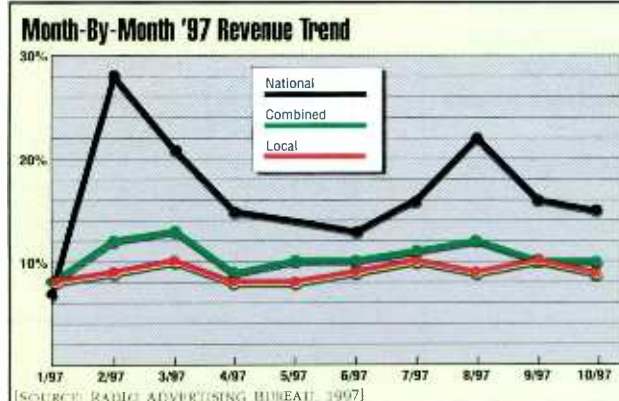
As they say, stay tuned.

Mel Pulls Ad Plug

CBS Radio President Mel Karmazin forfeited an ad buy worth an estimated \$22,000 when he killed a flight of spots on WCBS/AM, WFAN/AM, and WINS/AM in New York.

Seems the commercials, purchased by Crain's New York Business Weekly, hyped an upcoming profile of Karmazin, who dislikes publicity.

According to the New York Post, the feature describes Karmazin as a "brave...smart...most-feared visionary," who is next in line for CBS Chairman/CEO Michael Jordan's job.



Radio Revs Up 10% in October

Radio continued to deliver healthy ad dollars in October, with combined local and national revenues gaining 10 percent over the same month in 1996. Local sales were up 9 percent vs. the same period a year ago, while national dollars were up 15 percent, continuing a trend of impressive double-digit gains that began last February. Year-to-date, combined local and national revenues are up 10 percent over the first ten months of 1996.

For those who are keeping track, this marks the 62nd consecutive month of revenue increases for the radio industry.

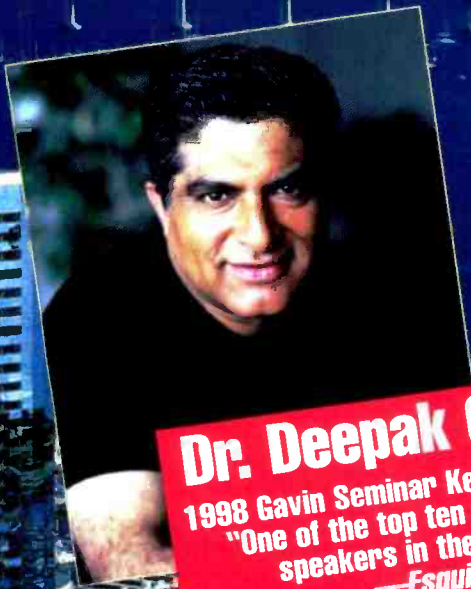
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VLADIMIR POSNER



RICK REYNOLDS



SPALDING GRAY



TOM PETERS



LINDA ELLERBEE



LARRY KING

The G-files

In case you missed it, this week...

- HEFTEL acquired WNWK/FM-New York in a swap that dealt WPAT/AM and \$115 million to MULTICULTURAL RADIO BROADCASTING. Heftel plans to change programming on the FM—its first in the largest U.S. radio market—to (what else?) Spanish-language.
- RADIO UNICA and LOTUS COMMUNICATIONS entered into a joint venture to form a new Spanish-language network serving affiliates within the top 10 Hispanic markets. Lotus already owns KVCA/AM-Los Angeles and KZDC/AM-San Antonio, while Radio Unica has affiliate deals with two more Lotus properties, WTAQ/AM-Chicago and KGST/AM-Fresno.
- ABC RADIO NETWORKS announced its plan to move afternoon driver Doug Banks to mornings on March 2, giving ABC two a.m. drive programs (the other is *The Tom Joyner Morning Show*). The move affects 29 affiliates.
- EAGLE RESEARCH announced it would stop seeking new clients and focus on radio, television, cable, newspaper, and interactive divisions within parent company COX ENTERPRISES.
- WESTWOOD ONE INTERNATIONAL inked a deal with SKY RADIO AUSTRALIA to broadcast WW1 programming exclusively in Australia and New Zealand.
- CARIBOU COMMUNICATIONS purchased KNTL/FM-Oklahoma City from BOTT BROADCASTING for \$5.25 million; following FCC approval Caribou will own four properties in that market, including KTNT/FM, KYIS/FM, and KATT/FM.
- TEXROCK RADIO acquired two AM/FM combos from RADIO MUSIC BOX CO. for \$1 million. Included in the deal are KVOP AM/FM and KKYN AM/FM in Plainview. Broker: Terry Greenwood, Patrick Communications.
- REX BROADCASTING picked up KTUC/AM and KSJM/FM in Tucson for an undisclosed price, bringing to five the number of stations it owns in that market. Broker: Kalil & Co.
- NATIONAL ASSOCIATION OF BROADCASTERS set a February 3 deadline for entries for 1998 Crystal Radio Awards, to be handed out April 7 at the association's annual convention in Las Vegas.
- ARBITRON added five new Hispanic format categories to its Station Information Pages. The new classifications, which take effect in the Winter '98 book, are Spanish News/Talk, Spanish Regional, Spanish Topical, Tejano, and Spanish Variety.



Impulse! recording artist Diana Krall stopped by Borders Books and Music on Park Avenue in New York for a special in-store performance. Pictured following the show are (l-r): GRP Recording Company's Joanna Harper and Jane Palmese, Universal Music and Video's Ron Grollimus and Mike Farrell, GRP's Michael Kauffman, Diana Krall, The Jazz Tree's (and Diana's manager) Mary Ann Topper, GRP's Tony Pellegrino, and GRP/Universal Music's Brad Tribucher.

EMI Exec Says Sale "Unlikely"

Forget the rumors that recording giant EMI Group is a takeover target, says the company's Finance Director, Frances Simon.

In an interview with Dow Jones, Simon reiterated that it would be extremely difficult for any company to come up with the cash required to purchase EMI. "In terms of corporate activity, that's not under our control," Simon said. "But the chances are lower given competition and the amount of money involved." The company has an estimated market capitalization close to \$6 billion, but any takeover would require a payment premium that would raise the purchase price close to \$9 billion.

Rumors that EMI was shopping itself to select suitors surfaced earlier this year after analysts suggested that Goldman Sachs had been retained to "explore options."

Diana 'Tribute' Sales Are Slow

Too mournful.

That's one of several reasons initial sales of *Diana, Princess of Wales: Tribute* are slower than expected, according to many critics and analysts who anticipated better response for the 2-CD set in the U.S. and UK. The *Boston Globe* called the 35-track collection of new and re-released songs sounds "a downbeat blur," while *USA Today* was more direct in its assessment that the entire package "feels like a tedious extension of her funeral."

Unlike Elton John's remake of "Candle in the Wind," which sold out in many stores within minutes of going on sale (and over 30 million units to date), *Tribute* has yet to catch on with the buying public. Besides what the *Boston Globe* calls the "sometimes agonizing" tenor of the entire package, the lack of a cohesive marketing strategy and broad-ranging repertoire of contributing artists also are thought to be hindering sales.

The Gang's All Here

Compilation CDs Gain Popularity

BY ALEXANDRA HASLAM

While record companies are counting on releases by big names acts like Garth Brooks, Janet Jackson, and Celine Dion to bring in high holiday sales numbers, at least one analyst is saying that consumers would rather buy multi-artist collections.

A recent story in the *San Francisco Chronicle* quoted Paco Underhill, Managing Director of the Manhattan-based consumer research firm Envirosell, as saying that record companies have failed to keep pace with the changing lifestyles of record buyers. "Our relationship with music has changed," the consultant observed, explaining that, where once music fans would sit down and listen to an entire album

at once, now they listen on the go, and want their music to mix and match their changing daily situations.

According to Underhill, this is one reason for the surge in soundtrack sales and for the popularity of collections sold by non-music retailers (the Gap, Starbucks, etc.). "These are the stores with the clout to be able to go to the labels and get the rights to generate interesting mixes that, in effect, the labels aren't doing for themselves," he observed.

It's simple business sense, Underhill explained. By mixing established artists and songs with unknown newcomers, labels could use compilations to cut their promotional budgets while attracting a larger audience than a single artist CD, he said.

AT&T Jumps Into the Internet Fray

Last month, AT&T announced the launch of the company's first trial version of A2B Music platform. The system combines compression and encryption technologies from the AT&T labs, and promises to deliver faster—and more secure—downloads of CD-quality music over the Internet.

The technology officially was unleashed over the Internet on November 18, when AT&T, along with the band Verve Pipe, offered Internet users a free, never-before-released live version of the band's "Reverend Girl."



The song will be available for download for a limited time only, and each download is accompanied by a digital coupon good toward the purchase of the Verve Pipe's album *Villains*.

Both the song and the software needed to play back the music are available at www.a2bmusic.com.

The A2B Music platform allows AT&T to investigate how the Internet may be utilized more efficiently and effectively for the emerging application of downloadable music. The objective: to create faster and more-secure methods, making the whole process easier for the consumer.

■ Fall into the "Live Lounge"...on-line
GAP, Ticketmaster Online, and Jam TV all have joined forces to sponsor the "Live Lounge," an Internet site aimed at entertainment- and style-conscious browsers.

The "Live Lounge" site is dedicated to live rock & roll Webcasts, live chats, interviews, and news, and offers nightly entertainment featuring a wide range of artists such as Jamiroquai, Beck, Bush, U2, Offspring, Counting Crows, Foo Fighters, the Verve, and Sarah McLachlan.

GAP is utilizing their participation in the site to promote Gap Online, their Internet merchandising site (www.gap.com).

The "Live Lounge" can be accessed via Ticketmaster Online at www.ticketmaster.com

LIKE A ROLLING STONE

Hey, Lucky Logan... Meet Lucky Lager!

Since I'm in the middle (or muddle) of writing a book on the history of Top 40 radio, I thought I'd turn these columns into reports on the process. And why not, especially when it involves so many people critical to the birth and first golden age of the most beloved of all formats?

I began this project by reading like crazy, then compiling a wish list of ideal interview subjects. That list is at about 100 people right now which means that, with a severe deadline in mid-March, I'll be fortunate to get to half of them.

The first interview, I decided, should be **Ron Jacobs**. In his last year as a teenager, he was at a station in Honolulu that carried the *Lucky Lager Dance Time* show programmed by one **Bill Gavin**. In 1965, he hit the bigs as the first PD of **KHJ** "Boss Radio." While vanquishing powerful competition (**KRLA** and **KFWB**), he somehow found time to produce the brilliant 48-hour *History of Rock and Roll*. After leaving KHJ in '69, he co-founded **Watermark, Inc.**, whose credits include the *American Top 40 Countdown* with **Casey Kasem**



and a landmark radio special on **Elvis Presley**. He was also the genius behind the invaluable series of *Cruisin'* albums, in which legendary R&B and Top 40 DJs recreated their shows.

You get my drift. Jacobs deserved the leadoff spot.

But, while working out the logistics of hooking up with him in Hawaii, I talked with **Norman Davis**, a friend since our days together at **KSAN/FM**-San Francisco, and he became Number One. That's because, although I'd long known him as one of the earliest Top 40 DJs in the Bay Area, as "Lucky Logan" at **KYA**, he surprised me with the news that he'd also done a stint at the very first Top 40 station in town—and in California: **KOBY**. He stunned me further with the revelation that, as a kid in Boise, one of his jobs at **KGEM** was to announce *Lucky Lager Dance Time*.

So Jacobs would have to be Number Two. Then I got a call, out of the blue, from **Kim Fowley**, the wild rock producer and scenemaker of the '70s. When he heard about my book, he volunteered that he'd been a "food runner" for **Alan Freed** at **KDAY**-Los Angeles in 1960, and that, a couple of years before, he'd also been a DJ at **KGEM**-Boise and done the *Lucky Lager* thang with Bill Gavin.

Unbeknownst to him, Jacobs became Number Three.

That is, until I got a note from one **Larry Kent**, writing to plead that I not ignore a former boss of his, **Bill Stewart**. That's the fella who was in that bar in Omaha with **Todd Storz**, his boss at **KOWH**, one evening in 1955 when, as legend has it, they observed the repetitive plays on the juke box and invented Top 40 radio. Storz and **Gordon McLendon**, the format's first promotional wizard, get all the glory, said Kent. He could prove that Stewart deserved equal credit.

Now batting cleanup: Ron Jacobs.

Surprising no one, Jacobs—who's writing his memoirs and producing a new homegrown CD of Hawaiian talent—cleared the bases.

The guys on the bags represented, respectively, one of the first Top 40 stations in America; the single most important DJ in rock & roll history, and the inventors of the format. And your third base coach was Bill Gavin. It's an all-star lineup, and the hits, I'm sure, will keep on comin'.

BY BEN FONG-TORRES

Memo to PDs: Beware the Contest Pig

The days of mass-giveaway contests are over—or they should be.

"The problem with contests today is that everyone is doing them," says Direct Marketing Results' Jay Williams. "They still only appeal to the three or four percent of the audience that keeps moving around looking for them." These "contest pigs" comprise a significant portion of a station's P3 listeners and, by this definition, rarely are loyal listeners. Yet stations continue to throw money at them because it's easier to do a "call-in-and-win" promotion than it is to shift marketing paradigms.

"We've been using the same form of mechanics in radio contesting for the last 25 to 30 years," Williams says. "That mechanical approach has conditioned listeners to such a point that few people ever participate. How long do people have to hear a busy signal before they're conditioned to say 'why bother?'"

The concept behind contesting—building awareness and excitement for a given product—is grounded more in marketing theory than it is

in practice. "Every business needs to figure out a way to develop an image to separate its product from its competitor's product," Williams explains. "A credit card is a credit card, yet American Express, VISA, and MasterCard all have created individual identities, and they've done it with image building and frequent-user methodology. Unfortunately, too many radio people still focus all their promotion dollars on archaic mass-appeal contests that only serve P3 listeners, instead of targeting P1s and those P2s who could become P1s."

Fairwest Direct's Reg Johns cites several studies as evidence that only a few people participate in station contests. "We conducted a busy count for one station that was always giving out lots of prizes," he recalls. "They took the tenth call, and only 185 calls came in out of a cume of 450,000." In another test, a different station—this one with a 750,000 cume—yielded just 300 busy signals. Many of these "busies" came from call-backs, so it would be

safe to assume that the actual number of participants was far lower than the number that was counted. "The busy signals tell the whole story," Johns says. "Ask the phone company to do a count, and you'll be astonished at the low number of calls coming in."

Johns says he remains a strong supporter of radio promotions, but only those that are unique, reflective of the times, and can move the ratings yardsticks. "So much money has been spent on tenth callers and song-of-the-day promotions even though the technology only allows a very few to participate," he observes. While admitting that contests are important, Johns insists that "the mechanics have to change. If we want audience participation, we have to come up with other means by which people participate. We need to come up with a fair, more equal approach, and let the listeners know there's a new, fair, honest way to play."

For more on programming and marketing strategies, read the latest issue of **GAVIN** GM.

Programmer's Holiday Wish List



◀ **Orban's next-generation Audicy workstation is designed for radio and audio-to-video production. All editing functions are performed in RAM for super-fast response, with automatic shadowing to hard drive or removable drive. Audicy also offers simultaneous mixing and processing of 10 audio channels, plus submix and stereo input, with PCM linear recording of up to 24 tracks.**



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THAT'S SHO-BIZ

By Dave Sholin

Will the final major story of the year be an announcement from **ABC/Disney** that the company is selling off its radio division?



Less than a week after being vacated, the **WKQI** PD post has been filled by the man most heavily rumored to get the nod. Longtime Detroit programmer (and one of radio's best dressed) **Rick Gillette** has been chosen to steer the ship at **Q95**. Oddsmakers say betting is heavy he'll take a slightly different direction. Here's the G-Man from a few years back, along with a buddy who also likes leather.



Just when it looked like there would finally be a PD appointed at **KDGE-Dallas**, it appears the search will continue. Insiders say this one might take awhile.

Hey... was this trio the inspiration for "Tubthumping"? Tossing one back at her going away party, Atlanta's newest resident **Kay McCarthy**, is joined by (left) **KLLC (Alice@97.3)** PD **Louis Kaplan** and **KYLD (Wild 94.9)** APD/MD **Jazzy Jim**. McCarthy will be the region's new **DreamWorks** rep, while her successor at **Universal** in S.F. is the label's St. Louis local, **Christine Wrightsman**.



Carl Widing, longtime PD at **KINK-Portland** has resurfaced. He's the new PD at crosstown **KXL**. Though there's no word on a format change, Widing says he does plan to be at next year's **A3 Summit** in Boulder. Plus, he says, "I get to keep the farm and the commute is five minutes closer."

Reality check! Remember when **Donny Osmond** was considered a teen idol? Well, guess who turns 40 on December 9? Happy returns to the "Soldier of Love," who still looks about half his age.

New calls for **WJOI-Memphis**, which recently became the market's first Top 40 in more than decade. It's now **WKSL (Kiss 107.5)**. PD **Chris Taylor** pins MD stripes on middayer **Robin Cole**.

Musical chairs at several labels this week. At **Elektra**, Senior VP **Greg Thompson** taps L.A. rep **Greg Dorfman** to be Senior Director National Alternative Promotion based in N.Y.; he'll be replaced by **Alex Garofalo**, who leaves Big E in the Motor City. That post gets filled by Thompson's assistant (and Football Pool advisor) **John Lewis**. Meanwhile, **Geffen** transfers **Steve Kline** from the Big Apple to Sunset Strip as head of Top 40, with D.C.-based **Kevan Rebat** slated to take Kline's N.Y. office. Also expect L.A. local **Tracy Skelly** to join the National Top 40 team based at the label's HQ.

Listeners in the nation's capital will now be entertained by **WQHT (Hot 97)-New York's Dr. Dre & Ed Lover**, who will air overnites via tape delay. The move fuels speculation that **PGC** is planning to simulcast the hot Hot 97 duo in a.m. drive sometime in the future.

Longtime Beaumont, Texas Top 40 **KIOC** is no longer "Hot 106," opting instead for rock status as "Big Dog 106." PD **Kurt Gilchrist** remains in place.

JET/FM-Erie, Pa. canvassed a weather station in Alaska, a McDonald's in Waco, and folks in Canada and Mexico to see which celeb was most impressive in the station's "Who Do You Know" contest. The



winner was **Rosie O'Donnell**, who gets \$4,000 to donate to her favorite charity—as does the Jet listener who got her to phone in.

Santa was just too stressed, so **Capitol** recording artist **Dave Koz** personally delivered his holiday album *December Makes Me Feel This Way* to **KOSI-Denver (1-r)**; **Callahan & Associates'** **Tom Callahan**, **KOSI** PD **Scott Taylor**, Koz, and Capitol's **Nick Bedding**.

Roberts to Clear Channel VP

Clear Channel Radio, Inc. names **John Roberts** to the newly-created VP of Programming post. Roberts previously was the successful Director of Operations for Clear Channel's Austin properties, Top 40 **KHFI**, oldies **KPEZ**, and sports/talk **KFON**. As VP of Programming, Roberts will provide in-house consulting to Clear Channel stations as well as sit in on various marketing and promotional projects as needed.

"I'm very excited to be given this opportunity," said Roberts. "It's been a career goal of mine since joining Clear Channel in 1993, and I very much appreciate the vote of confidence."

As a result of Roberts' promotion, Clear Channel has appointed **KHFI** APD/MD **Krash Kelly** to PD of the station, company Research Director/APD **Leslie Basenberg** becomes **KHFI** MD (she'll also continue to run the research dept.), and **KPEZ** advances APD/MD **Jim Spector** to PD/p.m. drive host. "Each of these employees have shown a willingness to take on new challenges in the company," said Austin VP/GM **Judy Lakin**. "I'm confident they will continue to succeed as we grow our franchises here in Austin."

Sommers Returns to Sunny Climes

ABC, Inc. brings **Bill Sommers** out of retirement to become President/GM of **KABC/FM, KTZN/AM, and KLOS/FM** in Los Angeles; he'll succeed **Maureen Lesourd**, who has resigned to pursue opportunities outside the area.

Sommers had been President/GM of **KLOS/FM** before he retired in 1996 and relocated to Idaho. During his tenure at the station, he won three **NAB** Marconi Awards and the Crystal Award, which recognizes stations for their superior involvement with their community.

Edwards Sees the Lite

Mark Edwards has been promoted to VP of Programming for **Chancellor's WLIT (Lite FM 93.9)-Chicago**; he has been Program Director of the station since 1990. "Mark has played a pivotal role in developing Lite FM's unique image in this very competitive market," said station VP/GM **Kathleen Cahill**. "With his creative energy and passion for our business, Mark has made a significant contribution to the unprecedented success Lite FM has enjoyed in Chicago."

Lite FM was named **GAVIN** Major Market A/C Station of the Year in 1997, and Edwards took home **GAVIN's** Major Market A/C Programmer of the Year at the same ceremony.

LeBow Takes a Bow

Chancellor Media Corp. hires **David LeBow** as VP of Station Research and Development. Previously, LeBow was President of **Rating Point Management**; he's also spent time with **Emmis Broadcasting** as GM of **WCDJ-Boston** and Sales Manager of **Power 106 (KPWR)-Los Angeles**, and was an executive with **Arbitron**. In his new role, LeBow will work with stations to maximize use of research for programming, marketing, and sales. "David's diverse background in research, sales, and programming will increase and drive shareholder value," said Chancellor COO **Jimmy de Castro**.

Ignition Turns It On

New York-based **Ignition Records** adds three to its team: **David Jansen** becomes Director of A&R/Alternative Marketing; **Hillary Siskind** takes National Director of Publicity; and **Liz Koch** joins as Manager of Alternative Radio Promotion.

In addition to readying releases from its own acts, the label is currently working on two upcoming compilations, *Hell City Hell* (a co-venture with **Diablo Music**) featuring tracks from **Rocket From the Crypt, The Toadies, Supersuckers** and more, and a **Big Star** tribute including **Matthew Sweet, Gin Blossoms, Wilco**, and a new track from **Big Star** themselves.

Sho-Dates

December 7

Todd Pauley Columbia Records
 Robert Taylor RCA Records
 Brian Futter (Catherine Wheel), Tom Waits, Gary Morris, Andy Childs

December 8

Jeff Palmer (Mommyheads), Sinead O'Connor, Gregg Allman, James Galway

December 9

Ray Marshall WFMK-Lansing, Mich.
 Tracy Ellis KMAS-Shelton, Wash.
 Zachary Foley (EMF), Nick Seymour (Crowded House), Joan Armatrading, Donny Osmond

December 10

J. Mascis (Dinosaur Jr.), Gloria Loring, Johnny Rodriguez, Nia Peeples, Paul Hardcastle

December 11

Charlie Wolff KSEQ-Visalia, Calif.
 Daniel Glass GlassNote Records
 Adam Berlin (8 1/2 Souvenirs), Justin Currie (Del Amitri), Brenda Lee, Jermaine Jackson

December 12

Gina Weeks Mercury Records
 Liz Kiley The Box
 Jay Thomas WFLS-Fredericksburg, Va.
 Connie Francis, Frank Sinatra, Grover Washington, Jr., Eric Schenkman (Spin Doctors)

December 13

Chris Conley WBEB-Philadelphia, Penn.
 J. Michael Pruet WLSZ-Jackson, Tenn.
 Tommy Nappi Maverick Records
 John Anderson, Buck White, Ted Nugent, Randy Owen (Alabama), Morris Day, Steve Forbert, Cee Cee Chapman

Our **CONGRATULATIONS** to Island Recording artist **DOLORES O'RIORDAN**, lead singer of the Cranberries, and her husband, **DON BURTON**, on the birth of their first child, a son, **TAYLOR BAXTER**. Born November 23 and weighing 7 lbs. 6oz.



Sho-Case

DOLLY PARTON

Dolly Parton can handle the dumb-blonde jokes. Says Parton, "I know I'm not dumb and I know I'm not blonde."

Sho-Prep

LOU REED

A lesser-known Lou Reed song called "Perfect Day" has been recorded by an all-star chorus including Bono, Tom Jones, and David Bowie to promote BBC Television. The song just debuted at Number One on the UK pop chart.

BARBRA STREISAND

Barbra Streisand's appearance on Rosie O'Donnell's TV show resulted in a 10.2 share. This marks the highest-rated O'Donnell show ever, replacing the 1996 show with Tom Cruise, which registered an 8.9 share.

GARTH BROOKS

Garth Brooks wants to make a series of duet albums with singers like Trisha Yearwood. Brooks says, "I miss that element [George Jones with Tammy Wynette or Loretta Lynn with Conway Twitty] in country music."

BECK

Beck has been helping his father, composer/arranger David Campbell, produce

a new Southern California pop band called Amnesia.

STEVIE NICKS

Reuniting with her mates in Fleetwood Mac is not the only change for Stevie Nicks this year. She's also shed 30 pounds and quit smoking.

LINDA RONSTADT

Linda Ronstadt's next album should be a fairly straight forward pop album with two members of Tom Petty's Heartbreakers, keyboardist Benmont Tench and guitarist Mike Campbell.

PAUL MCCARTNEY

Paul McCartney has made a public service spot for RADD (Recording Artists, Actors, and Athletes Against

album, even though it's not been able to break a hit single from the set.

GEORGE STRAIT

George Strait has been with MCA Records for more than 16 years now. That's longer than any other act currently with the label.

ARETHA FRANKLIN

Aretha Franklin's video for her new single, "A Rose Is Still a Rose," is being directed by the Fugees' Lauryn Hill.

F.O.R. #214

Friends of Radio

Ann Hampton Callaway



Singer/songwriter

Current projects:

This Christmas (*Angel*) and After Hours (*Denon*)

Hometown: Chicago

What radio stations did you grow up listening to?

WBBM-Chicago. My Dad was star reporter and news director at WABC-New York in my preadolescent days; WFMT later on.

What stations do you listen to now?

In New York, I listen to WQEW, WKCR, WNYC, WQXR.

Your favorite track on This Christmas and why?

"White Christmas," because of Jeremy Lubbock's excruciatingly beautiful string quartet arrangement.

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

Barbra Streisand's Higher Ground, because she recorded my song, "At the Same Time," ten years to the date after I wrote it. This is a dream come true.

A song you wished you'd written and why?

"How Deep Is the Ocean" by Irving Berlin, because its music and lyrics evoke the deepest love possible between two people.

Your Christmas wish?

That the world has an inexplicable experience of grace where everyone feels overcome with love and awe for being alive and people start doing the things they've always wanted to do.

Flashbacks

DECEMBER 6, 1988

Roy Orbison dies of a heart attack in Madison, Tennessee.

DECEMBER 8, 1980

John Lennon is killed by Mark David Chapman.

DECEMBER 10, 1967

Singer Otis Redding and his band the Bar Kays die when their plane crashes into Lake Monoma near Madison, Wisconsin.

DECEMBER 11, 1964

Sam Cooke dies from a gunshot wound in Los Angeles.

DECEMBER 12, 1970

The Doors make their last concert appearance in New Orleans.

DECEMBER 12, 1957

Jerry Lee Lewis marries Myra Brown, the 12-year old daughter of his cousin and bass player, Jim Brown.

DECEMBER 12, 1970

Jim Morrison officially quits the Doors.

DECEMBER 12, 1982

Michael Jackson's *Thriller* album is released. Today, with worldwide sales in excess of 46 million, it's the biggest selling album of all time.



Drunk Driving) accompanied by the Beatles' song "(Baby You Can) Drive My Car." McCartney says in the spot, "You can't drive my car—or anyone else's—if you've been drinking."

MIDNIGHT OIL

Midnight Oil's lead singer, environmental activist, and two-time president of the Australian Conservation Council, Peter Garrett, was recently appointed to the international board of Greenpeace.

MADONNA

Madonna's new album, scheduled for release in March, is reportedly a coupling of the latest techno sounds with her patented dance grooves.

RENT

The smash Broadway musical *Rent* now has a platinum-selling original cast

ACOUSTIC COUNTRY



Country music legend Steve Wariner and CMA Female Vocalist of the Year Trisha Yearwood joined Garth Brooks for a 90-minute radio special broadcast live by MJI Broadcasting. Pictured (l-r) are: Steve Wariner, Trisha Yearwood, MJI's Maurice Miner, Garth Brooks, and MJI's Josh Feigenbaum, Phil Redo, and John Weber. The special broadcast was carried by over 400 radio stations throughout the U.S. and more than 50 stations in Canada.

MOST ADDED



GREEN DAY (48)
BRYAN ADAMS (28)
SISTER HAZEL (20)
LOREENA MCKENNITT (16)
SPACE MONKEYS (14)

TOP TIP

THE VERVE

"Bitter Sweet Symphony"
(Virgin)

Closing in on 1,000 spins, expect this track to be the first of several Top 40 winners this UK band will have in 1998.

RECORD TO WATCH



LOREENA MCKENNITT

"The Mumpers' Dance"
(Warner Bros.)

This top-selling Canadian singer/songwriter puts 16 new believers on the board. Lots of positive upper demo reaction reported.

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	CHUMBAWAMBA - Tubthumping (Republic/Universal)	12	176	2	8545	+66
2	SUGAR RAY - Fly (Lava/Atlantic)	19	168	0	7825	-386
3	ROBYN - Show Me Love (RCA)	14	160	0	6952	+241
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	16	164	2	6931	+250
5	BACKSTREET BOYS - As Long As You Love Me (Jive)	8	159	5	5658	+808
6	USHER - You Make Me Wanna... (LaFace/Arista)	16	131	2	5360	+218
7	ALLURE featuring 112 - All Cried Out (Crave)	19	129	1	5225	+129
8	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	23	135	0	5125	-145
9	LISA LOEB - I Do (Geffen)	8	155	0	4995	+313
10	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	9	152	7	4850	+751
11	JANET JACKSON - Together Again (Virgin)	8	151	6	4675	+345
12	MATCHBOX 20 - Push (Lava/Atlantic)	26	112	0	4113	-386
13	LeANN RIMES - How Do I Live (MCG/Curb)	27	102	0	4110	-504
14	MATCHBOX 20 - 3 AM (Lava/Atlantic)	7	148	8	3941	+808
15	JEWEL - Foolish Games (Atlantic)	22	105	0	3833	-437
16	SHE MOVES - Breaking All The Rules (Geffen)	10	123	2	3728	+178
17	BOYZ II MEN - 4 Seasons Of Loneliness (Motown)	16	88	0	3470	-449
18	MARIAH CAREY - Butterfly (Columbia/CRG)	11	113	0	3348	-755
19	FIONA APPLE - Criminal (Clean Slate/WORK)	22	110	1	3209	-343
20	TONIC - If You Could Only See (Polydor/A&M)	40	90	1	3186	-79
21	HANSON - I Will Come To You (Mercury)	11	123	1	3130	-219
22	SOMETHIN' FOR THE PEOPLE - My Love Is The Shhh! (Warner Bros.)	12	93	5	3060	-15
23	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	7	129	5	2982	+320
24	MEREDITH BROOKS - What Would Happen (Capitol)	9	116	3	2895	+260
25	THE WALLFLOWERS - Three Marlenas (Interscope)	10	104	1	2760	+21
26	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	15	96	0	2597	+37
27	BLESSID UNION - Light In Your Eyes (Capitol)	6	100	3	2391	+272
28	INOJ - Love You Down (So So Def/Columbia/CRG) †	22	73	6	2376	+1
29	AMY GRANT - Takes A Little Time (A&M)	20	84	0	2351	-297
30	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	35	74	0	2233	-529
31	NU FLAVOR - Heaven (Reprise)	18	81	7	2030	+102
32	SPICE GIRLS - Spice Up Your Life (Virgin) †	9	76	0	1980	-336
33	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	5	97	12	1926	N
34	SISTER HAZEL - All For You (Universal)	40	59	0	1832	-193
35	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	23	65	0	1777	-457
36	BILLIE MYERS - Kiss The Rain (Universal)	15	70	7	1583	+72
37	BRYAN ADAMS - Back To You (A&M)	3	94	28	1527	N
38	ALANA DAVIS - 32 Flavors (Elektra/EEG)	6	76	6	1525	N
39	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	16	49	0	1495	-295
40	THE NOTORIOUS B.I.G. - Mo Money Mo Problems (Bad Boy/Arista)	30	43	0	1465	-4

† = Daypart

Total Reports This Week 205 Last Week 204

Chartbound	Reports	Adds	SPINS	TREND
GREEN DAY - "Time of Your Life (Good Riddance)" (Reprise)	85	48	876	+525
SPACE MONKEYS - "Sugar Cane" (Chingon/Interscope) †	79	14	1261	+281
SISTER HAZEL - "Happy" (Universal)	73	20	1204	+482
JOHN MELLENCAMP - "Without Expression" (Mercury)	66	7	1375	+86

Inside Top 40

BY DAVE SHOLIN



A Return to Programming Brings a New View

Most every PD has, at one time or another, envied the jocks who are only responsible for their shift, maybe a bit of production, and an occasional appearance for a client. After years of being both jock and programmer, **Rick Stacy** found out just what it felt like to concentrate strictly on his show when he walked away from the PD chair at **KKFR-Phoenix** two years ago, opting instead for afternoon drive at then newly-launched **Star 98.7 (KYSR)-Los Angeles**.

About a year later, he wound up at **KS107.5** in Denver for mornings. Now some 12 months later, Rick finds himself wearing two hats once again as the recently-named PD of the station, succeeding **Dan Bowen**, who's now at **Jefferson-Pilot's** sister outlet in Atlanta, **Star 94 (WSTR)**. Now he's finding that, not only has the radio industry changed dramatically since he left promotion calendars, hot clocks, and the occasional hot-tempered staffer to someone else, so too, has his own outlook.

Asked what it felt like to no longer be a decision maker, he admits it was a double-edged sword. He recalls his first year at Star "was really enjoyable, because I decided not to pay attention to what was going on behind the scenes." About 80 percent of the time, he was successful, but "all too often, I was looking at a station that was OK, but made a lot of mistakes."

He says frustration set in when PD **Randy Lane** left, "because there was no one there who had any knowledge of the format since it was totally new. And no matter what any consultant will tell you, [Randy was] is the authenticator of

the Modern A/C format. Though we did show success with personality in the afternoon, going from 18th to 3rd 18-34 and 12th to top five 25-54, the station wouldn't



Rick Stacy

stay consistent musically." Having the programming knowledge that he did made that period very frustrating for Stacy.

"It just seems to me—and I'm making a generalization here—that a lot of the gut instinct in radio is totally gone. And I'll say it over and over: great radio stations are really made through the vision of one person."

Citing **Scott Shannon's** launch of **Z100-New York** in the early '80s and **Kevin Weatherly's KROQ** in the '90s, Stacy argues, "These stations transcend their music; the whole becomes bigger than any of its pieces. You can do research till you're blue in the face, and you'll never be able to beat a station that has a leader that sees, smells, and hears a station before it even hits the air."

Rick says one thing that became obvious during the past two years is that, "There isn't any formal or informal programmer education going on. Many of us learned by hearing those great AM Top 40 giants." He suggests listening to those old air checks and "talking to some of the leaders of years ago."

Rick denies he had plans to eventually get back to programming all along, insisting he had "made up my mind I wasn't going to do it. Push come to shove, I'd

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	
66	13	1163	+235	AEROSMITH - Pink (Columbia/CRG)
56	11	986	+304	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)
51	6	1165	+141	MASE - Feel So Good (Bad Boy/Arista)
46	9	887	+228	THE VERVE - Bitter Sweet Symphony (Virgin)
45	5	991	+124	OLIVE - You're Not Alone (RCA)
41	6	687	+108	LONGPIGS - On And On (Island)
39	5	901	+174	BOYZ II MEN - A Song For Mama (Motown)
38	2	846	-93	DIANA KING - L-L-Lies (WORK)
37	3	1062	+59	THE SUNDAYS - Summertime (DGC)
37	1	700	-62	AQUA - Lollipop (Candyman) (MCA)
37	9	607	+238	AUDRA & ALAYNA - Tell Me (Remington)
36	5	1207	+288	LSG - My Body (EastWest/EEG)
36	1	859	+33	NO AUTHORITY - Don't Stop (WORK/MJJ)
36	3	732	+107	JAI - I Believe (M&G/RCA)
34	7	997	+82	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)
32	6	572	+133	BIG HEAD TODD & THE MONSTERS - Please Don't Tell Her (Revolution)
31	5	805	+199	LOS UMBRELLOS - No Tengo Dinero (Virgin)
29	10	366	+197	CELINE DION - My Heart Will Go On (550 Music)
26	—	596	+26	10,000 MANIACS - Rainy Day (Geffen)
25	7	331	+157	LAUREN CHRISTY - Magazine (Mercury)
25	16	300	+188	LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)
23	2	481	+14	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
22	—	844	+20	MISSY "MISDEMEANOR" ELLIOTT - Sock It To Me (The Gold Mine, Inc./EastWest)
22	5	628	+182	K-CI & JOJO - All My Life (MCA)
20	—	561	+6	NEXT - Butta Love (Arista)
20	—	316	-41	FRANK & WALTERS - Indian Ocean (Setanta/Red Ink)
19	6	282	+139	LUTRICIA McNEAL - Ain't That Just The Way (Crave)
18	—	395	-10	SUMMERCAMP - Should I Walk Away (Maverick/Reprise)
17	2	327	+53	EDWIN McCAIN - I'll Be (Lava/Atlantic)
16	—	385	-29	SONIC DREAM COLLECTIVE - Oh, Baby All (Interhit)
16	1	325	+55	U2 - Please (Island)
15	2	322	-6	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)
14	2	444	+43	TONY TONI TONE - Boys And Girls (Mercury)
14	1	321	+36	ERICK SERMON, KEITH MURRAY & REDMAN - Rapper's Delight (Priority)
13	—	303	-14	LISA STANSFIELD - Never Gonna Fall (Arista)
13	1	291	+24	QUEEN PEN - All My Love (Lil' Man/Interscope)
13	—	229	+2	JOAN JETT & THE BLACKHEARTS - Everyday People (Blackheart/Warner Bros.)
12	1	358	-30	DRU HILL - We're Not Making Love No More (LaFace/Arista)
12	2	317	+46	BILLY LAWRENCE - Up & Down (EastWest/EEG)
12	—	291	+116	L.L.COOL J - Father (Def Jam Recording Group)
12	11	44	+27	* RICKY JONES - Still In Love (Universal)
11	1	320	-17	ERYKAH BADU - Tyrone (Kedar/Universal)
11	—	205	-4	2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Jive)
11	—	185	-16	JOEY LAWRENCE - Never Gonna Change My Mind (Curb)
11	6	122	+72	* MICHAEL - Breathe On Me (Channeland)
10	1	312	-4	JON B. - Are U Still Down (Yab Yum/550 Music)
10	1	279	+29	* H-TOWN - They Like It Slow (Relativity)

Drops: #34-Backstreet Boys (Quil), #37-Oasis, #39-Aaliyah, Total, L.L. Cool J. (Phenomenon), Destiny's Child, Riot Act.

* Indicates Debut

[always] give being a PD for being on the air. But when I had the opportunity to step away, it gave me a different perspective. [I realized that,] if I wanted to be part of the solution to drab radio, I had to be in programming again. That may sound pompous, but I get a great thrill out of programming and making it sound right."

Among the lessons Stacy learned was that "things a lot of PDs focus on are minute. I would obsess on promotions that didn't go as planned, liner cards not read verbatim, and sales promotions which didn't sound all that great. All those things are important, but when you spend all day focusing on them, you lose sight of the bigger picture, which is making sure the station's on fire and entertaining every day. In today's overcrowded radio markets, stationality is more important than ever. It comes down to prioritizing what's really important to the listener."

These days, Rick claims he paints in broader strokes. "I don't go home and cuss out jocks in the mirror who've made a mistake. I realize that as long as they're working to the best of their ability and only screw up once in a while, that's

okay."

And what about the balancing act of handling an air shift as well as steering the ship? Stacy says he's learned from stints in Atlanta and Orlando, where, he admits, "I didn't manage my time well. Now, I have a much better handle on my personal life, business time, and morning show time than ever before. I have two cut-off times. When my morning show and morning prep is over, I put on my PD hat around noon. Then when I leave and go home. Those are boundaries I try not to cross. My GM **Bob Call** and I have a great relationship. When he talks to me about the morning show, I'm the PD. When I'm on the air, he doesn't come and talk to me as the PD. If I do something on the air that upsets him, he'll wait until the PD gets in. [laughs] This is the easiest it's been to do both jobs. But, I don't recommend it in the heat of a three-way battle. If you lack the resources and support staff it's impossible." ●



REPORTERS' REMINDER:

GAVIN will close for the final two weeks of the year. Your last reporting days for 1997 are December 15 and 16. We'll be back on January 5th.

Olive New York: When Britain's Olive performed recently at New York's S.O.B. nightclub, the group's trip-hop sound had the SRO crowd on its feet. Seen hanging after the show are (l-r): RCA Senior VP A&R Dave Novik, RCA Executive VP/GM Jack Rovner, Olive's Ruth-Ann Boyle and Tim Kellett, RCA's Senior VP Ron Geslin.



Sugar High: WHTS-Quad Cities PD Tony Waitekus (center) meets Lava/Atlantic chartoppers Sugar Ray.

GO Chart

GO MOST ADDED

GREEN DAY (23)
BRYAN ADAMS (22)
SISTER HAZEL (17)

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	CHUMBAWAMBA - Tubthumping (Republic/Universal)	4239	+5
2	SUGAR RAY - Fly (Lava/Atlantic)	3737	-106
3	SMASH MOUTH - Walkin' On The Sun (Interscope)	3729	+68
4	ROBYN - Show Me Love (RCA)	3581	+76
5	LISA LOEB - I Do (Geffen)	3154	+224
6	BACKSTREET BOYS - As Long As You Love Me (Jive)	3100	+413
7	JANET JACKSON - Together Again (Virgin)	2663	+187
8	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	2584	+360
9	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	2557	-26
10	ALLURE featuring 112 - All Cried Out (Crave)	2419	+103
11	MATCHBOX 20 - 3 AM (Lava/Atlantic)	2307	+478
12	USHER - You Make Me Wanna... (LaFace/Arista)	2268	+144
13	MARIAH CAREY - Butterfly (Columbia/CRG)	2222	-122
14	SHE MOVES - Breaking All The Rules (Geffen)	2088	+106
15	MATCHBOX 20 - Push (Lava/Atlantic)	2067	-126
16	THE WALLFLOWERS - Three Marlenas (Interscope)	2007	+90
17	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	1964	+206
18	LeANN RIMES - How Do I Live (MCG/Curb)	1823	-81
19	MEREDITH BROOKS - What Would Happen (Capitol)	1762	+187
20	HANSON - I Will Come To You (Mercury)	1757	-31
21	FIONA APPLE - Criminal (Clean Slate/WORK)	1737	-53
22	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	1707	+17
23	JEWEL - Foolish Games (Atlantic)	1676	-31
24	BOYZ II MEN - 4 Seasons Of Loneliness (Motown)	1639	-146
25	BLESSID UNION - Light In Your Eyes (Capitol)	1596	+230
26	AMY GRANT - Takes A Little Time (A&M)	1524	-24
27	SPICE GIRLS - Spice Up Your Life (Virgin)	1398	-51
28	BILLIE MYERS - Kiss The Rain (Universal)	1379	+94
29	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	1313	+417
30	SOMETHIN' FOR THE PEOPLE - My Love Is The Shhh! (Warner Bros.)	1227	+29
31	TONIC - If You Could Only See (Polydor/A&M)	1202	-13
32	JOHN MELLENCAMP - Without Expression (Mercury)	1174	+143
33	SARAH McLACHLAN - Building A Mystery (Nettwerk/Arista)	1048	-133
34	ALANA DAVIS - 32 Flavors (Elektra/EEG)	1020	+176
35	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	1017	-42
36	INQJ - Love You Down (So So Def/Columbia/CRG)	1005	+33
37	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	988	-121
38	OASIS - Don't Go Away (Epic)	975	-55
39	BRYAN ADAMS - Back To You (A&M)	941	N
40	SISTER HAZEL - Happy (Universal)	928	N

Crossover

URBAN/DANCE

WILL SMITH - "Gettin' Jiggy Wit It"
(Columbia/CRG)

MASE - "Feel So Good" (Bad Boy/Arista)

BOYZ II MEN - "A Song for Mama" (Motown)

LSG - "My Body" (EastWest/EEG)

UNCLE SAM - "I Don't Ever Want to See You Again"
(Stonecreek/Epic)

LOS UMBRELLOS - "No Tengo Dinero" (Virgin)

K-CI & JO JO - "All My Life" (MCA)

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)

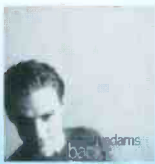
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MOST ADDED



- BRYAN ADAMS (17)**
- SISTER HAZEL (12)**
- SARAH McLACHLAN (9)**
- ** MEREDITH BROOKS (7)**
- ** BLESSID UNION (7)**
- ** CELINE DION (7)**

TOP TIP

CELINE DION

"My Heart Will Go On"
(550 Music/Epic)

The unsinkable Celine Dion sets sail with 17
Hot: KSII, KBEE, WJDX, WMYX, WKTI, KKYS,
KDMX, WCKQ, KMXA, WSUL, KKIQ, KQMX,
KIXR, WHIZ, WJRZ, WMGR, and WLSW.

RECORD TO WATCH

MANNHEIM STEAMROLLER

"God Rest, Ye Merry Gentlemen"
(American Gramophone)

Nearly 20 percent of all Hot A/Cs report they're
behind the Steamroller. KURB, KMAJ, Y93,
KVIC, WJRZ, WVRT, KIXR, KZXR, KBBJ, 3WM,
102Z00, KRRY, KRRL, WCBH, WFPS, KTWN,
K107, WHSB and WKTJ.

Gavin Hot A/C

TW		Reports	Adds	SPINS	TREND
1	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	92	0	3454	+458
2	SUGAR RAY - Fly (Lava/Atlantic)	88	0	3322	+404
3	CHUMBAWAMBA - Tubthumping (Republic/Universal)	87	0	3320	+515
4	SMASH MOUTH - Walkin' On The Sun (Interscope)	82	2	2993	+484
5	LISA LOEB - I Do (Geffen)	94	1	2974	+652
6	JEWEL - Foolish Games (Atlantic)	76	0	2380	+132
7	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	69	1	2330	+223
8	SISTER HAZEL - All For You (Universal)	68	0	2284	+230
9	MATCHBOX 20 - 3 AM (Lava/Atlantic)	81	3	2198	+660
10	AMY GRANT - Takes A Little Time (A&M)	72	0	2104	+203
11	MATCHBOX 20 - Push (Lava/Atlantic)	62	0	2015	0
12	TONIC - If You Could Only See (Polydor/A&M)	60	0	1980	+147
13	THE SUNDAYS - Summertime (DGC)	67	2	1920	+438
14	SARAH McLACHLAN - Building A Mystery (Netwerk/Arista)	69	0	1896	+127
15	TEXAS - Say What You Want (Mercury)	65	0	1818	+229
16	LeANN RIMES - How Do I Live (MCG/Curb)	53	0	1807	+18
17	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	59	0	1646	+191
18	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	67	9	1457	+494
19	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	63	6	1435	+390
20	THE WALLFLOWERS - Three Marlenas (Interscope)	57	2	1385	+311
21	BILLIE MYERS - Kiss The Rain (Universal)	58	0	1323	+377
22	FIONA APPLE - Criminal (Clean Slate/WORK)	48	1	1280	+72
23	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	45	0	1245	+40
24	MARIAH CAREY - Butterfly (Columbia/CRG)	47	0	1222	-138
25	JOHN MELLENCAMP - Without Expression (Mercury)	54	5	1177	+223
26	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	55	1	1100	+291
27	BLESSID UNION - Light In Your Eyes (Capitol)	55	7	1086	+314
28	ROBYN - Show Me Love (RCA)	34	1	955	+230
29	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	38	0	952	+190
30	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	33	4	785	+234
31	BRYAN ADAMS - Back To You (A&M)	47	17	781	N
32	ALANA DAVIS - 32 Flavors (Elektra/EEG)	36	6	751	N
33	OMC - How Bizarre (Mercury)	31	0	670	+83
34	MEREDITH BROOKS - What Would Happen (Capitol)	36	7	663	+207
35	SISTER HAZEL - Happy (Universal)	38	12	634	N
36	HANSON - I Will Come To You (Mercury)	28	0	601	+46
37	THE MIGHTY MIGHTY BOSSTONES - The Impression That I Get (Mercury)	23	1	582	+105
38	JANET JACKSON - Together Again (Virgin)	27	1	561	N
39	IMANI COPPOLA - Legend Of A Cowgirl (Columbia/CRG)	24	0	548	-80
40	OASIS - Don't Go Away (Epic)	14	28	0	545

Hot Stuff BY RON FELL



Who's Hot on What

The weekly panel of GAVIN Hot A/C stations is now over 100, which allows for some more stable research from now on. But, that said, this week's chart holds the top eight singles in exactly the same ranking as last week.

While **Paula Cole's** "I Don't Want to Wait" continues to dominate the top of the chart with 3,454 spins from 92 stations, a few other records are showing their strength and an ability to eventually score a Number One.

Chumbawamba's "Tubthumping" leads the format with the highest



Chumbawamba spin rate per station of 38.16. Top spins are reported from **KFMB** at 70, **KYSR** at 64, and **KDMX** and **KYIS** at 59.

Lisa Loeb's "I Do" is being reported by more stations than any other record. Top play comes from **KURB**, **KMXG**, **WQAL**, **WMTX**, **KOSO**, **KBBT**, **KYIS**, **WYSR**, **KZZO**, **98Q**, **KMXB**, **KYSR**, **KKPN**, **WMBX**, **WBMX**, **KKYS**, **WZNV**, and **KFMB**, all of whom report five or more plays per 24 hours.

Second only to Chumbawamba in Spinincreases is **Matchbox 20's** striking new single, "3 AM" with a +640. Among the majors committed are **KPLZ**, **WKQI**, **WQAL**, **KSTP**, **KKPN**, **KFMB**, **WBMX**, **WMTX**, **98Q**, **WLCE**, **KOSO**, **KHMX**, **KRUZ**, **WWMX**, **WMBX**, **KDMX**, **KMMX**, **WMTX**, and **WMC**.

Sarah McLachlan's latest, "Sweet Surrender," cracks the top 20 this week on the strength of nine ADDS (**WWMX**, **WFPS**, **WTBX**, **KQIC**, **KSCQ**, **WHSB**, **WJLK**, **KKRI**, and **WKHI**) along with top spins from the likes of **KMXB**, **KZZO**, **WYSR**, **KLLC**, **WLCE**, **WJDX**, **WQMZ**, **WBMX**, **WQLH**, **WQSM**, **WWMX**, and **WMTX**.

Last week's Top Tip, **Bryan Adams'** "Back to You," is this week's highest chart debut at #31. It's Hot A/C's Most Added with 17 new: **KMXG**, **KMMX**, **WZNV**, **KVIC**, **KZXR**, **WTBX**, **WJRZ**, **WJLK**, **KDBB**, **WJDX**, **WKHI**, **KJLS**, **KQMX**, **KKBJ**, **KDEC**, **KQIC**, and **WMGR**.

Close on the heels of Bryan Adams is November 14th's GAVIN Hot A/C Record to Watch, **Alana Davis'** "32 Flavors." Thirty-six calls behind it already, including **WTMX**, **Y93**, **KMXB**, **WMBX**, **KBBT**, **KHMX**, **WQLH**, **WMC**, **98Q**, **KMXC**, **KOSO**, **WBMX**, **KRUZ**, and **KKPN**.

It's amazing how little Christmas music is being played on Hot A/C versus Mainstream. Other than the **Mannheim Steamroller's** "God Rest, Ye Merry Gentlemen," with 19 stations (see Record to Watch at the top of the page), there is nothing even close to Chartbound status. ●

REPORTING STATIONS PLEASE NOTE:

GAVIN closes for the holidays on Friday, December 19 and re-opens on Monday, January 5. The last Hot A/C reporting day for 1997 will be Monday, December 15, and the first reporting day for 1998 will be Monday, January 5.

Total Reports This Week: 102 Last Week: 89

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					Chartbound				
	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
MANNHEIM STEAMROLLER - "God Rest, Ye Merry Gentlemen" (American Gramophone)	19	6	220	+107	* SUPERTRAMP - "Sooner or Later" (Oxygen/Silver Cab)	12	3	171	+74
BACKSTREET BOYS - "As Long as You Love Me" (Jive)	18	1	447	+81	DUNCAN SHEIK - "Wishful Thinking" (Atlantic)	12	1	162	+75
* CELINE DION - "My Heart Will Go On" (550 Music/Epic)	17	7	270	+182	KAMI LYLE - "Polka Dots" (MCA)	10	1	210	+88
SHE MOVES - "Breaking All The Rules" (Geffen)	12	1	258	+63					

MOST ADDED

CELINE DION (40)

MANNHEIM STEAMROLLER (32)

BRYAN ADAMS (31)

DAVE KOZ & VICTORIA SHAW (28)

VANESSA WILLIAMS (22)

TOP TIP

DAVE KOZ & VICTORIA SHAW

"December Makes Me Feel This Way"
(Capitol)

One of our Most Added, this homey holiday tune is already an A/C fave thanks to KVIL, WRCH, K'WAV, WFMK, KOSI, KELO, KRNO, WGSY, KCHA, and KIZZ.

RECORD TO WATCH

JANET JACKSON

"Together Again" (Virgin)

This new Janet is worthy of a lot more than the ten percent of the format on it now. Thanks to Y92, KFVR, WPRO, KRTI, WZDQ, KUIC, WLSW, KIZZ, WINC, KKRK, WJDF, WQPW, WFSW, KOJM, KLOZ, WLKG, and KSCB.

Gavin A/C

Adult Contemporary

Inside A/C



BY RON FELL

All-Christmas at KYMN

It's an annual tradition at KYMN-Northfield, Minnesota; from December 1 until Christmas night, the station plays nothing but Christmas music. I asked KYMN PD/MD Christian Dady (born on Christmas Day—no kidding) to tell us how and why he does it.

KYMN became the "Christmas Station" for the first time back in December of 1988 with the help of then-P.D. **Rich Harris**, and **Wayne Eddy**, our GM and a.m. drive host. The station is in the shadows of the Minneapolis-St. Paul market so we're always looking for ways to differentiate ourselves from the big stations in the metro.

Our local merchants go all-out with us in promoting the town. We're only half an hour's drive from the famous Mall of America in Bloomington, so convincing people to keep their money in Northfield is a big task. Most of the strategic planning took place back in late October, and most of the special pre-recorded programming is produced in late November.

We run one big promotion during the month, "Let's Light Up Northfield" in conjunction with the Minnesota State Lottery. We encourage listeners to put up extravagant light displays, then we award 5,000 scratch-off lottery tickets to the best displays. KYMN broadcasts the world-renown **St. Olaf College** choirs as part of the St. Olaf Christmas Festival. We also run "Christmas Through the Eyes of a Child," which is an on-air series that features interviews with local school children. This year we've added "Remembering Christmas' Past" with local senior citizens.

About 40 percent of the Christmas music we play would be considered new (less than five years old), and the rest is older. On average, about 90 percent of

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	10	155	1	3740	-57	68	37	30	18
2	ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	16	150	0	3712	-325	63	40	34	13
3	MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	9	145	1	3347	+134	55	35	37	16
4	JIM BRICKMAN - The Gift (Windham Hill)	11	140	1	3112	+237	46	40	32	20
5	GARY BARLOW - So Help Me Girl (Arista)	16	126	0	3032	+18	47	38	29	11
6	BARBRA STREISAND*CELINE DION - Tell Him (550 Music/Columbia/Epic)	8	123	0	2750	-621	38	36	33	14
7	DARYL HALL and JOHN OATES - Promise Ain't Enough (Push/BMG)	18	121	1	2630	-380	32	36	35	18
8	AMY GRANT - Takes A Little Time (A&M)	22	114	0	2536	-551	37	28	29	17
9	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	23	107	5	2434	-605	39	26	21	18
10	BILLY JOEL - Hey Girl (Columbia/CRG)	7	125	3	2411	+272	27	25	44	26
11	PAUL CARRACK - Eyes Of Blue (Ark 21)	9	116	0	2405	+216	37	23	29	19
12	MARIAH CAREY - Butterfly (Columbia/CRG)	12	107	0	2337	-587	30	34	25	17
13	TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	7	117	7	2195	+355	20	35	33	26
14	BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	6	115	8	2096	+259	21	24	37	27
15	LeANN RIMES - How Do I Live (MCG/Curb)	29	87	0	1813	-178	17	25	32	9
16	BLESSID UNION - Light In Your Eyes (Capitol)	6	92	8	1620	+202	15	22	24	26
17	JOHN MELLENCAMP - Without Expression (Mercury)	5	84	5	1551	+127	13	21	31	15
18	BACKSTREET BOYS - Quit Playing Games (With My Heart) (Jive)	24	77	0	1526	-245	13	22	26	11
19	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	10	68	4	1444	-20	19	17	23	8
20	JOHN WAITE - When You Were Mine (Mercury)	13	59	0	1301	-818	14	23	17	5
21	STYX - Dear John (CMC International)	7	79	3	1240	+141	8	15	24	25
22	LISA LOEB - I Do (Geffen)	9	58	2	1233	-50	16	14	19	8
23	PETER CETERA featuring AZ YET - You're The Inspiration (River North)	14	70	6	1227	+131	13	12	19	24
24	PAT BENATAR - Papa's Roses (CMC International)	9	66	2	1198	+101	13	11	27	13
25	CHICAGO - The Only One (Reprise)	14	71	0	1168	-338	4	15	30	21
26	JEWEL - Foolish Games (Atlantic)	25	59	0	1130	-263	11	15	15	11
27	KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	5	75	11	1065	+204	2	14	27	27
28	JAMES TAYLOR - Line 'Em Up (Columbia/CRG)	7	69	6	1048	+19	3	13	25	26
29	MANNHEIM STEAMROLLER - God Rest Ye Merry Gentlemen (American Gramophone)	2	106	32	1047	~	3	4	22	52
30	KENNY G - Loving You (Arista)	4	75	8	1028	+224	2	14	21	31
31	SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	5	64	7	981	+132	3	11	26	23
32	TEXAS - Say What You Want (Mercury)	21	44	0	967	-726	14	10	13	6
33	HANSON - I Will Come To You (Mercury)	11	44	1	875	-169	8	13	16	7
34	CELINE DION - My Heart Will Go On (550 Music)	3	74	40	861	~	3	6	15	39
35	VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	3	72	22	845	~	1	7	20	39
36	THE WALLFLOWERS - Three Marlenas (Interscope)	11	45	1	818	-133	5	8	28	4
37	BRYAN ADAMS - Back To You (A&M)	3	63	31	794	~	2	9	17	25
38	DAVID GROW - If I (Back Nine Records)	4	52	8	776	~	2	9	21	19
39	FLEETWOOD MAC - Silver Springs (Reprise)	19	50	0	765	-110	4	7	18	17
40	VENICE - If I Were You (Vanguard)	16	36	0	760	-877	8	11	13	4

Chartbound	Reports	Adds	SPINS	TREND
JANIS IAN - "Honor Them All" (Windham Hill)	51	8	713	+117
LeANN RIMES - "You Light Up My Life" (MCG/Curb)	51	8	700	+189
DAVE KOZ & VICTORIA SHAW - "December Makes Me Feel This Way" (Capitol)	47	28	467	+300
DONNY OSMOND - "Echo of Your Whisper" (Nightstar)	46	13	552	+174

Total Reports This Week: 175 Last Week: 181
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 Associate Editor: **ANNETTE M. LAI**
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 8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.
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 GAVIN FAX: (415) 495-2580

A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
40	4	497	+92	JOEY LAWRENCE - Never Gonna Change My Mind (Curb)
36	6	384	+94	RAY VEGA - Even More (BNA Records)
35	4	435	+59	ENYA - Only If... (Reprise)
34	6	403	+54	B.E. TAYLOR - Love You All Over Again (Chrishae)
33	12	365	+158	BARRY MANILOW - Sometimes When We Touch (Arista)
28	4	342	+71	LINDA HORNBUCKLE - There Was A Time (FT)
27	3	349	+28	SILENT OPERA - Space (Coast)
27	1	372	+32	SHARONMARIE FISHER - I Can't Take It Anymore (Fastball)
25	2	336	+48	PHOEBE LEGERE - Amazing Love (Random)
25	4	311	+29	DUNCAN SHEIK - Wishful Thinking (Atlantic)
24	5	316	+4	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)
22	3	253	+11	PAUL SIMON - Bernadette (Warner Bros.)
22	2	289	+48	LADY J - Take This Chance (X-IT)
22	19	193	+157 *	CHUCK NEGRON - Joy To The World (Golden Arrow Productions)
21	3	353	-156	ROBYN - Show Me Love (RCA)
19	18	178	+173 *	MICHAEL DAMIAN - Christmas Time Without You (A&M)
19	18	189	+189 *	REBA McENTIRE - What If (MCA)
17	3	280	-44 *	JANET JACKSON - Together Again (Virgin)
17	5	177	+65 *	HARRY CONNICK, JR. - Let's Just Kiss (Columbia/CRG)
17	11	182	+110 *	JOHN CALLED MARK - Run To Me (Eversong)
16	5	189	+55 *	PATTY O'HARA - Once Again (J-Bird)
16	4	148	+31 *	AGARTHA - Crossing (FEA)

Dropped: Shawn Colvin (Mona Lisa), Sugar Ray, Chumbawamba, Aaron Neville, 3rd Eye Blind (How's), Imani Coppola, Andrea Bocelli, and Smash Mouth. * Indicates Debut

the music is vocal and ten percent instrumental. We also encourage local and Minnesota musicians to send us their holiday music, which we feature during morning drive. ●

REPORTERS' NOTE

Please be advised that GAVIN will take your last playlist of 1997 the week of December 15-16. GAVIN will publish its last charts of the year in the issue dated December 19. The next reporting day will be Monday, January 5, with a magazine full of charts to be published on Friday, January 9, 1998.

A/C Picks

REBA McENTIRE
"What If" (MCA)

A straight-forward pop production of a new Diane Warren song puts Reba McEntire right in mainstream A/C's lap. Dedicated to the Salvation Army, this song covers some of the same charitable sentiments as John Lennon's "Imagine," employing love, care, and understanding as weapons.

HANSON
"Silent Night Medley" (Mercury)

The brothers Hanson show their musical dexterity by making a solid seasonal medley that's sure to gobble up airplay as we get closer to Christmas Day.

JEFFREY OSBORNE
"Just a Little Snow" (Modern)

The bold and powerful voice of Jeffrey Osborne is matched with a charming chorus of children (including his own) that captures the essence of the holidays— even if snow in their Southern California home towns is out of the question.

CHUCK JACKSON & DIONNE WARWICK
"If I Let Myself Go"
(Wave Entertainment)

Chuck Jackson, a staple of '60s pop radio, and Dionne Warwick, a constant force in the '70s and '80s, team up for a '90s duet that's got the potential to revive both of their careers.

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S/P/W

SPINS PER WEEK PER STATION

ELTON JOHN - Something About The Way You Look Tonight (Rocket/A&M)	24.75
SMASH MOUTH - Walkin' On The Sun (Interscope)	24.67
RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	24.13
GARY BARLOW - So Help Me Girl (Arista)	24.06
CHUMBAWAMBA - Tubthumping (Republic/Universal)	23.28
MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	23.08
SISTER HAZEL - All For You (Universal)	23.00
SUGAR RAY - Fly (Lava/Atlantic)	22.96
PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	22.75
BARBRA STREISAND*CELINE DION - Tell Him (550 Music/Columbia/Epic)	22.36
AMY GRANT - Takes A Little Time (A&M)	22.25

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

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

CELINE DION - My Heart Will Go On (550 Music)	469
MANNHEIM STEAMROLLER - God Rest Ye Merry Gentlemen (American Gramophone)	382
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	380
BRYAN ADAMS - Back To You (A&M)	359
TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	355
DAVE KOZ featuring VICTORIA SHAW - December Makes Me Feel This Way (Capitol)	300
BILLY JOEL - Hey Girl (Columbia/CRG)	272
BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	259
JIM BRICKMAN - The Gift (Windham Hill)	237
DAVID GROW - If I (Back Nine Records)	232
KENNY G - Loving You (Arista)	224

Gavin Country

REPORTS THIS WEEK: 199 LAST WEEK: 199

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	MICHAEL PETERSON - From Here To Eternity (Reprise)	13	199	0	7258	+31	132	65	1	1
3	2	TRACE ADKINS - The Rest Of Mine (Capitol Nashville)	15	199	0	7179	+142	129	64	6	0
4	3	ALAN JACKSON - Between The Devil And Me (Arista)	10	199	0	7097	+189	127	62	10	0
6	4	GARTH BROOKS - Longneck Bottle (Capitol Nashville)	4	199	1	6949	+580	119	64	14	2
7	5	MARTINA MCBRIDE - A Broken Wing (RCA)	14	199	2	6836	+523	109	69	20	1
5	6	PAM TILLIS - Land Of The Living (Arista)	15	197	1	6732	+87	113	66	14	4
10	7	TOBY KEITH with STING - I'm So Happy (Mercury)	10	199	0	6233	+545	73	88	37	1
9	8	JOHN MICHAEL MONTGOMERY - Angel In My Eyes (Atlantic)	11	199	0	6222	+465	80	80	37	2
11	9	PATTY LOVELESS - You Don't Seem To Miss Me (Epic)	13	194	1	5591	+158	54	81	55	4
13	10	LONESTAR - You Walked In (BNA Records)	15	193	0	5385	+132	47	78	62	6
15	11	BROOKS AND DUNN - He's Got You (Arista)	5	199	0	5334	+517	33	78	85	3
14	12	LeANN RIMES - On The Side Of Angels (MCG/Curb)	10	198	0	5239	+408	37	81	72	8
18	13	DIAMOND RIO - Imagine That (Arista)	7	198	0	5068	+384	26	79	88	5
16	14	TY HERNDON - I Have To Surrender (Epic)	14	191	1	4964	+167	34	74	72	11
21	15	SAMMY KERSHAW - Love Of My Life (Mercury)	8	196	2	4722	+431	20	75	87	14
19	16	ALABAMA - Of Course I'm Alright (RCA)	10	197	0	4675	+105	13	78	93	13
20	17	LILA McCANN - I Wanna Fall In Love (Asylum)	12	194	3	4615	+222	24	70	73	27
1	18	GEORGE STRAIT - Today My World Slipped Away (MCA)	13	156	0	4608	-2640	76	34	17	29
26	19	TIM MCGRAW - Just To See You Smile (Curb)	3	197	7	4498	+814	12	68	100	17
24	20	DEANA CARTER - Did I Shave My Legs For This (Capitol Nashville)	7	195	1	4300	+272	14	59	93	29
25	21	LEE ANN WOMACK - You've Got To Talk To Me (Decca)	7	193	1	4294	+322	12	63	97	21
8	22	THE KINLEYS - Please (Epic)	20	155	0	4195	-1865	49	49	32	25
28	23	SHANIA TWAIN - Don't Be Stupid (You Know I Love You) (Mercury)	4	188	9	4051	+726	7	54	104	23
29	24	KENNY CHESNEY - A Chance (BNA Records)	9	188	5	3705	+412	6	43	98	41
27	25	NEAL McCOY - If You Can't Be Good (Be Good At It) (Atlantic)	9	184	6	3549	+184	9	40	82	53
30	26	LORRIE MORGAN - One Of Those Nights (BNA Records)	6	188	7	3398	+389	2	35	91	60
33	27	ANITA COCHRAN & STEVE WARINER - What If I Said (Warner Bros.)	5	184	18	3321	+665	1	37	88	58
12	28	CLINT BLACK - Something That We Do (RCA)	16	128	0	3056	-2362	39	18	30	41
31	29	BLACKHAWK - Postmarked Birmingham (Arista)	9	167	1	3031	+76	3	39	69	56
32	30	RHETT AKINS - More Than Everything (Decca)	11	164	1	3013	+92	9	37	54	64
36	31	BRYAN WHITE - One Small Miracle (Asylum)	3	170	23	2733	+616	0	26	67	77
35	32	TRAVIS TRITT - Still In Love With You (Warner Bros.)	4	161	19	2623	+502	1	20	74	66
22	33	CLAY WALKER - Watch This (Giant)	19	99	0	2316	-1879	24	19	28	28
17	34	WYNONNA - When Love Starts Talkin' (Curb/Universal)	11	94	0	2259	-2457	17	25	40	12
39	35	DARYLE SINGLETARY - The Note (Giant)	3	151	18	2227	+544	2	12	60	77
37	36	DAVID LEE MURPHY - Just Don't Wait Around Til She's Leavin' (MCA)	5	131	9	2196	+205	2	20	52	57
38	37	WADE HAYES - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	6	142	20	2179	+475	2	19	46	75
43	38	CHELY WRIGHT - Just Another Heartache (MCA)	3	138	21	1912	+495	0	14	38	86
47	39	MARK CHESNUTT - It's Not Over (Decca)	2	129	35	1876	+649	1	10	43	75
40	40	KEVIN SHARP - There's Only You (Asylum)	4	117	12	1811	+231	1	14	41	61
41	41	KRIS TYLER - What A Woman Knows (Rising Tide)	7	118	5	1675	+156	1	11	35	71
46	42	DIXIE CHICKS - I Can Love You Better (Monument)	5	121	25	1635	+378	1	9	32	79
—	43	MILA MASON - Closer To Heaven (Atlantic)	2	111	41	1351	NEW	0	6	25	80
48	44	THE LYNNs - Nights Like These (Reprise)	6	99	8	1216	+166	1	8	25	65
—	45	REBA McENTIRE - What If (MCA)	1	81	79	1135	NEW	1	4	33	43
—	46	COLLIN RAYE - Little Red Rodeo (Epic)	1	80	73	1073	NEW	1	4	26	49
50	47	THE THOMPSON BROTHERS - Drive Me Crazy (RCA)	5	76	4	1026	+40	0	2	29	45
49	48	BAILLIE AND THE BOYS - Lovin' Every Minute (Intersound)	9	56	0	1015	-28	2	10	22	22
—	49	JIM COLLINS - The Next Step (Arista)	4	78	5	985	NEW	0	4	21	53
—	50	WYNONNA - Come Some Rainy Day (Curb/Universal)	1	76	71	939	NEW	1	4	16	55

Top Ten Up & Coming

Rpts.	Adds	Spins	Wks	
76	7	932	4	JASON SELLERS - That Does It (BNA Records)
63	55	777	1	* DAVID KERSH - If I Never Stop Loving You (Curb)
58	4	745	6	BLAKE & BRIAN - The Wish (MCG/Curb)
50	38	603	1	* SARA EVANS - Shame About That (RCA)
46	2	529	4	RODNEY ATKINS - God Only Knows (Curb)

Rpts.	Adds	Spins	Wks	
43	32	568	1	* RIVER ROAD - Somebody Will (Capitol Nashville)
40	6	524	2	JAMES BONAMY - Little Blue Dot (Epic)
36	3	459	2	RUBY LOVETT - Look What Love Can Do (MCG/Curb)
34	5	409	1	* CHRIS CUMMINGS - The Kind Of Heart... (Warner Bros.)
32	3	431	5	GENE WATSON - Someone's Child (Step One)

Most Added



REBA McENTIRE (79)
"What If" (MCA)
COLLIN RAYE (73)
"Little Red Rodeo" (Epic)

WYNONNA (71)
"Come Some Rainy Day" (Curb/Universal)

DAVID KERSH (55)
"If I Never Stop Loving You" (Curb)

MILA MASON (41)
"Closer To Heaven" (Atlantic)

Spincrases

TIM MCGRAW +814
"Just To See You Smile" (Curb)

SHANIA TWAIN +726
"Don't Be Stupid" (Mercury)

GARTH BROOKS +580
"Longneck Bottle" (Capitol)

TOBY KEITH w/ STING +545
"I'm So Happy" (Mercury)

MARTINA MCBRIDE +523
"A Broken Wing" (RCA)

Top Requests

GARTH BROOKS
"Longneck Bottle" (Capitol)

MICHAEL PETERSON
"From Here To Eternity" (Reprise)

SHANIA TWAIN
"Don't Be Stupid" (Mercury)

TRACE ADKINS
"The Rest Of Mine" (Capitol)

SAMMY KERSHAW
"Love Of My Life" (Mercury)

Record to Watch

WYNONNA
"Come Some Rainy Day" (Curb/Universal)



WE SAY:
"When we reviewed the album, we picked this one as the album's best track. We're glad it's the next single."

RADIO SAYS: "On our nightly test, our listeners overwhelmingly want this song, come rain or shine!" Mandy McCormack, MD, After Midnight

STATS: 3rd most added with 71/Debut #50

MELODIE CRITTENDEN

IT'S SIMPLE...

GREAT SINGER.
GREAT SONG.



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Country Notes BY JAMIE MATTESON



My Best Year in Country

After cooking my first Thanksgiving dinner, I sat with friends and family and began to say grace. After the usual thanks for the grub (and that my stuffing was actually moist), I realized that I had way too much to be thankful for and if I didn't shut up, my guests would never eat. So I'd like to take this opportunity to be a bit reflective (ableit sappy) and offer thanks. First, thank you Atlantic Records for giving my sister, Jenny Shields, her well deserved promotion, and moving her to Nashville. My house feels like a home now that she is living with me. Secondly, thanks for bringing Emma into my life. Who knew that a sweet-faced dog could change my entire outlook.

Thanks to Kevin Sharp, Stan Byrd, Nancy Tunick, and the whole Asylum team for including me as a Sharpette during Kevin's performance at this year's Fan Fair. It was truly a great experience, and I will never forget the incredible energy he commands on stage. Same time next year? This time, send the tour bus to pick me up.

Thanks Garth for finally releasing your album *Sevens*. I know there may be some mixed feelings about this project, but I'm just glad that we've got someone with your driving force to create excitement, momentum, and recognition for our format worldwide. May your album lead the way for other country artists to sell a boatload of records (and, in turn, for all the record labels to increase their advertising budgets! One can hope...).

Thanks to all our new GAVIN record label friends here in Nashville, who've jumped on board and recommitted both their personnel and financial resources to increasing their visibility with our stations. And speaking of our radio stations, thank you for so many terrific PDs and MDs. I know it's been a tumultuous year for people working in radio, and uncertainty has run rampant. I

hope 1998 brings some stability for those whose passion for music was their initial reason for getting into radio.

I know Nashville said a sad goodbye to some labels this year, but it's also welcomed new labels that will rev up everyone's engines. More healthy competition should make 1998 extra exciting.

On the GAVIN Nashville front, wow, what a year we've had. My heartfelt thanks for our Sales & Marketing Director Paula Erickson. It is because of her efforts that we've had such a successful year, continually breaking even our own records. Paula's creativity, diligence, and teamwork have helped to make a dynamite team here. And of course, thanks for Jeff House, who is the hardest working man in Nashville. I'm very thankful he and his new wife Lyndie are building their dream house—they need more space!

I also thank all of you for a such a successful Virtual Country Seminar. What began as a small, wacky idea grew and grew with each label's excitement and participation. The result was a groundbreaking, inventive and fun way to spread country music, videos, and (of course) swag. Thanks to all the radio stations who sent e-mail, wrote, or called in their positive comments about the seminar. Hearing your praise always lets us know we are on the right track.

A special thanks to all the artists who participated in each of this year's country special issues. We know how valuable your time is, and we really appreciate you sharing your thoughts with our readers.

And last but certainly not least, thanks to our comrades at the GAVIN offices in San Francisco who never get the glory. Without them, our fantastic issues would be impossible.

I guess I've covered just about everything. Now, let's eat! ●

PROfile

Steve Chase



STATION/MARKET:

KUBL-Salt Lake City

POSITION: APD/MD

HOW LONG? 3 1/2 months

WHAT DO YOU LIKE MOST ABOUT YOUR JOB?

It's the easiest and most fun job in America.

LEAST? Seeing a "hit" song go away because some programmers are "blinded by the light."

THE EARLY YEARS:

BORN: Jersey City, N.J.

GREW UP: Northern New Jersey

FIRST RADIO JOB:

STATION/MARKET: WHTZ/New York (Z100)

TITLE: Morning show producer

WHAT IS YOUR FAVORITE SONG OF ALL-TIME? "You Light Up My Life!" (depressing!)

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

Crystal Bernard's (but she is great looking).

DIDYAKNOW? I write screenplays. That will be the next stage of my life after radio.

IF I WORKED FOR A RECORD LABEL, I WOULD:

Release the best possible singles off of a particular album. Labels try to stretch the life of an album. I would only release the best songs.

MOTTO TO WORK & LIVE BY:

"Walk a day in the other person's shoes so that you can try to understand their point of view."



Battle of the expense accounts! It was a meeting of some of our industry's best and brightest (?) during a recent seminar gathering in California.

Got any news, comments, thoughts...
e-mail Jamie Matteson
gavingirl@earthlink.net

Editor: JAMIE MATTESON • Chart Editor: JEFF HOUSE

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

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ONE DANCE...ONE LOVE...

"ONE NIGHT"

THE PREMIERE SINGLE
FROM

JONES

Listening
For
Airplay
Now



RISING TIDE
Country's Next Wave
A Universal Music Company

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QUESTIONS AND ANSWERS

Country's Best (and Worst) of 1997



Let's see...how does that saying go again? Ask a simple question and you'll get a simple answer? Well, we tried that, but it didn't quite work out that way. When we asked radio programmers, music directors, record reps, and even some artists about their most and least favorite songs, promotions, and general pitches of 1997, as well as a few thoughts on the state of the industry and where it's going, the response was overwhelming! I guess it's true what they say about opinions (that everybody has one, I mean). Read on to find out what your friends and colleagues thought about country music in 1997 and see if you agree. — JAMIE MATTESON

Favorite Songs of '97:

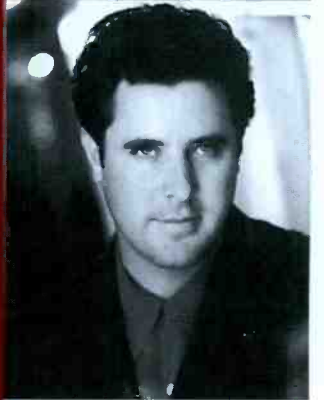
"Never Again, Again," Lee Ann Womack
—**KEVIN ANDERSON, WSM-NASHVILLE**
"How Do I Live," Trisha Yearwood
—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
"Everywhere," Tim McGraw
— **EDDIE EDWARDS, WNOE-NEW ORLEANS**
"It's a Little Too Late," Mark Chesnutt
—**BILLY RICH, KKJQ-GARDEN CITY, KAN.**
"Flutter," Jack Ingram
—**REBECCA NEFF, MARCO PROMOTIONS**
"How Your Love Makes Me Feel," Diamond Rio
—**JOHN LANDRUM, WESC-GREENVILLE**
"Love Travels," Kathy Mattea —**BOB MOODY, MCVAY MEDIA**

"One Way Ticket," LeAnn Rimes
—**MARK STAYCER, WTCM-TRAVERSE CITY, MICH.**
"The Fool," Lee Ann Womack
—**SHERRY SINCLAIR, WPSK-RADFORD, VA.**
"All the Good Ones Are Gone," Pam Tillis
—**KRIS TYLER, RISING TIDE RECORDS**
"There Goes," Alan Jackson
—**DEBBIE TURPIN, KSOP-SALT LAKE CITY**
"Forever and a Day," Gary Allan
—**GREG HOLMAN, KWWR-MEXICO, MO.**
"Carried Away," George Strait
—**TEDDY CARR (RICOCHET), COLUMBIA RECORDS**
"Pretty Little Adriana," Vince Gill
—**HEATH WRIGHT (RICOCHET), COLUMBIA RECORDS**

"Answer to My Prayer," Skip Ewing
—**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**
"You Call That a Mountain," Jeff Wood
—**BRUCE SHINDLER, DREAMWORKS**
"Please," The Kinleys
—**DAVE KELLY, WSIX-NASHVILLE**
"Carrying Your Love With Me," George Strait
—**JOEY DEE, WKXB-WILMINGTON, N.C.**
"I'm So Happy, I Can't Stop Crying," Toby Keith w/Sting
—**TRAVIS DAILY, KKCS-COLORADO SPRINGS, COLO.**
"Never Again, Again," Lee Ann Womack
—**DAVID KERSH, CURB RECORDS**



TEN NUMBER ONES FIFTEEN WEEKS



To Be Continued...



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Bryan White



The Right Place

Certified Gold



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- "Thank God for Believers," Mark Chesnutt
—**JAY MORGAN, WJCL-SAVANNAH, GA.**
- "Cold Outside," Big House
—**CINDY CAMPBELL, WQCB-BANGOR, MAINE**
- "We Were in Love," Toby Keith
—**LARRY SANTIAGO, KNAX-FRESNO, CALIF.**
- "If She Don't Love You," Buffalo Club
—**GEORGE HENRY, WDXS-SELMA, ALA.**
- "There Goes," Alan Jackson
—**BILLY CANNON, WUSW-APPLETON, WIS.**
- "You Don't Seem to Miss Me," Patty Loveless
—**JERI DETWEILER, COLUMBIA RECORDS**

Least Favorite Songs of '97:

- "One Two I Love You," Clay Walker
—**JAY MICHAELS, WTRS-OCALA, FLA.**
- "Strawberry Wine," Deana Carter
—**DEBBIE TURPIN, KSOP-SALT LAKE CITY**
- "What If It's You," Reba McEntire
—**EDDIE EDWARDS, WNOE-NEW ORLEANS**
- "Wichita Lineman," Wade Hayes
—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
- "The Shake," Neal McCoy
—**DAVE KELLY, WSIX-NASHVILLE**
- "You Walked In," Lonestar
—**ORIN FRIESEN, KFDI-WICHITA**
- "You Light Up My Life," LeAnn Rimes
—**MIKE THOMAS, KFAV-WARRENTON, MO.**
- "Flowers," Billy Yates
—**JAY MORGAN, WJCL-SAVANNAH, GA.**
- "Honky Tonk Truth," Brooks & Dunn
—**BILLY CANNON, WUSW-APPLETON, WIS.**
- "Pretty Little Adriana," Vince Gill
—**PAUL WILSON, KQFC-BOISE, IDAHO.**
- "Asking for the Moon," Regina Regina
—**MARY BEFERA, WUSZ-VIRGINIA/DULUTH, MINN.**
- "Love Is the Right Place," Bryan White
—**BRUCE NELSON, KFTX-CORPUS CHRISTI, TEX.**
- "You Light Up My Life," LeAnn Rimes
—**CARL E., WWW-DETROIT**
- "I Only Get This Way With You," Rick Trevino
—**SAM STEVENS, WOKO-BURLINGTON, VT.**
- "What If I Do," Mindy McCready
—**SHERRY SINCLAIR, WPSK-RADFORD, VA.**
- "Sitting on Go," Bryan White
—**KRIS RICHARDS, KPLM-PALM SPRINGS, CALIF.**
- "I Will If You Will," John Berry
—**TRAVIS DAILY, KKCS-COLORADO SPRINGS, COLO.**
- "It's All the Same to Me," Billy Ray Cyrus
—**CHRIS O'KELLEY, WWFG-SALISBURY, MD.**
- "Somebody Slap Me," John Anderson
—**ALAN YOUNG, ADVANTAGE PLUS PROMOTIONS**
- "Unchained Melody," LeAnn Rimes
—**MARK HOUSTON, KOUT-RAPID CITY, S. DAK.**
- "Angel in My Eyes," John Michael Montgomery
—**GREG HOLMAN, KWWR-MEXICO, MO.**
- "Shut Up Heart," Blake & Brian
—**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**
- "The Rest of Mine," Trace Adkins
—**CADILLAC JACK, KCIL-HOUMA, LA.**
- "You and You Alone," Vince Gill
—**BILLY RICH, KKJQ-GARDEN CITY, KAN.**



The Song I Wish I'd Jumped on Earlier:

- "The Shake," Neal McCoy
—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
"Drink, Swear, Steal & Lie," Michael Peterson
—**JOHN BOYLE, KGRT-LAS CRUCES, N. MEX.**
"Never Again, Again," Lee Ann Womack
—**BOB MOODY, MCVAY MEDIA**
"Walkin' the Country," The Ranch
—**SCOTT WINSTON, KVOX-FARGO, N. DAK.**
"The Shake," Neal McCoy
—**MARK SPRINT, WWJO-ST. CLOUD, MINN.**
"Strawberry Wine," Deana Carter
—**JOHN LANDRUM, WESC-GREENVILLE**
"The Fool," Lee Ann Womack
—**GINNY ROGERS, WKLB-BOSTON**
"How Do I Live," Trisha Yearwood
—**R.J. CURTIS, KCY-SAN ANTONIO**
"A Dozen Red Roses," Tammy Graham
—**BOB POTTS, WQCB-BANGOR, MAINE**
"The Shake," Neal McCoy
—**BILLY CANNON, WUSW-APPLETON, WIS.**



Bob Moody



Ginny Rogers



Jeri Detwiler

- "Another Perfect Day," Blake & Brian
—**BILLY RICH, KKJQ-GARDEN CITY, KAN.**
"One Solitary Tear," Sherrie Austin
—**STEVE CHASE, KUBL-SALT LAKE CITY**
"A Broken Wing," Martina McBride
—**SHERRY SINCLAIR, WPSK-RADFORD, VA.**
"Strawberry Wine," Deana Carter
—**KEN PEIFFER, WJOD-DUBUQUE, IOWA.**
"Hand of Fate," Sons of the Desert
—**JERRY AUSTIN, KCKI-TULSA**
"Flowers," Billy Yates
—**TRAVIS DAILY, KKCS-COLORADO SPRINGS**
"What If I Said," Anita Cochran & Steve Wariner
—**JAY MORGAN, WJCL-SAVANNAH, GA.**
"The Shake," Neal McCoy
—**CARL E., WWWW-DETROIT**
"Somebody Slap Me," John Anderson
—**J.B. CLOUD, BIG SPRING, TEX.**
"Drink, Swear, Steal & Lie," Michael Peterson
—**CHRIS O'KELLEY, WWFG-SALISBURY, MD.**
"Please," The Kinleys
—**GREG HOLMAN, KWWR-MEXICO, MO.**
"A Woman Like You," Matt King
—**CINDY CAMPBELL, WQCB-BANGOR, MAINE**

- "Please," The Kinleys
—**STAN PIERCE, KAFF-FLAGSTAFF, ARIZ.**
"Nobody Knows," Kevin Sharp
—**PAUL WILSON, KQFC-BOISE, IDAHO**
"Down Came a Blackbird," Lila McCann
—**BILL REED, KXXY-OKLAHOMA CITY**
"Places I've Never Been," Mark Wills
—**JAY MICHAELS, WTRS-OCALA, FLA.**

Songs That Should Have Been Hits But Weren't:

- "You Can't Stop Love," Marty Stuart
—**GINNY ROGERS, WKLB-BOSTON**
"Never Again, Again," Lee Ann Womack
—**MILA MASON, ATLANTIC RECORDS**
"Walkin' the Country," The Ranch
—**LARRY PAREIGIS, MONUMENT RECORDS**
"Tell Me Something Bad About Tulsa," Noel Haggard
—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
"Down Came a Blackbird," Lila McCann
—**BOB MOODY, MCVAY MEDIA**
"A Dozen Red Roses," Tammy Graham
—**BILL REED, KXXY-OKLAHOMA CITY**
"King of the Mountain," George Strait
—**DAVID KERSH, CURB RECORDS**
"Walkin' the Country,"

- The Ranch
—**PAUL WILSON, KQFC-BOISE, IDAHO**
"Three Chords and the Truth," Sara Evans
—**JOEY DEE, WKXB-WILMINGTON, N.C.**
"Somebody Slap Me," John Anderson
—**EDDIE EDWARDS, WNOE-NEW ORLEANS**
"Be Honest," Thrasher Shiver
—**JOHN Q. MORRIS, WGRL-INDIANAPOLIS**
"Say Yes," Burnin' Daylight
—**CARL E., WWWW-DETROIT**
"Love Ain't Easy," Big House
—**MIKE THOMAS, KFAV-WARRENTON, MO.**
"Hole in My Heart," BlackHawk
—**STEVE CHASE, KUBL-SALT LAKE CITY**
"What If Jesus Comes Back," Collin Raye
—**MARK WILLS, MERCURY RECORDS**
"Sending Me Angels," Delbert McClinton
—**CADILLAC JACK, KCIL-HOUMA, LA.**
"The Trouble With the Truth," Patty Loveless
—**KRIS TYLER, RISING TIDE RECORDS**
"Mary Go Round," Skip Ewing
—**JERRY AUSTIN, KCKI-TULSA**
"From Where I'm Sitting," Gary Allan
—**TOM BALDRICA, BNA RECORDS**
"Another You Another Me," Brady Seals
—**LARRY SANTIAGO, KNAX-FRESNO, CALIF.**

- "Something Like This," Joe Diffie
—**HEATH WRIGHT (RICOCHET), COLUMBIA RECORDS**
"A Woman Like You," Matt King
—**DEBBIE TURPIN, KSOP-SALT LAKE CITY**
"Another Perfect Day," Blake & Brian
—**ORIN FRIESEN, KFDI-WICHITA**
"Down Came a Blackbird," Lila McCann
—**LARRY KING, ATLANTIC RECORDS**
"Cold Outside," Big House
—**DAVE KELLY, WSIX-NASHVILLE**
"Change Her Mind," Gene Watson
—**JOHN LANDRUM, WESC-GREENVILLE**

Best Promotion Lines Heard This Year (Radio):

- "Well, it will only suck for 2 minutes and 21 seconds."
—**JOHN LANDRUM, WESC-GREENVILLE**
"I promise, Garth's album is coming."
—**DAVE KELLY, WSIX-NASHVILLE**
"You're killin' me here."
—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
"Exactly how much crack do you and Charlie smoke before you make a playlist?"
—**TRAVIS DAILY, KKCS-COLORADO SPRINGS, COLO.**
"She's an icon."
—**EDDIE EDWARDS, WNOE-NEW ORLEANS**
"You can get us to Number One."
—**GINNY ROGERS, WKLB-BOSTON**
"Just between you and me, this record is over."
—**DEBBIE TURPIN, KSOP-SALT LAKE CITY**
"Come on play it, it doesn't suck that much."
—**JAY MORGAN, WJCL-SAVANNAH, GA.**
"The add date is on the CD. Just read and follow through."
—**BOB MOODY, MCVAY MEDIA**
"I'm not calling to talk music...I was just wondering..."
—**ROGER ALLEN, KUBL-SALT LAKE CITY**
"Add my record or I'll kill you."
—**CHRIS PALMER, WGTR-MYRTLE BEACH, S.C.**
"I know it's a ballad, but..."
—**CARL E., WWWW-DETROIT**
"I really need you this week, you're killing me here."
—**KEVIN ANDERSON, WSM/FM-NASHVILLE**
"Look, it was his wedding song. If you don't play it, it'll jinx his whole marriage."
—**CADILLAC JACK, KCIL-HOUMA, LA.**
Marita O'Donnell's jokes.
—**KEN PEIFFER, WJOD-DUBUQUE, IOWA.**
"It's getting big phones wherever it's played."
—**KRIS RICHARDS, KPLM-PALM SPRINGS**
"This one may be over nationally, but we'd like you to hang with us."
—**MIKE THOMAS, KFAV-WARRENTON, MO.**



FACT:

Only 4 debut acts had top 10 debut singles in 1997.

FACT:

2 of them were on Epic.

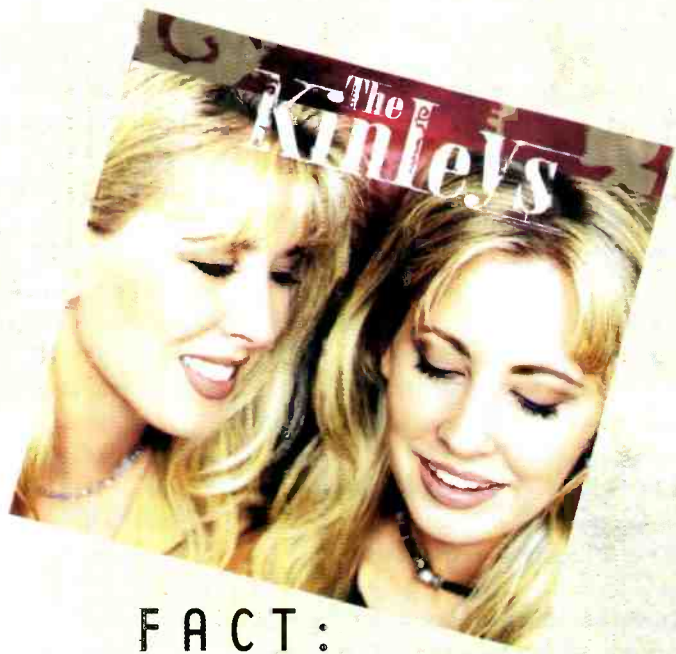
FACT:

Epic appreciates all of the support radio has shown these artists. THANK YOU!



FACT:

The Sons Of The Desert's next single is "Leaving October"
ADD DATE January 12th



FACT:

The Kinleys next single is "Just Between You And Me"
GOING FOR ADDS NOW!

"I'm dilating while I'm talking to you."

—**BRUCE NELSON, KFTX-CORPUS CHRISTI**
"You have to add this song because you're the only station in New England not playing it."

—**CINDY CAMPBELL, WQCB-BANGOR, MAINE**
"I think it sucks too, but I get paid to say nice things."

—**STAN PIERCE, KAFF-FLAGSTAFF, ARIZ.**
"It's better than anything you've got running now."

—**JUDE MAXWELL, WIAI-DANVILLE, ILL.**
"Okay, here's the single you told us you wanted, now add it!"

—**TRACY THOMAS, KXXY-OKLAHOMA CITY**

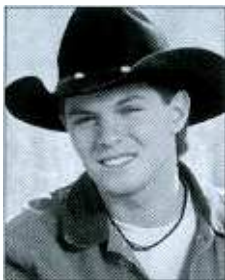
Best Excuse Heard For Not Getting the Add (Records):

"I'd add it, but GAVIN only allows 70 currents."

—**DAN NELSON, RLG**



Dave Kelly



David Kersh



Kim Sexton

"Only dogs can hear this song."

—**TOM BALDRICA, BNA RECORDS**

"The other guy gave me a car."

—**LARRY PAREIGIS, MONUMENT RECORDS**

"If I add that record my wife won't sleep with me."

—**ALAN YOUNG, ADVANTAGE PLUS PROMOTIONS**

"I know the album is Number One in sales in my market, but I'm not in the business of selling records!"

—**NORBERT NIX, MERCURY RECORDS**

"I don't have that single. I've called that record label ten times to correct my address and, it never seems to happen."

—**JULIE DOVE, MARCO PROMOTIONS**

"My sales manager likes it and I don't like my sales manager."

—**JERI DETWEILER, COLUMBIA RECORDS**

"It's a great record, but it's ratings time."

—**BRUCE SHINDLER, DREAMWORKS**

Worst Promotion Line Heard This Year (Radio):

"Add Blake & Brian's 'The Wish,' and you

may save lives."

—**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**

"You have to add it because my boss will be pissed if you don't."

—**CADILLAC JACK, KCIL-HOUMA, LA.**

"It's an add at *After Midnite*."

—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**

"She's an icon."

—**EDDIE EDWARDS, WNOE-NEW ORLEANS**

"Regarding this remake, they really nailed it."

—**KEN PEIFFER, WJOD-DUBUQUE, IOWA**

"It's getting big phones wherever it's played."

—**KRIS RICHARDS, KPLM-PALM SPRINGS**

"I promise, Garth's album is coming."

—**DAVE KELLY, WSIX-NASHVILLE**

"How come you're playing *that* song and you're not playing mine!"

—**GINNY ROGERS, WKLB-BOSTON**

"My job is on the line if I don't get the add."

—**MARK STAYCER, WTCM-TRAVERSE CITY**

"This may be over nationally, but we'd like you to hang with us."

—**MIKE THOMAS, KFAV-WARRENTON, MO.**

"What's the matter, didn't you have fun at the showcase?"

—**JAY MORGAN, WJCL-SAVANNAH**

"If country doesn't play it, another format will."

—**BOB MOODY, MCVAY MEDIA**

"It's different."

—**CARL E., WWWW-DETROIT**

"I'll give you a trip to see artist A if you add artist B."

—**STEVE CHASE, KUBL-SALT LAKE CITY**

"Well, it'll only suck for 2 minutes 21 seconds."

—**JOHN LANDRUM, WESC-GREENVILLE**

"This group doesn't sound like anyone else."

—**ORIN FRIESEN, KFDI-WICHITA**

"Hey, you're playing four songs by such and such label, why not one of mine?"

—**BILLY CANNON, WUSW-APPLETON, WIS.**

"I can't believe you won't add this when you're playing XXX."

—**DEBBY TURPIN, KSOP-SALT LAKE CITY**

"This record is a smash!"

—**MARK SPRINT, WWJO-ST. CLOUD, MINN.**

"I could lose my job if you don't add it."

—**KEVIN ANDERSON, WSM/FM-NASHVILLE**

"I hauled your sorry ass from the airport two years ago!"

—**MARY BEFERA, WUSZ-VIRGINIA, MINN.**

"Blake & Brian's 'The Wish' will save my sister's children's lives!"

—**TRAVIS DAILY, KKCS-COLORADO SPRINGS**

"Don't add their record, they don't call you."

—**SHERRY SINCLAIR, WPSK-RADFORD, VA.**

"I get to go to a margarita party tomorrow night if I get the add."

—**BILL REED, KXXY-OKLAHOMA CITY**

"My wife liked it!"

—**JUDE MAXWELL, WIAI-DANVILLE, ILL.**

"Just add it and you'll see, it works!"

—**DAVID WAYNE, KKAJ-ARDMORE, OKLA.**

"C'mon, one record won't hurt you."

—**LARRY SANTIAGO, KNAX-FRESNO, CALIF.**

"You should add this because it's playing well in XXX major market."

—**CINDY CAMPBELL, WQCB-BANGOR, MAINE**

Worst Excuse Heard For Not Getting the Add (Records):

"It's a ballad!"

—**KIM SEXTON, MCA RECORDS**

"I can't add it, I've already thrown it in the trash."

—**BUFFY ROCKHILL, CURB/UNIVERSAL RECORDS**

"She'd be great if her record wasn't so country."

—**DAN NELSON, RLG**

"The song has too many words."

—**JERI DETWEILER, COLUMBIA RECORDS**

"It's on a small independent label."

—**BRUCE SHINDLER, DREAMWORKS**

"I don't care if it's a smash, I won't play it because I personally hate it!"

—**LARRY KING, ATLANTIC RECORDS**

"I don't like the way she says 'dress' in the song!"

—**TOM BALDRICA, BNA RECORDS**

"I'm not here to make the hits, I'm here to play the hits."

—**JULIE DOVE, MARCO PROMOTIONS**

"The other guy gave me a car."

—**LARRY PAREIGIS, MONUMENT RECORDS**

"We're getting good phones but it's a ballad."

—**TRUDIE RICHARDSON, DECCA RECORDS**

Best swag or promotional item this year:

The GAVIN Virtual Seminar.

—**BRUCE SHINDLER, DREAMWORKS**

Trisha Yearwood CD-shaped radio.

—**EDDIE EDWARDS, WNOE-NEW ORLEANS**

Sawyer Brown's "Six Days on the Road" tour jacket.

—**PAUL WILSON, KQFC-BOISE, IDAHO.**

Mercury martini glass from the GAVIN Virtual Seminar.

—**GINNY ROGERS, WKLB-BOSTON**

David Kersh T-shirt.

—**DAVID KERSH, CURB RECORDS**





DAVID KERSH

**“If I Never
Stop Loving
You”**

**“In 1998 I resolve to
capitalize on the
forward progress
brought about by
radio and its
listeners and have
a great time
doing it.”**

**The First Single From
His Forthcoming Album
Due For Release
In February 1998**

**Look For The Retail Single
In Stores January 1998**

CURB
RECORDS

Any precious metal plaques. They're becoming rare.

—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
Porno video from Wix Wichmann.

—**CHRIS PALMER, WGTR-MYRTLE BEACH, S.C.**
Gary Allan's "Smells Like a Hit" air freshener.

—**JULIE DOVE, MARCO PROMOTIONS**
Collin Raye sunglasses.

—**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**

Eyeball jawbreakers for "Blink of an Eye."

—**HEATH WRIGHT, RICOCHET, COLUMBIA**
XXXXL Fruit of the Loom underwear.

—**DAVE KELLY, WSIX-NASHVILLE**
The bottle of strawberry wine for Deana Carter's first single.

—**MARK WILLS, MERCURY RECORDS**
Matraca Berg's train whistle.

—**MARK HOUSTON, KOUT-RAPID CITY, S. DAK.**

Martina McBride's roadside kit.

—**JOHN LANDRUM, WESC-GREENVILLE**
Mercury martini glass and swizzle stick from

The inflatable sheep for Kippi Brannon's "I'd Be With You" (Ewe).

—**JAY MORGAN, WJCL-SAVANNAH, GA**
MCI prepaid phone calling cards.

—**CHRIS O'KELLEY, WWFG-SALISBURY, MD.**
The GAVIN Virtual Seminar.

—**MIKE THOMAS, KFAV-WARRENTON, MO.**
Wade Hayes' duffle bag.

—**JERI DETWEILER, COLUMBIA RECORDS**
The MCA leather briefcase.

—**JAY MICHAELS, WTRS-OCALA, FLA.**
Big House's floormat.

—**KIM SEXTON, MCA RECORDS**
The GAVIN Virtual Seminar.

—**DAVID WAYNE, KKAJ-ARDMORE, OKLA.**
Chely Wright sunglasses.

—**JERRY AUSTIN, KCKI-TULSA**
Asylum's "Exception to the Rule" ruler.

—**KRIS RICHARDS, KPLM-PALM SPRINGS**

The Radio or Record Promotion I

Wish I'd Thought Of:

The GAVIN Virtual Seminar.

—**JOHN LANDRUM, WESC-GREENVILLE**
Heavyweight Championship fight tickets.

—**LARRY KING,**

ATLANTIC RECORDS

Moving CRS downtown.

—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
Men having to shave their legs to win Deana Carter concert tickets.

—**PAUL WILSON, KQFC-BOISE, IDAHO**
Garth Brooks' HBO special.

—**DAVID KERSH, CURB RECORDS**
Garth's album *Sevens*, but actually releasing it on time.

—**GINNY ROGERS, WKLB-BOSTON**
Kris Tyler's cassette with prize message.

—**JUDE MAXWELL, WIAL-DANVILLE, ILL.**
The GAVIN Virtual Seminar.

—**CHRIS PALMER, WGTR-MYRTLE BEACH, S.C.**

Phone sex tapes with listeners.

—**BRUCE NELSON, KFTX-CORPUS CHRISTI**
Big House's welcome mat for "Cold Outside."

—**HEATH WRIGHT, RICOCHET, COLUMBIA RECORDS**

The GAVIN Virtual Seminar

—**MARK HOUSTON, KOUT-RAPID CITY, S.DAK.**

Shania's new outfits.

—**SCOTT WINSTON, KVOX-FARGO**

WSM's Black Vault contest.

—**BOB MOODY, MCVAY MEDIA**

Making the first 777,777 copies of Garth's *Sevens* collectors items.

—**JOHN BOYLE, KGRT-LAS CRUCES, N.MEX.**
One that involves GAVIN GO stations.

—**J.B. CLOUD, KBST-BIG SPRING, TEX.**
Live in it and win it (a car with a stereo playing "Macarena" nonstop).

—**JOHN Q. MORRIS, WGRL-INDIANAPOLIS**
Epic's Rick Hughes dressing up in a UPS uniform to deliver his singles during the strike.

—**JERI DETWEILER, COLUMBIA RECORDS**
Completely fumbling Garth's album release date so as to remain in the press for six months.

—**JAY MICHAELS, WTRS-OCALA, FLA.**
Enhanced CD of Chely Wright.

—**KIM SEXTON, MCA RECORDS**
The GAVIN Virtual Seminar.

—**MARK STAYCER, WTCM-TRAVERSE CITY, MICH.**

The birthday game.

—**JAY MORGAN, WJCL-SAVANNAH**

Best Country Career Move This Year:

Carson Schrieber to Lyric Street Records.

—**ALAN YOUNG, ADVANTAGE PLUS PROMOTIONS**

MCA Records putting Chely Wright back to work.

—**JAY MORGAN, WJCL-SAVANNAH**

Stan Byrd to Asylum Records as VP of Promotion.

—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
Tom Baldrica to VP of Promotion for BNA Records.

—**JOHN LANDRUM, WESC-GREENVILLE**
Mindy McCready marrying Superman (Dean Cain).

—**DAVID KERSH, CURB RECORDS**
Trisha Yearwood winning the CMA Female Vocalist of the Year.

—**GINNY ROGERS, WKLB-BOSTON**
Ricochet's ACM Award for Top New Vocal Group.

—**TEDDY CARR, RICOCHET, COLUMBIA RECORDS**

Jaye Albright to Jacor as Director of Country Programming.

—**SCOTT WINSTON, KVOX-FARGO**
Mindy McCready getting engaged to Dean Cain.

—**REBECCA NEFF, MARCO PROMOTIONS**
Allen Butler hiring me, and allowing me work with the incredible Sony Nashville staff.

—**LARRY PAREIGIS, MONUMENT RECORDS**



John Crenshaw



Jerry Duncan



Kris Tyler

the GAVIN Virtual Seminar.

—**SCOTT WINSTON, KVOX-FARGO, N. DAK.**
Trisha Yearwood's engraved Hershey chocolate bar.

—**BILLY CANNON, WUSW-APPLETON, WIS.**
Advance CD for the Ranch with no information but just good music.

—**TERRY HUNT, KAGG-BYRAN/COLLEGE STATION, TEX.**

The GAVIN Virtual Seminar.

—**CINDY CAMPBELL, WQCB-BANGOR, MAINE.**
Thompson Brothers socks from the GAVIN Virtual Seminar.

—**DAN NELSON, RLG**
The Ricochet camcorder.

—**TRAVIS DAILY, KKCS-COLORADO SPRINGS, COLO.**

Mark Chesnutt "Thank God for Believers" trivet.

—**TRUDIE RICHARDSON, DECCA RECORDS**
The GAVIN Virtual Seminar.

—**MARK STAYCER, WTCM-TRAVERSE CITY, MICH.**

The blueberry muffin from the GAVIN Virtual Seminar.

—**GREG HOLMAN, KWWR-MEXICO, MO**



COLUMBIA NASHVILLE

CHET ATKINS

LISA BROKOP

MARY CHAPIN CARPENTER

DERYL DODD

WADE HAYES

pure excellence

NIKKI NELSON

RICOCHET

EARL SCRUGGS

DOUG STONE

RICK TREVINO

Capitol Records releasing the Ranch early.
 —**TERRY HUNT, KAGG-BRYAN/COLLEGE STATION, TEX.**
 Royce Risser got a new place to fluff his hair.
 —**J.B. CLOUD, KBST-BIG SPRING, TEX.**
 Garth Brooks recording a country album.
 —**DEBBY TURPIN, KSOP-SALT LAKE CITY**
 Deana Carter going barefoot all the time.
 —**CARL E., WWW-DETROIT**
 Barbara Mandrell's decision to act full-time.
 —**JERI DETWEILER, COLUMBIA RECORDS**
 Tim McGraw and Faith Hill's performance of "It's Your Love" on the ACM Awards.
 —**MILA MASON, ATLANTIC RECORDS**
 Garth Brooks' concert in Central Park.
 —**CINDY CAMPBELL, WQCB-BANGOR, MAINE**
 Kevin Herring to Lyric Street Records.
 —**CHRIS PALMER, WGTR-MYRTLE BEACH, S.C.**
 Wynonna reuniting with producer Brent Maher.
 —**TRACY THOMAS, KXXY-OKLAHOMA CITY**
 Atlantic's Jenny Shields' move to Nashville.
 —**LARRY KING, ATLANTIC RECORDS**



Mila Mason



Norbert Nix



Steve Chase

Garth holding back his album. Who cares!
 —**BRUCE NELSON, KFTX-CORPUS CHRISTI**
 Duets with different artists.
 —**SAM STEVENS, WOKO-BURLINGTON, VT.**
 Chely Wright to MCA Records.
 —**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**
 Rick Baumgartner's move to National Promotion Director for Decca.
 —**CADILLAC JACK, KCIL-HOUMA, LA.**
 Brooks & Dunn and Reba McEntire touring together.
 —**HEATH WRIGHT (RICOCHET), COLUMBIA RECORDS**
 Michael Peterson goes from hit songwriter to hit artist.
 —**MARK WILLS, MERCURY RECORDS**
 KASE101-Austin remains unchallenged!
 —**ROGER ALLEN, KUBL-SALT LAKE CITY**
 Garth Brooks' Central Park show.
 —**JOHN Q. MORRIS, WGRL-INDIANAPOLIS**
 Tim McGraw and Faith Hill teaming up for "It's Your Love."
 —**KEVIN ANDERSON, WSM FM-NASHVILLE**
 Denny Mosesmen joins Giant Records.
 —**MARY BEFERA, WUSZ-VIRGINIA/DULUTH, MINN.**

Wynonna's switch to Curb/Universal Records.
 —**KELLY WAYNE, KMOK-LEWISTON IDAHO.**
 I am eating less at lunch!
 —**MIKE WILSON, RCA RECORDS**
 Trisha Yearwood recording "How Do I Live" for the *Con Air* soundtrack.
 —**GREG HOLMAN, KWWR-MEXICO, MO.**
 Trisha Yearwood.
 —**KIM SEXTON, MCA RECORDS**
 Scott Borchetta's new deal with DreamWorks. And he got all summer off to play!
 —**BUFFY ROCKHILL, CURB/UNIVERSAL RECORDS**
 Garth Brooks' Central Park concert.
 —**KRIS TYLER, RISING TIDE RECORDS**
 Randy Travis signs with DreamWorks.
 —**MIKE THOMAS, KFAV-WARRENTON, MO.**
 Morning team Tim and Willy returning to Phoenix.
 —**CHRIS O'KELLEY, WWFG-SALISBURY, MD.**
 Garth Brooks' HBO concert in Central Park.
 —**DAVID WAYNE, KKAJ-ARDMORE, OKLA.**

I Would Sum Up the 1997 Country Music Industry With This Quote:

"I think this record would work here, but my consultant says 'no way in hell.'"
 —**DAN NELSON, RLG**
 "Girls, girls, girls!"
 —**KRIS TYLER, RISING TIDE RECORDS**
 "We beg for tempo, and then only ballads test well."
 —**EDDIE EDWARDS, WNOE-NEW ORLEANS**
 "A lot of mediocre music."
 —**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
 "Hurry up and bail, the water's coming in too fast!"
 —**BILLY CANNON, WUSW-APPLETON, WIS.**
 "Consolidation. Who's my owner this week?"
 —**LARRY SANTIAGO, KNAX-FRESNO, CALIF.**
 "There ain't nothing wrong—there just ain't nothing right," Vern Gosdin.
 —**BUFFY ROCKHILL, CURB/UNIVERSAL RECORDS**
 "Too many new 'clone artists,' too many mediocre songs from superstars, and a lot of great songs from the female artists."
 —**KRIS RICHARDS, KPLM-PALM SPRINGS**
 "Find better material or we're in a whole lotta trouble."
 —**GEORGE HENRY, WDXX-SELMA, ALA.**
 "Never believe anything until it's been offi-

cially denied."
 —**MARK HOUSTON, KOUT-RAPID CITY, S.DAK.**
 "Return with us now to the thrilling sounds of '70s pop music."
 —**MARK STAYCER, WTCM-TRAVERSE CITY**
 "If Nashville only has one steel guitar, could more artists share it?"
 —**JOHN LANDRUM, WESC-GREENVILLE**
 "Does anyone have any valium?"
 —**JUDE MAXWELL, WIAI-DANVILLE, ILL.**
 "Shoot low boys, they're straddling shetlands."
 —**LARRY PAREIGIS, MONUMENT RECORDS**
 "We're all in transition."
 —**PAUL WILSON, KQFC-BOISE, IDAHO.**
 "The labels are still throwing too many artists out there and not working them or giving them time to develop. Radio is too busy checking to see what everyone else is doing and not listening to the format."
 —**CADILLAC JACK, KCIL-HOUMA, LA.**
 "The music is getting stronger, but does everyone have to release ballads at the same time? I think radio and records are starting to remember a key word: fun!"
 —**GINNY ROGERS, WKLB-BOSTON**
 "Country music is going where the listeners take it, and I just want to be along for the ride."
 —**DAVID KERSH, CURB RECORDS**
 "In times like these, it helps to recall that there have always been times like these," Paul Harvey.
 —**R.J. CURTIS, KCYY-SAN ANTONIO**
 "Take it one day at a time and be nice to everyone because you never know who'll own you tomorrow."
 —**TOM BALDRICA, BNA RECORDS**
 "A double vodka, Coke tall, and a bottle of peppermint Schnapps, please!"
 —**MARY BEFERA, WUSZ-VIRGINIA/DULUTH, MINN.**
 "Country music has returned to a more traditional sound, but it still has an edge."
 —**MARK WILLS, MERCURY RECORDS**
 "We're facing an uphill battle in some ways, but country's stronger than ever and ready to face its problems head-on!"
 —**BOB POTTS, WQCB-BANGOR, MAINE**
 "Too many new acts are trying to break, and it's killing the format. Let's keep it country."
 —**CHRIS O'KELLEY, WWFG-SALISBURY, MD.**
 "So now that we are playing pop songs, at least country artists are singing most of them."
 —**ROGER ALLEN, KUBL-SALT LAKE CITY**
 "Country music has not peaked. It will continue to grow into the next century."
 —**JOHN BOYLE, KGRT-LAS CRUCES, N.MEX.**
 "The beginning of the next surge for country music."
 —**JOEY DEE, WKXB-WILMINGTON, N.C.**



A T L A N T I C N A S H V I L L E



John Michael Montgomery



Tracy Lawrence



Neal McCoy



Mila Mason



The Great Divide



Matt King



Ricky Skaggs



Confederate Railroad



MUSIC

"Will the new owners please stand up!"

—**JERRY DUNCAN, JERRY DUNCAN PROMOTIONS**

"Throw it all against the wall and see what sticks."

—**TRACY THOMAS, KXXY-OKLAHOMA CITY**
"I don't have any room."

—**JERI DETWEILER, COLUMBIA RECORDS**
"I would say something original, but it would just get remade in ten years."

—**STAN PIERCE, KAFF-FLAGSTAFF, ARIZ.**
"Yawn."

—**ORIN FRIESEN, KFDI-WICHITA**
"Shoes are passe."

—**CARL E., WWWW-DETROIT**
"The rumors of my death have been greatly exaggerated," Mark Twain.

—**BOB MOODY, MCVAY MEDIA**
"Too many consultants, too much research, too many politics, not enough guts, not enough instinct. It's sterilizing the format."

—**DEBBY TURPIN, KSOP-SALT LAKE CITY**
"A wild year!"

—**TEDDY CARR, RICOCHET, COLUMBIA RECORDS**
"Tempo, tempo, tempo. Give me tempo!"

—**BILLY RICH, KKJQ-GARDEN CITY, KAN.**
"Who owns you this week?"

—**MIKE WILSON, RCA RECORDS**
"Country fans know what they like, and they like what they know!"

—**HEATH WRIGHT (RICOCHET), COLUMBIA RECORDS**
"Up until now, things don't quite seem to be like they used to be."

—**TRAVIS DAILY, KKCS-COLORADO SPRINGS, COLO.**
"Consolidation sucks!"

—**AARON CORKINS, KKJG-SAN LUIS OBISPO, CALIF.**

In 1998, I Resolve To:

"Actually go to a meeting at CRS."

—**EDDIE EDWARDS, WNOE-NEW ORLEANS**
"Have a baby!"

—**GINNY ROGERS, WKLB-BOSTON**
"Quit smoking my co-workers' cigs, follow my gut feeling on tunes more, stay out of corporate radio, return reps' calls quicker, and stop trying to top Marita O'Donnell with tasteless jokes!"

—**TERRY HUNT, KAGG-BRYAN/COLLEGE STATION, TEX.**

"Superserve my P1 listeners more than ever, and win CMA Station of the Year again."

—**BOB POTTS, WQCB-BANGOR, MAINE**
"Read GAVIN more often!"

—**R.J. CURTIS, KCYY-SAN ANTONIO**

"Capitalize on the forward progress brought about by the listeners and radio, and have a great time doing it!"

—**DAVID KERSH, CURB RECORDS**
"Not take this stuff so seriously and be a better father to my children."

—**JERRY AUSTIN, KCKI-TULSA**
"Follow through with my 1997 resolutions."

—**HEATH WRIGHT (RICOCHET), COLUMBIA RECORDS**
"Spend more time at the beach and less time pulling out my hair."

—**JAY MICHAELS, WTRS-OCALA, FLA.**
"Eat more leafy greens and break the Dixie Chicks."

—**LARRY PAREIGIS, MONUMENT RECORDS**
"Take less Goodies headache powder on music call day and repeat to myself 'it's just a record...'"

—**KEVIN ANDERSON, WSM/FM, NASHVILLE**
"Keep playing good music no matter the label—big or small—or the politics attached to the record..."

—**DEBBY TURPIN, KSOP-SALT LAKE CITY**
"Jump through as many career hoops created by radio consolidation as humanly possible."

—**JOHN LANDRUM, WESC-GREENVILLE**
"Win a GAVIN Award, sleep, and continue my education through school and the music industry. I also resolve to tell better jokes."

—**J.B. CLOUD, KBST-BIG SPRING, TEX.**
"Use e-mail more often."

—**MIKE WILSON, RCA RECORDS**
"Add fewer ballads."
—**MARK SPRINT, WWJO-ST. CLOUD, MINN.**

"Find a client in Iowa so I can visit the *Field of Dreams* movie sight."

—**BOB MOODY, MCVAY MEDIA**
"Get better at returning phone calls, and kiss up to Mel Karmazin (CBS just bought us)."

—**LARRY SANTIAGO, KNAX-FRESNO, CALIF.**
"Be happier, make my show and station successful, and to pledge my undying love to Asylum's Kim Leslie."

—**CARL E., WWWW-DETROIT**
"Play more golf!"

—**KRIS TYLER, RISING TIDE RECORDS**
"Stay in better touch with promoters."

—**STAN PIERCE, KAFF-FLAGSTAFF, ARIZ.**
"Have a personal life. Yeah! Yeah!"

—**BUFFY ROCKHILL, CURB/UNIVERSAL RECORDS**
"Drink less at showcases, work out regularly, and cut out red meat. Okay, so maybe I'll just watch less TV."

—**JOHN Q. MORRIS, WGRL-INDIANAPOLIS**
"Play the hits, sell some spots."

—**JOHNBOY CRENSHAW, WCOL-COLUMBUS**
"Drink more liquor."

—**SCOTT WINSTON, KVOX-FARGO, N.DAK.**

"Not sweat the small stuff, and get back to enjoying country music."

—**KEN PEIFFER, WJOD-DUBUQUE, IOWA.**
"Be a leader and not a follower. I don't program the station a certain way just because someone else does, why should I pick music that way?"

—**CADILLAC JACK, KCIL-HOUMA, LA.**
"Pop out of the radio station more often and meet many of you in person."

—**ROGER ALLEN, KUBL-SALT LAKE CITY**
"Learn to say 'no!'"

—**GREG HOLMAN, KWWR-MEXICO, MO.**
"Get married, grow as a person, and be happy."

—**KIM SEXTON, MCA RECORDS**
"Do what is best for our radio station and market, not what's best for the record companies or the sales and marketing staff of the station."

—**KELLY WAYNE, KMOK-LEWISTON, IDAHO**
"Lose weight and get lookin' pretty. Yeah, right!"

—**MARK WILLS, MERCURY RECORDS**
"Memorize all the worst excuses from this list and never use them during music calls."

—**CINDY CAMPBELL, WQCB-BANGOR, MAINE.**
"Be a bit tougher and more selective with my adds."

—**MIKE THOMAS, KFAV-WARRENTON, MO.**
"Strengthen my relationships at radio, do my part to break Shane Stockton and Danni Leigh, and increase Decca's chart share at GAVIN."

—**TRUDIE RICHARDSON, DECCA RECORDS**
"Be in better health and work harder."

—**TEDDY CARR (RICOCHET), COLUMBIA RECORDS**
"Get a real job!"

—**CHRIS PALMER, WGTR-MYRTLE BEACH, S.C.**
"Work smarter and more efficiently, so I'll have more time to play golf."

—**PAUL WILSON, KQFC-BOISE, IDAHO**
"Do my part in forcing our competition to change format!"

—**JOEY DEE, WKXB-WILMINGTON, N.C.**
"Listen to more country than I play."

—**BILLY CANNON, WUSW-APPLETON, WIS.**
"Find the great songs, play them a lot, and program for my market, not for the labels or the artists."

—**KRIS RICHARDS, KPLM-PALM SPRINGS**
"Keep my head still when I'm putting!"

—**TOM BALDRICA, BNA RECORDS**
"Quit smoking, and find my desk! It's somewhere under that huge pile of CDs, music logs, and Mountain Dew cans!"

—**JUDE MAXWELL, WIAI-DANVILLE, ILL. ■**



MONUMENT RECORDS PROCLAIMS
ITS NEW YEARS RESOLUTION!

Dixie Chicks



**"I CAN LOVE YOU BETTER"
CLIMBING UP THE CHARTS NOW!**

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Bah! Humbug!..



Fourth quarter billings have been sent out, and the holiday listener bash is all but thrown. Dozens of tenth callers have walked away with Garth's and Shania's latest releases, and you've even worked out a holiday schedule for your jocks. It's time to kick back, put your feet up, and settle down for a long winter's nap. Right? Wrong...

The first quarter... it's a terrible thing to waste

The three month period following the close of the fall Arbitron survey in December traditionally has offered a welcome respite for many program directors. With the "big book" over and post-holiday revenue trickling in, station executives rarely have much to celebrate during the first quarter. Thanks to a new competitive environment and more-discriminating listeners, however, achievement-oriented program directors would be wise to postpone those vacations in Bermuda during January, February and March. Indeed, there are several reasons why making a good showing in first quarter—and the winter Arbitron book—now is more important than ever.

"One of the biggest challenges for stations is to make sure that first quarter doesn't sound any less compelling and exciting than the other three quarters," says L.J. Smith of Broadcast Programming in Seattle. "Within a radio station, it's all doom and gloom because sales are down." But listeners don't change their listening habits in first quarter, so programmers need to maintain a quality on-air sound all year long, he explains.

In fact, during first quarter, country listeners are looking to their favorite stations to help them stave off the winter doldrums; disappointing them can result in a loss of audience in the first quarter that can lead to a difficult game of catch-up for the rest of the year.

By Darlene Fiscus

"It's a matter of momentum," says Steve Randall, Program Director for KUBB Country, in Merced, California. "We have to think very



seriously about first quarter, because if you put everything into the spring and fall and then just stop, you have to build everything back up again."

Not surprisingly, regaining momentum once it has been lost is becoming increasingly difficult due to consolidation and increased competition. While the Merced market is only rated twice a year (spring and fall), surrounding markets are surveyed year-round. "We have to stay competitive," Randall comments. "When the fall book stops, we don't even think about it—we just keep going. We can't let our presence diminish. If we stop, we'll get run over by country stations in Fresno or Modesto, because they have a lot more resources than we do."

Programmers who de-emphasize the winter Arbitron book are overlooking the fact that Madison Avenue—and Main Street—usually do not. Commanding listener attention during the first three months of the year can be vitally important to a station's bottom line due to agency buying and planning patterns. Ratings from the winter book normally hit in April, just when buyers and advertising agencies are in the middle of deciding what their summer buys are going to be. For this reason alone the winter book can be very important for snack foods, beverages, beer, amusement parks, and many other advertisers who gear a good portion of their radio budget toward summer...and an active audience. In many cases, stations must perform well in the winter in order to reap the rewards in the second and third quarters.



our Stockings were stuffed with Hits this year

Smash country

TOM BALDRICA
KEN VAN OSTEN
JOE DEVINE
RG JONES
Set
Micheals
Tony Morreale

JOE O'DONNELL
Tom Sgro
Christiah
Syehndsen
Chuck T. Haggard
Britte
Davis
Mike Wilson

Keith Gale
Scott Hoffman
Cindy Heath
Jon
Harrell
Adrian
Micheals
Chris DeCarlo

GUSTIE THOMPSON
DALE TURNER
SAE

Suzette Tucker
DAN NELSON

SARA
EVANS

JASON
SELLERS

TIM
LAUDERDALE

THE
THOMPSON
BROTHERS
BAND

ALABAMA

CLINT BLACK

KENNY CHESNEY

LONESTAR

MARTINA

MINDY

LOTTIE MORGAN



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BMG



SMASH COUNTRY

Despite all the compelling arguments for keeping your sound fresh and your chin up during the winter months, there are a few practical reasons why the first quarter still seems to drag. One reason for this is the music itself. Many programmers agree that the quality of product coming out of Nashville drops dramatically after the holidays. As Jeff Allen, PD at New Country, WKKX/FM-St. Louis, explains: "You have the Shaniyas, the Garths, and the Alan Jacksons hitting heavy in fourth quarter to grab the Christmas sales. By January and February, you lose some of the hype, because you're into third and fourth releases off a CD. If the artists have any good new projects in the works, the labels try to hold them until second quarter, so they hit right before the summer tour season."

Another challenge that PDs face during the winter months is a financial fact of life: the budget. Most stations have limited resources, and management must choose carefully where to use them. Roger Allen, Program Director for KUBL/FM in Salt Lake City, compares the situation to those faced even by the largest food and packaged goods companies. "Even Coca Cola has limitations, and it's no different for us in radio," he says. "At K-Bull 93, we have all the tools to win, but it's always prudent to use them where you can realize the greatest benefit. Why spend big money in January when you absolutely must be a promotional powerhouse in April, May, and June?"

Good question...but a number of programmers maintain that freezing those promotional resources in the first quarter is a big mistake. For many, staying promotionally active in the first quarter is like getting a three-month running start on the spring book. "We usually do television in the winter months, even though it's a down time for much of the broadcasting industry," says John St. John, PD at KYGO/FM in Denver. "We feel that if we can't make an impact in first quarter, we'll be playing catch-up all year long. So, we usually hit with a large TV campaign right off the bat."

One reason many stations let down their guard in the first quarter is simply because of a severe lack of planning. While the first quarter offers an abundance of upbeat themes around which to build budget-conscious promotions, including charity events, football playoffs, and fun holidays such as Valentine's and St. Patrick's Days, many programmers seem to downplay them.

Not Dan Pearman, PD at Young Country, KYNG/FM-Dallas/Ft. Worth. "We have as much going on in first quarter as in any other," he says. "We get involved in the local

Stock Show which draws hundreds of thousands of people. We also do a blood drive for the American Red Cross, since blood supplies drop into low quantities over the holidays. No matter what we do, it has to make sense for our listeners and for our overall image."

It's critical to be inventive during first-quarter



ter without losing focus on what your station does best, adds KYGO's St. John. "We are aggressively programmed for our audience, and we plan our winter promotional activity accordingly," he says. "If the audi-

"There is no such thing as down time anymore. If you don't plan for first quarter, you won't have a second quarter to plan for."

ence likes something—musically or otherwise—we go for it. If they don't, we drop it like a hot potato. We think it's very important to get involved in our audience's lifestyle."

One activity KYGO has planned for this winter focuses on the popularity of skiing in the Denver area. Dubbed "Team KYGO," the station sends a van out to the slopes two weekends out of every three during January, February, and March to hand out promotional items and to meet listeners face-to-face. This

promotion works well, St. John says, because it doesn't compromise the integrity of the station's sound—the station doesn't broadcast from these locations—while it communicates with listeners on a personal, lifestyle level.

So...what if you've been caught snoozing up to this point? The first quarter is almost here, you have no definitive plans, and resources are scarce?

"There's still no need to panic," says Smith. "You can always get creative with all that time you're going to have available on the station." Part of the beauty of the first quarter for most stations is a scarcity of commercial clutter, which results in an abundance of music. Rather than lament the lack of ad sales



in the first quarter, these stations should emphasize the fact that they're giving listeners what they want: more music. Promotions could be as simple as giving away CDs to listeners who can name the first, fifth, and twelfth songs in a music sweep, or as complex as devising an ad campaign that emphasizes a station's ability to play dozens of uninterrupted songs. Other last-minute, yet effective, promotional possibilities include sending contest winners to someplace warm or paying off listeners' holiday bills.

"The equation is simple," Smith concludes. "There is no such thing as down time anymore. If you don't plan for first quarter, you won't have a second quarter to plan for." ■

Darlene Fiscus is a principal of Creative Access to Communications Services, a New York-based firm that provides business writing and creative services to the entertainment industry.



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MOST ADDED
LONESOME BROTHERS (9)
THE DERAILERS (8)
LIBBI BOSWORTH (8)
BIG HOUSE (7)
LONGVIEW (6)

TOP TIP
KEVIN JOHNSON & THE LINEMEN
Parole Music
(Sam)
 Johnson's subtle delivery perfectly showcases his incredible gift for song. From the Petty-esque "Written on My Heart" to the Bakersfield sounds of "My Loving Memory," he displays a keen sensibility for honest country music.

RECORD TO WATCH
LONESOME BROTHERS
Lonesome Brothers
(Tar Hut)
 Absolutely no reason for these bros to be lonesome. Already partying at KWXE, KFDI, WHAY, WMNF, WCSB, WCBN, and KBGU, to name a few.

Gavin Americana

The Other Country

Americana Inroads

BY CHRIS MARINO



A Singular Dilemma

Now that winter is upon us, I'm reminded of one particularly chilly night in September. It was the last night of In the Pines, GAVIN's Americana Retreat, and the temperature inside my cabin was the same as it was outside (38°). I think they call it homeostasis; I call it friggin' insanity. I was too cold to sleep when I finally went to bed at 4 a.m., fully clothed (Timberlands and all). So instead, I got to thinking about some of the issues we had talked about over the weekend.

Two things reverberated through my head that night (not including my theory that the cabin's wood supply—or lack thereof—had something to do with the 10 canoes at our dock, only one of which was officially assigned, Don Yates' late-night ferry service, and the young Mormon camp workers who saw more booze and paraphernalia in the few days we were there than they would have had they attended a Cheech & Chong movie marathon at Willie Nelson's house). The first was Larry Milam of Anderson Merchandising saying that he asked five people what

Two things reverberated through

LW	TW		Rpts.	Adds	H	M	L
1	1	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	75	0	47	17	11
2	2	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	68	0	45	12	11
3	3	RICKY SKAGGS - Bluegrass Rules (Rounder)	69	0	37	22	10
4	4	FRED EAGLESMITH - Lipstick Lies & Gasoline (Razor & Tie)	69	1	31	26	12
5	5	ROBBIE FULKS - South Mouth (Bloodshot)	64	1	28	30	6
6	6	WAYNE HANCOCK - That's What Daddy Wants (Ark 21)	67	0	19	28	20
12	7	THE DERAILERS - Reverb Deluxe (Watermelon/Sire)	62	8	19	26	17
8	8	TIM O'BRIEN - When No One's Around (Sugar Hill)	62	0	25	14	23
9	9	CHESAPEAKE - Pier Pressure (Sugar Hill)	61	0	20	20	21
7	10	SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)	61	0	19	18	24
10	11	WYLIE & THE WILD WEST SHOW - Way Out West (Rounder)	53	0	25	12	16
11	12	THE SONGS OF JIMMIE RODGERS - V/A (Egyptian Records/Columbia)	57	0	14	18	25
14	13	JAMES INTVELD - James Intveld (Risk/Innerworks)	50	0	13	24	13
16	14	GREG BROWN - Slant 6 Mind (Red House)	45	0	17	16	12
13	15	BUDDY MILLER - Poison Love (HighTone)	50	0	15	14	21
18	16	PAUL BURLISON - Train Kept A Rollin' (Sweetfish)	48	1	11	16	21
22	17	CHIP TAYLOR - Last Chance (Train Wreck)	49	3	7	20	22
15	18	RAY WYLIE HUBBARD - Dangerous Spirits (Philo)	45	2	13	17	15
21	19	RAY CONDO AND HIS RICOCHETS - Door To Door Maniac (Joaquin)	46	2	8	19	19
17	20	BILL KIRCHEN - Hot Rod Lincoln-Live! (HighTone)	45	1	8	20	17
32	21	LONGVIEW - Longview (Rounder)	47	6	7	14	26
28	22	TOM T. HALL - Home Grown (Mercury)	46	4	5	18	23
23	23	THE EX-HUSBANDS - The Ex-Husbands (Tar Hut)	41	1	7	23	11
19	24	CLAIRE LYNCH - Silver And Gold (Rounder)	46	0	7	15	24
30	25	TINA ADAIR - Just You Wait & See (Sugar Hill)	45	3	6	16	23
31	26	RECKLESS KELLY - Millican (Cold Spring)	45	5	3	22	20
25	27	PAT DONOHUE - Backroads (Bluesky)	44	3	6	18	20
20	28	VARIOUS ARTISTS - Stone Country (Beyond Music)	42	0	11	8	23
35	29	KEVIN JOHNSON & THE LINEMEN - Parole Music (Sam)	44	2	2	18	24
26	30	JOAN BAEZ - Gone From Danger (Guardian)	41	0	8	11	22
24	31	KELLY JOE PHELPS - Roll Away The Stone (Rykodisc)	41	0	6	15	20
29	32	CATIE CURTIS - Catie Curtis (Guardian)	38	0	9	11	18
37	33	TIM RYAN - Tried, True, and Tested (Warner Western)	35	0	9	13	13
36	34	LONESOME BOB - Things Fall Apart (Checkered Past)	37	1	5	14	18
27	35	FLYING BURRITO BROTHERS - California Jukebox (Ether)	39	0	6	10	23
34	36	HERITAGE (VARIOUS ARTISTS) - Heritage (Six Degrees)	39	0	6	8	25
33	37	STEAM DONKEY - Cosmic Americana (Landslide)	37	1	7	8	22
40	38	BOB DYLAN - Time Out of Mind (Columbia/CRG)	27	1	10	8	9
N	39	DOC WATSON & DAVID GRISMAN - Doc & Dawg (Acoustic Disc)	29	0	7	9	13
N	40	MARK O'CONNOR - Liberty (Sony Classical)	35	0	2	9	24

SORROWFUL JONES

absence



THE PLAYERS

Cindy Boyle	Daniel Parks
Tim Brannigan	Paul Peabody
Brian Fullen	Nathan Smith
John Garner	Dow Tomlin
Fats Kaplin	Dennis Wage

© RADIO RECORDS

Chartbound

JOHN FLYNN (Sliced Bread)	JANET MARTIN (Planetary)
BIG HOUSE (MCA Nashville)	COTEAU (Rounder)
"UNCOMMON RITUAL" (Sony Classical)	JON DEE GRAHAM (Freedom)
BOTTLE ROCKETS (Atlantic)	PAUL THORN (A&M)

Editor: CHRIS MARINO • Assistant: TOBY FRENCH
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 Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580

"Americana" was and heard five completely different answers. (The upcoming Americana third anniversary issue will begin to address this.) The second was repeatedly hearing that Americana records do not stay on the chart long enough to establish acts or sell records. Part of the reason for this is that Americana is an album-dedicated chart rather than a singles-oriented one. Should this change?

At a recent NARAS (National Academy of Recording Arts and Sciences) panel meeting on the Americana format, it was said that CDs cannot be marketed effectively with only a 10-14 week chart life. "You can't expect your audience to gain familiarity with an artist if they're on and off the charts in ten weeks," said Mark Naylor of Ark 21 Records.

Bruce Kidder of KHYI in Dallas concurs. "You can't establish the identity of a new artist without banging the hell out of a particular track," he advised.

When you consider that a project's chart activity directly effects an artist's career, you begin to see the importance of extending the life of a project. Explains Mike Hays of WJMA/FM-Orange, Virginia, "[The artists] put their hearts and souls into these records, and it's a real shame that the chart

life is so short."

So the question becomes: How do we maximize the life of an album without changing the intent of the format?

"Rotations sell records and help with artist development," explained Al Moss of Al Moss Promotions at the NARAS gathering. "We should be trying to increase the emphasis on a song and artist so that people become familiar enough with it that it impacts sales" while, he stressed, "at the same time keeping the integrity and spontaneity of the format intact." It's a tough dilemma, to be sure, but one I think we can solve if we all work together.

If you have any thoughts on this subject or any other, let me know. There could be a place for you on a panel at our upcoming GAVIN Seminar. ●

Americana Pick

LONESOME BOB Things Fall Apart (Checkered Past)

I don't know Bob well enough to know if he lives in the tragic world he writes about so passionately, but if that's the impetus behind songs like "My Mother's Husband" and "Waltzing on the Titanic," I hope his life plays out like a Tennessee Williams play.

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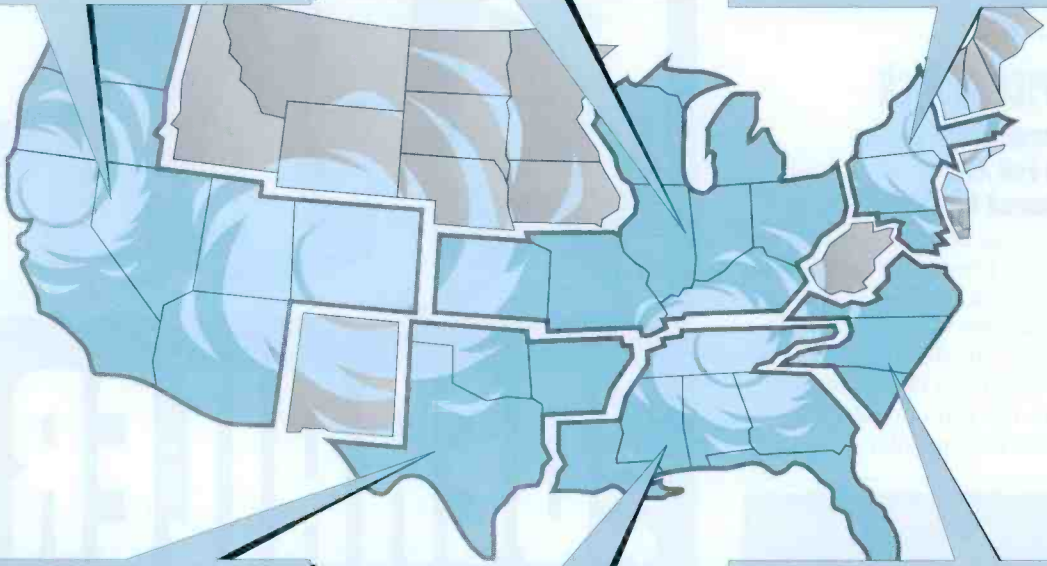
Gavin Urban Landzcape

A GAVIN ORIGINAL PRIME PROPERTY

WEST COAST
JANET JACKSON +51 "Together Again" (Virgin)
USHER +34 "Nice & Slow" (LaFace/Arista)
LUTHER VANDROSS +26 "I Won't Let You Do That To Me" (LV/Epic)
KIMBERLY SCOTT +25 "Tuck Me In" (Columbia)
SAM SALTER +19 "It's On Tonight" (LaFace/Arista)

MIDWEST
DRU HILL +49 "We're Not Making Love No More" (LaFace/Arista)
SAM SALTER +48 "It's On Tonight" (LaFace/Arista)
BRIAN MCKNIGHT +41 "Anytime" (Mercury)
MASTER P +39 "Scream" (No Limit/Priority)
JANET JACKSON +38 "Together Again" (Virgin)

EAST COAST
JANET JACKSON +106 "Together Again" (Virgin)
MASE +101 "What You Want" (Bad Boy/Arista)
DRU HILL +71 "5 Steps" (Island)
MASTER P +69 "Scream" (No Limit/Priority)
QUEEN PEN +62 "All My Love" (Lil' Man/Interscope)



SOUTHWEST
JANET JACKSON +77 "Together Again" (Virgin)
PUFF DADDY AND STING & THE POLICE +72 "Roxanne '97" (A&M)
SAM SALTER +57 "It's On Tonight" (LaFace/Arista)
MIC GERONIMO +46 "Nothin' Move But The Money" (Blunt Recordings)
DRU HILL +44 "5 Steps" (Island)

SOUTHEAST
BOYZ II MEN +124 "A Song For Mama" (Motown)
BUSTA RHYMES +108 "Dangerous" (Flipmode/Violator/Elektra)
LL COOL J +102 "Father" (Def Jam)
JON B. +93 "Are U Still Down" (Yab Yum/Epic)
MASTER P +91 "Scream" (No Limit/Priority)

CAROLINAS/VIRGINIA
JANET JACKSON +116 "Together Again" (Virgin)
MASTER P +108 "Scream" (No Limit/Priority)
BOYZ II MEN +106 "A Song For Mama" (Motown)
USHER +107 "Nice & Slow" (LaFace/Arista)
QUEEN PEN +98 "All My Love" (Lil' Man/Interscope)



K-CI & JOJO (46)
All My Life (MCA)
 WGMV, WRVS, KBCE, WKGN, WHUR, WFXE, WJMG, WJZD, WDZZ, KCEP, WEUP, WNHC, WJNN, WBLX, WJFX, WWDW, WTLZ, WMNX, WJKX, WXQL, WRKE, WJLB, WDAS, KHRN, KDKO, WFLM, WHRK, KJMS, WIZF, WJTT, WQHH, WPEG, KSJL, WCKX, KMJJ, WOWI, KPRS, WZHT, WZND, KVSP, KRRQ, KKDA, WKKV, WPAL, KZWA, WGZB
SOMETHIN' FOR THE PEOPLE (46)

All I Do (Warner Bros.)
 WKGN, WILD, KMJK, WGCI, KBCE, WFXE, WJMG, WJZD, WEUP, WJNN, WBLX, WJFX, WWDW, WTLZ, WMNX, WBL, WJKX, WXQL, WRKE, WJLB, KHRN, KDKO, WFLM, WPLZ, KTBT, WHRK, KJMS, WVEE, WIZF, WQHH, WPEG, WCKX, KMJJ, WZFX, KPRS, WZHT, KVSP, KRRQ, WBLK, WZAK, WUSL, WPAL, KZWA, WTMP, WGZB, WQOK
MASE (46)
What You Want (Bad Boy/Arista)
 WKGN, WKYS, WILD, WFXA, WRSV, KBCE, WPHI, WJMG, WJZD, WDZZ, WJNN, WBLX, WJFX, WQOK, WWDW, WTLZ, KXHT, WBL, WJKX, WXQL, WRKE, WJLB, KHRN, WPLZ, WHRK, WIZF, WJHM, WGZB, WJTT, WQHH, WPEG, KSJL, WCKX, WJMI, KMJJ, KPRS, WZHT, KRRQ, WBLK, WKKV, KKDA, WZAK, WUSL, WPAL, KZWA, WTMP

BONE THUGS N' HARMONY (27)
Body Rocc (Relativity/Ruthless)
 WKGN, KBCE, WFXE, WJZD, WJNN, WBLX, WJFX, WTLZ, WBL, WJKX, WXQL, WRKE, KHRN, WPLZ, WHRK, WIZF, WJTT, WQHH, WPEG, WCKX, WJMI, WZHT, KRRQ, WPAL, KZWA, KMJJ, WGZB
THE FAMILY STAND (19)
You Don't Have To Worry (East West/EEG)
 WKGN, WJMG, WJZD, WJNN, WJFX, WJKX, WXQL, KHRN, KDKO, WFLM, WPLZ, KTBT, WQHH, KMJJ, KVSP, WAAA, WPAL, KZWA, WTMP

BLACK A/C
 Most Played Current Hits
ERYKAH BADU
"Tyrone" (Kedar/Universal)
BOYZ II MEN
"A Song For Mama" (Motown)
BEBE WINANS
"In Harm's Way" (Atlantic)
SOUNDS OF BLACKNESS
"Hold On (Change Is Comin')" (Perspective/A&M)
LSG
"My Body" (East West/EEG)

TOP TEN SPINZ

1	ERYKAH BADU "Tyrone"	3694	3736
2	DRU HILL "We're Not Making Love No More"	2928	3046
3	LSG "My Body"	2885	3175
4	BOYZ II MEN "A Song For Mama"	2164	2597
5	MISSY "MISDEMEANOR" ELLIOTT "Sock It 2 Me"	2460	2834
6	MARIAH CAREY "Butterfly"	1927	2070
7	AALIYAH "The One I Gave My Heart To"	2052	2124
8	DRU HILL "5 Steps"	1785	1997
9	H-TOWN "They Like It Slow"	1866	1974
10	SOUNDS/BLACKNESS "Hold On..."	1806	1968

SPINZ LAST WEEK
SPINZ THIS WEEK

Q - FILE



Radio One, Inc. is happy to announce the return of Bree Taylor to Majic 102.3 FM (WMMJ). She was truly missed. She is a great asset to the company.

A promotional photograph for the R&B group SFP. Three men are standing in a room with light-colored, draped curtains. The man on the left is bald and wearing a light-colored polo shirt. The man in the middle has a goatee and is wearing sunglasses and a light-colored button-down shirt. The man on the right has long dreadlocks and is wearing a light-colored jacket. The text 'SFP' is overlaid in a large, purple, stylized font.

SFP

SOMETHIN' FOR THE PEOPLE

All I Do

The follow-up to the platinum single "My Love Is The Shhh!"

KBCE, KMJJ/FM, KVSP, WCKX, WCGI/FM, WJFX, WJZD, WPLZ, WZFX, V103/WVEE, WPAL/AM, WBLX, KDKO, KPRS, KZWA, WEUP, WGZB, WJJN, WKGN, WQOK, WZHT, WTMP, WRKE, WILD, KHRN, KRRQ, WBLK, WFLM, WHRK, WJKX/FM, WMNX, WTLZ, WXQL, KJMS, KTBT, WELS, WFXE, WIZF, WJMG, WPEG, WWDW/FM, WZAK, WJLB, KMJK, WQHH

Produced by Arvel McClinton and SFP for Ill A.M. Entertainment/Nothin' Personal Productions
Executive Producers: Alison Ball-Gabriel, SFP, Byron Phillips and Michael Traylor
Management: Michael S. Traylor and Byron Phillips for Anthill Mob Entertainment



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On-line

BY QUINCY MCCOY



The Demise of Personality Radio

A Guest Column by Elroy Smith

The last time I talked with Elroy Smith, Operations Director of WGCI AM/FM-Chicago (GAVIN September 26, 1997), he said:

"I am in the process of writing a letter to the industry about the state of talent. Here's what's in my heart: We complain and nag about syndicated shows taking jobs away from us, but I say congratulations to Doug Banks and Tom Joyner. How can we blame these two guys, who have worked diligently on their careers for many years, when what we haven't done as talent and as programmers is allow people the room to make mistakes and grow. Allowing people ten seconds each break isn't developing talent. We talk against syndication, but guess what? Operators are saying they can't find good talent and are resorting to someone who can provide results. We need to reassess ourselves as program directors. And to you jocks who are unprepared, not really thinking about how you can impact your listener every day, it's on you as well. We all need to work to make radio exciting again. If we continue to ignore this, every radio station in the country will end up with something syndicated on it."

Well, Elroy has finished the letter about personality radio, and I'm giving him my column this week to speak his mind. —QUINCY MCCOY

Back in the late '70s and early '80s, I would not have been able to send a letter to the industry questioning the existence of personality radio. Let's take WWRL (Super 16)-New York as an example. That station thrived on personality, with talents such as Enoch Gregory, Bobby O'Jay, Jef Troy, Gerry Bledsoe, Hank Spann, and Gary Byrd. Every daypart was strong and electrifying. WGCI/FM-Chicago once had a powerful and competitive line-up: Bob Wall, Yvonne Daniels, Tom Joyner, and Doug Banks. Radio was so much fun then.

Today the fun on many stations concludes at the end of the morning show. Why? Who said that no one wants to be entertained after 9 or 10 a.m.? We should have compelling, entertaining, personality-driven radio around the clock.

"Programmers should share the blame when their stations lack talent. Sometimes we don't allow jocks the opportunities to display their true potential."

At one time I was high on music-driven radio during mid-days. But two years ago, I decided that middays on WGCI need to be as compelling as afternoon drive. To this day, I'm thankful I made that decision, because it garnered numbers that we never imagined. Now we also apply this philosophy to our overnight show.

You may say that the music is the entertainment. You're right! But, if another station signed on in your market tomorrow and played the same music, what would distinguish your station from theirs? The answer is nothing—other than that you were around first. However, first does not always mean best. WBSL in New York was first; today they are trying to rebuild their empire. KKDA was also first. After many years of restructuring, KKDA is now back in the game. What counts is what happens between the hits.

Ten-in-a-row, 20-in-a-row, less talk-more music, commercial free, we're first with the new Michael Jackson-style formatics mean nothing to passive listeners. It's really just a bunch of blah-blah-

blah. But compelling content, commanding personalities, hooks/gimmicks, and a person that's willing to open up his or her life will get you noticed by your listeners.

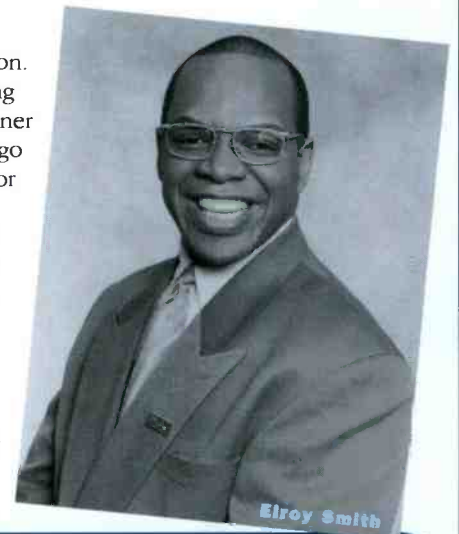
Tom Joyner has been accused of taking many jobs from morning personalities across the country, and while in certain cases it was for economic reasons, in most cases his show was put on because Joyner's talent out-shined what was in the market. You might argue that Joyner wins because of his many years of experience and name recognition. However, WGCI former morning man Steve Harvey defeated Joyner by healthy margins in all Chicago demos, and Harvey had no prior radio experience.

If it's not Joyner's experience and name recognition that puts him on top, what is the reason for his consistent winning? It's because Joyner has vision. He was nicknamed the "Fly Jock" and was dubbed the hardest working man in radio when he used to fly from Dallas to Chicago, where he hosted the

morning and afternoon shows, respectively. Now he's syndicated across the country.

What is your vision? If the answer is, "I don't have one" or "I never thought about it," please begin to formulate your vision today. Otherwise you will miss out. When you lack vision, you settle for lackluster opportunities.

Programmers should share the blame when their stations lack talent. Sometimes we don't allow jocks the opportunities to display their true potential. Imagine if you did not have someone in your life who believed in your ability and took a chance on you; where would you be today? Extend your personalities the same opportunity. Let them demonstrate what they can do; you may be surprised. Just think, the dream team you envision—Michael Jordan, Magic Johnson, Julius Ervin, Larry Bird, Penny Hardaway, and Shaq—could already be sitting on your programming bench. Perhaps it's time for the coach to put them in the game and let them score.



Elroy Smith

A Biography of Elroy Smith

In the late '70s Elroy Smith, like a lot of radio people, fell in love with WABC in New York. He was caught up in its magic and studied its brilliant balance of personality and hit music. While in New York, Smith attended a broadcasting school that guaranteed to make him a disk jockey in nine months, but it wasn't until 1981 that Smith got on the air at WILD/AM-Boston as host of a Caribbean show. "The programming people

knew I was from Bermuda, but they didn't know that Bermuda isn't in the Caribbean," says Smith. "I didn't argue with them, I just wanted the job." After graduating from Emerson College, he started working middays at WILD and became Program Director and morning man in 1983. In 1988, he helped launch 100.3 JAMS in Dallas. Then in 1992, he began his successful reign as Program Director of WGCI/FM-Chicago. —QUINCY MCCOY

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COLUMBIA

MOST ADDED



RAMPAGE
We Getz Down Feat. 702
 (Flipmode/Elektra/EEG)
2 PAC
*I Wonder If Heaven Got
 A Ghetto?*
 (Amaru/Jive)

TOP TIP

GAB GOTCHA
Angels/On The Job
 (Hydra)

Nine more adds bring Gab's station total to 27 this week...

RECORD TO WATCH



OC
Dangerous (Remixes)
 (Payday)
 OC gives *Jewelz* a well deserved shot in the arm for the fourth quarter with this hot vinyl.

Gavin Rap

2W	LW	TW	
\$	1	1	RAKIM - Guess Who's Back? (Universal/MCA)
\$	3	2	THE FIRM - Phone Tap (Aftermath/Interscope)
\$	2	3	GANG STARR - You Know My Steez (Noo Trybe/Virgin)
\$	4	4	BIG PUNISHER - I Ain't A Player (Loud)
\$	5	5	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
5	6	6	MIC GERONIMO - Usual Suspects/Nothin' Move But The Money (Blunt Recordings)
8	8	7	LUNIZ - Funkin' Ova Nuthin'/Jus Mee & U (C-NOTE/Noo Trybe)
12	11	8	SAUCE MONEY - Against The Grain (DGC)
19	13	9	MILITIA - Burn (Red Ant)
18	9	10	UNSPOKEN HEARD - Cosmology (7 Heads Recordings)
10	7	11	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Def Jam)
11	14	12	GRAVEDIGGAZ - The Night The Earth Cried (Gee Street)
13	10	13	FAT JOE - Find Out (Atlantic)
—	22	14	2 PAC - I Wonder If Heaven Got A Ghetto (Amaru/Jive)
9	12	15	DIAMOND - The Hiatus Remix feat. Cru (Mercury)
—	20	16	O.C. - Dangerous Feat. Big L and Remixes (Payday/FFRR)
25	21	17	DJ S&S - So Hot (Lethal Records)
20	17	18	BLACK ATTACK - My Crown/Correct Technique feat. Problemz (Ghetto Gold/Rawkus Ent.)
\$	15	19	COCO BROVAZ - Won On Won (Loud)
14	16	20	CAPONE N NOREAGA - Closer (Penalty Recordings)
—	38	21	L-FUDGE - Liquid/What!? (Rawkus Entertainment)
31	26	22	EPMD - Richter Scale (Def Jam Recording Group)
30	24	23	SPONTANEOUS - Waterproof (Goodvibe)
16	18	24	HURRICANE G - Coast To Coast/Whatever (H.O.L.A.)
15	19	25	MYSTIKAL - Ain't No Limit (Jive)
22	23	26	LORD TARIQ & PETER GUNZ - Deja Vu (Codeine)
35	33	27	IN THE BEGINNING...THERE WAS RAP - Various Artists (Priority)
32	25	28	HI TECH - All Time Einstein/The Tech's Technique/The Music (Mass Vinyl)
27	29	29	WC - Jus' Clownin' (Payday/FFRR)
28	27	30	DJ EQ/BEATS & LYRICS COMPILATION - 3 Emcees feat. Xzibit, Del & Casual (Industry)
—	39	31	WHORIDAS - Keep It Going (Delicious Vinyl)
\$	30	32	WU-TANG CLAN - It's Yourz (Wu-Tang/Loud/RCA)
—	37	33	REDFOO & DRE' KROON - The Freshest (Bubonic Records)
NEW	34	34	QUEEN PEN - Party Ain't A Party (Lil' Man/Interscope)
NEW	35	35	McGRUFF - Gruff Express (Uptown/Universal)
NEW	36	36	RAMPAGE - We Gets Down (Flipmode/Violator/Elektra)
33	34	37	BORN JAMERICANS - Sending My Love (Delicious Vinyl)
17	28	38	XZIBIT - Los Angeles Times (Loud)
\$	31	39	ORGANIZED KONFUSION - Somehow, Someway (Priority)
36	36	40	CRAIG MACK - What I Need (Moe Bee Remix) (Street Life/Scotti Bros.)

\$—Indicates GAVIN Rap Retail Action.

Chartbound

TIMBALAND & MAGOO-Luv 2 Luv U (Atlantic)
STYLES OF BEYOND-Killer Instinct Feat. Divine Styler (Bilawn)
FRANKENSTEIN-UV (Knowledge of Self)

Up & Add 'Em

Fax your adds for the weeks of 12/12 and 12/18 to T or Ayoka (415) 495-2580.

Like That!

BY THEMBISA S. MSHAKA



San Diego or Bust

I took a trip to San Diego this week to scope out the **Hyatt Regency**, the clubs, and vibe with DJs. I was pumped all over again when I walked off the plane. The San Diego airport is modern and easy to maneuver through. It's a straight shot to shuttles for your rental car (though most activities will be within walking distance of the Hyatt) and just four miles to the Hyatt and spillover **Marriott**, which neighbor one another and overlook the Embarcadero Park North, a scenic peninsula. I was told that in February, it will be sunny and warm with occasional

Tools of Da Trade, a new vinyl and graf shop that must be part of your artists' itinerary (619) 239-6637. As for clubs, they are booking up faster than you can read this column, so I'm gonna give you some contact names and numbers now. Don't say I never did anything for ya!

Ole Madrid, 755 Fifth Avenue. Contacts: Luis or Mauricio (619) 557-0192. Three-level club within a restaurant-bar that holds 650 people. Only Wed. and Thurs. evenings available at this point, but they're open for meet-n-greets.

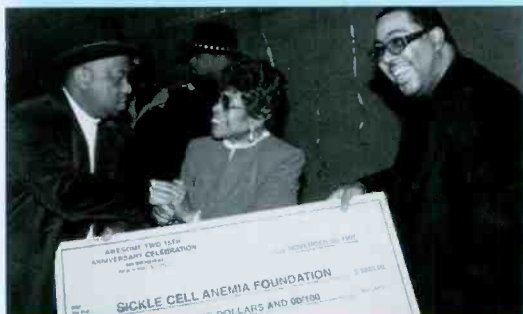
4th & B, 345 B Street. Contact:

Wayne Reynolds (619) 231-2131. Holds 1500 people, 21 and over only, and only Thursday's available, so call now. Wayne's open to doing hip-hop, as long as the bill is balanced with name acts and new ones.

Canes Bar & Grill, 3105

Oceanfront Walk. Contact: Eric Leitstein (619) 488-1780. They don't usually do rap, but aren't opposed to it. This place is a stone's throw from the ocean, holds 700 in the club area, has a connected sports bar with TV monitors that can broadcast the show, and boasts a large upper outdoor deck with an amazing ocean view. Talk to him about Thursday and Friday, because Saturdays are his biggest night.

As far as registration goes, time's slipping. Call **Catherine** at (415) 495-1990 ext. 653 to register by phone. Unfortunately, there are no more slots available for volunteering. If the Hyatt is sold out by the time you call, the Marriott is our spillover hotel (619) 234-1500. Last but by no



Awesome Two give back to their community by donating \$1,000 to the Sickle Cell Anemia Foundation at their 15th Anniversary bash November 20. Nice suits, gentlemen! (Photo Courtesy of Stella)

ocean breezes until sundown, when you'll need your jacket. In other words, don't be afraid to bring a pair of shorts; it only rains an average of two days per month.

After touring the spacious, beautifully fashioned Hyatt Regency, I hooked up with SD's premier street promoters, **Tim** and **Chuck** from **3-Deep**. They took me to the **Gaslamp Quarter**, which is much like New Orleans' French Quarter, but on a Mexicali tip: great restaurants, intimate clubs that actually play hip-hop, and **Horton Plaza**, a huge mall with all the stores and a **Planet Hollywood**. While there, we met up with **Ragz** from **Z-90** and ran into **Big Nmz**, proprietor of

Editor: THEMBISA S. MSHAKA • Rap Assistant: AYOKA MEDLOCK
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Announcing the 1998 Gavin Seminar Keynote Speaker Dr. Deepak Chopra

GAVIN is proud to announce that Deepak Chopra, M.D., whose revolutionary theories on the integration of body, mind, and spirit have earned him worldwide recognition, will deliver the keynote address at the GAVIN Seminar on Thursday, Feb. 5, in San Diego.

Dr. Chopra is widely credited with melding modern theories of quantum physics with the timeless wonders of ancient cultures to help counsel people around the globe on how to unleash their potential to achieve physical, emotional, spiritual, and mental well-being.

Dr. Chopra is the author of 19 books, published on every continent in dozens of languages. He's produced over 30 audio, video, and CD-ROM motivational programs, and has spoken to thousands of audiences on how to set realistic goals for living more meaningful, harmonious, and fulfilling lives. He delivered the keynote address at the inauguration of the State of the World Forum and the Peace and Human Progress Foundation, and Esquire magazine ranks him as one of the top ten motivational speakers in the world.

Former Chief of Staff at Boston Regional Medical Center, Dr. Chopra also taught at Tufts University and the Boston University School of Medicine.

Let Deepak Chopra help you become one of the many who've achieved balance in their lives.

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Seminar Hotline: (415) 495-3200

Sponsorship Opportunities: Lou Galliani (805) 542-9999

Hotel Reservations: (619) 232-1234 (Mention Gavin for Seminar rate)

Airline Reservations: (800) 466-9896 (Mention Gavin)

1998
GAVIN
SEMINAR

Gavin Rap Retail

2W	LW	TW	Singles
7	1	1	MASTER P - I Miss My Homies (No Limit/Priority)
—	12	2	EPMD - Richter Scale (Def Jam Recording Group)
1	2	3	JAY-Z - Sunshine/Streets Is Watchin' (Roc-A-Fella/Priority)
10	3	4	RAKIM - It's Been A Long Time (Universal/MCA)
5	5	5	MISSY "MISDEMEANOR" ELLIOTT - Sock It To Me (The Gold Mine, Inc./EastWest)
2	4	6	MASE - Feel So Good (Bad Boy/Arista)
4	6	7	WU-TANG CLAN - It's Yourz (Loud)
—	7	8	BIG PUNISHER - I Ain't A Player (Loud)
8	8	9	MACK 10 - Backyard Boogie (Priority)
11	9	10	THE BEATNUTS - Off The Books (Violator/Relativity)
9	10	11	BUSTA RHYMES - Put Your Hands Where My Eyes Could See (Flipmode/Violator/Elektra)
—	11	12	TIMBALAND & MAGOO - Luv 2 Luv U (Atlantic)
18	13	13	GANG STARR - You Know My Steez/So Wassup?! (Noo Trybe/Virgin)
16	16	14	ORGANIZED KONFUSION - Somehow, Someway (Priority)
12	14	15	NAUGHTY BY NATURE - Mourn You 'Til I Join You (Tommy Boy)

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

Compiled by Matt Brown and Justin Torres

Mixshow REAL SPINZ

TW	Spinz	Trend
1	76	-14
2	73	+6
3	60	-6
4	56	-5
5	56	-8
6	56	-13
7	55	+11
8	54	+4
9	53	+3
10	53	-6
11	52	+7
12	48	-11
13	47	+28
14	46	+10
15	43	-8
16	41	+6
17	37	+18
18	32	-1
19	31	-3
20	29	-12

means least, I'm excited to announce that **Dr. Deepak Chopra**, groundbreaking physician and author of 19 health and motivational books, will be the 1998 GAVIN Seminar Keynote Speaker. If there's one thing we all need, it's balance, so we can live longer and more meaningful lives. I'll have more on the hip-hop panels later...*like that*. **One Love.** ●

Rap Picks

I.G. OFF & HAZARDOUS "Street Serenade" b/w "Hip-Hop 'Til I Die"

(Beyond Real)

I.G. Off & Hazardous continue in the fine 12-inch tradition of the Jigmastas and Lord Tariq & Peter Gunz, and employs familiar cuts and effects on this space-age, jazzy production. The moodiness of "Street Serenade" is well juxtaposed by the bouncy lyrical fervor of "Hip-Hop 'Til I Die." The latter is already getting early reaction at college radio. Contact Dwight Willacy at (212) 707-2424.

DIAMOND

"This One" feat. Busta Rhymes (Mercury)

One of the explicit gems from Diamond's *Hatred, Passion, and Infidelity* album has been ingeniously edited for radio play. Busta's bombastic voice serves as the energizer for this love jam's mellow track. Contact Marlo for wax at (212) 603-7922.

XPERADO

"Paradox"

(Official Joints)

Xperado unleashes cinematic rhymes in a simmering monotone that makes you pay equal attention to both lyrics and music. At a time when would-be-emcees often say nothing atop an incredible track, this Finesse produced-soundbed is steady and strong, punctuated with verse-relevant scratches. For wax call (212) 598-9917.



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MOST ADDED

- PETER WHITE (9/29 reports)**
- PAUL HARDCASTLE (9/42 reports)**
- YANNI (8/19 reports)**
- RICK BRAUN (6/43 reports)**
- BRIAN TARQUIN (6/35 reports)**



This the season to spin holiday tunes. Peter White's entry is this week's highest debut at #47. Primary action on "The River," this week's #3 Spin Trend with +84.

TOP TIP

PETER WHITE
Songs of the Season
(Columbia)

This the season to spin holiday tunes. Peter White's entry is this week's highest debut at #47. Primary action on "The River," this week's #3 Spin Trend with +84.

RECORD TO WATCH



LOREENA MCKENNITT
"The Mummer's Dance"
(Warner Bros.)

A pan-format hit, already rattling cages at A3 and Alternative. Loreena's "Mummer's Dance" has a contagious holiday/wintertime vibe.

Gavin Smooth Jazz

LW	TW	Reports	Adds	Spins	Differences	
1	1	CHRIS BOTTI - Midnight Without You (Verve)	61	0	1030	+1
2	2	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	64	0	1003	-3
4	3	BRIAN CULBERTSON - Secrets (Bluemoon/Atlantic)	65	2	999	+34
5	4	BOB JAMES - Playin' Hooky (Warner Bros.)	65	1	972	+43
3	5	JOYCE COOLING - Playing It Cool (Heads Up)	62	0	908	-73
6	6	BONEY JAMES - Sweet Thing (Warner Bros.)	54	0	827	-33
7	7	RIPPINGTONS/RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	64	2	794	-35
8	8	EARL KLUGH - The Journey (Warner Bros.)	51	2	642	-48
9	9	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	54	1	632	-52
13	10	CANDY DULFER - For the Love of You (N2K Encoded Music)	60	0	611	+51
11	11	AVENUE BLUE f/ JEFF GOLUB - Nightlife (Bluemoon/Atlantic)	59	3	597	+17
10	12	DAVID BENOIT - American Landscape (GRP)	62	1	587	-16
15	13	PETE BELASCO - Get It Together (Verve Forecast)	54	2	583	+50
17	14	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	62	3	557	+59
14	15	BOB MAMET - Adventures In Jazz (Atlantic)	49	1	534	-17
31	16	KENNY G - Greatest Hits (Arista)	54	5	516	+172
16	17	THOM ROTELLA - Can't Stop (Telarc Jazz Zone)	55	0	515	+16
12	18	JOE SAMPLE - Sample This (Warner Bros.)	48	0	511	-62
20	19	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	52	1	469	+12
22	20	PIECES OF A DREAM - Pieces (Blue Note)	53	0	462	+18
19	21	ERIC MARIENTHAL - Easy Street (i.e. music)	43	0	443	-20
25	22	RICK BRAUN - Body and Soul (Bluemoon/Atlantic)	43	6	429	+16
21	23	3RD FORCE - Vital Force (Higher Octave)	31	0	413	-39
23	24	KIRK WHALUM - Colors (Warner Bros.)	49	1	409	-27
24	25	AARON NEVILLE - Say What's In Your Heart (A&M)	35	0	403	-18
28	26	DOC POWELL - Don't Let the Smooth Jazz Fool Ya (Discovery/Sire)	44	1	390	+12
26	27	PHILIPPE SAISSÉ - Next Voyage (Verve Forecast)	45	1	388	-7
18	28	DAVID GARFIELD AND FRIENDS - Tribute to Jeff (Zebra)	42	0	376	-87
27	29	SWEET EMOTIONS COMPILATION - Count Basic & Gota (Instinct)	40	0	366	-16
29	30	STEVE WINWOOD - Junction Seven (Virgin)	34	2	346	-19
38	31	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	39	0	329	+37
30	32	BOB BALDWIN - Cool Breeze (Shanachie)	32	1	325	-38
34	33	RICHARD SMITH - First Kiss (Heads Up)	41	1	324	-1
32	34	JIM BRICKMAN - The Gift (Windham Hill)	39	1	323	-14
33	35	LUTHER VANDROSS - Best of Love Vol. II (Epic)	33	1	321	-6
35	36	DEAN JAMES - Intimacy (Brajo)	42	1	311	-10
36	37	JIMMY SOMMERS - James Cafe (Gemini)	35	0	307	+5
44	38	MICHAEL BOLTON - Best of Love (Columbia/CRG)	28	2	270	+29
42	39	DIANA KRALL - Love Scenes (Impulse!)	26	3	264	+19
41	40	DARYL HALL & JOHN OATES - Promise Ain't Enough (Push/BMG)	26	1	263	+3
40	41	A TWIST OF JOBIM - Various Artists (i.e. music)	24	0	263	-13
39	42	VANESSA WILLIAMS - "Next" (Mercury)	28	3	261	-24
37	43	DON DIEGO - Feel Me (Ichiban)	28	0	246	-49
45	44	GATO BARBIERI - Que Pasa (Columbia/CRG)	29	0	244	+5
43	45	BERNARD OATTES - Rules of My Heart (Unity Label Group)	33	1	239	-5
47	46	KUH - Precious (KZK/Gold Coast)	24	2	224	+13
—	47	PETER WHITE - Songs of the Season (Columbia/CRG)	29	9	191	NEW
—	48	BRIAN TARQUIN - Last Kiss Goodbye (Instinct)	35	6	190	NEW
—	49	SPECIAL EFX - Here to Stay (JVC)	29	2	188	NEW
46	50	RONNIE LAWS - Tribute to the Legendary Eddie Harris (Blue Note)	25	1	187	+42

On Z Corner BY KEITH ZIMMERMAN



Ten Reasons to be in San Diego in February

We hope you're making plans to be in San Diego for the big GAVIN Seminar February 4-7. Here's 10 reasons why you should register:

- 1. Expanded Jukebox Juries**
This year's Jukebox Juries 2000 (featuring United Artists' Network Theater technology) for jazz and Smooth Jazz will not only enable you to score the latest crop of new music, but you'll also be able to post in your input on hot issues. Results will be disclosed and discussed in-depth at a subsequent, format-specific meeting. Your vote counts!
- 2. A Major Keynote Speaker**
Deepak Chopra is a world famous expert on health and the human spirit, and on cultivating one's self-reliance and self-awareness. Dr. Chopra oversees the Chopra Center for Well Being and has written 19 books, which have sold a total of 10 million copies in English alone. Chopra joins past keynotes such as **Rupert Murdoch**, **Stanley Crouch** and **Tom Peters**, to prove that GAVIN delivers the top thinkers and newsmakers.
- 3. A Jazz Radio Face-Off**
We're approaching the proverbial fork in the road. Should jazz radio become a more "hit-oriented" format or continue trying to be all things to all people? Is the gap closing or widening between airplay and retail success? Is music research a necessary option? Is there a place for computerized music scheduling systems and satellite broadcasting in jazz radio?
- 4. Smooth Jazz Intensive Session**
What marketing technologies are on the horizon to replace tele-marketing and direct mail? How can Smooth Jazz further exploit its "cause marketing" and CD samplers success and become even more promotionally tenacious? What's on the minds of the format's top programmers? What are the latest trends in identifying future hits?
- 5. 10th Anniversary Awards Dinner**
Thursday night is our Tenth Year Celebration starring Impulse!

- 6. An Internet Live Broadcast**
We have an ambitious session involving the Internet and how it affects broadcasting and the music industry. Artist and radio Websites? Downloading music? Internet radio? Tune in, turn on, and plug in with N2K Encoded Music President **Phil Ramone**. It's going to be global as hell, and even feature a couple of musical walk-ons by **Jonathan Butler**, **Candy Dulfer**, and **Swamp Boogie Queen**.
- 7. Non-Commercial Radio Session**
How is non-comm radio handling monumental scenarios like government cutbacks, NPR hardball evaluations, and branding its music alongside daily news and information drive-time shows? What are the best no-cost promotions?
- 8. More General Radio Meetings**
Additional radio-intensive meetings are planned beyond jazz and Smooth Jazz, including legends of the airwaves, morning show elements, music testing, station promotion, and a group PD panel, brought to you by our sister publication, **GAVIN GM**.
- 9. Showcases and Live Music**
Next week we'll start announcing a broad lineup of jazz and Smooth Jazz musical showcases, live gigs, and artist receptions, all of which will be scheduled so you'll have your nights free to enjoy special dinners and off-campus events.
- 10. Networking and Schmoozing**
Aside from all the meetings, the importance of networking cannot be understated. As a programmer or a label person, you need to touch base personally and let people know about your 1998 priorities. In San Diego, it can be done face-to-face, not fax-to-fax or phone-to-phone.
How many more reasons do you need? Call the Z'men if you have any registration questions. Be there, aloha!

MOST ADDED

- PAQUITO D'RIVERA (25)
- MIDNIGHT IN THE GARDEN OF GOOD AND EVIL (14)
- HANK CRAWFORD/ JIMMY McGRIFF (13)
- GENE HARRIS/JACK McDUFF (10)



TOP TIP

JAVON JACKSON
Good People (Blue Note)
 Javon Jackson augments the music of Duke Ellington and Freddie Hubbard on his fourth CD with compositions by Frank Zappa and Muddy Waters. Guitarist Vernon Reid and organist John Medeski sit in.

RECORD TO WATCH

PAQUITO D'RIVERA & THE UNITED NATIONS ORCHESTRA
Live in Manchester (MCG)

Saxophonist Paquito d'Rivera takes advantage of a quiet holiday reporting week to hit Most Added status with his latest live set.

Gavin Jazz

LW	TW		Reports	Adds	H	M	L
1	1	HORACE SILVER (Impulse!)	81	0	78	3	0
2	2	JOE HENDERSON (Verve)	79	0	73	4	2
3	3	JACKY TERRASSON/CASSANDRA WILSON (Blue Note)	77	0	70	4	3
4	4	RON CARTER (Blue Note)	78	0	62	14	2
7	5	DEE DEE BRIDGEWATER (Verve)	77	0	55	16	6
5	6	B SHARP JAZZ QUARTET (MAMA Foundation)	70	0	59	9	2
6	7	OSCAR PETERSON (Telarc Jazz)	72	0	56	10	6
8	8	MARCUS ROBERTS (Columbia/CRG)	70	0	52	10	8
13	9	RENEE ROSNES (Blue Note)	68	0	41	23	4
12	10	EASTWOOD AFTER HOURS (Malpas/Warner Bros.)	66	0	45	18	3
20	11	DIANNE REEVES (Blue Note)	78	0	18	40	20
17	12	PONCHO SANCHEZ (Concord Jazz)	66	0	35	22	9
18	13	KENNY BARRON (Verve)	70	0	29	28	13
10	14	C. McBRIDE/N. PAYTON/M. WHITFIELD (Verve)	64	0	40	18	6
11	15	HANK JONES (Verve)	66	0	34	25	7
9	16	ANDY LaVERNE QUARTET (Triloka/Mercury)	59	0	43	13	3
14	17	BARRY HARRIS (Evidence)	61	0	38	15	8
21	18	CECILIA SMITH (Brownstone)	63	2	34	19	8
24	19	DAVE GRUSIN (N2K Encoded Music)	60	0	33	21	6
27	20	BENNY CARTER (Music Masters)	68	1	18	34	15
28	21	DOMINIQUE EADE (RCA Victor)	64	0	16	37	11
19	22	HOUSTON PERSON (HighNote)	56	0	34	14	8
33	23	CHICK COREA/GARY BURTON (Stretch/Concord)	65	0	16	31	18
25	24	ANDRES BOIARSKY (Reservoir)	62	2	22	26	13
16	25	JAMES MOODY (Warner Bros.)	59	0	28	20	11
30	26	BRIAN LYNCH QUARTET (Sharp Nine)	61	1	15	35	10
15	27	VINCENT HERRING (Music Masters)	53	0	26	19	8
23	28	DIANA KRALL (Impulse!)	51	0	22	21	8
34	29	JESSICA WILLIAMS (Jazz Focus)	49	0	18	28	3
22	30	MIKE STERN (Atlantic)	49	0	22	21	6
36	31	JEROME RICHARDSON (TCB)	51	1	17	24	9
32	32	MONTEREY JAZZ FESTIVAL (Malpas/Warner Bros.)	52	1	14	30	7
38	33	BILL COSBY AND FRIENDS (EMO RECORDS)	61	0	9	21	31
37	34	BUD SHANK (Milestone)	53	1	10	31	11
26	35	DON BRADEN (RCA Victor)	46	0	22	17	7
40	36	BOB DOROUGH (Blue Note)	54	0	8	25	21
29	37	KEVIN MAHOGANY (Warner Bros.)	46	0	19	17	10
45	38	BUDDY MONTGOMERY (Sharp Nine)	60	5	6	20	29
39	39	BOB BERG (Stretch/Concord)	49	1	12	21	15
42	40	ED PALERMO BIG BAND (Astor Place Recordings)	47	0	13	19	15
31	41	GEORGE MRAZ (Milestone)	45	0	13	24	8
43	42	MISSION PROJECT (Polymorph)	56	6	5	25	20
41	43	RODNEY KENDRICK TRIO (Verve)	42	0	11	23	8
47	44	GENE HARRIS/JACK McDUFF (Concord Jazz)	52	10	12	14	16
—	45	JAVON JACKSON (Blue Note)	56	3	3	17	33
—	46	KANSAS CITY BAND (Verve)	53	2	5	17	29
44	47	JOHN McLAUGHLIN (Verve)	50	1	7	17	25
—	48	MELISSA WALKER (Enja)	51	3	6	17	25
—	49	JOEY BARON (Intuition)	58	8	1	18	31
48	50	RUMBA CLUB (Palmetto)	39	0	14	13	12

ARTIST PROFILE

HORACE SILVER



FROM: Norwalk, Conn.

LATEST RELEASE: A Prescription for the Blues

LABEL: Impulse!

"The quintet is basically my thing. When I made *The Hardbop Grandpop*, I wanted to do something other than the quintet. Because of recording budgets, and to get a semi-big band sound with as few horns as possible, I chose four horns and a septet approach.

With *A Prescription for the Blues*, it was time to come back to the quintet formula. Who knows what the record after this one will bring?"

"I'm always listening to sounds around me. I once built a tune around a rhythmic pattern I heard from a cricket, and a song from a blue jay. I wake up in the morning sometimes with an eight-bar phrase in my mind. I run to the piano and figure it out with one hand, harmonize it, and in an hour or two, I have a song."

"Lyrics are printed even though the record is all instrumental. I put them in so that when professional singers like a certain tune and may want to record it, the lyric is there in the booklet. Fans can also sing along when they play the CD in their cars!"

SJ&V Spin Trends

1. KENNY G +172
2. PAUL HARDCASTLE +115
3. PETER WHITE +84
4. BRIAN TARQUIN +63
5. RICHARD ELLIOT +59
6. PETE BELASCO +50

SJ&V Chartbound

- PAUL HARDCASTLE (JVC)
 - JOHN TESH PROJECT (GTSP/PolyGram)
 - ENYA (Reprise)
 - CHARLES FAMBROUGH (NuGroove)
 - STANLEY CLARKE (Epic)
 - WILL DOWNING (Mercury)
 - YANNI (Virgin)
 - CHRIS CAMOZZI (Discovery/Sire)
 - ALANA DAVIS (Elektra/EEG)
 - BRENT MASON (Mercury)
 - *RAHSAAN PATTERSON (MCA)
 - AFTER TOUCH (Denon)
 - JAY ROWE (Positive Music)
 - GERALD ALBRIGHT (Atlantic)
- Dropped: #48 Ray Obiedo, #49 Kenny G (old), #50 Tom Grant, Tim WeosberWeisberg, Finger Roll, L.A. Jazz Syndicate.

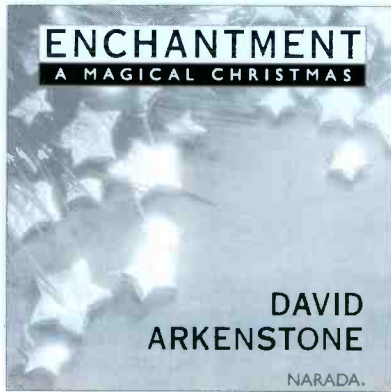
Jazz Chartbound

- MIDNIGHT IN THE GARDEN OF GOOD AND EVIL (Malpas/Warner Bros.)
 - DOUG LAWRENCE (Fable)
 - HAROLD PRINCE (Cat's Paw)
 - BRUCE BARTH (Double Time)
 - HANK CRAWFORD & JIMMY McGRIFF (Milestone)
 - STEVE KHAN (Evidence)
 - BILL HEID (Savant)
 - NIELS-HENNING ORSTED PEDERSEN (Verve)
 - RALPH SHARON TRIO (DRG)
 - *IRENE REID (Savant)
 - HERBIE MANN (Light Year)
 - DAN PAPAILA (Challenge)
 - MOSCOW SAX QUINTET (Arkadia Jazz)
 - QUARTETTE INDIGO (Savant)
 - CAROL SLOANE & CLARK TERRY (Concord Jazz)
 - PAQUITO D'RIVERA/UN ORCHESTRA (MCG)
 - COURTNEY PINE (Antilles)
- Dropped: #35 Greg Osby, #46 Pat Martino, #49 Roseanna Vitro, #50 Rick Margitza.

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

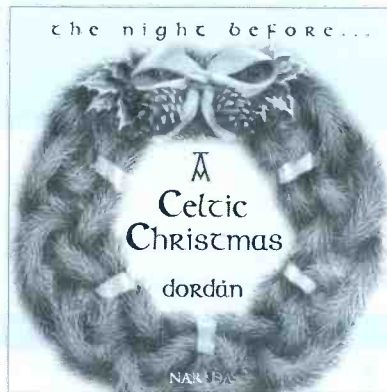
LIGHT UP THE HOLIDAYS

NARADA



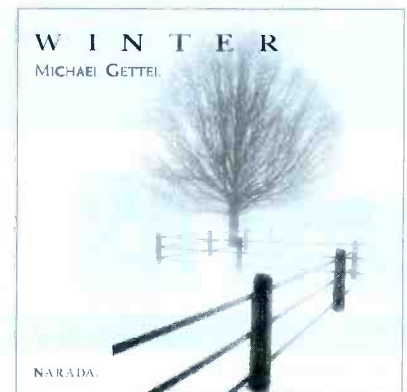
ENCHANTMENT
David Arkenstone

His first holiday album! This dramatic and unique recording sparkles with the wonder of the Yuletide.



THE NIGHT BEFORE
Dordán

The Narada debut of Dordán! Celebrate Christmas in the Irish way with these four talented women from County Galway.



WINTER
Michael Gettel

Expressive piano solos and acoustic ensembles chronicle an introspective season. Favorites and five new tracks – a glistening thematic work.

Also, check out the Narada Holiday Liner CD –
SEASON'S GREETINGS
FROM NARADA'S TOP ARTISTS!

For information, interviews, or review copies of these and other holiday titles from Narada, contact Sue Schrader or Lisa Samper at Narada, 414-961-8350, or Michael Moryc at Matrix, 615-662-1413.

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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.

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 (650) 926-9620 OR WWW.MEDIACASTING.COM.

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, WZJZ, 655 Metro Place South, Suite 100, Dublin, Ohio 43017. E.O.E.

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
LIVE ON LETTERMAN
(8 adds/26 reports)**

**FIONA APPLE
(5 adds/29 reports)**

**THE BRIDGE SCHOOL CONCERTS
(5 adds/32 reports)**

**TOP TIP
THIRD EYE BLIND
"How's It Going To Be"
(Elektra/EEG)**

Third Eye Blind gains new chart insight with a high debut at #34, powered by a brand new track.

**RECORD TO WATCH
THE BRIDGE SCHOOL CONCERTS
Various Artists Volume 1
(Reprise)**

A quality live benefit compilation powered on the air by a track from Tom Petty.

Gavin A3

Blue entries highlight a stronger performance than on the combined A3

EDITORS:
KENT/KEITH ZIMMERMAN



LW	TW	COMBINED	LW	TW	COMMERCIAL	LW	TW	NON-COMMERCIAL
1	1	ROLLING STONES (Virgin)	2	1	SARAH McLACHLAN (Netwerk/Arista)	1	1	HOLLY COLE (Metro Blue/Capitol)
2	2	SARAH McLACHLAN (Netwerk/Arista)	1	2	ROLLING STONES (Virgin)	3	2	B.B.KING (MCA)
3	3	B.B.KING (MCA)	3	3	MATCHBOX 20 (Lava/Atlantic)	4	3	PAUL SIMON (Warner Bros.)
4	4	MATCHBOX 20 (Lava/Atlantic)	7	4	LISA LOEB (Geffen)	2	4	STEVE EARLE (E-Squared/Warner Bros.)
7	5	LISA LOEB (Geffen)	4	5	B.B.KING (MCA)	8	5	JONATHA BROOKE (Refugee/MCA)
5	6	STEVE EARLE (E-Squared/Warner Bros.)	6	6	THE WALLFLOWERS (Interscope)	6	6	ROLLING STONES (Virgin)
8	7	DELBERT McCLINTON (Curb/Rising Tide)	5	7	FREDDY JONES BAND (Capricorn)	10	7	SARAH McLACHLAN (Netwerk/Arista)
6	8	FREDDY JONES BAND (Capricorn)	11	8	JOHN MELLENCAMP (Mercury)	8	8	DELBERT McCLINTON (Curb/Rising Tide)
11	9	THE WALLFLOWERS (Interscope)	9	9	STEVE EARLE (E-Squared/Warner Bros.)	7	9	CATIE CURTIS (Guardian)
15	10	THE VERVE (Virgin)	13	10	THE VERVE (Virgin)	12	10	LOREENA MCKENNICHT (Warner Bros.)
13	11	JOHN MELLENCAMP (Mercury)	12	11	DELBERT McCLINTON (Curb/Rising Tide)	9	11	BOB DYLAN (Columbia/CRG)
9	12	BOB DYLAN (Columbia/CRG)	8	12	JACKSON BROWNE (Elektra/EEG)	13	12	ALANA DAVIS (Elektra/EEG)
14	13	PAUL SIMON (Warner Bros.)	14	13	SISTER HAZEL (Universal)	17	13	THE VERVE (Virgin)
25	14	ALANA DAVIS (Elektra/EEG)	15	14	BEHAN JOHNSON (RCA)	11	14	JONAN BAEZ (Guardian)
10	15	JACKSON BROWNE (Elektra/EEG)	16	15	BOB DYLAN (Columbia/CRG)	14	15	PATTI SMITH (Arista)
19	16	JONATHA BROOKE (Refugee/MCA)	10	16	BLUES TRAVELER (A&M)	15	16	DAR WILLIAMS (Razor & Tie)
16	17	CATIE CURTIS (Guardian)	28	17	ALANA DAVIS (Elektra/EEG)	21	17	LISA LOEB (Geffen)
18	18	THE SUNDAYS (DGC)	20	18	PAULA COLE (Warner Bros.)	16	18	JEB LOY NICHOLS (Capitol)
23	19	LOREENA MCKENNICHT (Warner Bros.)	21	19	THE SUNDAYS (DGC)	20	19	PAINT IT BLUE (House of Blues)
22	20	BEHAN JOHNSON (RCA)	23	20	SMASH MOUTH (Interscope)	18	20	JANIS IAN (Windham Hill)
20	21	HOLLY COLE (Metro Blue/Capitol)	30	21	BARENAKED LADIES (Reprise)	24	21	PETE BELASCO (Verve Forecast)
12	22	BLUES TRAVELER (A&M)	24	22	LOREENA MCKENNICHT (Warner Bros.)	19	22	PATTY LARKIN (High Street/Windham Hill)
24	23	SISTER HAZEL (Universal)	32	23	GREGG ALLMAN (550 Music)	23	23	FRED EAGLESMITH (Razor & Tie)
21	24	JEB LOY NICHOLS (Capitol)	34	24	WILLIAM TOPLEY (Mercury)	25	24	PISTOLEROS (Hollywood)
17	25	JEN TRYNNIN (Warner Bros.)	17	25	JEN TRYNNIN (Warner Bros.)	28	25	BRUCE COCKBURN (Rykodisc)
29	26	PAULA COLE (Warner Bros.)	22	26	JEB LOY NICHOLS (Capitol)	26	26	GREG BROWN (Red House)
33	27	GREGG ALLMAN (550 Music)	25	27	PAUL SIMON (Warner Bros.)	46	27	ARCHIE ROACH (HighTone)
26	28	DAR WILLIAMS (Razor & Tie)	27	28	CATIE CURTIS (Guardian)	32	28	G LOVE & SPECIAL SAUCE (OKeh/550 Music)
30	29	PISTOLEROS (Hollywood)	35	29	JONNY LANG (A&M)	35	29	JOHN MELLENCAMP (Mercury)
32	30	ABRA MOORE (Arista Austin)	47	30	THIRD EYE BLIND (Elektra/EEG)	22	30	THE SUNDAYS (DGC)
37	31	BARENAKED LADIES (Reprise)	31	31	JONATHA BROOKE (Refugee/MCA)	40	31	PAUL THORN (A&M)
36	32	JONNY LANG (A&M)	36	32	ABRA MOORE (Arista Austin)	33	32	ENYA (Reprise)
40	33	SMASH MOUTH (Interscope)	50	33	DOG'S EYE VIEW (Columbia/CRG)	27	33	JEN TRYNNIN (Warner Bros.)
NEW	34	THIRD EYE BLIND (Elektra/EEG)	26	34	JOHN HIATT (Capitol)	29	34	SOUTHERN CULTURE ON THE SKIDS (DGC)
NEW	35	PATTI SMITH (Arista)	19	35	WHISKEYTOWN (Outpost)	45	35	JACKSON BROWNE (Elektra/EEG)
31	36	DOG'S EYE VIEW (Columbia/CRG)	41	36	FLEETWOOD MAC (Reprise)	39	36	GREGG ALLMAN (550 Music)
42	37	JOHN HIATT (Capitol)	38	37	DAR WILLIAMS (Razor & Tie)	38	37	BEHAN JOHNSON (RCA)
28	38	PATTY LARKIN (High Street/Windham Hill)	33	38	SHAWN COLVIN (Columbia/CRG)	49	38	MATCHBOX 20 (Lava/Atlantic)
34	39	WHISKEYTOWN (Outpost)	37	39	SHERYL CROW (A&M)	30	39	FREDDY JONES BAND (Capricorn)
50	40	JOHN FOGERTY (Warner Bros.)	29	40	JOHN FOGERTY (Warner Bros.)	NEW	40	THE BRIDGE SCHOOL CONCERTS (Reprise)
38	41	WILLIAM TOPLEY (Mercury)	40	41	BEN HARPER (Virgin)	NEW	41	PAUL BURLISON (Sweetfish)
41	42	SHAWN COLVIN (Columbia/CRG)	44	42	HUFFAMOOSE (Interscope)	44	42	LIVE ON LETTERMAN (Reprise)
48	43	SHERYL CROW (A&M)	—	43	PATTY LARKIN (High Street/Windham Hill)	44	43	KENNY WAYNE SHEPHERD (Revolution)
45	44	HUFFAMOOSE (Interscope)	18	44	OASIS (Epic)	36	44	EMER KENNY (Trioka/Mercury)
27	45	PAINT IT BLUE (House of Blues)	NEW	45	FIONA APPLE (Clean Slate/WORK)	47	45	ABRA MOORE (Arista Austin)
45	46	OASIS (Epic)	—	46	CHUMBAWAMBA (Republic)	43	46	JONNY LANG (A&M)
NEW	47	FLEETWOOD MAC (Reprise)	43	47	PISTOLEROS (Hollywood)	31	47	EVA TROUT (Trauma)
39	48	JARS OF CLAY (Silvertone)	42	48	DAVE MATTHEWS BAND (RCA)	NEW	48	WHISKEYTOWN (Outpost)
44	49	TEXAS (Mercury)	NEW	49	THE BRIDGE SCHOOL CONCERTS (Reprise)	41	49	UMA (MCA)
46	50	BEN HARPER (Virgin)	NEW	50	SUGAR RAY (Lava/Atlantic)	37	50	GREG GARING (Paladin/Revolution)

Extension 606 BY KENT ZIMMERMAN

Stills Life

Chris Stills and High-Def Buffalo Springfield Reissues

Chris Stills is only 23 years old, but come January of '98, he'll have released his very first album on the Atlantic label. Right now, though, he's learning the tribulations of the biz, for instance, luring the best musicians to join his sturdy road band.

"Putting a band together can be frustrating," the affable Stills tells me

over the phone. "There's a lot of great players, singers, and songwriters you want, but you can't have them because they're out for their own record deal."

For one so young, Chris—son of the legendary Stephen Stills—is learning fast that the music business has evolved into a sausage machine

of sorts, an industry with an insatiable appetite that tends to grind young talent into bits.

"There's so many friggin' labels out there. I think of the rock bands of the '60s—Crosby, Stills, and Nash, the Beatles, the Rolling Stones—and how they had each other and only a couple of labels, and they could band together. Now it's more of a business." His voice trails off. "Still, there's no turning back."

Music runs deep in Chris Stills' family. Growing up in Los Angeles and Paris with his mother, noted French singer Veronique Sanson, music became a distraction.

"Music was my outlet, my anti-

homework. Instead of school work, I'd play music. I played piano at age five, and at ten, I picked up the drums. By 12, someone showed me the guitar, and that cut it."

As a youngster, Chris first took to music by way of Men At Work, David Lindley, the Police, Duran Duran, Led Zeppelin, the Rolling Stones, the Violent Femmes, and the *Big Chill* soundtrack. But it was two particular songs that showed Chris Stills "the universe of music."

"Two songs changed my life; one of which was 'For What It's Worth.' Then somebody told me my dad was in the band Buffalo Springfield. All I'd known was Crosby, Stills, and Nash."

Gavin A3 Boomer Grid

EDITORS:
KENT/KEITH
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDR	MAGY	KBAC	KBCO	KBIR	KEPC	KFAN	KFLX	KFOG	KFYO	KGSP	KINK	KKZN	KLBD	KMMS	KMTT	KNBA	KOTR	KPCC	KPIG	KRCL	KROK	KRSB	KRVM	KRIS	KSPN	KSJT	KTAO	KTCZ	KTHK	KUNR
1	ROLLING STONES (Virgin)	1081	-44	31	10	5	13	19	10	20	18	26	12	22	19	36	7	24	19	9	14	7	14	4	65	14	20	35	20	12	13	29	25	8
2	SARAH McLACHLAN (Network/Arista)	1045	+52	37	23	18	23	17	9	20	22	27	22	16	35	13	22	19	6	7	7	7	2	38	12	15	14	13	11		26	20		
3	B.B.KING (MCA)	874	-26	23	11	16	14	28	13	5	34	17	7	27	8	27	8	11	19	14	14	7	13	6	34	9	15	14	20	14	15	9	11	5
4	MATCHBOX 20 (Lava/Atlantic)	835	+121	34	23	10	27	14			11	10	7	23		25	13	25	17	14		5			38	16	10	14		8	27	10	3	
5	LISA LOEB (Capitol)	767	+129	22	23	9	14	14	10	20	16	13	24	12	4	27	13		6	10		5		4	38	15	10	14	10		11	9	3	
6	STEVE EARLE (E-Squared/Warner Bros.)	646	-29	11	19	16		6	10	5			12	32		16					14	7	15	5	25	9		20	14	14		10	5	
7	DELBERT McCLINTON (Curb/Rising Time)	619	+12		6	18	10		13	20	18		7	33	1	8	15	8	7	15	6		14	3	24	19	10	26	20	12	15		11	5
8	FREDDY JONES BAND (Capricorn)	567	-95			21	21	6		15	18	8	17			26	24	10			4	7		1	38	5	10	14	20	6	4	12		
9	THE WALLFLOWERS (Interscope)	560	+55	43	22			15				13			11	26		9	19						9		14			18	8	3		
10	THE VERVE (Virgin)	537	+68	31	22	9		16	11				13	12		11	8	18	6	9	7		3		6		14	10	6		6	5		
11	JOHN McLENNAN (Mercury)	531	+49	10	14	10	14		9	5	19		21	10	12	8	8	9		14		5	2	25	17	14	20		7	15	10	3		
12	BOB DYLAN (Columbia/CRG)	528	+2			20		7	9	20	16		7	18	9	8	7	4	10	14	5	14	5	9	15	14	20	10	8	14		18	5	
13	PAUL SIMON (Warner Bros.)	524	+42		14	8			8	10	19		7	23	11			9		9	3	2	5	10	15	12	20	8	14		9	5		
14	ALANA DAVIS (Elektra/EEG)	476	+74	19	11	24			12				7	20	7				11	6	9	7	3	13	9		13	8	12		8	5		
15	JACKSON BROWNE (Elektra/EEG)	475	-42	14		8	14		8			8	11		8	7	15	25			4	5		33	7	14	20		7	11	3			
16	JONATHAN BROWNE (Refugee/MCA)	461	+21		6	6			12	5		5	12	12	3				7	9	6	5	3	12	6	15	13	8	9		7	5		
17	CATTIE CURTIS (Gordian)	456	+6	31	5	9			12	10			24	10	11					15		7	5	13	7		13	9		10	5			
18	THE SUNDAYS (DGC)	451	+9			9		5	6		16					17						1		1	38	4	15	12		5	7			
19	LOREENA McKENNITT (Warner Bros.)	449	+43	25		20			12				12	22	6						4		1		8	15	0		9	4		12	5	
20	BEHAN JOHNSON (RCA)	445	+17	32		9	6	6	7				24			8	14		5			5	1	32	4	10	12	13	5	5	3	10	3	
21	HOLLY COLE (Mercury/Capitol)	429	-9	25	9				13	5			7		3					15		7	3	13	15	12	13	6	8		8	5		
22	BLUES TRAVELER (A&M)	428	-75	22		17	3	9			19				5	25					7	7	7		36	15	14	20		3	10			
23	SISTER HAZEL (Universal)	419	+16	9	17		15						11			25								24	9	9	10		20		3			
24	JEB LOY NICHOLS (Capitol)	410	-19					7	6				22	9	7	15			10	6		5	5	1	32	10	0	20	5	6	10	5		
25	JEN TRYNIN (Warner Bros.)	382	-68	16		2	14	8	6				11	3	8				7		9	7		32	15	14	10		8	9	10	3		
26	PAULA COLE (Warner Bros.)	358	+28	34										11	26				8	3				25	2	7	12							
27	GREGG ALLMAN (550 Music)	351	+49			8	11	6		10	21	5	11	5	8	9			9	4	7	6	2		10	12		7	10	8	9			
28	DAR WILLIAMS (Razor & Tie)	350	-10	6	14	9		8	8	15			12		3				6	21		5	3	2	5	14	14		10	9	7			
29	PISTOLEROS (Hollywood)	334	+13	23	10				11		19					8	15				5		2		18	6	10	14	13		8	10		
30	ABRA MOORE (Arista Austin)	331	+23		17	9			9	20	2		12	11		7	7							12	12	10	14		7	7	3			
31	BARENAKED LADIES (Reprise)	328	+40	24	18	9	16	7					6			15				7	10			25	8				4	14	9			
32	JONNY LANG (A&M)	320	+28	7	19	19		6		5		11	12	11	12					7	10		1	10		21	10	14		5				
33	SMASH MOUTH (Interscope)	314	+41				25	7									10	10						33										
34	THIRD EYE BLIND (Elektra/EEG)	307	NEW	12	22		14			5						7				9		1			3	3		12						
35	PATTI SMITH (Arista)	300	+5	6		9			13	5			9							14		1	3		6	10	12		7	6		6	5	
36	DOG'S EYE VIEW (Columbia/CRG)	298	NEW	19	5			7		5			7	4	4	5	8		10	11					10	10	13		5				3	
37	JOHN HIATT (Capitol)	295	-14							5	10	20			4		15	10		9	7	1	14		10	10	23	10	4	5	9			
38	PATTY LARKIN (High Street/Windham Hill)	292	+33						7				4							15	9	5	2		10		10	9	8		16	5		
39	WHISKEYTOWN (Outpost)	287	62	14				6	5				10			16					9					15		10	7		12	10		
40	JOHN FOGERTY (Warner Bros.)	274	-27	12	19		14			10			7		6	16	8	25			9					15		10		6		23		
41	WILLIAM TOPLEY (Mercury)	267	+39	8		10	28			15			0	11	5	8	9			14			3			10	12		6		9			
42	SHAWN COLVIN (Columbia/CRG)	265	-14	10									8		8	6								32	17		13			13	10			
43	SHERYL CROW (A&M)	264	-8	13		5		7					21		7					3				37	19	10			4	2	9			
44	HUFFAMOOSE (Interscope)	262	+30	21		5					20	20			3	7										10	10							
45	PAINT IT BLUE (House of Blues)	250	+12																	6	11		9		13	15	9	11	5				5	
46	OASIS (Epic)	250	-99		23	6							8			20	9							30	10		10			5				
47	FLEETWOOD MAC (Reprise)	238	+12	10	12	17						12								16					4		14							
48	JARS OF CLAY (Silvertone)	238	-40				16			30				3		17	20								25	15				25	4	8		
49	TEXAS (Mercury)	235	-12	13					6		17		12		7									23	6	20	14		10					

Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KPT	WAPS	WBOS	WBZC	WCBE	WCLZ	WDET	WEEK	WEEK	WERU	WFPK	WFUV	WIS	WKCE	WMAK	WMMA	WMAZ	WNCN	WNCV	WNCU	WRLT	WRIR	WRNK	WRXK	WRSI	WVOD	WVRY	WVVC	WVLE	WVPR	WVBT	WVRY	WVTP		
ROLLING STONES (Virgin)	26	12				3	12	12	50	10	12		5	16	24	12	11	16	13	16	15	20	15	23	8	18			3	1	15	28	24	5	
SARAH McLACHLAN (Network/Arista)	12	8	30	13		5		12		8	12	9	33	12	30	23	11	16	18		27	11	23	3	18	24	11	15	54	14	10	22	9		
B.B.KING (MCA)	13	5	7		9	8	15	12	17	5	12	7		12		11	12	14	12		15	9	8	25	9							8	16	19	9
MATCHBOX 20 (Lava/Anti)	24		66	10		3		11					22		48	23	12		14		18	5	29		24	25	2	48		16	20				
LISA LOEB (Geffen)	16	7	30		9	5		12			3		21	12	13	9	9	12	4	3	18	12	27		24	27		34	13	10	23		5		
STEVE EARLE (E-Squared/Warner Bros.)	4				9	4	16	12		10	12	9	10	16	13	7	16	9	16	15	24	9		9	12	21				14	10		9		
DELBERT McCLINTON (Curb/Rising Tide)					9	7	15	18		6	12	2		16	6	14	9		15	18	14	11	6	18						3			9		
FREDDY JONES BAND (Capricorn)	13								17		12		20	12	24	25	5	10	12	8		17	5	10					6	16	21		8		
THE WALLFLOWERS (Interscope)	25		51			3							22		36	22	12				23	25			18		6	33		18	11				
THE VERVE (Virgin)	13	30	4	6		7	26			6	3		5			9	9	4	3	24	9	7	3		17	1	6	15	18	11	24		9		
JOHN MELLENCAMP (Mercury)	6	4	15			4							14	12	14	9	9	11					11		12	24	14		4	6	5		8		
BOB DYLAN (Columbia/CRG)					9	5	15	10	3	10	12	9		16	15	12	10	7	16	15				4	18	21			4	6	5		8		
PAUL SIMON (Warner Bros.)	5		5	3	4	12	11			6	8	7		12	11	9	9		16	15	7	7	6	6					13		13		11		
ALANA DAVIS (Elektra/EEG)	4	7		3	9	14	10	7		8	2		6		7	12	17		6	6	6	10	2		10			20	29		21		10		
JACKSON BROWNE (Elektra/EEG)	15	7		3	3			8		8	5	21	16	26	10	10	10			6	4	12	11	5					9	15	16				
JONATHA BROOKE (Refugee/MCA)	5		9	6	3	16	12			4	12	5		16		5	12	7	16	15	15		8	7	18			7	11		19		10		
CATIE CURTIS (Guardian)	4	7	10	9	2	5				6		10		16		7	10		16	15	6	9	8	2	18			7	8		23		7		
THE SUNDAYS (DGC)	12	30	8	9				17				4		12	36	24	8	10	10	4	5			6	6		25	6	33	6	6		9		
LOREENA MCKENNETT (Warner Bros.)	7	15		6	5	13				6	4	8		16	6	7	5	9	6	4	15		5		6	12	10		11		22		7		
BEHAN JOHNSON (RCA)	9	7	15				12	7					5		7	14	5	7	12				8		21	25		2					6		
HOLLY COLE (Metro Blue/Capitol)	4		11	9	5	16	7	17	6	12	5		12			9				16	15	6		4								9	10		
BLUES TRAVELER (A&M)	25	8		9			12	7					18		36		10	10	13				11	6		25	52		6	6		13	5		
SISTER HAZEL (Universal)			51	5									22		36	8		10	10				8			25	52		29	5					
JEB LOY NICHOLS (Capitol)			7	9	2		7	17	6	8	9		16			4	7	6			17	14		7	24			7	9				10		
JEN TRYNN (Warner Bros.)	4			3	5			17	5	8			12		15	12	13	13			17		8		6									7	
PAULA COLE (Warner Bros.)	21		45	6		13								36		7	1					24				15	2	46							
GREGG ALLMAN (550 Music)	10			4	13	19							6		12	7	12		16			11		6						9			8		
DAR WILLIAMS (Razor & Tie)	4	7		3		8			6	8	10		12		10	7	5	8			2	8	8	7	6				9				8		
PISTOLEROS (Hollywood)	4		8	6		12	7		8				5			2	7		4		9				24		8					11	8		
ABRA MOORE (Arista Austin)			7			50			8							9					8	5	8	7				6			19		2		
BARENAKED LADIES (Reprise)	15		30	9									22		30	8	4		7						20			20					5		
JONNY LANG (A&M)	10	6	7				9									12	9						30												
SMASH MOUTH (Interscope)							12						13								24					44	6	48					24		
THIRD EYE BLIND (Elektra/EEG)	10	52	9			8							24												24	26	6	54							
PATTI SMITH (Arista)	5	7	14	9		3		14	3	6	12	4		6	9	4	7	7	8				5	12				71	21		5	8		7	
DOG'S EYE VIEW (Columbia/CRG)			7		3			50									5				7		6									3			
JOHN HIATT (Capitol)	10			6				7					15			15	5	7	6		17											6			
PATTY LARKIN (High Street/Windham Hill)	4			3	3		17		6	12	10		16			3	12	12						4	18	12							7	9	
WHISKEYTOWN (Outpost)	11	6		5		7	9	8	5				12			4						5	11	11	12	18			1	10			6		
JOHN FOGERTY (Warner Bros.)	4												13			7	7				21			6									10		
WILLIAM TOPLEY (Mercury)			7		3		24						6			11	9					4	10		24								11		
SHAWN COLVIN (Columbia/CRG)	10		21									7				8	7	7			7		9			29							11		
SHERYL CROW (A&M)								8	17				17		24	7	8						5				12		7	10					
HUFFAMOOSE (Interscope)							8	17				2				10	8		5				8		11				14	9	2		6		
PAINT IT BLUE (House of Blues)				6		9	10	17	8	12				12				10	3	16	15			2	12										
OASIS (Epic)	12												22													34	6	33							
FLEETWOOD MAC (Reprise)	5	21					7							12		14	5		12													11	22		
JARS OF CLAY (Silvertone)	5									8				12	15							4	6					4					8		
TEXAS (Mercury)	8													6		6						6	10					34					10	9	
BEN HARPER (Virgin)					9			8	50	9			4	16		9	4	10											3						

harmonic troupe on tour.

"When I wasn't in school, I'd go out on the road with Crosby, Stills, and Nash. I have tons of memories of lots of fun. I'd explore every venue, find the basement, creep under the stage, and run around with my pass."

Which leads Chris to ponder his own fate on the road.

"I guess going on the road now will be sort of a downgrade. I'm used to big buses and nice hotel rooms. Now I'm going to have to go out in a van and stay in no-tell motels."

Then the thought of freedom and road life perks him up.

"I can't wait to go out on the road. I can't wait to record my next record. I'm just a giddy little kid in the big toy store of life."

* * *

While we're on the subject, Elektra has inherited the Buffalo

Springfield catalog. Through his association with the HDCD audio enhancement company out of Berkeley, Neil Young (who sits on HDCD's board) and his in-house digital doctor, Tim Mulligan, have remastered the first two albums at the Redwood Digital Ranch in Northern California. If it's been a while since you've heard the Springfield

MOST ADDED
PROPELLERHEADS (14)

MOVIETONE (13)

GOTHIC ARCHIES (9)

ROYAL TRUX (8)

THIRD EYE FOUNDATION (8)

TOP TIP
MIKE WATT

Contemplating the Engine Room
(Columbia/CRG)

Mr. Watt, mad genius that he is, shoots up 16 spots to land in the number 13 position. C'Mon, y'all, let's make this nutty legend's Christmas by giving him a Top Ten record!

RECORD TO WATCH
VARIOUS ARTISTS

Another Compilation
(Cup of Tea/Iron America)

This is an excellent compilation of drum&bass&beats from the highly praised U.K. label Cup of Tea. If you do not already own this, pawn your mom's wedding ring and buy one. Good stuff here, kids.

Gavin College

2W LW TW

3	1	1	MODEST MOUSE - The Lonesome Crowded West (Up)
2	3	2	APHEX TWIN - Come To Daddy (Sire)
1	2	3	PORTISHEAD - Portishead (Go! Discs/London)
11	5	4	FLYING SAUCER ATTACK - New Lands (Drag City)
8	4	5	MOGWAI - Young Team (Jet Set)
9	9	6	JULIANA HATFIELD - Please Do Not Disturb (Bar/None)
6	6	7	KMFDM - KMFDM (Wax Trax!/TVT)
5	16	8	BJORK - Homogenic (Elektra/EEG)
31	11	9	GET UP KIDS - Four Minute Mile (Doghouse)
4	15	10	STEREOLAB - Dots and Loops (Elektra/EEG)
—	19	11	NOFX - So Long And Thanks For All The Shoes (Epitaph)
7	8	12	THE VERVE - Urban Hymns (Virgin)
28	29	13	MIKE WATT - Contemplating The Engine Room (Columbia/CRG)
14	12	14	PIXIES - Death to the Pixies (4-AD/Elektra)
26	7	15	HOLIDAY - Cafe Reggion (SpinArt)
—	10	16	AQUABATS - The Fury Of The Aquabats (Golden Voice/Time Bomb)
23	14	17	FREE KITTEN - Sentimental Education (Kill Rock Stars)
22	25	18	COLD CUT - Let Us Play (Ninja Tune)
10	17	19	BUTTERGLORY - Rat Tat Tat (Merge)
16	13	20	SYRUP USA - All Over The Land (Flydaddy/V2)
46	28	21	TINDERSTICKS - Nenetie Et Boni (Bar/None)
—	26	22	ELF POWER - When The Red King Comes (Arena Rock)
24	21	23	IVY - Apartment Life (Atlantic)
27	22	24	G LOVE & SPECIAL SAUCE - Yeah It's That Easy (OKeh/550 Music)
20	20	25	GUITAR WOLF - Planet Of The Wolves (Matador)
18	31	26	RONI SIZE - New Forms (Talkin' Loud/Mercury)
—	40	27	PELL MELL - Star City (Matador)
19	27	28	APPLES IN STEREO - Tone Soul Evolution (SpinArt)
—	39	29	KOMPUTER - The World Of Tomorrow (Mute)
30	35	30	THE CRAMPS - Big Beat From Badsville (Epitaph)
25	24	31	TRACK STAR - Communication Breaks (Die Young, Stay Pretty)
15	43	32	HELIUM - Magic City (Matador)
—	45	33	DJ KRUSH - Milight (Mo'Wax/frr/London)
NEW	34	34	FATBOY SLIM - Better Living Through Chemistry (Astralwerks)
13	23	35	PROMISE RING - Nothing Feels Good (Jade Tree)
NEW	36	36	HIS NAME IS ALIVE - Nice Day (4-AD)
39	18	37	JONATHAN FIRE*EATER - Wolf Songs For Lambs (Dreamworks)
43	33	38	DEFTONES - Around The Fur (Maverick)
—	37	39	CONGO NORVELL - Abnormals Anonymous (Jet Set)
—	42	40	DIVINE COMEDY - Casanova (Setanta)
NEW	41	41	TSUNAMI - A Brilliant Mistake (Simple Machines)
34	38	42	BABYBIRD - Ugly Beautiful (Atlantic)
NEW	43	43	WESTON - Music From The Soundtrack Matinee (Go Kart)
12	36	44	CORNERSHOP - When I Was Born For The 7th Time (Luaka Bop/Warner Bros.)
—	47	45	VARIOUS ARTISTS - Fuel: A Compilation (Arena Rock)
17	34	46	MOBY - I Like To Score (Elektra/EEG)
48	—	47	MUMIA ABU-JAMAL/MAN IS THE BASTARD - Mumia Abu-Jamal/Man Is The Bastard (Alternative Tentacles)
21	41	48	VARIOUS ARTISTS - The Jackal Soundtrack (MCA)
37	46	49	ISOTOPE 217 - The Unstable Molecule (Thrill Jockey)
—	44	50	WINDSOR FOR THE DERBY - Minnie Greutzfeldt (Trance Syndicate)

Inside College

BY MATT BROWN & VINNIE ESPARZA



Year-End Notes

Howdy, folks. We just wanted to take this moment to let you know a few things. First of all, some of you may have noticed that **our e-mail is back up**. Feel free to send us your words at college@gavin.com. Also, our chart is now being run in *Alternative Press* every month. Pretty cool, huh?

All of you should have received your **College Awards Ballots** in the mail by now. Please have these back in our hands via mail by December 12. We realize we didn't print our address on the ballot, so mail these to GAVIN College, 140 2nd St., S.F., CA 94105. The ballots must have the official "B.S." stamp, otherwise your votes will not count. This means no photocopies or faxes will be accepted. If you have

not received a ballot, call us and we'll hook you up right quick like.

Speaking of the Seminar, which takes place in San Diego on February 5-7, we are planning to go over the top with this one. Believe this! (We just pray we don't get killed in the process). Please do not wait until the last minute to hook stuff up with us. Handle your business *now*.

Our **final reports for '97** will be taken December 15 and 16. We will resume the insanity again on January 5 and 6.

News & neckbones: A big round of applause to **WXCI** for getting a huge wattage increase, from 760 to 3000 watts. **Rich McDermott** from **Virus** has a new phone number. Reach out and touch him at (415) 550-0996... ●

ARTIST PROFILE

STUBBORN ALL-STARS



Paul T. Ackerman, Jason Glaser, Eric Singer .

ON THE NEW ALBUM: "We recorded and mixed *Back With a New Batch* in seven days at Coyote Studios in Brooklyn." — King Django

RUDE BOY AWAKENING: The Stubborn All-Stars is comprised of members of Skinnerbox, the Insteps, the Slackers, the Pietasters, the Toasters, and Metro Stylee, with special guest appearances by the Mighty Mighty Bosstones, Rancid, and Dave Helm.

MAJOR MUSICAL INFLUENCES: Prince Buster, Toots & the Maytals, Bob Marley & the Wailers, the Skatalites, and the Upsetters.

IN THE BOOM BOX: Lee "Scratch" Perry, Oasis, and the Descendents.

ON THE ROAD AGAIN: The NYC Ska Mob Tour, featuring the Stubborn All-Stars, the Slackers, and Skinnerbox, just kicked off at Tramps in New York City and will be coming to your town soon.

FROM: New York, N.Y.

LATEST RELEASE: *Back With a New Batch*

LABEL: Triple Crown/Stubborn Records

CONTACT: Dave Helm (212) 529-2600

WEB SITE: www.trescrown.com and www.users.interport.net/~stubbcrn/

WHO THE HELL ARE THE STUBBORN ALL-STARS: King Django, Victor Ruggiero, Dave Hillyard, Agent Jay, Headdie Ocampo, Sheldon Gregg, Victor Rice, David "Hahn Solo" Hahn,

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



Active Rock

UNDER CONSTRUCTION

Editor: ROB FIEND • Assistant: HEATHER WHITAKER

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-4 p.m.

Station Reporting Phone: (415) 495-1990 Ext. 618 • GAVIN Fax: (415) 495-2580

MOUNTAIN SPINZ

Reporters: KDOT, KILO

- 153 DAYS OF THE NEW "Touch, Peel, and Stand" (Outpost/Geffen)
- 115 METALLICA "The Memory Remains" (Elektra)
- 114 FOO FIGHTERS "Everlong" (Roswell/Capitol)
- 105 CREED "My Own Prison" (Wind-Up)
- 103 MEGADETH "Almost Honest" (Capitol)

MIDWEST SPINZ

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

- 203 DAYS OF THE NEW "Touch, Peel, and Stand" (Outpost/Geffen)
- 176 METALLICA "The Memory Remains" (Elektra)
- 158 CREED "My Own Prison" (Wind-Up)
- 149 LED ZEPPELIN "The Girl I Love" (Atlantic)
- 148 MEGADETH "Almost Honest" (Capitol)

EAST COAST SPINZ

Reporters: WAAF, WCCC, WIYY, WSOU, WTOS, WXRK

- 130 DAYS OF THE NEW "Touch, Peel, and Stand" (Outpost/Geffen)
- 118 FOO FIGHTERS "Everlong" (Roswell/Capitol)
- 111 OZZY OSBOURNE "Back On Earth" (Epic)
- 107 CREED "My Own Prison" (Wind-Up)
- 103 METALLICA "The Memory Remains" (Elektra)

Q-SPOT

Metallica
"Unforgiven II" (Elektra)
#1 phones at
KIBZ-Lincoln

Q-SPOT

SEVENDUST "Black"
Added at WCCC-
Hartford

Q-SPOT

LIMPBIZKIT "Counterfeit
Countdown" (Flip/Interscope)
Added at WXRK-New York

Q-SPOT

DEFTONES "My Own Summer
(Shove It)" (Maverick)
Added at KEYJ-Ablene

WEST COAST SPINZ

Reporters: KIOZ, KISW, KRXQ, KRZR, KSJO

- 46 KENNY WAYNE SHEPHERD "Slow Ride" (Revolution)
- 46 MEGADETH "Almost Honest" (Capitol)
- 46 OZZY OSBOURNE "Back On Earth" (Epic)
- 46 MATCHBOX 20 "3 A.M." (Lava/Atlantic)
- 46 METALLICA "Unforgiven II" (Elektra)

SOUTHWEST SPINZ

Reporters: KEYJ, KISS, KLBJ, KUPD, KZKR, KBAT

- 190 CREED "My Own Prison" (Wind-Up)
- 179 DAYS OF THE NEW "Touch, Peel, and Stand" (Outpost/Geffen)
- 156 AC/DC "Dirty Eyes" (Elektra)
- 143 METALLICA "The Memory Remains" (Elektra)
- 143 OZZY OSBOURNE "Back On Earth" (Epic)

SOUTHEAST SPINZ

Reporters: KTUX, WXTB, WMFS

- 72 CREED "My Own Prison" (Wind-Up)
- 58 METALLICA "The Memory Remains" (Elektra)
- 57 KENNY WAYNE SHEPHERD "Slow Ride" (Revolution)
- 57 OZZY OSBOURNE "Back On Earth" (Epic)
- 56 BLACK LAB "Wash It Away" (Geffen)

Most Added

- 10 AEROSMITH
"Taste Of India" (Columbia/CRG)
- 4 SCOTT WEILAND
"Lady, Your Roof Brings..."
(Atlantic)
- 3 GREEN DAY
"Time Of Your Life" (Reprise)
- 3 TRANS SIBERIAN
ORCHESTRA
"Christmas Eve" (Atlantic)
- 2 EVERCLEAR
"Everything to Everybody"
(TimKerr/Capitol)

Top Ten SpinZ

- 1. DAYS OF THE NEW "Touch, Peel, and Stand" (Outpost/Geffen) 759
- 2. CREED "My Own Prison" (Wind-Up) 693
- 3. METALLICA "The Memory Remains the Same" (Elektra) 637
- 4. OZZY OSBOURNE "Back On Earth" (Epic) 589
- 5. MEGADETH "Almost Honest" (Capitol) 562
- 6. AC/DC "Dirty Eyes" (Elektra) 548
- 7. LED ZEPPELIN "The Girl I Love" (Atlantic) 497
- 8. FOO FIGHTERS "Everlong" (Roswell/Capitol) 496
- 9. KENNY WAYNE SHEPHERD "Slow Ride" (Revolution) 491
- 10. SOUNDGARDEN "Bleed Together" (A&M) 466

Top 5 Demands

- METALLICA
"The Memory Remains"
(Elektra)
- CREED
"My Own Prison" (Wind-Up)
- OZZY OSBOURNE
"Back On Earth" (Epic)
- RAGE AGAINST THE MACHINE
"The Ghost of Tom Joad" (Epic)
- METALLICA
"The Unforgiven" (Elektra)

Infiltrating

- GREEN DAY
"Time of Your Life" (Reprise)
- Double digit spins from WXRK(24), WBUZ(18), KRZR(16), WYKT(14), KEYJ(13), and KLBJ(10) help Greed Day climb aboard the chart with another track.

MOST ADDED

- TRANS-SIBERIAN ORCHESTRA (30)**
- IN FLAMES (11)**
- TESTAMENT (5)**
- HYPOCRISY (3)**
- GHODSONIC (3)**

TOP TIP

PIG
Wrecked
 (Wax Trax!/TVT)
 Generous spins from WSTB(16), WELH(10), KCSU(9), KEYJ(9), WMHB(9), and KNDI(8) help Pig land back on to the chart. Now that's something to squeal about.

RECORD TO WATCH

NON COMPUS MENTIS
Smile When You Hate
 (Wonderdrug)
 Not only is it fun to pronounce the name over the air, but it's equally as fun to listen to people mispronounce it. Regardless of names, NCM rocks with a vengeance and merits more spins.

Hard Rock

TW		SPINS	TREND
1	DEFTONES - Around The Fur (Maverick)	553	-1
2	JUDAS PRIEST - Jugulator (CMC International)	547	0
3	KMFDM - KMFDM (Wax Trax!/TVT)	468	-13
4	OVERKILL - From the Underground and Below (CMC International)	428	-3
5	INCUBUS - Science (Immortal/Epic)	403	-23
6	MISERY LOVES COMPANY - Not Like Them (Earache)	381	+20
7	FU MANCHU - The Action Is Go (Mammoth)	379	+7
8	KISS - Carnival Of Souls (Mercury)	367	-5
9	CRISIS - The Hollowing (Metal Blade)	367	-18
10	LIFE OF AGONY - Soul Searching Sun (Roadrunner)	343	-30
11	OZZY OSBOURNE - The Ozman (Epic)	337	+30
12	MORTAL KOMBAT - Annihilation (TVT)	331	+10
13	DEICIDE - Serpent of Delight (Roadrunner)	302	+10
14	TESTAMENT - Demonic (Mayhem/Fierce/Burnt Offerings)	300	+9
15	DAYINTHELIFE - Dayinthelife (Building/TVT)	296	+13
16	AC/DC - Bonfire Sampler (Elektra)	292	-5
17	METALLICA - Reload (Elektra/EEG)	284	+67
18	HUMAN WASTE PROJECT - Elux (Hollywood)	284	-51
19	ENTOMBED - To Ride, To Shoot Straight, and To Speak The Truth (Music for Nations)	282	+4
20	SACRED REICH - Still Ignorant (Metal Blade)	279	+49
21	SKREW - Angel Seed XXIII (Metal Blade)	274	-8
22	KREATOR - Outcast (F.A.D.)	265	-7
23	SIX FEET UNDER - Warpath (Metal Blade)	258	-19
24	DREAM THEATER - Falling Into Infinity (Elektra Entertainment Grp.)	254	-15
25	TREPONEM PAL - Renegade (Mercury)	248	-49
26	MESHUGGAH - The True Human Design (Nuclear Blast)	226	+10
27	COLD - Cold (Flip/A&M)	219	-32
28	PARADISE LOST - One Second (Music for Nations)	216	-5
29	HATEBREED - Satisfaction Is The Death Of Desire (Victory)	208	+30
30	BRUTAL TRUTH - Sounds of the Animal Kingdom (Relapse)	205	-16
31	WILL HAVEN - El Diablo (Revelation)	204	-14
32	WARZONE - Fight For Justice (Victory)	188	-6
33	SHAI HALUD - Hearts Once Nourished With Hope And Compassion (Revelation)	176	+14
34	HED(PE) - Hed(pe) (Jive)	170	-18
35	TEA PARTY - Transmission (Atlantic)	169	-16
36	IRON MONKEY - Iron Monkey (Earache)	168	+11
37	SNOT - Get Some (Geffen)	168	-11
38	LIMP BIZKIT - Three Dollar Bill, Yall\$ (Flip/Interscope)	165	-49
39	GUMMO - Various Artist (London)	153	0
40	PANTERA - Official Live: 101 Proof (Elektra Entertainment Grp.)	149	-6
41	GEEZER - Black Science (TVT)	149	-60
42	DISMEMBER - Death Metal (Nuclear Blast)	147	+10
43	NON COMPUS MENTIS - Smile When You Hate (Wonder Drug)	138	+11
44	ACUMEN NATION - Unkind (Conscience)	135	-31
45	SEVENDUST - Sevendust (TVT)	126	-8
46	PIG - Wrecked (Wax Trax!/TVT)	119	0
47	SHELTER - Beyond Planet Earth (Roadrunner)	118	-5
48	STICKMEN - Life Colored Green (911)	118	-15
49	TODAY IS THE DAY - Temple Of The Morning Star (Relapse)	116	-12
50	RAGE AGAINST THE MACHINE - The Ghost Of Tom Joad (Epic)	113	NEW

Hard Kopy BY ROB FIEND



Motley Madness

The San Francisco Bay Area was assaulted December 2 by one of the world's most infamous metallic hoods to ever slice a hook—Motley Crue. Armed with a slew of new songs and traditional bad boy stage antics, the Crue decimated an arena-sized crowd of metal heads bent on displaying vast tolerance for excruciatingly loud music.

Just before the show, ghostly clouds swirled around a blood pale moon, casting eerie shadows on the aggressive rock enthusiasts, who marched into the venue like a pack of wild dogs screaming, "Crue!", "metal," and many unintelligible grunts and yells. Although the I.Q. of the average concert goer that night matched that of a napping tree frog, several ticket holders nevertheless displayed an amazing amount of ingenuity when sneaking in alcohol under the watchful eyes of the security guards. Via decoys, fake appendages, and other deviant distractions enough undetected alcohol made its way into the show to set up a V.I.P. bar right in the middle of the pit.

Generally, if you slip a flask or small bottle in your crotch, your chances of avoiding detection are extremely high since most guards avoid patting that area. However this is San Francisco, where no crevice is safe from probing. So, to the folks who breached the dimwitted security guards, Cheers!

Had it not been for the fact that a band was performing, the wild assembly could easily have been mistaken for some sort of Pagan ritual. Leather clad rockers and spandex plastered rockets roamed around the room like they had just escaped from small budget hair band videos, while serious concert-goers fought their way to the front of the stage sparing no physical brutality in the process. "Crue!" and "Metal!" could be heard floating through the rafters like they were secret evening passwords, and people kept up a vigilant display of vocal obscenities to show

their affection for the band. Punk rockers spit on their favorite bands; metal people curse them.

When the Crue finally hit the stage, the crowd converged on the floor like stampeding Longhorns. Anyone trying to go against the grain was quickly overwhelmed by trampling feet and are probably still embedded in the floor. The band opened with "Find Myself" and progressed through several classics including "Girls, Girls, Girls." It was a powerful display of hard rockin' prowess; Mick Mars churned out riff after riff, riding off Nikki Sixx and Tommy Lee's brutal rhythm section. Vince Neil's high-pitched wails added fuel to the already churning pits, encouraging people to flash the universal sign of metal with thumb and pinkie raised high in the air. As stage explosions shook the room, throwing blinding flames 20 feet into the air and the classic tunes continued to pummel the ear, it was obvious that Motley Crue hasn't lost its zeal for performing.

The band didn't lose an ounce of integrity during their long hiatus, but there were a couple of people who lost track of time. The Special Olympics poster boys—better known as the GAVIN College Crew—earned themselves new names: Nit and Wit.

After an all-day office marathon of blasting classic Crue tunes, talking about "back in the day," and formulating plans for the night's show, Matt and Vinnie were so caught up in spiritual preparation that they missed the show. In fact, they were just leaving for the venue to go when my trustee assistant Heather, who attended the show with me, pulled up to Vinnie's house on the way home and said, "How did you guys beat me back here?" A very confused Matt replied "What do you mean?" Much to her amusement, Heather informed Nit and Wit of their dilemma. Dejected—and probably a bit light-headed—the pair retreated back inside for a rousing game of Play Station Golf. ●

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

Gavin Alternative

Static BY MAX TOLKOFF

Award Me, Baby

I really want to scream, but don't take it personally. On second thought, maybe you should. Each year, you, faithful readers/movers/shakers/industry big-wigs/people-with-their-fingers-on-the-pulse-of-the-public, get to decide who wins the GAVIN Alternative Awards. No secret committee is polled for their favorites, no one person gets to decide (although I may now be willing to re-think this). We publicly ask for your participation on two (maybe that's the problem) levels: nomination and final ballot. The nominees come from you, and the winners come from you. Get it? This should, in theory, keep the whiners and complainers at bay, since you only have yourselves to blame if your "favorites" don't get nominated or awarded. Which leads me back to the screaming part; let me try to break this down point by point.

Point One: The instructions were very simple. Fill out the form completely or your votes don't count. Why, then, did many of you bother to fax back incomplete forms? One smug wag even faxed back a *completely blank form* with a hand written note that said "Sorry...didn't have time to fill it out." Thanks, but I already have a copy of the blank form.

Point Two: We included a market guide listing the top 100 radio markets according to Arbitron with the nominating ballots. This was to help you figure out which stations are in the large, medium, and small categories. You would laugh out loud if you saw some of the returns. Clearly, many of you thought the market guide was a list of cities with the best shopping. As a sub-point, quite a few of you were unclear about which markets certain PDs and MDs worked in, let alone for which stations.

Point Three: We are not handwriting experts. Some responses were scrawled in a unique new language, or so the FBI's forensic lab report (handwriting analysis department) told us. Hey, neatness counts.

Point Four: The deadline for returns—noted two weeks in a row in the GAVIN Express Fax, and spelled out clearly in three different places on the ballot—was last Wednesday. Obviously, some fax machines are operating with the old 3bps, standard since we were still getting ballots on Tuesday of this week.

All in all, the tabulating process was filled with much hilarity this year, and in spite of all my nit picking, I must say that we were quite pleased with the number of responses. The expanded categories seemed to meet with general approval, and most of you *did* show careful consideration when writing in candidates. I think we have a great crop of nominees, and the final ballot should be on your desk as you read this. The nominees are listed alphabetically in each category.

Gavin Alternative Award Nominees

Station of the Year (Major Market)

KITS (Live 105)-San Francisco
KROQ-Los Angeles
WBCN-Boston
WHFS-Washington, D.C.
WKQX (Q101)-Chicago
WNNX (99X)-Atlanta

Station of the Year (Medium Market)

KOME-San Jose
KXRK (X96)-Salt Lake City
KXTE-Las Vegas
WEDG-Buffalo
WEND-Charlotte
WPBZ-West Palm Beach

Station of the Year (Small Market)

KFMA-Tucson
KGDE-Omaha
KQXR-Boise
WGRD-Grand Rapids
WHMP-Springfield, Mass
WQBK-Albany

Program Director/Operations

Manager of the Year (Major Market)

Leslie Fram, WNNX (99X)-Atlanta
Shellie Hart, KEDJ-Phoenix
Alex Luke, WKQX (Q101)-Chicago
Jim McGuinn, WPLY (Y100)-Philadelphia
Oedipus, WBCN-Boston
Kevin Weatherly, KROQ-Los Angeles

Program Director/Operations

Manager of the Year (Medium Market)

Ron Bunce, KWOD-Sacramento
Mark Hamilton, KNRK-Portland
John O'Connell, WPBZ-West Palm Beach
Mike Stern, KXTE-Las Vegas
Jay Taylor, KOME-San Jose
Rich Wall, WEDG-Buffalo

Program Director/Operations

Manager of the Year (Small Market)

Lynn Barstow, KGDE-Omaha/KMYZ-Tulsa
Dan Binder, WQBK-Albany
Rob "Blaze" Brooks, KRZQ-Reno
Suzie Dunn, KFMA-Tucson
Paul Kreigler, KMYZ-Tulsa/KYYS-Kansas City
John Moschitta, WQXA-Harrisburg/WXDX-Pittsburgh

Music Director of the Year

(Major Market)

Aaron Axelsen, KITS (Live 105)-San Francisco
Pat Ferrise, WHFS-Washington DC
Kim Monroe, KNDD-Seattle
Chris Muckley, XTRA-FM (91X)-San Diego
Chris Patyk, KEDJ-Phoenix
Mike Peer, WXRK-New York

Music Director of the Year

(Medium Market)

Rick Brewer, WEND-Charlotte
Robert English, WPBZ-West Palm Beach
Chris Ewing, KXTE-Las Vegas
Dave Hill, WMRQ-Hartford
Al Mitchel, WROX-Norfolk
Rod Ryan, KKND-New Orleans

Music Director of the Year

(Small Market)

Nikki Basque, KPOI-Honolulu
Sophia John, KKDM-Des Moines
Tim Johnstone, KQXR-Boise
Chaz Kelly, WXSJ-Tallahassee
Kelli McNamara, WQBK-Albany
Steve Picard, WBTZ-Burlington

Major Label of the Year

Atlantic
Capitol
Geffen
Interscope
Universal
Virgin



Data

MOST ADDED

SCOTT WIELAND (17)

Lady, Your Roof Brings Me Down (Atlantic)

CIMX, WRXQ, WHTG, KNDD, WDST, WWDX, WFNX, WKRL, WAVF, WHMP, KZTX, KEDJ, WEJE, KOME, WPBZ, KQXR, KROQ

LOREENA MCKENNITT (14)

The Mummies' Dance (Warner Bros.)

WDST, KTOZ, KXPK, WENZ, WNNX, KXRK, KZTX, WXRT, KEDJ, KENZ, KPNT, KCHZ, KROX, KFGX

OUR LADY PEACE (8)

Clumsy (Columbia/CRG)

WQXA, WFNX, WNNX, KXRK, WPLA, XTRA, WLUM, KTEG

FIONA APPLE (8)

Never Is A Promise (Clean Slate/WORK)

KTOZ, KLZR, KLLK, WENZ, KGDE, KPOI, WAQZ, KROQ

HUFFAMOOSE (8)

Wait (Interscope)

WPGU, WRXQ, WEQX, WHMP, KZTX, WIXO, KRZQ, WBZU

MOST REQUESTED

MARCY PLAYGROUND

"Sex & Candy" (Mammoth)

CHUMBAWAMBA

"Tubthumping" (Republic/Universal)

BEN FOLDS FIVE

"Brick" (550)

BLINK 182

"Dammit" (MCA)

GREEN DAY

"Time of Your Life..." (Reprise)

MOST BUH-UZZ

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

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

VERVE

"Bitter Sweet Symphony" (Virgin)

BEN FOLDS FIVE

"Brick" (550)

MARCY PLAYGROUND

"Sex and Candy" (Mammoth)

SCOTT WIELAND

"lady, Your Roof Is Bringin' Me Down" (Atlantic)

SARAH MCLACHLAN

"Sweet Surrender" (Arista)

MOST LIKELY TO SUCCEED

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

CURVE

"Chinese Burn" (Universal)

CREED

"My Own Prison" (Windup)

JIMMIE'S CHICKEN SHACK

"High" (A&M)

FIONA APPLE

"Never Is A Promise" (Work)

TREBLE CHARGER

"Red" (RCA)

Continued on page 61

Editor: MAX TOLKOFF • Assistant: SPENCE D. Alternative Reports accepted through Tuesday 3:00 p.m.

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

Gavin Alternative Award Nominees

Continued from page 60

Indie Label of the Year

- Capricorn
- Caroline
- Epitaph
- Mammoth
- Matador
- TVT

Major Label National Promotion

Person of the Year

- Stu Bergen, Epic
- Jon Cohen, Columbia
- Michael Idris, Mercury
- Gary Spivak, Atlantic
- Sherri Trahan, Maverick
- Ted Volk, Geffen

Indie Label National Promotion

Person of the Year

- "Fat" Pete Burness, Fat Wreck Chords
- Nan Fisher, Capricorn
- Doug Ingold, Free World Entertainment
- Jack Isquith, Time Bomb

Errol Kolosine, Caroline
John Perrone, TVT

Independent Alternative Promotion

Person of the Year

- Scott Burton, Jeff McClusky & Assoc.
- Marc Kordelos, U.N.C.L.E.
- Jonathan Lev, Mutant Promotions
- Jack Springer, Technicolor
- Ted Taylor, Levitation Entertainment
- Del Williams, ARMS

* * *

When you get the final ballot, we will once again be asking you to make one—and only one—selection from each category. The final ballot is again being faxed to you. *Please, please, please* follow the faxing and deadline instructions on the ballot. The winners will be announced, and awards handed out, at the GAVIN Seminar in San Diego in February. We'll let you know exactly where and when the awards thingy will be in a few weeks. ●

Spence D.'s Beatology

PUFF DADDY
"It's All About the Benjamins"
(Shot-Caller Rock Remix)
(Arista)



Rock and rap seemingly disparate sonic genres? Have you forgotten the trail-blazing early efforts of the

Beastie Boys, RUN-DMC, L.L. Cool J, and Ice-T, just a few hip cats who've always been keen on rock. Remember when Anthrax teamed up with Public Enemy to "Bring the Noise"? How 'bout when KRS One joined R.E.M. for "Radio Song"? Now, Puffy Combs, supreme purveyor of slick rap literally hits the fan with this blast of metallo-rap surge. If the slam-fisted power chords, thunder drums, and rhythm guitar wails don't grab you by the throat, then maybe the line-up Puffy's secured will. We're talkin' fightin' Foo Dave Grohl, bassist of the living dead Rob Zombie, and

former Replacements maniac Tommy Stinson with his new band Perfect. Sure, some of you are no doubt thinkin' that Puffy belongs on *Yo! MTV Raps*. Au contraire mon freres. 99X and KEDJ jumped on this joint out of the box. And KSPI and KXTE have joined the fray. The way I see it, if you can get with Rage, then you can get with Puffy. Word. —SPENCE D.

BONUS BEATS

PFILBRYTE
"Merry Go Round" (Ignition)

Imagine Forest for the Trees mixed with Beck on 'ludes. Post '90s psychedelia wrapped in a fuzzy haze of warm bass, snyth bliss, twisted, sirenesque background vocals, and stream of consciousness lyrical goo. Tasty.

FATBOY SLIM
"Going Out of my Head"
(Astralewerks)

This cat's name is an oxymoron, the album is entitled *Better Living Through Chemistry*, and this cut whirls with a Who-inspired guitar riff, swirling phaser blasts, and kinetic breakbeat energy. What more couldja ask for?

BE ON THE LOOKOUT

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

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

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e-mail: dookey@gavin.com

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 12

- | | | |
|-------|----------------------|-----------|
| Naked | "Raining on the Sky" | (Red Ant) |
|-------|----------------------|-----------|

JANUARY 19

- | | | |
|-------------------|--|--------------------|
| Feeder | "Cement" | (Elektra) |
| Mark Eitzel | Caught in a trap and I can't back out because I love | (Matador) |
| you too much baby | | |
| Mick Harvey | Pink Elephants | (Mute) |
| Naked Aggression | Gut Wrenching Machine | (Tackle Box/Cargo) |
| Pizzicato 5 | Remix Album | (Matador) |
| v/a | Slow Death/Metronome Factory | (World Domination) |
| Young Dublins | Live At The Belly Up | (Earth/Cargo) |

JANUARY 26

- | | | |
|------|--------------|-----------|
| Luna | "Bobby Peru" | (Elektra) |
|------|--------------|-----------|

FEBRUARY 9

- | | | |
|--------------------------|----------------------|------------------------|
| Bedhead | Transaction De Novo | (Trance Syndicate) |
| Come | | (Matador) |
| Feeder | Polythene | (Elektra) |
| Natacha Atlas | Hallm | (Beggars Banquet) |
| Q Burns Abstract Message | | (Astralwerks/Caroline) |
| Sue Garner | To Run More Smoothly | (Thrill Jockey) |
| To Rocco Rot | Paris 25 | (Emperer Jones) |

FEBRUARY 16

- | | | |
|--------------|-----------------------|------------------|
| Ani DiFranco | Little Plastic Castle | (Righteous Babe) |
| Rebekah | "Slim So Well" | (Elektra) |

FEBRUARY 23

- | | | |
|---------------------|-------------------------|------------------------|
| China Drum | Self Made Maniac | (Beggars Banquet) |
| Craig Armstrong | The Space Between Us | (Melankolic/Caroline) |
| Liquor Giants | | (Matador) |
| Liz Phair | Whitechocolatespaceegg | (Matador) |
| Pussy Galore | Right Now! | (Matador) |
| Pussy Galore | Sugar Shit Sharp | (Matador) |
| Pussy Galore | Dial M For Motherfucker | (Matador) |
| Red Crayola | Live In The 1960s | (Drag City) |
| Spacetime Continuum | Propeller | (Astralwerks/Caroline) |
| Suncatcher | Suncatcher | (Restless) |
| Tommy Keene | | (Matador) |
| Training For Utopia | Plastic Soul Impalement | (Tooth & Nail) |

MARCH 2

- | | | |
|------|---------|--------------|
| Cola | Whatnot | (Interscope) |
|------|---------|--------------|

eels
"Your Lucky Day In Hell"
the first single from the soundtrack to the Wes Craven film

S C R E A M

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KZNZ WRXQ WHTG
WPBZ WKRL WXSJ
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www.dreamworksrec.com
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co-produced & mixed
by Michael Simpson
"Your Lucky Day
In Hell" co-produced
by Mark Goldenberg
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GAVIN PICKS

Singles

BY DAVE SHOLIN

GREEN DAY
"Good Riddance (Time of Your Life)" (Reprise)



Chartbound and among this week's Most Added at Top 40, it's listed here to alert any of those who might be on the fence (or asleep), that the time to get it on the air is now. Quickly developing into a major hit.

HANSON
"What Christmas Means to Me" (Mercury)

There's plenty to celebrate this holiday season for the Hanson family. From an album that injects new life into some old yuletide faves (see album review below), here's a good time, uptempo production from one of Top 40's hottest newcomers of the past year.

Albums

HANSON
Snowed In (Mercury)



One thing's for sure—life for Oklahoma's Hanson brothers sure has changed since they celebrated their last Christmas. At this time last

year, they were just a glimmer on the pop music horizon, but now they're one of 1997's most successful acts. So, what better way to celebrate the holiday season than to release a Christmas album? *Snowed In* is a fun, rockin', and nostalgic collection of holiday favorites, as well as three new tunes written by the siblings. Tracks that radio is gravitating toward include the "Silent Night Medley" (including "O Holy Night," "Silent Night," and "O Come All Ye Faithful") and "What Christmas Means to Me." Also check out the boys' renditions of "Little Saint Nick," "Rockin' Around the Christmas Tree," and "Run Rudolph Run."

—ANNETTE M. LAI

TESTAMENT
Signs of Chaos: The Best of Testament (Mayhem/Burnt Offerings/Atlantic)

Testament, to the joy of metal radio, has just released a "Best Of" CD that includes songs from the full span of the group's career. The title track, taken from the band's 1992 full-length *Ritual*, is the first of 17 songs that show-

case Testament's metallic prowess. Classics like "Alone in the Dark," taken from the group's 1987 debut *The Legacy*, and "The New Order," taken from 1988's *New Order*, are great tunes that exemplify Testament's aggressive musicianship.



"The Ballad," from 1989's *Practice What You Preach*, and "Return to Serenity," from '92's *Ritual*, not only reveal Chuck Billy's talent as a vocalist, but also display the band's bluesy rock & roll roots. Other tracks that will produce metallic nostalgia include "Souls of Black," "Electric Crown," and "Practice What You Preach." And be sure to check out the previously unreleased, "Draw the Line." It's about time that one of metal's most prolific bands strutted its best stuff with a special release. —ROB FIEND
RICHARD ELLIOT
Jumpin' Off (Metro Blue/Capitol)



For his tenth album, pop saxophonist Richard Elliot has followed the lead of many of his Smooth Jazz contemporaries—namely Peter White, Craig Chaquico, Rick Braun, and Boney James—by tapping the studio talents of producer Paul Brown. Steven Dubin, another crack urban producer, also joins the sessions. As you would expect, an Elliot/Brown/Dubin collaboration oozes with R&B sensuality, a sound that is extremely friendly to today's "smoother" airwaves. "If You Want My Love" has a nice mid-tempo bounce to it, and surfaces as the initial money track. Ironically, "If You Want..." was originally intended to be a vocal tune. Instead, it ends up as a soprano sax instrumental, an instrument Elliot only occasionally plays.

—KEITH ZIMMERMAN

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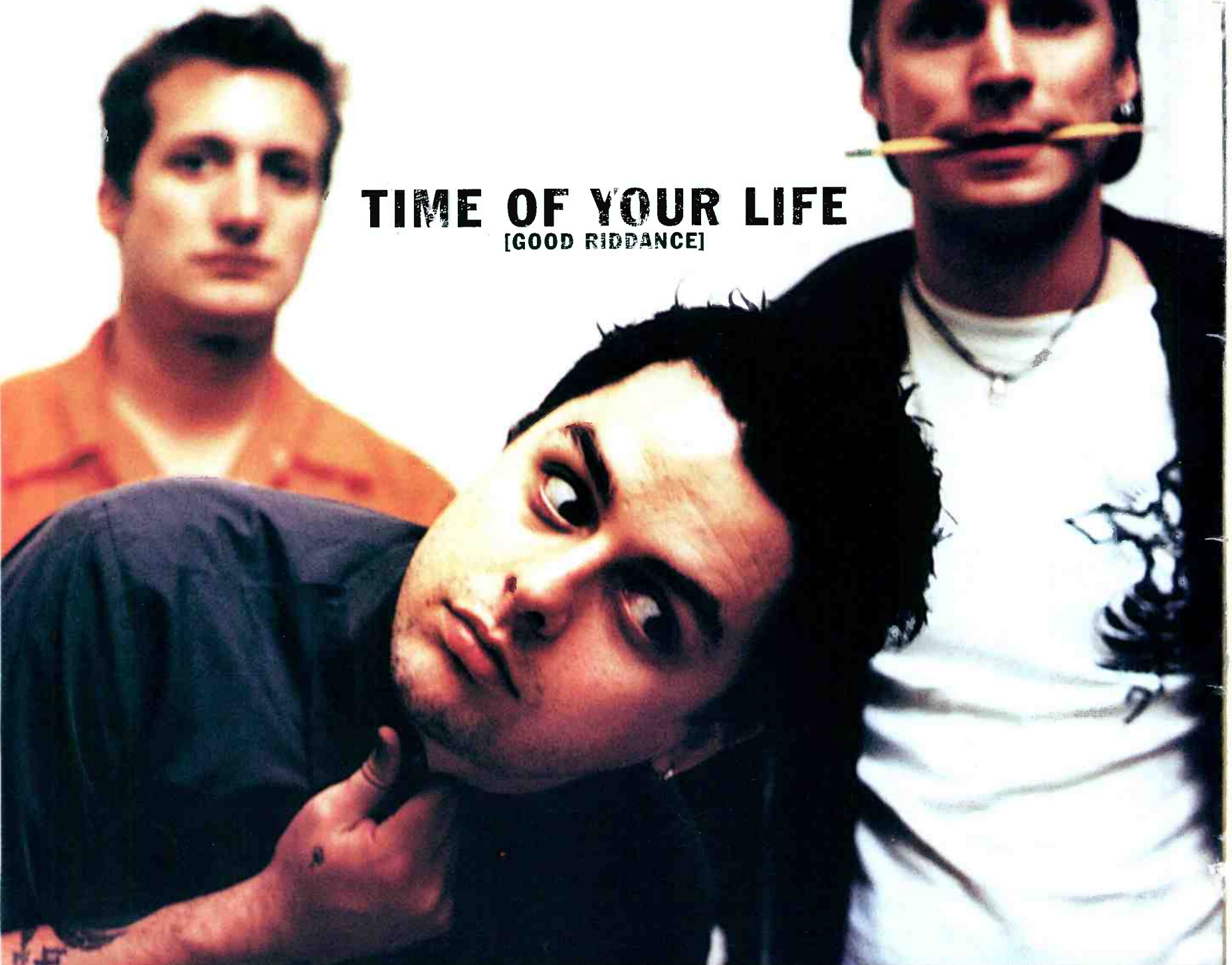
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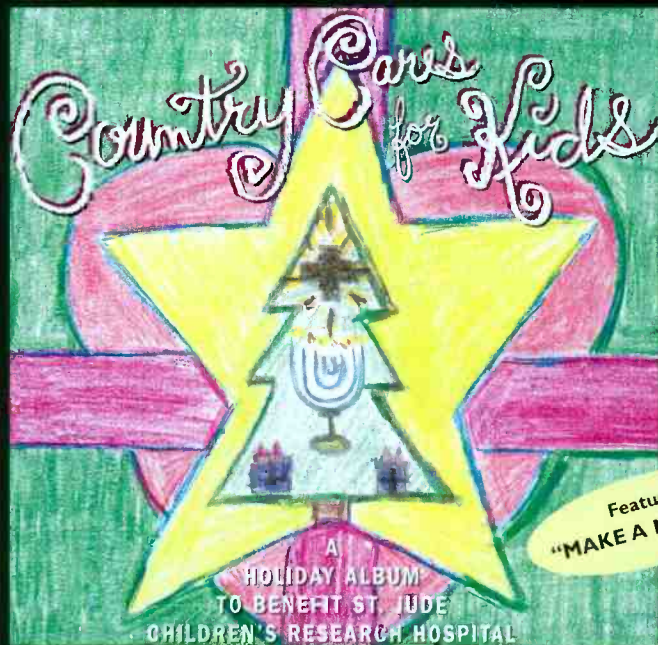
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- "I'll Be Home for Christmas" • LONESTAR
- "O Holy Night" • MARTINA McBRIDE
- "Let's Talk About Love" • MINDY McCREADY
- "Up On Santa Claus Mountain" • LORRIE MORGAN
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- "When You Wish Upon A Star" • BRYAN WHITE



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