

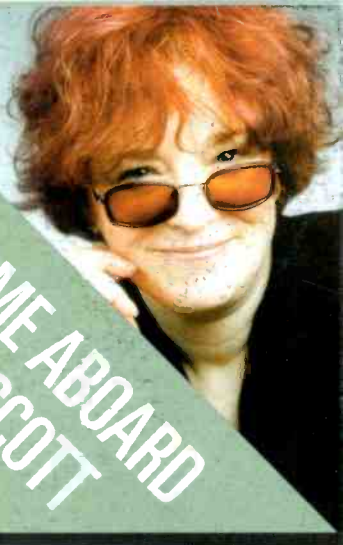
THE MOST TRUSTED NAME IN RADIO SINCE "THE DAY THE MUSIC DIED"

ISSUE 2240

JANUARY 29 1999

GAVIN

WELCOME ABOARD
JESSIE SCOTT



AMERICANA



MEETS

THE

PRESS

Plus:
Making the Most
Of the Internet



Smooth Jazz and Straight Ahead
A Perfect Union



PAGE 34

Do Name Brands Matter?

“Grunge’ was an idiotic media name for one brand of recycled ’70s rock. ‘Stoner Rock’ will be an idiotic media name for yet another, marginally different brand of recycled ’70s rock.” So writes legendary producer Jack Endino in this week’s Active editorial. Rock On...

PAGE 44

Americana ‘Net Growth

“Americana specifically appeals to the college-educated crowd that earns over 75K a year and wants something a little different, more challenging and musically intense. The Internet is a terrific method of reaching those people...” Bruce Kidder, Program Director at KHYI-Dallas.

PAGE 51

Who’s to Judge?

“I believe that part of the problem is that we, as a format, are far too judgmental. Many of us have put ourselves above the audience, judging for them what is and what is not country,” writes Bill Hennes in this week’s Country section.

Seminar Attendees **MUST Register**

IMPORTANT: Because the Hyatt Regency New Orleans is running at maximum occupancy, people who have reserved rooms at the GAVIN Seminar rate but have not registered for the Seminar will lose their rooms. To register for the GAVIN Seminar, please call Laura Troy at GAVIN Convention Services: 415-495-1990, Ext. 632.

Contents

©1999 GAVIN
in Miller Freeman
 A United News & Media company

News		TRIPLE A	26
Gavin Debuts Town Hall Meeting	5	Get On Down to Nawlins	
Madison Project to Test in San Diego	5	ALTERNATIVE	30
Liquid Audio, a2b Drive Downloads	6	Can You Make a Living?	
Ratings & Research		COLLEGE	32
Perpetual Music Research	10	4AD’s Ivo Watts-Russell	
Features & Charts		ACTIVE ROCK	34
TOP 40/RHYTHM CROSSOVER	11	Jack Endino Talks Rock	
PD Profile: Bruce St. James		JAZZ/SMOOTH JAZZ & VOCALS	36
A/C, HOT A/C	15	WB Jazz Promotes Pierson	
Sunny 95’s Internet Wizards		AMERICANA®	40
URBAN	20	Hello From Nashville	
Chuck D, Part 2		Spotlight: Americana	
Developing Talent, Part 2		Americana Embraces the Web	44
RAP/HIP-HOP	22	The Power of the Press	48
Faith With the Funk		COUNTRY	51
		Eyes on the Horizon	
		Parting Shots	54
		gmail BoxSet	54

AS TOLD TO ELIOT TIEGEL

Les Bider

NARAS Overlooks Songwriters In Top Disc Categories

Les Bider, Chairman and Chief Executive Officer of Warner/Chappell Music, Inc., currently is focused on the company’s 56 Grammy nominations and the forthcoming Oscars. Bider, who joined Warner Bros. Music in 1981, and has headed Warner/Chappell since its founding in 1987, also sees the Internet as a second growth area for publishing.

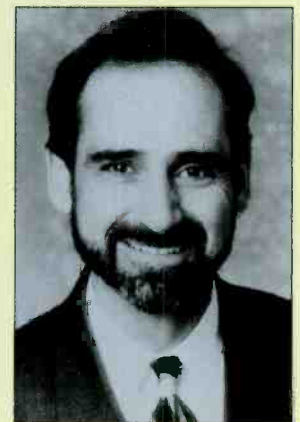
The Grammys do not recognize the songwriter as an important component for the Record of the Year award. They recognize the artist and producer and it’s frustrating that the songwriter isn’t included like they are for Song of the Year. NARAS doesn’t name a record company for record of the year, so I don’t mind that the music publisher isn’t named. But I do mind that songwriters aren’t given the credit they deserve, and that applies to the best pop, Rock, R&B, Country, or whatever record.

Take the case of Madonna. Of her six nominations, one is for Record of the Year and one is for Album of the Year. But she’s not up for Song of the Year. The question is, is she being honored as an artist and therefore shouldn’t be acknowledged as the songwriter?

It’s historic that songwriters have been left out; its a factor in the production of the television broadcast which only has x-amount of airtime minutes. Adding more people to any given category makes it logistically more difficult—and I understand that.

Winning an award—whether it’s a Grammy, Oscar, Tony, or Emmy—suggests to the buying public that this is something you should be look-

ing at. Still, winning an award is probably not as important as the quality of the work which, if it stands the test of time, doesn’t matter whether it was honored or not. If there’s an initial sales boost for a record from the nomination, we’ll get more mechanical revenues. Mechanical income, whether it’s



the soundtrack from *Sleepless in Seattle* or from *Ragtime* or from Sheryl Crow, is still our single largest revenue area.

Winning an award gives a record a certain amount of fame. Once you’ve won, you’ve won forever. With so many artists writing their own material, it’s a smaller and smaller universe of singers to whom we can pitch a winning song for them to record. Actually, there’s more revenue coming from this area because the economics of the business are broader.

A photograph of Michelle Lewis, a young woman with dark hair and bangs, looking down with a slight smile. She is wearing a yellow t-shirt with a red Superman 'S' logo and a red cape. The background is a bright, slightly blurred indoor setting with light-colored curtains.

michelle lewis
HOMESICK

FROM THE ALBUM

“little leviathan”

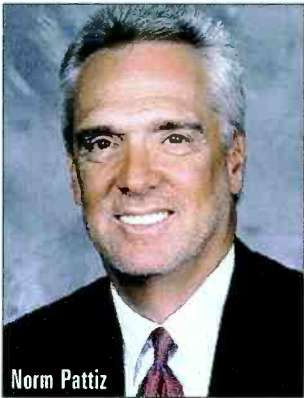
IN STORES NOW!

Produced by John Levanthal Mixed by Tom Lord-Alge
Management: Krost/Chapin Management, Doug Chapin and Ira Koslow


www.GiantRecords.com
© 1999 Giant Records.

Town Hall Meeting To Put "Fun" Back in "Dysfunctional"

Without question, consolidation has dramatically altered the way we in both the radio and music industries do business. It's all about



Norm Pattiz

profit, bottom line, spot loads, and unit sales. Success is based not on long-term performance but on weekly—sometimes daily—numbers.

Well, forget Wall

Street. Forget earnings ratios and IPOs and revenue projections and who owns what. Forget it for just a little while, and try to get a sense of how we all can "put the 'fun' back in dysfunctional." At this year's GAVIN Seminar we're trying some-

thing a little different, borrowed from CNN's play book last summer. For those of you who remember, the cable network gathered all



Danny Goldberg

its top reporters and commentators and grilled them on President Clinton's Grand Jury testimony (among



other things) during a no-holds-barred "town hall forum." In a form of imita-

tion intended to be sincerely flattering, GAVIN has invited some of the radio and music industries' luminaries to give us an idea of what's right with our business—and how to fix what's wrong. No hype, no P.R., no pat answers. Just the truth and nothing but (we swear).

Joining us in this unique session—moderated by Westwood One Chairman Norm Pattiz and Danny Goldberg (most recently of PolyGram's Mercury Group)—are Granum Communications' Herb McCord, LaFace Records' Mark Schimmel, Arbitron's Pierre Bouvard, Critical Mass Media's John Martin, KIIS-L.A. PD Dan Keily, McClusky & Associates' Jeff McClusky, XM Satellite's Lee Abrams, Coleman Research's Chris Ackerman, and artist manager Bill Leopold.

If you have a worry, gripe, or fear about this fabulous industry in which we live and work, don't miss the first-ever GAVIN Town Hall Meeting, slated for Thursday morning, February 18.

Be there...or beware.

"The Americana singer-songwriters work very hard. They have more of a journeyman approach to the business, so they get out there and go to work every day."

BRAD PAUL

—SEE PAGE 49

Arbitron Face-Off Slated For Seminar

Want to know the secret to higher ratings? Ever had a question about Arbitron but



Pierre Bouvard

didn't know who (or how) to ask? Well...now's your chance, as GAVIN Research Editor Jhan ("John") Hiber goes one-on-one with Arbitron GM Pierre Bouvard, discussing key Arbitron topics.

Some of the issues likely to come up:

- Strategies on how you can program and market your station for maximum impact on diarykeepers;
- The best way to use such new Arbitron features as at-work zip code data and language preference info;
- What's ahead with the new Arbitrends and PD advantage; and
- What's the latest on how listening on the Internet is growing—and affecting you.

All ideas, concerns, and questions are welcome (and so are you, of course) at the Arbitron One-On-One, slated for Thursday, February 18 at the GAVIN Seminar.

San Diego to Test Madison Project

The race is on at IBM and AT&T to develop ways to deliver online music legally and to compete with Diamond Multimedia's Rio portable music player.

According to *the Wall Street Journal*, IBM soon will test a system allowing a group of San Diego consumers to shop for music online. The test is being conducted in conjunction with the five major record labels,

each supplying approximately ten albums. IBM will store the albums in its servers, and consumers will select an album for transmission via modem to their personal computers (download time is expected to take less than ten minutes). Using a CD burner provided for the test, the participants can make physical CDs of the digitally delivered albums. IBM says it will encrypt the

music so it cannot be copied after making the initial CD, but would not comment on how the record companies will be paid.

AT&T says that the technology used in its a2b Music unit, which has thus far mostly been used to help record companies promote new albums, could also be used in a digital delivery system rivaling IBM's plans.

Last week's "head count reductions" (to use a soulless Wall Street phrase) at Universal were just the latest symptoms of the process of rapid change. Whether you attribute this upheaval to a contracting business paradigm or view industry consolidation as a necessary element in the business cycle, the fact remains that those of us who still work in the radio and music industries are heading into uncharted waters.

As such, we must make the most of all the downsizing and cost efficiencies we're experiencing. We need to work like hell to achieve our budgets and turn in respectable numbers at the end of the day. And, as we work our way through these oft-clichéd "turbulent times," we should be aware of one critical thing: we're making this all up as we go along.

If it seems there's too much work and not enough fun in our business these days, most likely you're right. But it doesn't have to be that way. Not if you come to the first-ever Town Hall Meeting at next month's GAVIN Seminar (Thursday, February 18). This keynote forum features a stellar line-up of the industry's best and brightest, all of whom will confront the problems of today and discuss how we all can put the "fun" back in "dysfunctional." No pretense, no promises; just a shirt-sleeves discussion that will home in on the challenges—and solutions—that face us in the months and years ahead.

See you there!

Reed Bunzel, Editor-in-Chief

GRABBAG

BY LAURA SWEZEY

■ WKQI/FM-Oak Park, MI (Q95.5) held its annual "Cookie Crunch" on January 16 to see who could eat the most Oreo cookies. Winner was Mike Bowersock from WKBD-TV, who beat out two other local celebrities by downing 34 Oreos in just nine minutes and 55 seconds. While the other contestants dunked their cookies in milk,

Bowersock took the task very seriously. "Mike was in a zone. He was determined to win," says Q95.5 Promotion Director Ann Boss-Cronin.



(Q95.5) WKQI-Oak Park, MI
Cookie Crunch

Reinforcements stood by with

trash bags in case someone needed to toss their cookies, but this year there were no such catastrophes.

Bowersock chose the Southeast Chapter of the Michigan Red Cross as the charity to receive the \$600 collected during a mall photo shoot with Sesame Street Live's Cookie Monster.

■ Who says DJs never do anything constructive? A listener alerted MJ and BJ of WFLZ-Tampa's morning show to a little glitch in the new Tiger Woods 99 PGA Golf Sony Playstation game. It seems that if you put the CD-ROM into a computer and click on a "dat" file, the innocuous sports game plays the vulgarity-laced first episode of South Park, *The Spirit of Christmas*. When the 'FLZ morning crew bought multiple copies of the game and found they all had that extra something special, they warned listeners of its content. The maker of the game, EA Sports, has since issued a recall of the product.

■ David Bowie has chosen a winner for his months-long songwriting contest. The Thin White Duke had asked for



fans to come up with verses to go along with music and a chorus he had composed and placed on his official Web site. Winner Alex Grant will fly to New York City and participate in the sessions as Bowie records Grant's lyrics for "What's Really Happening." Grant also will

receive a \$15,000 publishing contract to secure rights to the finished song, which Bowie will make available for free at his Web site. An excerpt from the winning lyrics include: "Grown inside a plastic box/Micro thoughts and safety locks/Hearts become outdated clocks/Ticking in your mind."

■ The group KMFDM has announced it is "dead." So reads a press release from the band's publicist via the group's founder, Sascha Konietzko. The band offered no further explanation other than, "We have also issued a media blackout until March 1." March 1 would have marked the German industrial noise group's 15th anniversary. KMFDM's final record, *Adios*, on TVT Records, is slated for an April 13 release. The band's official Web site urges fans to order merchandise "while you still can."

Seminar Attendees MUST Register

IMPORTANT: Because the Hyatt Regency New Orleans is running at maximum occupancy, people who have reserved rooms at the GAVIN Seminar rate but have not registered for the Seminar will lose their rooms. To register for the GAVIN Seminar, please call Laura Troy at GAVIN Convention Services: 415-495-1990, Ext. 632.

Liquid Audio, a2b Driving Downloads

Two competitors in the digital-music delivery business announced different initiatives this week in their efforts to become the potential system of choice for playing computerized music files.

Liquid Audio announced a new coalition to develop a logo that would stamp music files as legit, copyright-protected versions of

songs. The company said on Monday (Jan. 25) that a group of 48 companies and associations in the music, computer, and technology industries had formed the "Genuine Music" coalition in an effort to have its new logo used to stamp and certify "legitimately-encoded" music files that are sold or freely-distributed on the Internet. The coalition said that the new logo isn't intended to compete with or be a substitute for the Secure Digital Music Initiative (SDMI) announced last month by the RIAA and major record labels, but is intended to help consumers distinguish between pirated and legitimate music content.

Meanwhile, competitor a2b music said the newest

version of its player will support faster downloads—and will allow users to hear streaming audio in the RealAudio format. According to a2b music, it will take less time to download a three-minute song using the newest version of a2b player and a 56k modem. That same song will also take up less space on your hard drive. The company said downloading a song will take seven-to-nine minutes at 56k (9-to-12 minutes at 28.8k). And based on a new compression technique, that three-minute song will occupy 2.25 megabytes of storage space. Starting in February, the new player will be available for free at a2b's website, www.a2bmusic.com.

U.S. Music Publishers

Sue Swiss Web Site

The National Music Publishers' Association and its licensing subsidiary, the Harry Fox Agency, have announced that several American music publishers have filed suit against the Internet's largest unauthorized lyric Web site, the International Lyric Server (ILS). ILS makes lyrics to over 100,000 songs available on the Internet without the permission of the song's writers or copyright owners. The suit was filed in Basel, Switzerland, where the Web site's server is located.

Last month, a Swiss court issued a temporary injunction barring ILS's use of the musical compositions named in the suit pending a January hearing. Last week, a local district attorney ordered the seizure of the computers and Web site's database contents as evidence when copyright owners filed a criminal complaint.

Original plaintiffs in the suit include EMI Songs, Estefan Enterprises, peermusic, Warner-Chappell Music, and Windswept Pacific Entertainment. Hit and Run Music and Sony Music have recently joined as plaintiffs.

ABC-TV to Carry Brit Awards

The Brit Awards, the UK equivalent of the Grammys, are expected to receive their highest worldwide audience to date, with ABC scheduled to air the two-hour broadcast nationwide for the first time on March 6. The show also returns to German TV after a three year hiatus, a network slot is in the works for Australia, and discussions are underway for a broadcast in China.

WEBSITE
OF THE WEEK

BIG MUSIC

Listen to KPIQ
KPIQ Store
KPIQ News
KPIQ Cam
KPIQ Live
KPIQ Info
Audio Features
Local Events
Station Info
Website Info
Daily Info
Email
Name

supposed former infatuation junkie
alanis morissette

Audio Features Tracks Hip Today Today's List KPIQ Live

It's Wednesday - HUMP DAY - January 27, 1999 - and Laura Ellen and her trusty side kicks, Amy and Paula, welcome you to the world infamous KPIQ CyberSite!

Pork
The one you love.

MATTISON Sisk Park

Get Ready for a Swine Valentine

If it's on a billboard, it must be true - the affirmation of a long-standing KPIQ tradition: that "to pork" is a verb possessed of a rich and varied set of meanings - all of them positive. Here at KPIQ we're pleased to be porking you, and hope you'll pork your co-workers, friends, and loved ones by turning KPIQ up good and loud.

www.kpig.com

sponsored by On Radio
www.onradio.com

Cherokee

the first single from the LP "I LOVE YOU...ME"

Ooh Wee Wee

...impacting Feb 1.



Produced by Cherokee and Myron McKinley • Executive Producers: Herb Trawick and Anthony Morgan • Management: Herb Trawick/The Trawick Company

The RCA Records Label is a unit of BMG Entertainment • BMG is a registered • Material Registrants logo for General Electric Co., USA • BMG and Peeps logos are trademarks of BMG Music • © 1999 BMG Entertainment

The largest Internet radio network

on air

online

onradio



onradio
www.onradio.com

BACKSTAGE

BY JAAN UHELSZKI

YOUNG IN PARADISE

Neil Young recently returned from a vacation in the island paradise of Hawaii with two new songs that he likes so much he has decided to include them on his new album. This may be the reason he decided to push back the release date on this untitled 29th studio effort, which was originally penciled in for a March 23 release. The *LA Times* reported that a rejuvenated Young flew **Linda Ronstadt** and **Emmylou Harris** to his Northern California ranch to add some backing vocals to the tracks. And that isn't all. **David Crosby** intimated on his Web site that his former compatriot may be included on the new **Crosby, Stills and Nash** album. He revealed that the reunited band's studio album features a "special guest," adding the tantalizing line, "& Y not?"



Neil Young

FEELING MUCH BETTER, THANKS...

As you know, **Beck** canceled his January 14 show at the Tropicana Hotel in Las Vegas because drummer **Joey Waronker** was stricken with an awful case of flu, and the ever-sensitive Beck didn't just want to "make due" with anyone else. Joey is up and about, and gave the nod that he'll be around for May 6—the makeup date—and has agreed to be onboard for a brief jaunt to Japan in April. Joey's "other" band schedule doesn't pose any problems, since the only shows **R.E.M.** has booked is the benefit for New York's Tibet House at Carnegie Hall on February 22—along with **Phish's Trey Anastasio, Shawn Colvin, Cibo Matto, and Patti Smith** (you knew that once Patti had signed on, it was only a matter of time before **Stipe** and the guys ended up on the bill)—and a TV appearance three days earlier in Toronto. But UK's Glastonbury Festival organizer **Michael Eavis** insisted that the Georgia band will also headline the historic festival this June, as well as play a show at Scotland's historic Stirling Castle, but so far they haven't signed on the line. Maybe Eavis should ask Patti first.

JUST PRETENDING

Speaking of Scotland, **Garbage's** fetching vocalist **Shirley Manson's** new best friend is **Chrissie Hynde**. The two got along famously when Manson called the singer on the phone last year and asked if Garbage could sample the Pretender's "Talk of the Town" for one of the tracks on *Vision 2.0*. In her usual irreverent style, Hynde told the band they could "sample her ass." But last weekend, they got more than that when the Pretender's frontwoman got up on stage with the band when they played Wembley Stadium and sang a duet with Manson on "Only Happy When It Rains"—but not before Manson apologized to her father, who was in the audience, for singing such twisted, depressing songs.

U2 EMBRACES SATAN?

It's not that we doubted **Salman Rushdi** when he announced that he was writing lyrics for **U2**. After all, he's been known to pal around with the Irish superstars, and he did hide out this past summer at **Bono's** Dublin digs to avoid the Islamic death squads who still are out for his head more than a decade after the late **Ayatollah** condemned him for writing *The Satanic Verses*, which the deceased leader saw as an insult to Islam. We didn't really expect the band to put out the song, but UK's *Guardian* revealed that the condemned author recently gave Bono the lyrics to a romantic song, and the band plans to release "The Ground Beneath Her Feet" (not-so-coincidentally the same title as Rushdi's forthcoming book) as a single on April 23, in conjunction with the novel's release.

A FRIENDLY GESTURE

We're not sure whether it's a case of forgive and forget, but **Megadeth** has just recorded a version of **Metallica's** "Call of Ktulu" for the new album that they're cutting in Nashville. And why not—it was co-written by **Dave Mustaine** before he was unceremoniously ousted from the band back in 1983. According to Megadeth's spokesperson, we can look for the song on their new offering this summer.

G-FILES

SWERLING POPS FOR WB

Felicia Swerling is the new VP of Pop Promotion for **Warner Bros. Records**. She comes to the label from **Epic** where, as National Director of Pop Promotion for 2 1/2 years, she was involved with the success of **Gloria Estefan**, **Babyface**, and others. During a prior stint at **Arista**, she worked with **Toni Braxton**, **TLC**, **Monica**, and **Usher**. "Felicia's awesome energy level and amazing follow-through will help contribute to her becoming an industry legend," remarked Senior VP **Tom Biery**. "With [her] in place, our revamped promotion department is looking stronger and more competitive than ever."

NEW PROMO HEAD FOR SONY NASHVILLE

Sony Music Nashville has announced that **Jack Lameier** will step into the newly-created post Senior VP, Country Promotion, reporting directly to label President **Allen Butler**. As Senior VP, Lameier will oversee all Sony-affiliated promo teams, including those for **Columbia**, **Epic**, **Lucky Dog**, and **Monument Records**. "Jack's vast knowledge of Country radio, his passion for the music, and his enthusiasm for the artists are his strengths as a leader and have resulted in one of the most successful promotion teams in the business," said Butler. "We have created this new position for Jack to give him more opportunities to expand Sony Music Nashville's chart share and, at the same time, to recognize his tremendous accomplishments as a leader."

CHANCELLOR MOVES

Chancellor Media names **David Burke** General Manager of **KXKL/FM**, **KIMN/FM**, and **KRRF/AM** in Denver, Colo., replacing **Graham Satherlie**, who left to pursue outside opportunities. Burke comes to Chancellor with 15 years of radio experience, most recently as VP/GM for **CBS' KBAY/FM** and **KEZR/FM** in San Jose, Calif.... In other Chancellor news, **Les Hollander** becomes GSM for **WHTZ/FM**-New York.

The '90s According to MTV

What were the most critical events that shaped rock & roll in the 1990s? Here's a list of nine of 'em, courtesy MTV:

- **June 6, 1990: A Florida judge rules that 2 Live Crew's *As Nasty As They Wanna Be* is obscene and should be pulled from store shelves, setting off a national debate on music censorship.**
 - **August 23, 1991: Nirvana plays England's Reading Festival, ushering in the arrival of grunge music. Nirvana's *Nevermind* album, released in October, goes gold in just 10 days.**
 - **July 18, 1991: Perry Farrell creates the first Lollapalooza festival, redefining the summer concert scene, featuring bands from diverse musical genres and allowing no corporate sponsors.**
 - **November 23, 1992: MTV puts Whitney Houston's "I Will Always Love You" from *The Bodyguard* soundtrack in heavy rotation. The soundtrack goes on to sell 16 million copies, changing record companies' and movie studios' perceptions of each other.**
 - **November 9, 1993: Beck's "Loser" receives first airplay on KROQ-Los Angeles, and is quickly branded a slacker anthem for Generation X.**
 - **December 22, 1993: Michael Jackson's "Mea Culpa" is broadcast across the country, kicking off a decade-long struggle between the media and celebrities over the right to privacy.**
 - **November 22, 1994: Madonna signs Alanis Morissette to her label, Maverick Records. Morissette's *Jagged Little Pill* becomes the biggest selling debut album of all time, marking the beginning of an era dominated by numerous female artists, from Sarah McLachlan to the Spice Girls.**
 - **October 7, 1996: Tupac Shakur is shot in Las Vegas, signaling the beginning of the end of gangsta rap. Notorious B.I.G.'s death six months later solidifies the genre's total destruction.**
 - **November 4, 1997: Puff Daddy and Sting perform "I'll Be Missing You" on the MTV Video Music Awards, signaling a coming of age for sampling of past hits.**
- FYI: MTV will air its one-hour special, *9 Days That Rocked the '90s*, tomorrow (January 30) as the first in a series of specials looking back on the decade in music

GAVIN

Miller Freeman Entertainment Group
140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990
Fax: (415) 495-2580
http://www.gavin.com
e-mail: editorial@gavin.com

Chief Executive Officer DAVID DALTON
Chief Operating Officer BOB GALLIANI
Chief Financial Officer BETTY HOLLARS
Editor-in-Chief REED BUNZEL

Managing Editor ALEXANDRA RUSSELL
East Coast Bureau TONY SANDERS
Art Director PETER GRAME

TOP 40, RHYTHM CROSSOVER
KEVIN CARTER (Editor)

A/C, HOT A/C
ANNETTE M. LAI (Editor)

URBAN
QUINCY MCCOY (Senior Editor)

RAP, HIP-HOP
JANINE COVENEY (Editor)

COUNTRY
JAMIE MATTESON (Editor/Nashville Bureau Chief)
JEFF HOUSE (Chart Editor)
DAVID OGDEN (Assistant)

AMERICANA
JESSIE SCOTT (Editor)

TRIPLE A
KENT ZIMMERMAN (Senior Editor)
KEITH ZIMMERMAN (Senior Editor)

ALTERNATIVE
RICHARD SANDS (Editor)

ACTIVE ROCK
MATT BROWN (Associate Editor)

COLLEGE
VINNIE ESPARZA (Associate Editor)

JAZZ, SMOOTH JAZZ & VOCALS
KEITH ZIMMERMAN (Senior Editor)
KENT ZIMMERMAN (Senior Editor)

gmail
SANDY SKEIE (Manager)

Associate Art Director RENE BRUCKNER
Graphic Designer CHARLES MacNUITY
Art Production GABRIELLA NEAL
News Assistant LAURA SWEZEY
Sr. Research Assistants JON FOJTIK, JUSTIN TORRES
Editorial/Research Assistants ANNA CALIX, SEAN CURRAN, JIM LESLIE, MIKE MANSOURIAN, AYOKA MEDLOCK, TAPAN MUNSHI, JASON OLAINÉ, MELISSA PIAZZA, KATIE ZARLING
Contributing Editor (Research) JHAN HIBER
Contributing Editor JAAN UHLSZKI

Head of Sales and Marketing LOU GALLIANI
(805) 542-9999 Fax: (805) 542-9997
RICK GALLIANI

(415) 459-3703, Fax: (415) 485-1799
Top 40 Marketing - STEVE RESNIK
(818) 951-6700, Fax: (818) 951-6800

A/C & Urban Marketing - MEL DELATTE
(310) 573-4244, Fax: (310) 573-4289
Hip-Hop Marketing - SHAPHAN ROBERTS
(213) 733-7890, Fax: (213) 773-4637

Country & Americana Marketing - PAULA ERICKSON
(615) 255-5010, Fax: (615) 255-5020
Active Rock/College/Corporate Accounts/Classifieds
Marketing - ERIC SHADE
(888) 785-0956, Fax: (805) 544-0662

Manager, Media Services DAVE ROTHSTEIN
Office Manager/Assistant to CEO SANDRA DERIAN
Accounts Receivable/Collections Manager
JENNIFER HILL

Administrator, Subscriptions/Information Services
ANNA CALIX

INFORMATION TECHNOLOGY/ONLINE SERVICES
Manager WALT REED
Assistant LARRY SHORT
Web Manager, gavin.com KEVIN KLEIN

CONVENTION SERVICES
Executive Director NATALIE DUITSMAN
Event Coordinator DEIRDRE MORRISSEY
Gavin Seminar Special Counsel RON ALEXENBURG

NASHVILLE OFFICE
209 10th Avenue South, Suite 516, Nashville, TN 37203
(615) 255-5010, Fax: (615) 255-5020

GAVIN IS PUBLISHED 50 WEEKS A YEAR ON FRIDAY OF EACH WEEK.
SUBSCRIPTION RATES: \$350 FOR 50 ISSUES, OR \$195 FOR 25 ISSUES.
SUBSCRIPTION AND CIRCULATION INQUIRIES CALL (415) 495-1990.

ALL RIGHTS TO ANY OR ALL OF THE CONTENTS OF THIS PUBLICATION ARE RESERVED. MATERIALS MAY NOT BE REPRODUCED IN ANY FORM WITHOUT THE PUBLISHER'S PERMISSION.

259

FRIENDS OF RADIO

Donny Osmond

Co-host of the syndicated TV show *Donny & Marie*

Hometown:

I was born in Ogden, Utah, but was raised in L.A.

What radio stations did you grow up listening to?

KHJ-Los Angeles.

What stations do you listen to now?

Star 98.7 and the *Mark & Brian Show*.

What were the last records you went out of your way to listen to and why?

The latest CDs from Brian McKnight, Duncan Sheik, and Jon B., because I like

their music...and they were on the show.

What's the best thing about doing a daily TV show?

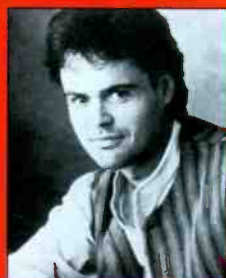
[The honest answer is] I get free CDs and I love it. The next best thing is I also get pre-advanced copies of movies and it's awesome I can see them before they're released.

What's the biggest challenge of doing a daily TV show?

Working with Marie, of course.

Who would you most like to interview on *Donny & Marie* and why?

Stevie Wonder because he's my idol.



Your most memorable career moment so far:
When "Soldier of Love" became a hit.

Your proudest career achievement so far?

Doing six years of Andrew Lloyd Webber's *Joseph and the Amazing Technicolor Dreamcoat*. And it isn't over yet; look for a home video version of this musical starring me later on this year.

Future ambitions:
Years and years of doing the *Donny & Marie Show*.

by Annette M. Lai

Coleman Offers Tips on Perceptual Music Research



Usually an opening act isn't the star of the show. However, to kick off our series of monthly interviews with key ratings/research-savvy folks, we thought why not start with a star? Thus, please allow GAVIN to introduce you to Jon Coleman...

ON PERCEPTUAL RESEARCH STRATEGIES

GAVIN: How has consolidation changed the way your clients do their strategic or perceptual research?

Coleman: I don't think things have changed all that dramatically. I guess the best part is that in the 1980s and early '90s we used to say, "Boy, I wish we had another FM so we could flank a competitor." Well, now almost everyone has another FM, so it's a strategic matter of maybe moving this station in a certain direction, another FM in a different direction...then the cluster can do well.

So as you design research projects, do you try to cover issues dealing with the cluster?

Yes, and to do that credibly we now need to use larger sample sizes and larger demographics—plus our clients now focus on probing strategic issues rather than tactical issues (such as what kinds of prizes to give away).

What's the most important strategic issue typically examined?

Music segmentation issues are among the most vital.

With the belt-tightening that Wall Street seems to require of many broadcast companies, do you find

stations are reducing their research efforts?

Actually, we're seeing clients do more research. Because of the pressure to be strategically on-target, operators often realize that keeping in touch with the heads and hearts of their audiences is more crucial than ever. The ownership is more empirical than ever.

If you think about it, someone running 200-400 stations can't be close to each station every day. Thus, they're using research to keep them in touch with each market's audience perspectives.

MUSIC RESEARCH ISSUES

Over the years, we've seen your firm involved in auditorium music testing, and trying to improve that methodology. What are your thoughts about music and how to best research audience tests?

Let me first give you a "global" statement regarding music testing. I believe the music product in general is a strategic marketing brand process, and often is not recognized as such.

What does that imply for a PD/MD?
By that I mean every song a station plays is a marketing decision and a brand decision about what that station is all about.

Essentially, each song is a chance to please—or not to please—your core audience?

Right. Most broadcasters and PDs understand that, but I'm not sure they understand the implications for music testing.

What major fallacy do you think gets in the way of using music testing properly?

Many feel that all they need is a ranker of songs from most popular to least popular. That may not be enough.

Just because a song is popular does not mean it's necessarily "right" for a given station. The key is, does the audience expect to hear this song on your station?

And those expectations can vary, can't they?

Sure. Each song you play can

broaden or narrow what the audience can expect from your station, so "expectation management" is as important as popularity. If you play songs that don't "fit," you'll affect the audience's perception of your station.

Seems to me that recruiting the right mix of respondents for a music test is crucial. Would you agree?

Oh, yes. Every station's audience is a coalition of people who have similar but not identical musical tastes. Making sure your music rotation satisfies the various audience elements in your overall listener coalition is an important issue in music testing and playlist management. Thus, taking care to recruit so each important part of your audience is represented in the research is crucial.

Bad recruiting often leads to results that are either useless or, even worse, damaging, doesn't it?

You've gone right to the heart of the problem. The two key issues in music research are "who do you test" and "what titles do you test." Recruiting is the most overlooked yet critical part of any project.

Do strategic issues come into play in music testing?

In a big way. Are you satisfied with testing your current format with your current audience, or do you want/need to expand beyond your audience/music status quo? You shouldn't proceed with music testing until you have a solid understanding of the strategic challenges you're facing.

Music testing shouldn't just be a fishing expedition?

No. Don't use a music test to decide in which direction the station should go in terms of musical positioning. That's a job for a strategic study.

HOW MANY CAN YOU TEST?

How many songs are you comfortable testing in one session? Some suggest that to do more than 300-400 fatigues the listeners and degrades the scores. Others suggest you can survey 700-800 tunes at one sitting. What are your thoughts?

I don't know if fatigue is an issue, but I am concerned about "respondent discrimination." By that I mean that after the scores for the first 100-150 cuts may be high, since the respondents tend to love all the early songs in the new experience of a music test setting. Later, as the list progresses, the respondents become more picky or selective, so latter scores could be lower.

How can that bias be addressed?

We use multiple locations for testing within a market, as well as multiple orders of songs to randomize the sequence overall and factor out the discrimination issue.

What about the fatigue issue, and number of overall songs?

I'm not sure that 300 is better than 700. The best solution might be to do 750-850, throw out the first 150 (if you're only doing one location), and count the last 600-700 (which would include the original 150 sprinkled throughout the remaining 600-700). We can do 600-700 without resistance on the part of the audience being surveyed.

What role, if any, do you think the Internet can/should play in audience research?

Right now I have concerns. Promoting over-the-air that folks can log onto your Web site to test music may be clever promotion, but the key limitation is that it's a self-selected sample. In my mind, that makes such research deficient. ■

Arbitron Answers Available

Got your Fall '98 Arbitron numbers yet? Glad or sad? Either way, we're here to answer questions you may have. GAVIN receives the books for all markets, so if you are a subscriber to Arbitron, just call and get some free answers/advice (831-626-6070).

TOP 40 + CROSSOVER

Off the Record

THE WEEK'S WEIRD, WACKY, AND WONDERFUL, CAPTURED EXCLUSIVELY BY GMAIL

KYSR-Los Angeles PD **Angela Perelli** on the rapid audience acceptance of new midday jock **Greg Simms**: "He just got his first set of breasts faxed to him."

WZJM-Cleveland PD **Dave Eubanks** on callout results on **Sarah McLachlan's** "Angel," a song he had never played: "Number one across the board; I actually called the research company to make sure it wasn't a typo."

KKFR-Phoenix PD **Bruce St. James** on his 5.2-5.7 Fall Book: "I feel this station is still underperforming for this format...we just haven't maximized it yet. We didn't even have a party yesterday—we'll party when we're #1 12-plus."

KZZP-Phoenix OM **Dan Persigehl** on the current state of Modern A/C: "Right now, every format seems to be coming to the center. Here in Phoenix, there are five stations playing some form of Pop/Alternative hits; we're not as unique anymore. We have to ride it out and focus our differentiation in other areas."

KFMB-San Diego APD **Michael Steele** on the quality of applicants for the station's MD/midday shift: "One guy told me his air work was 'limited.' When asked how 'limited,' he admitted he'd never actually been on the air, but was 'willing to learn.'"

Power 106-L.A. APD **Damion Young** shares his favorite line from "Hi My Name Is..." by **Emminem**: "I can't figure out which **Spice Girl** I wanna impregnate..."

WCIL-Carbondale hits #1 12-plus for the first time in 24 years. PD **Chad Elliot** on the postponed victory party: "We decided to wait until this weekend. For some reason, management has a bad feeling about us throwing a party on a school night."

WFLZ-Tampa APD **Domino** on the death of Programming Assistant **Dennis "Big D" Clark**: "None of us are actually from here. These are the people you spend your time with; they become your adopted family. Today we lost a member of that family."

Jingle All the Way



92Q (WERQ/FM)-Baltimore's 3rd Annual Jingle Jam listeners' party took place December 17, featuring performances by **Deborah Cox**, **Jagged Edge**, **Tyrese**, **Divine**, **Faith Evans** and **Dru Hill**. Pictured backstage (l-r): **Arista VP Promotion Tom Maffei**, **WERQ PD/OM Tom Calococci**, **Deborah Cox**, **WERQ MD Buttahman**, and **Danny C. of Arista Promotions**.

PD PROFILE

Bruce St. James



PD, KKFR (Power 92)-Phoenix

Speed Sport News.

Owner: You mean this week? Broadcast Group (LMA with Chancellor, pending approval of sale)

Read any good books lately? "Eat the Rich" by P.J. O'Rourke. It's hilarious; I couldn't put it down."

Describe your format: Hell if I know...How 'bout "Hit music for Phoenix."

Off-duty listening: Fuel, D.M.X., Lenny Kravitz, Nirvana, Dandy Warhols, Depeche Mode.

Current Ratings: 5.7 12-plus (#3); 9.5 18-34 (#1)

Personal PD Network: Name drop time... Michael Martin (my personal hero); E-Bro (the Bomb-Sacramento); Steve Smith. I seem to talk to more MDs to find out about music, but I'd rather not tip off the labels to that network.

Jocks: Mornings: Krazy Kid & the Wake-Up Show; Middays: Mini Salas; Afternoons: APD Charlie Huero; Nights: MD Mark Medina & the Madhouse; Late nights: Melissa Padilla; Overnights: Julian.

Average Spot Load: 10-12 units...(and rising?)

Consultant: Steve Smith

Stop Set times: :16 & :48 (I invented that, so please don't steal them).

Early Influences: a) People: Clarke Ingram, Steve Smith, Rick Cummings, Michelle Mercer, Dennis Gwiazdon; b) Radio stations: KMEL-San Francisco, Power 106-LA.

Most Memorable Gig: Power 106-LA. I wish everyone could have that experience and pressure at least once—then they would understand why I'm so jaded.

First gig: 1330 AM KHYT S. Tucson (13 K-Hit) - Started doing voices for the night guy (Todd Fisher) after winning a contest.

Other Notable Gigs: "KRQ-Tucson, baby night DJ (33 share 12-plus) - I still get recognized when I go back, that's kinda cool...until they give me that 'I grew up listening to you' crap."

Car Radio Presets: 1) KKFR 2) KEDJ 3) KPTY 4) KZZP 5) KZON 6) KMEL.

Your Boss: Good question. When you find out, let me know. Seriously. [Note: Clancy Woods was named Chancellor-Phoenix Market Manager on 1/25.]

Non-trade magazine subscriptions: *Formula 1 News*, *Open Wheel*, *The American Spectator*, *ESPN the Magazine*, *National*

Family: Mom, Dad, brother...two cats (both named Bob).

Favorite restaurant in your market: McDonalds, #7 Supersize with a Diet Coke. This place rocks. When you visit, I'll take you there.

Favorite movie: a) All-time fave: *Easy*. *Fletch* with Chevy Chase. No question, undebatable. I'm still pissed about it being shunned at the Oscars in 1984. b) Current fave: *Waiting for Guffman*, now available on video. Funniest movie of the past five years. Oh yeah, and *Titanic*, so girls will think I'm sensitive.

Favorite Spice Girl: Posh. No brainer. #1 on my Spice Girls naked make-out list.

If you weren't in radio you'd be doing what? Gee, I think about that nearly every day... :-) - Driving race cars, turning my hobby into a career.

Career Goal: Win the Indy 500.

Most Bizarre Experience: You mean other than doing this profile? OK, so I'm doing overnights and this girl comes to the station at 3:45 a.m...

by Kevin Carter

TOP 40

MOST ADDED



GARBAGE (40)

JOEY McINTYRE (24)

WHITNEY HOUSTON (21)

MARIAH CAREY (20)

B*WITCHED (18)

TOP TIP



MARIAH CAREY
"I Still Believe"
(Columbia/CRG)

Superstar remake of past smash = lightning can strike twice.

RADIO SAYS



BACKSTREET BOYS
"All I Have to Give"
(Jive)

"Number one phones... early callout looks like another smash."

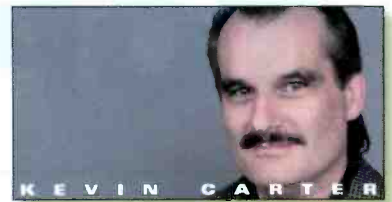
—Mr. Ed Lambert, PD,
KHKS-Dallas

LW	TW	Artist - Title (Label)	Weeks	Reports	Adds	SPINS	TREND
4	1	GOO GOO DOLLS - Slide (Warner Bros.)	19	150	0	6959	+254
5	2	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	16	149	0	6628	+411
1	3	SHAWN MULLINS - Lullaby (Columbia/CRG)	19	142	1	6439	-532
2	4	JEWEL - Hands (Atlantic)	14	151	0	6387	-440
3	5	EAGLE EYE CHERRY - Save Tonight (WORK)	27	135	0	6339	-419
6	6	BRANDY - Have You Ever? (Atlantic)	15	134	0	5845	-23
8	7	'N SYNC - (God Must Have Spent) A Little More Time... (RCA)	12	144	2	5612	+109
9	8	BRITNEY SPEARS - ...Baby One More Time (Jive)	16	137	1	5607	+124
7	9	THIRD EYE BLIND - Jumper (Elektra/EEG)	23	121	0	4757	-773
11	10	BARENAKED LADIES - It's All Been Done (Reprise)	9	142	0	4591	+241
10	11	NEW RADICALS - You Get What You Give (MCA)	15	132	3	4491	+82
12	12	WILL SMITH - Miami (Columbia/CRG)	15	112	1	4400	+172
17	13	CHER - Believe (Warner Bros.)	11	139	7	4248	+720
<i>If you don't "Believe" by now...explore another line of work...</i>							
16	14	BACKSTREET BOYS - All I Have to Give (Jive)	9	137	3	4090	+490
15	15	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	17	120	6	3880	+192
20	16	SUGAR RAY - Every Morning (Lava/Atlantic)	5	142	5	3816	+702
18	17	DIVINE - Lately (Red Ant)	15	109	2	3507	+86
13	18	EVE 6 - Inside Out (RCA)	25	103	0	3475	-370
14	19	R. KELLY & CELINE DION - I'm Your Angel (Jive)	14	108	0	3322	-484
24	20	BLACKSTREET featuring MYA - Take Me There (Interscope)	12	106	3	3041	+154
22	21	EVERCLEAR - Father Of Mine (Capitol)	15	102	1	2832	-95
25	22	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	11	118	3	2723	-12
35	23	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	4	126	16	2684	+1157
<i>Biggest Spincrease of the week confirms Top 40 jisters identify with Alanis.</i>							
27	24	KHALEEL - No Mercy (Hollywood)	7	108	4	2544	+199
19	25	EMILIA - Big, Big World (Universal)	10	92	0	2531	-697
26	26	JENNIFER LOVE HEWITT - How Do I Deal (Warner Bros.)	10	90	0	2499	+38
21	27	SHERYL CROW - My Favorite Mistake (A&M)	21	73	0	2363	-571
30	28	LENNY KRAVITZ - Fly Away (Virgin)	14	103	8	2300	+194
32	29	MONICA - Angel Of Mine (Arista)	9	96	13	2124	+349
23	30	SHANIA TWAIN - From This Moment On (Mercury)	21	69	0	2082	-806
28	31	MONIFAH - Touch It (Universal)	26	69	0	2078	-227
34	32	BETTER THAN EZRA - At The Stars (Elektra/EEG)	5	94	10	1930	+401
29	33	98 DEGREES - Because Of You (Motown)	23	54	0	1669	-448
31	34	FASTBALL - Fire Escape (Hollywood)	16	54	0	1504	-601
36	35	DAVE MATTHEWS BAND - Crush (RCA)	17	66	4	1461	+59
—	36	JENNIFER PAIGE - Sober (Edel America/Hollywood)	4	71	14	1376	N
—	37	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	4	78	13	1352	N
37	38	SHAGGY featuring JANET JACKSON - Luv Me Luv Me (MCA)	26	37	1	1324	-48
38	39	LAURYN HILL - Doo Wop (That Thing) (Columbia/CRG)	15	49	1	1320	-44
—	40	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	20	48	6	1076	N

Total Reports This Week 162 Last Week 164

CHARTBOUND

Artist - Title (Label)	Reports	Adds	SPINS	TREND
MARIAH CAREY - "I Still Believe" (Columbia/CRG)	62	20	1029	+537
JOEY McINTYRE - "Stay the Same" (C2/CRG)	60	24	706	+414
HOLE - "Malibu" (Geffen/DGC)	59	16	960	+304
B*WITCHED - "C'est La Vie" (Epic)	51	18	619	+275
GARBAGE - "Special" (Almo Sounds)	44	40	167	+135



RAVES

By Annette M. Lai.

SHAWN MULLINS "Shimmer" (Columbia/CRG)

Mullins is definitely striking while the iron is hot. Still sitting at #1 for the eighth consecutive week at Hot A/C (with

"Lullabye"), this Atlanta son brings us the latest from his already gold-certified CD *Soul's Core*.



Complete with another strong, singable hook, "Shimmer" will undoubtedly further endear Mullins to the Modern and Hot A/C crowd.

3RD STOREE

"If Ever" (Yab Yum/Elektra)

You can't do much better when making your pop radio debut than with a song written by Babyface. Comprised of four young men aged 12 to 15, 3rd Storee is already being compared to the Jackson 5 and New Edition. This debut effort is a sweet, harmonious tune that's bound to quickly win them fans. 3rd Storee will perform at the Top 40 & Rhythm Crossover Awards Luncheon at this year's GAVIN Seminar. Impacting Rhythm-Crossover and mainstream Top 40.

TINA ARENA

"If I Was a River" (Epic)

Tina Arena's accomplishments in her native Australia are many. Now she

Continued on page 18

ARTISTPROFILE

'N SYNC Part 2

'N SYNC IS: James Lance "Lansten" Bass; Joshua Scott "JC" Chasez; Joseph "Joey" Anthony Fatone Jr.; Christopher "Chris" Alan Kirkpatrick; Justin Randall Timberlake
CURRENT SINGLE: "(God Must

Have Spent) A Little More Time on You"

LABEL: RCA

SENIOR VP, PROMOTION:

Ron Geslin

IF YOU COULD SING WITH

ANYONE ELSE, WHO WOULD IT

BE AND WHY? Lance: "LeAnn

Rimes or Garth Brooks. I think

it would be interesting to mix

pop and Country"; Justin:

"Take 6 or Brian McKnight. I really look up to them."; JC: "Janet Jackson, because it would be a heck of a dance



video!"; Chris: "Busta Rhymes—his songs are the best!" —from *Teen* magazine

ON PLAYING LIVE: "'N Sync

beugged its fans nothing, serenading them with ballads and tantalizing them with innocently sexy stage moves and sending everyone home hoarse and happy." —*San Francisco Chronicle*,

January 12, 1999

PLAN ON STAYING LONG? "We're the kind of group who's gonna be around for a while, like the Stones. Olivia Newton-John likes us. We've become good friends with Rob from Matchbox 20, and Method Man really enjoys our music."

—Lance in *Rolling Stone*, November 1998

Compiled by Melissa Piazza

TOP 40 UP&COMING

Rpts.	Adds	SPINS	TREND	ARTIST - Title (Label)
41	13	708	+209	EVERLAST - What's It Like (Tommy Boy)
39	15	504	+162	SEMISONIC - Secret Smile (MCA)
35	2	674	+73	2 PAC - Changes (Interscope)
34	1	684	+1	ROD STEWART - Faith Of The Heart (Universal)
33	1	576	-30	THE FLYS - Go Go You (Where I Want You) (Trauma/Delicious Vinyl)
32	9	563	+194	BLONDIE - Maria (Beyond Music)
29	21	298	+116	* WHITNEY HOUSTON - Heartbreak Hotel (Arista)
26	4	537	+77	DEBORAH COX - Nobody's Supposed To Be Here (Arista)
23	—	500	-83	MARY GRIFFIN - Knock On Wood (Curb)
23	5	345	+121	MUDHENS - Try To Explain (MH)
22	4	314	+28	SISTER MOON - Why (This Is This)
22	8	301	+100	MR. BLUE - Shadow On The Wall (Tidal Wave)
21	15	165	+129	* SWEETBOX - U Make My Love... (Feat. Evelyn King) (RCA)
19	2	326	+47	JAY-Z - Hard Knock Life (Roc-A-Fella/DeF Jam)
18	5	301	+161	DRU HILL - These Are The Times (Island)
17	9	142	+98	* BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)
15	1	294	+40	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)
14	4	207	+77	* DAWSON - To Fly (Thinktank)
12	3	182	+54	P.M. DAWN - Faith In You (V2)
12	1	169	+82	THE MERRYMAKERS - Trouble Time (Big Deal)
11	1	201	+16	LONDON BUS STOP - You Ain't Seen Nothing Yet (Universal)
11	4	108	+44	* VENGABOYS - We Like To Party (Strictly Rhythm)

Drops: #33-Alanis Morissette, #39-U2, #40-Barenaked Ladies, Spice Girls, Uncle Sam, Boyz II Men, Natalie Imbruglia, Reel Big Fish.

Always in Season



OK, the pic's a bit old—but it's still darn cute! Star 101.9-Honolulu's Hudson in the Morning hanging with matchbox 20's Rob Thomas and Adam Gaynor following the group's final show after two years on the road. By the way: how cool is it to be able to wear beach gear to work year round?

GAVIN ONLY

GO STATION PANEL: The GO Chart is based on reports by 90 GAVIN correspondents who are not part of Radio & Record's or Billboard's panels. UNDERLINES indicate upward movement, while RED entries highlight a stronger performance than on the main Top 40 Chart.

TW	ARTIST - Title (Label)	SPINS	TREND
1	<u>GOOD GOO DOLLS</u> - Slide (Warner Bros.)	3449	+182
2	<u>JEWEL</u> - Hands (Atlantic)	3335	0
3	SHAWN MULLINS - Lullaby (Columbia/CRG)	3323	-23
4	<u>SARAH McLACHLAN</u> - Angel (Warner Sunset/Reprise)	3092	+180
5	EAGLE EYE CHERRY - Save Tonight (WORK)	2866	-64
6	<u>'N SYNC</u> - (God Must Have Spent) A Little More Time On You (RCA)	2818	+146
7	BRITNEY SPEARS - ...Baby One More Time (Jive)	2790	+81
8	<u>NEW RADICALS</u> - You Get What You Give (MCA)	2644	+116
9	<u>BARENAKED LADIES</u> - It's All Been Done (Reprise)	2631	+218
10	BRANDY - Have You Ever? (Atlantic)	2592	+149
11	THIRD EYE BLIND - Jumper (Elektra/EEG)	2270	-61
12	<u>CHER</u> - Believe (Warner Bros.)	2185	+376
13	<u>SUGAR RAY</u> - Every Morning (Lava/Atlantic)	2106	+425
14	<u>BACKSTREET BOYS</u> - All I Have To Give (Jive)	2077	+309
15	EMILIA - Big, Big World (Universal)	1980	+1
16	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	1877	+153
17	R. KELLY & CELINE DION - I'm Your Angel (Jive)	1871	-76
18	<u>KHALEEL</u> - No Mercy (Hollywood)	1807	+222
19	<u>WILL SMITH</u> - Miami (Columbia/CRG)	1750	+166
20	JENNIFER LOVE HEWITT - How Do I Deal (Warner Bros.)	1690	+78
21	EVE 6 - Inside Out (RCA)	1642	-48
22	EVERCLEAR - Father Of Mine (Capitol)	1595	+59
23	<u>LENNY KRAVITZ</u> - Fly Away (Virgin)	1368	+199
24	<u>DIVINE</u> - Lately (Red Ant)	1322	+122
25	<u>ALANIS MORISSETTE</u> - Unsent (Maverick/Reprise)	1316	<u>N</u>
26	SHERYL CROW - My Favorite Mistake (A&M)	1273	-18
27	<u>BLACKSTREET</u> featuring MYA - Take Me There (Interscope)	1267	+104
28	<u>OFFSPRING</u> - Pretty Fly (For A White Guy) (Columbia/CRG)	1204	+62
29	<u>BETTER THAN EZRA</u> - At The Stars (Elektra/EEG)	1129	+288
30	FASTBALL - Fire Escape (Hollywood)	1124	-30
31	<u>JENNIFER PAIGE</u> - Sober (Edel America/Hollywood)	1068	+216
32	<u>COLLECTIVE SOUL</u> - Run (Atlantic/Hollywood)	1033	+334
33	SHANIA TWAIN - From This Moment On (Mercury)	953	-67
34	<u>DAVE MATTHEWS BAND</u> - Crush (RCA)	949	+87
35	<u>MONICA</u> - Angel Of Mine (Arista)	913	+88
36	U2 - Sweetest Thing (Island)	825	-32
37	98 DEGREES - Because Of You (Motown)	772	-40
38	MONIFAH - Touch It (Universal)	743	-67
39	<u>SIXPENCE NONE THE RICHER</u> - Kiss Me (Squint)	741	<u>N</u>
40	CAKE - Never There (Capricorn)	718	+37

MOST ADDED



- GARBAGE (18)**
- JOEY McINTYRE (13)**
- ALANIS MORISSETTE (12)**
- **B*WITCHED (11)**
- **MARIAH CAREY (11)**
- **HOLE (11)**

MOST ADDED



THE ROOTS (15)
DIVINE (14)
R. KELLY (8)
****BEFORE DARK (7)**
****SHANICE (7)**

TOP TIP



THE ROOTS feat. ERYKAH BADU
 "They Got Me" (MCA)
 KMEL-S.F. reports instant phones after a few mix show spins.

RADIO SAYS



BRITNEY SPEARS
 "...Baby One More Time" (Jive)
 "Our official 'monster' record...#1 phones, power rotation, huge callout."
 —Cat Thomas, PD, KLUC-Las Vegas

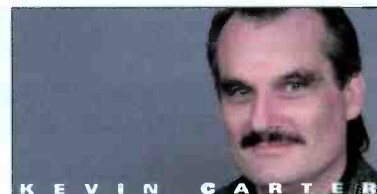
RHYTHM CROSSOVER

LW	TW	SPINS	TREND
1	1	2759	+12
4	2	2164	+55
2	3	2087	-208
3	4	2002	-151
11	5	1897	+224
<i>Back-to-back mass appeal smashes makes Dru Hill a household name.</i>			
6	6	1869	-14
7	7	1798	-16
15	8	1742	+200
5	9	1738	-86
10	10	1683	+31
17	11	1559	+219
12	12	1451	-43
13	13	1430	-91
8	14	1180	-192
20	15	1101	+89
35	16	1022	+398
<i>It certainly worked the first time when she sang back-up for Brenda K. Starr.</i>			
19	17	928	+77
16	18	920	-121
24	19	919	+279
9	20	917	-344
30	21	872	+132
14	22	839	-361
21	23	794	+187
29	24	779	+143
18	25	764	-116
—	26	753	N
—	27	730	N
—	28	698	N
27	29	626	+26
37	30	613	+146
—	31	610	N
—	32	600	N
22	33	584	-57
36	34	567	+190
28	35	564	+42
—	36	540	N
23	37	526	-98
—	38	456	N
—	39	420	N
25	40	414	+24

Total Reports This Week 58 Last Week 56

CHARTBOUND

Reports	Adds	SPINS	TREND
17	15	323	+267
13	0	323	+53
13	5	260	+109
12	0	314	+80
12	2	233	+57



FOR THE RECORD

"Check out the 'huge-ness' of Eminem's 'Hi My Name Is...' (Aftermath/Interscope), produced by Dr. Dre. It's blowin' up!"
 —Damion Young, APD, Power 106-LA

"Both of our 'Angel' records are doing well: 'Angel in Disguise' by Brandy and 'Angel of Mine' by Monica are researching and requesting."



—Bruce St. James, PD, KKFR-Phoenix.

"Top 5 phones for 'Rosa Parks' by Outkast and 'Sweet Lady' by Tyrese."
 —Wookie, PD, WOCQ-Ocean City

"TLC's 'Silly Ho' is in heavy rotation...a full-blown smash!"



—Julie Pilat, MD, KUBE-Seattle

"Juvenile's 'Ha' is through the roof."
 —Orlando, APD/MD, Wild 98.7 (WLLD-Tampa)

"On the dance tip, 'We Like to Party' by Vengaboys is our secret weapon. Top 10 phones."
 —John Candelaria, OM, KPRR-EI Paso

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



The 1999 Gavin Seminar

The 1999 GAVIN Rhythm Crossover Meeting will be held Saturday, February 20 @ 1:30 p.m., immediately following the Top 40/Rhythm Crossover Awards lunch. No panel! Be there. Co-Moderated by GAVIN Top 40 Editor Kevin Carter and Vince Pellegrino of S.I.N.

A/C + HOT A/C

Sunny 95's Net Wizards

BY ANNETTE M. LAI

I recently had a "conversation" (via email) with WSNY-Columbus, Ohio's Internet Services Director Dirk Thompson Hunt and Sunny 95's recently-named Director of Web Broadcasting and Marketing, Mark "Geronimo" Bingaman. Together, the two are responsible for making Sunny 95's Web site a successful and revenue-producing tool.

What's the station's Web site address? Any cool features?

MB: Find us at www.sunny95.com. We haven't poured a lot of effort into this site yet; it's still essentially an embryo. It'll be growing and will become more complete over the next couple of months. We offer listeners a free email account and in return, they have to come to our site to read and send their mail. This drives a ton of visits to our sites—and obviously to the clients who advertise on them. In radio terminology, we're building cumes, TSL, and loyalty.

Right now, though, most of our effort is going into our other project, ColumbusToday.com, which should be live by the time you read this. I can't tell you more now, but it's a pretty revolutionary concept for radio and the Web. We're extending our station heritage and brand much further than our traditional audio media. Check it out starting February 1 at www.columbus-today.com. That day you'll also be able to see the Web broadcast in Real Video of my laser eye surgery at both columbus-today.com and sunny95.com.

How has the Web site helped Sunny 95?

DTH: The biggest way so far has been the immediacy of posting rel-

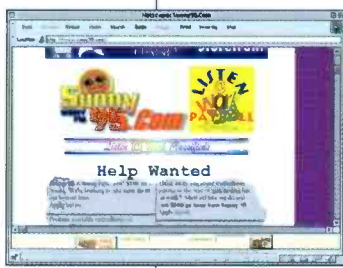
evant and timely information that is needed by our listeners. For example, we just had a brand new arena open and the first event there became a traffic nightmare. We were able to post the driving and traffic directions that the facility urgently rushed out to all media outlets including downloadable maps. We had the info posted on the Web within minutes of getting it from the arena.

MB: We've picked up a couple of sales buys that wouldn't have happened without the Web. Internet registration is our most popular form of registration for contests now; almost no one is using the fax anymore. In addition, I think the live events we've done—such as Webcasting my baby's birth six months ago—serve to bring me, as an on-air personality, closer to my listeners. It increases my name recognition and "star" power among listeners and clients.

Has the Internet made your life and job easier?

DTH: No, but it sure is a lot more fun. Email communication is great if everyone is doing it, but I get frustrated that more people don't use it instead of voice mail, fax, or snail mail.

MB: The Internet and Web is as efficient as you can get—I even do my grocery shopping online. It is so much easier to develop projects and stay in touch with people over the Web. If I have to pick up the phone and call someone, I usually end up wasting a lot of time with idle chit-chat. With the Internet, I can cut right to the chase and save a ton of time.



Dirk



Mark

A/C on the Net: Additional Takes

Donna Rowland, MD, WBEB-Philadelphia

"The Internet allows me the opportunity to get work done while I'm on the air. My Program Director is probably cringing right about now, but it's true. It's been extremely beneficial for show prep as well as artist and music information."

Barry James, PD, WTMX-Chicago

"It's probably added 10% to my total workload because it's opened the door to so many ways to enhance the station that I'm always searching for new 'stuff.' Here are just a couple of examples:

- Info for lognotes for jocks; on-air use;
- Looking at band's Web sites lets us know they're coming to town well before we hear it from the pro-

ducer or label;

■ Trends. As in what you read about TV shows, celebrities, cars, fashion, etc. Furby was talked about on the Net 6-8 months before you heard about it anywhere in broadcast or print. Same thing for Elmo last year. I find myself reading message boards rather than the writings of the pundits."

Russ Morley, PD, WMC (FM100)-Memphis

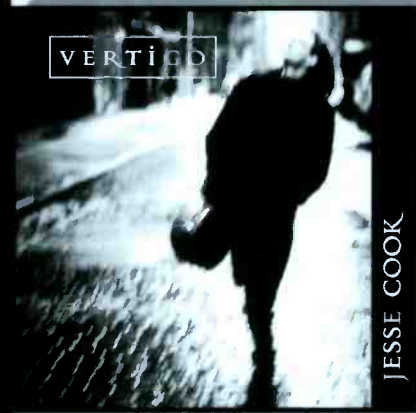
"We use the Web extensively. It's an incredible resource for research on artists or trivia for the morning show. We are able to reduce clutter on the station by referring listeners to our Web site for contest rules, concert listings, weather, news, etc. We are in the process of building new FM studios that will have Web access for the board operator."

FRAGILE

the new single from

VERTIGO

by JESSE COOK
featuring HOLLY COLE

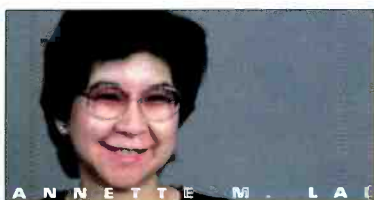


JESSE COOK

ON YOUR DESK NOW GOING FOR ADDS FEB. 8!

Holly Cole appears courtesy of Alert Music Inc./Metro Blue Records/Capitol Records, Inc.
© 1999 Narada Productions, Inc. Photography by Hugh Hartshorne.

For info:
Mazzetta Promotion, Inc.
303-545-9990
Sue or Lisa at NARADA
414-961-8350
NARADA®



ANNETTE M. LAI

MOST ADDED



MARIAH CAREY (28)
BACKSTREET BOYS (27)
TAYLOR DAYNE (26)
JOHN TESH/JAMES INGRAM (21)
FREE CLINIC (20)

TOP TIP

MARVIN GAYE & TAMMI TERRELL
 "Ain't No Mountain High Enough"
 (Sony Classical)

Thanks to the box office smash *Stepmom*, this classic from 1967 is reborn.

RADIO SAYS



BRANDY

"Have You Ever?" (Atlantic)
 "Brandy convinces us that she actually has a frame of reference about what she sings. This record is provoking and adult." —Donna Rowland, MD, WBEB-Philadelphia

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

LW	TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	1	R. KELLY & CELINE DION - I'm Your Angel (Jive)	14	149	2	3775	-60	62	43	38	6
2	2	JEWEL - Hands (Atlantic)	14	146	4	3564	+9	64	33	30	14
4	3	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	15	151	7	3554	+95	57	39	37	11
5	4	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	4	157	2	3299	+330	42	39	48	21
3	5	WHITNEY HOUSTON & MARIAH CAREY - When You Believe (DreamWorks/Geffen)	11	135	1	3068	-440	44	41	33	13
6	6	SHANIA TWAIN - From This Moment On (Mercury)	21	114	1	2591	-116	30	34	40	9
7	7	PHIL COLLINS - True Colors (Atlantic)	18	111	1	2481	-198	24	40	37	9
8	8	MARILYN SCOTT - The Last Day (Warner Bros.)	15	107	4	2186	+22	35	18	27	20
13	9	ROD STEWART - Faith Of The Heart (Universal)	5	116	13	2145	+462	19	22	48	24
9	10	DAVID CASSIDY - No Bridge I Wouldn't Cross (Slamajama)	18	105	5	2086	-15	31	12	37	19
12	11	JIM BRICKMAN featuring MICHAEL W. SMITH - Love Of My Life (Windham Hill)	5	122	9	2063	+324	20	18	40	34
10	12	SHAWN MULLINS - Lullaby (Columbia/CRG)	14	76	2	2014	-43	38	20	14	3
11	13	HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	9	96	3	1855	+104	23	21	28	15
20	14	JOHN TESH & JAMES INGRAM - Forever More (I'll Be The One) (GTSP/Mercury/Universal)	3	120	21	1821	+576	12	16	40	36
17	15	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	7	99	18	1687	+329	14	18	30	32
23	16	MARIAH CAREY - I Still Believe (Columbia/CRG)	3	115	28	1683	+533	9	17	36	35
<i>A/C believes in Mariah as she climbs into the Top 20. Added at KOST-Los Angeles.</i>											
14	17	PJ - A Little Bit Of Me (TidalWave)	22	74	1	1574	-40	26	15	17	8
15	18	EDWIN McCAIN - I'll Be (Lava/Atlantic)	62	72	1	1384	-170	13	15	27	13
16	19	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	29	67	0	1320	-182	9	20	25	13
21	20	CRYSTAL BERNARD - Don't Touch Me There (River North)	11	72	2	1284	+65	13	18	17	19
19	21	FAITH HILL - This Kiss (Warner Bros.)	27	59	1	1199	-53	12	11	24	11
22	22	JOE'S BAND - Daydream Lover (Rag)	18	57	2	1178	+12	15	16	15	11
18	23	MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)	18	68	1	1176	-87	7	17	20	18
25	24	MARY GRIFFIN - Knock On Wood (Curb)	11	52	4	1098	+36	17	12	12	10
28	25	BIC RUNGA - Sway (Columbia/CRG)	16	57	2	1093	+53	11	17	16	13
24	26	MARSHALL TUCKER BAND - Love I Gave To You (K-TEL)	22	51	1	1081	-14	15	12	16	8
27	27	MR. BLUE - Shadow On The Wall (TidalWave)	18	54	3	1070	+26	10	18	16	9
40	28	SIXPENCE NONE THE RICHER - Kiss Me (Squint)	4	60	10	1059	+282	8	14	23	13
<i>A GAVIN Guarantee at the close of '98, SNTR takes A/C's leap of the week!</i>											
33	29	GREGG SWANN - Spinning (Dalin)	7	56	4	970	+128	4	15	21	16
31	30	MONICA - Angel Of Mine (Arista)	9	70	6	964	+79	4	8	23	28
35	31	BRANDY - Have You Ever? (Atlantic)	15	59	7	895	+66	6	10	18	18
32	32	WIREWOOD - Inside Screaming (Teleca)	15	42	0	875	+17	10	13	15	4
34	33	LANI HALL - Meant To Be (Windham Hill)	11	42	0	784	-56	5	16	12	9
—	34	THE REGULATORS - Sweet Sustain (Southbound)	15	38	0	765	+26	11	6	15	6
—	35	LARRY KING & JOHN BLASUCCI - Worlds Apart (MFO)	5	47	7	742	N	2	9	22	14
—	36	GOO GOO DOLLS - Slide (Warner Bros.)	19	30	2	737	N	13	6	5	6
—	37	ZAK DANIELS & ONE EYED SNAKES - Tombstone Hat (Big Water)	18	35	2	717	-34	7	11	12	5
36	38	SHERYL CROW - My Favorite Mistake (A&M)	21	31	0	676	-125	7	10	11	3
38	39	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	16	27	0	661	-122	11	7	9	0
—	40	JOHN PURDELL - Better Way To Die (Jackal)	11	35	2	652	N	3	13	14	5

Total Reports This Week 173 Last Week 172

CHARTBOUND

	Reports	Adds	SPINS	TREND
BACKSTREET BOYS - "All I Have to Give" (Jive)	54	27	613	+304
ROCKAPELLA - "I'll Hear Your Voice" (J-Bird)	39	13	416	+196
I AM - "Under the Impression" (Marvelous Show)	38	13	441	+109
JOEY McINTYRE - "Stay the Same" (C2/CRG)	38	10	418	+145
MARVIN GAYE & TAMMI TERRELL "Ain't No Mountain..." (Sony Classical)	37	17	409	+208

SPINCREASE

TESH & INGRAM	+576
MARIAH CAREY	+533
ROD STEWART	+462
ELTON & LeANN	+330
'N SYNC	+329

Chart News

As of February 1, in order for any record to qualify for a listing in GAVIN A/C Up & Coming, it must have a minimum of 25 stations reporting airplay. This number represents approximately 15 percent of our current reporting panel, ensuring that our A/C charts

maintain the high standard of quality you've come to expect from GAVIN. We've done this so you can continue to make the right music decisions for your stations. The qualifications for Hot A/C Chartbound will remain the same. Thank you. —ANNETTE M. LAI



Shania Does Vegas

Catching a moment with Mercury superstar Shania Twain before her recent concert in Las Vegas is KMZQ PD Burke Allen.

If you want to get to heaven, you've gotta go through new orleans.

little piece of heaven

THE NEVILLE BROTHERS

little piece of heaven

The first single from their Columbia debut "Valence Street"

COLUMBIA RECORDS IS PROUD TO WELCOME
THE NEVILLE BROTHERS INTO OUR FAMILY

ALBUM IN STORES TUESDAY, FEBRUARY 9

Produced by The Neville Brothers Associate Producer: Tommy Sims Direction: Bill Graham Management
www.nevillebrothers.com "Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1999 Sony Music Entertainment Inc.



COLUMBIA

A/C UP&COMING

Rpts	Adds	SPINS	TREND	
35	1	610	+56	TONY MASCOLO - Night Wind (Modern Voices)
32	1	564	-18	SUNPOWER ORCHESTRA - A Princess Blessing (Sunpower)
30	8	534	+45	CHER - Believe (Warner Bros.)
30	11	306	+131	BONNIE RAITT - Lovers Will (Capitol)
29	1	434	-12	BOJEST - Kissing It On (Rosief)
29	15	283	+159	LUSTMAN'S BAND - The President's Rock Song (Trackhouse)
28	26	289	+289	* TAYLOR DAYNE - Naked Without You (River North)
27	9	248	+71	JIM WALSH - Only You (Photon)
26	3	592	+48	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)
26	14	251	+124	* NANAPEG - Trees (Total Envision)
25	10	262	+89	SYRVA - Fade (Thrive)
22	3	314	+23	JENNIFER PAIGE - Sober (Edel America/Hollywood)
20	1	491	+30	BARENAKED LADIES - It's All Been Done (Reprise)
20	20	149	+149	* FREE CLINIC - Searching For Something (Free Clinic)
19	5	178	+10	KEITH METHVEN - Love Life (Kittyhawk)
18	2	161	+8	STEVE SCULISI - You Don't Have To (Pacific City)
18	9	152	+89	* DAWSON - To Ely (Thinktank)
17	1	324	+46	BOYZ II MEN - I Will Get There (DreamWorks/Geffen)
15	3	163	+18	* KEITH ALLEN - So Easy (Inflight)
15	2	149	+16	* VIN MAN - Pumped For You (Funk City)

A/C Drops: #26-Lionel Richie, #29-Gloria Estefan, #30-Patti O'Hara, #37-Steve Perry, #39-LeAnn Rimes ("Feels"), John Called Mark, Marc Cohn, U2, Eagle-Eye Cherry, Natalie Imbruglia ("Smoke"), Dawe Matthews Band ("Crush").

Hot A/C Drops: #33-Natalie Merchant, Jennifer Love Hewitt

RAVES *continued*

returns to U.S. shores with her second album, *In Deep*, and the first single is a blockbuster Diane Warren/Walter Afanasieff collaboration that shows off Arena's vocal talents to the max. Early believers include WBEI-Philadelphia, WLTE-Minneapolis, and more. Tina will also perform at this year's Top 40 and Rhythm Crossover Awards Luncheon in New Orleans—don't miss it! Impacting mainstream A/C. Impacting mainstream Top 40 on February 9.



TOMMY HENRIKSEN
"I See the Sun"
(Capitol)

Meet Long Islander Tommy Henriksen, whose lifelong dream to be a musician is beginning to come true. He's described this debut track as, "seeing someone's personality and character traits that may not always be wonderful...The song is about seeing past that to the real essence of who they are." Mid-tempo, a little gritty, with British producer Keith Forsey (Billy Idol, Simple

Minds) at the helm. Impacting Top 40 and Hot A/C.

NEVILLE BROTHERS
"Little Piece of Heaven"
(Columbia/CRG)

Those famous musical brothers from New Orleans (gee, isn't there going to be a GAVIN Seminar there soon?) make their Columbia debut with trademark soulful harmonies and brother Aaron's heart-melting voice. It's a song that A/C radio won't be able to deny. From their album *Valence Street*, coming February 2.

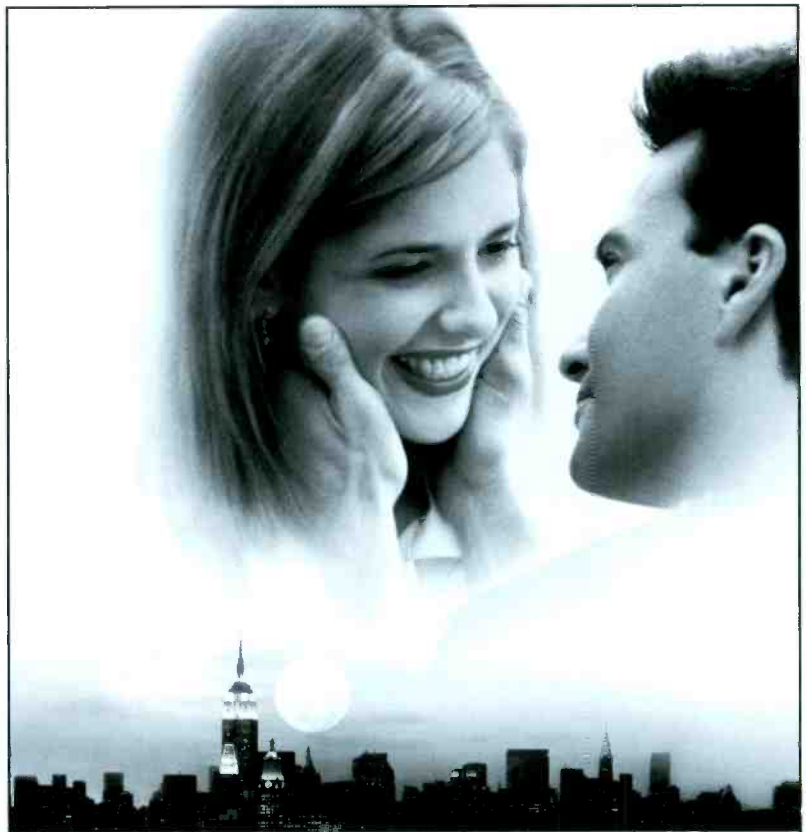


PAUL ANKA AND CELINE DION
"It's Hard to Say Goodbye"
(Epic)

The legendary Paul Anka teams up with fellow Canadian superstar

Continued on page 19

A/C REPORTS ACCEPTED
MONDAYS 8 A.M.-5 P.M. AND
TUESDAYS 8 A.M.-2 P.M.
GAVIN STATION REPORTING
PHONE: (415) 495-1990
FAX: (415) 495-2580



Simply
IRRESISTIBLE

The original motion picture soundtrack

In Stores February 9th



featuring

Donna Lewis
"falling"

On Your Desk Now!
Add Date This Week
February 1st

Your A/C Contacts:

Restless Promotion Staff
(323) 957-4357

RJ Promotions (212) 582-7531
Donna Brake (615) 599-0777

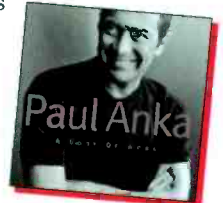


HOT A/C



ANNETTE M. LAI
RAVES *continued*

Celine Dion for this David Foster production, and the combination is magical. Both are voices your adult audiences will easily recognize. Celine is currently on the duet circuit (her song with R. Kelly is still #1 this week), a formula that undoubtedly works. From Anka's CD *A Body of Work*. Impacting mainstream A/C.



.....
MICHELLE LEWIS
"Homesick"
(Giant/Warner Bros.)

Singer-songwriter Michelle Lewis' latest is all about growing pains—growing up and "cutting the apron strings"—a subject all of us can relate to. But at the same time, Lewis recognizes that home is a special place, and sometimes leaving does create an emptiness that's hard to fill. Production credit goes to John Leventhal (Shawn Colvin). Impacting Hot and Modern A/C.



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

MOST ADDED



- ALANIS MORISSETTE (19)
- COLLECTIVE SOUL (18)
- BETTER THAN EZRA (17)
- **SUGAR RAY (13)
- **BLONDIE (13)
- CHER (12)

TOP TIP



MARIAH CAREY

"I Still Believe" (Columbia/CRG)
Twenty-five percent of the panel is already convinced. New believers include: WAKS-Tampa, KSII-El Paso, and more.

RADIO SAYS



SUGAR RAY,
"Every Morning"
(Lava/Atlantic)

"Sugar Ray's latest fits great on our station. Early positive phone reaction tells us this one's gonna be huge."
—Carol Vonn, MD,
KSTZ-Des Moines, Iowa

LW	TW	Reports	Adds	SPINS	TREND	
3	1	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	115	0	4714	+153
1	2	SHAWN MULLINS - Lullaby (Columbia/CRG)	117	0	4576	-151
2	3	JEWEL - Hands (Atlantic)	117	0	4540	-31
5	4	GOO GOO DOLLS - Slide (Warner Bros.)	114	0	4142	+60
4	5	EAGLE EYE CHERRY - Save Tonight (WORK)	105	0	4044	-127
6	6	THIRD EYE BLIND - Jumper (Elektra/EEG)	102	1	3725	-142
9	7	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	105	2	3275	+178
8	8	BARENAKED LADIES - It's All Been Done (Reprise)	108	1	3181	+65
11	9	NEW RADICALS - You Get What You Give (MCA)	102	2	3059	+126
7	10	SHERYL CROW - My Favorite Mistake (A&M)	87	0	2829	-289
10	11	U2 - Sweetest Thing (Island)	81	2	2590	-351
15	12	SUGAR RAY - Every Morning (Lava/Atlantic)	96	13	2479	+565
13	13	SIXPENCE NONE THE RICHER - Kiss Me (Squint)	91	6	2376	+197
14	14	EVE 6 - Inside Out (RCA)	64	2	2020	+18
12	15	ALANIS MORISSETTE - Thank U (Maverick/Reprise)	66	0	1750	-588
16	16	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	59	0	1683	-227
18	17	R. KELLY & CELINE DION - I'm Your Angel (Jive)	62	0	1655	-159
28	18	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	82	19	1650	+617
<i>Alanis rockets into the Top 20 thanks to a #1 Spincrease gain of 617.</i>						
19	19	HOOTIE & THE BLOWFISH - Only Lonely (Atlantic)	66	0	1581	-136
20	20	KHALEEL - No Mercy (Hollywood)	77	3	1580	-7
22	21	EVERCLEAR - Father Of Mine (Capitol)	60	2	1524	+79
17	22	FASTBALL - Fire Escape (Hollywood)	58	0	1495	-354
25	23	LENNY KRAVITZ - Fly Away (Virgin)	57	2	1481	+199
24	24	DAVE MATTHEWS BAND - Crush (RCA)	57	3	1317	+29
21	25	BARENAKED LADIES - One Week (Reprise)	48	0	1144	-416
34	26	CHER - Believe (Warner Bros.)	51	12	1133	+288
<i>Cher leaps eight notches into the Top 30. Added at Star 100.7-San Diego.</i>						
23	27	SHANIA TWAIN - From This Moment On (Mercury)	43	0	1128	-183
31	28	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	44	4	1044	+74
26	29	MATCHBOX 20 - Real World (Lava/Atlantic)	38	0	1031	-217
27	30	EDWIN McCAIN - I'll Be (Lava/Atlantic)	40	0	1026	-52
38	31	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	55	18	941	+336
36	32	CAKE - Never There (Capricorn)	34	4	877	+215
30	33	EVERYTHING - Hooch (Blackbird/Sire)	31	0	821	-199
39	34	BLONDIE - Maria (Beyond Music)	46	13	815	+224
32	35	FAITH HILL - This Kiss (Warner Bros.)	33	0	813	-105
37	36	ELTON JOHN & LeANN RIMES - Written In... (Curb/Rocket/Island)	43	2	794	+149
35	37	EMILIA - Big... Big World (Universal)	35	3	773	-65
29	38	W. HOUSTON & M. CAREY - When You Believe... (DreamWorks/Geffen)	36	0	753	-276
—	39	BETTER THAN EZRA - At The Stars (Elektra/EEG)	51	17	745	N
40	40	ROD STEWART - Faith Of The Heart (Universal)	41	4	684	+95

Total Reports This Week 121 Last Week 121

CHARTBOUND

Reports	Adds	SPINS	TREND	Reports	Adds	SPINS	TREND		
JENNIFER PAIGE - "Sober" (Edel America/Hollywood)	34	8	507	+122	HOLE - "Malibu" (Geffen/DGC)	24	5	324	+45
SEMISONIC - "Secret Smile" (MCA)	33	7	542	+162	*MARTIN'S DAM - "Fear of Flying" (Hybrid/Sire)	23	10	303	+152
MARIAH CAREY - "I Still Believe" (Columbia/CRG)	32	10	516	+191	THE FLYS - "Got You (Where I...)" (Trauma/Delicious Vinyl)	21	4	428	+127
BACKSTREET BOYS - "All I Have to Give" (Jive)	28	7	564	+116	*BRITNEY SPEARS - "Baby One More Time..." (Jive)	21	3	514	+116
BRANDY - "Have You Ever?" (Atlantic)	25	2	624	+75	*MONICA - "Angel of Mine" (Arista)	15	3	289	+33

ARTISTPROFILE

SCOTT BRICKLIN
of Martin's Dam

MARTIN'S DAM IS: Scott Bricklin, vocals; Brian Bricklin, guitars; Mark Gorman, bass; Gary Gold, drums.
CURRENT SINGLE: "Fear of Flying"
LABEL: Hybrid/Sire

PROMOTION CONTACT: Kalun Lee (212) 868-6136
HOMETOWN: Philadelphia
MAJOR MUSICAL INFLUENCES: "Beatles, Rolling Stones, Cheap Trick"
WHAT RADIO STATIONS DID YOU GROW UP LISTENING TO? "WMMR and WDRE"
FAVORITE WAYS TO RELAX: "In a good bar with a jukebox."

FAVORITE COMFORT FOOD: "Beer and whiskey."
WHAT'S IN YOUR CD PLAYER: "Nothing. It was stolen recently."
FAVORITE MOVIE OF ALL TIME: "Star Wars."
ODDEST JOB YOU'VE EVER HAD: "Toothpick tester."
MOST INSPIRATIONAL PERSON YOU WOULD LIKE TO HAVE KNOWN: "John Lennon. Besides being one of the greatest artists of our time, he made the transformation from

a self-absorbed angry teenager to a loving husband and father—and he was honest enough to do it publicly."
AMBITIONS LEFT TO BE FILLED: "To play music in parts of the world I haven't yet visited."
WHAT'S IN STORE FOR 1999? "As much touring as humanly possible."
WHAT DOES MUSIC MEAN TO YOU? "Our songs are our lives put to music. Our music is our life."



Compiled by Melissa Piazza

DIRECTIONS IN MUSIC



Chuck D on the Future Of the Music Biz, Part 2

BY RON CADET

In this second part of my interview with Public Enemy's Chuck D, we talk about his own experiences with MP3 and how his Internet experiences have changed his view of the record industry.

Ron Cadet: What does downloading MP3 music over the Internet mean for the recording artist?

Chuck D: It's a good thing. The big dogs—the labels—will lose some of their bite. It won't take it all away, but they will have to adapt. They do have the hard software (CDs) to distribute, but in layman's terms, who the hell will buy a CD for \$13 if they know they can get it for \$5? Even if they don't have the set-up to get MP3s, they'll have a friend who does. Can't you see somebody going to their friend's house and saying, "Yo dog, let me come to your crib, man. I need to get like 15 of these new joints I heard to make me a CD."

By 2002, television computers like WebTV will be a reality. People will be able to burn CD-ROMs on the regular. That's what the legal departments and executives have a problem grasping. Record companies gotta come down and share—our www.slamjams.com interactive Web site label will.

I'll run four or five studios, and when an artist cuts something hot, next week the tracks are going to go up. Realistically, the day of saying, "We're going to have to sell 422,000 units" is gone. I'll have artists that say, "Hey, my last album did 1,013 pieces, so I'm on to my next one."

That's a lot of money some folks are going to be unhappy about not making.

But see, the people getting cut out don't necessarily need to be there in the beginning. They'll come in gradually, the bigger the project becomes. You're gonna need a software distribution cycle from the record companies if you want to get up in the 300-400,000 range. You're gonna need radio stations if you want to get to the 400-500,000 range. But they shouldn't be there to be like your lifeblood at the beginning.

Smart or progressive record companies could even see this as a way to save costs on R&D and promotions.



Yes. They could embrace the technology as an important promotional tool, parallel to what they're doing now. What you should see is that the major record labels set up their own super sites or super stations. Let's say Universal: You would pay 'em a \$25 or \$50 yearly fee. Then you'd go up in their zone, download whatever you want for a year, and make your own CDs. Anything from LaFace to Bad Boy—that's really what you call a futuristic record label.

What they're afraid of is that if they embrace this formula, they're embracing bootlegging. But they've been getting 300-400 percent profit margins for the last 15 years, you know? It's the final revenge of the nerds.

NEXT WEEK: THE SECURE DIGITAL MUSIC INITIATIVE

CREATIVERADIO.NET

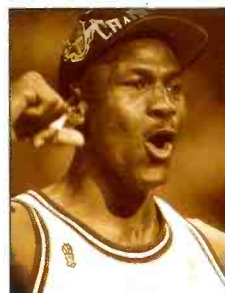


Developing Talent, Part 2

BY QUINCY MCCOY

Michael Jordan's resignation has left the National Basketball Association (NBA) scrambling for a new superstar to lead the troubled league. Jordan's departure reminds me of how hard it is to find superstar talent in any industry. If you want to hire the next Michael Jordan for your station, you'll have to seek—and recruit—that person differently.

Professor John Sullivan, head of the human resources management program at San Francisco State University, offers a short course on recruiting and retaining employees. In an article in *Fast Company* magazine, he offered these suggestions:



candidates and capture their names as well.

- Great people tend to know other great people. Be sure to ask new hires about other talented people they know.
- Stay in touch with talented people who leave your station.

I constantly get calls from programmers and GMs who are looking for the next great PD or morning show talent, but they usually call me *after* they have lost someone to another organization. They don't have a talent database, but more important, they don't have a system for retaining talent. Sullivan says that should be every company's top priority. Here are some of his suggestions:

Keeping Great People

- Measure and reward managers for attracting and retaining the best people.
- Treat superstars in a special way—and tell them why you're doing it.
- Make attracting and retaining talent the most talked about value in your station.
- Ask people in the hallways, "Are you challenged, listened-to, and recognized?"

Every company needs people who can contribute to the future. The NBA now faces the impossible task of replacing a legend. They already have an active database of talented players to choose from, but I suspect it will take all of them—and quite a few outstanding rookies—to replace the un-replaceable Michael Jordan.

Don't wait for your morning superstar or great PD to leave; prepare today to bring talented people into the future of your company.

Relationship Recruiting

- Create relationships with talented people who aren't ready to join your company yet.
- Send them emails.
- Invite them to the industry conferences (like the GAVIN Seminar).

Sullivan also suggests that every manager has to become the business equivalent of a talent scout. You must find the best people and then get to know them. Hang out with them in chat rooms on the Net and create a database of people you'd love to have on board. Here's how:

Scouting Talent

- Capture names of impressive people you meet at conferences, etc., and add them to your database.
- Don't just check references that talented applicants provide. Consider those references as job

URBAN

L A N D I N G C A P E

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

MOST ADDED



KIRK FRANKLIN (44)
"Revolution"
(GOSPOCENTRIC)

KBMS, WKPO, WJMJ, WDLT, WKGN, WILD, KVJM, WMNX, WJMG, WEUP, KRRQ, WCKX, WDTJ, KBCE, WZHT, WRNB, WZFX, WJMI, WQHH, WQOK, WDAI, WTMP, KVSP, KDKO, KZWA, KJMM, WROU, WAMO, KCEP, WBLX, WNAA, WIBB, WHRK, WWDN, WJTT, WJZD, WWWZ, WKYS, WJXX, WGZB, KPRS, WPEG, WZAK, KKDA

THE ROOTS (40)
"You Got Me" (MCA)

WBLK, WKPO, WTLZ, WKGN, KVJM, WMNX, WJMG, WILD, WEUP, KRRQ, WJUN, WPHI, WDTJ, KBCE, WZHT, WRNB, WZND, WKKV, WJMI, WQHH, WQOK, WDAI, WTMP, KVSP, KDKO, KZWA, KJMM, WIZF, WAMO, WIBB, WJTT, WJZD, WKYS, WJXX, WBLX, KKB, KPRS, WPEG, WZAK, KKDA

DIVINE (40)
"One More Try" (Red Ant)

WHUR, WUVA, WKPO, WTLZ, WMCS, WDLT, WKGN, WFLM, KVJM, WJMG, WDAS, WEUP, KQXL, KXZZ, KRRQ, WCKX, WUSL, KBCE, WKKV, WJMI, WQHH, KVSP, KDKO, KZWA, KJMM, WDWI, WAMO, WIBB, WWDN, WJTT, KJMS, WJZD, WWWZ, WJXX, WBLK, WGZB, KPRS, WPEG, WZAK, KKDA

CHICO DEBARGE (33)
"Soopaman Lover"
(Kedar/Universal)

WTLZ, WKPO, WILD, WKGN, KVJM, WJMG, WEUP, KRRQ, WCKX, WJUN, WUSL, KBCE, WJXS, WZFX, WJMI, WQHH, WTMP, KDKO, KZWA, KJMM, WBLX, WAMO, WIBB, WHRK, WJTT, KMJM, WJZD, WWWZ, WJXX, WBLK, WGZB, KPRS, KKDA

QUINCY JONES (28)
"I'm Yours" feat. Siedah Garrett & El DeBarge
(QWest/Warner Bros.)

WUVA, KRIZ, KBMS, WOLT, WFLM, KVJM, WJMG, WILD, WDAS, KXZZ, KBCE, WRNB, WZFX, WQHH, WDAI, KVSP, KZWA, KJMM, WAMO, WWDN, KMJD, WAAA, WJZD, WJXX, WBLK, WBLX, KPRS, WZAK

BLACK A/C



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

GERALD LEVERT
"Take Everything"
(EastWest/EEG)

WHITNEY HOUSTON
"Heartbreak Hotel" (Arista)

DEBORAH COX
"Nobody's Supposed To Be Here" (Arista)

LAURYN HILL
"Ex-Factor" (Columbia)

WEST COAST

R. KELLY +62 "When A Woman's Fed Up" (Jive)

LAURYN HILL +48 "Ex-Factor" (Columbia)

THE ROOTS featuring ERYKAH BADU +40
"You Got Me" (MCA)

KEITH SWEAT +26 "I'm Not Ready" (Elektra)

TYRESE +23 "Sweet Lady" (RCA)

MIDWEST

KEITH SWEAT +157 "I'm Not Ready" (Elektra)

WHITNEY HOUSTON +98 "Heartbreak Hotel"
(Arista)

SHAE JONES +69 "Talk Show Shhh!"
(Universal/MCA)

BRANDY +68 "Angel In Disguise" (Atlantic)

THE ROOTS featuring ERYKAH BADU +66
"You Got Me" (MCA)

EAST COAST

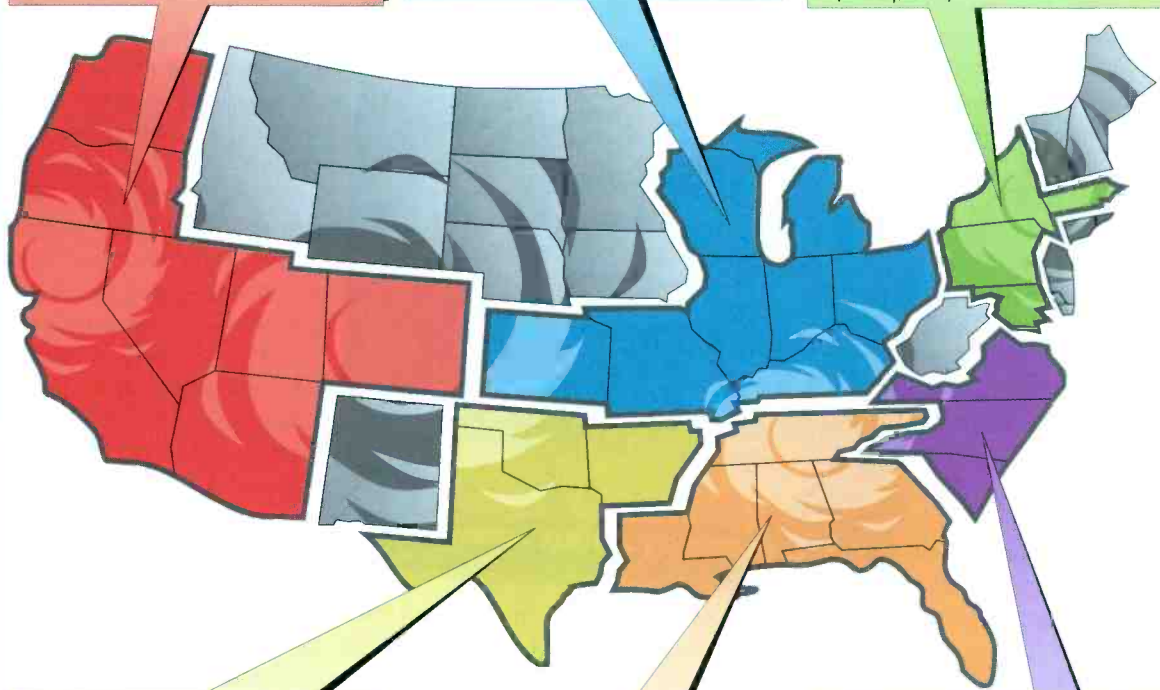
GINUWINE +116 "What's So Different"
(550 Music)

THE ROOTS featuring ERYKAH BADU +82
"You Got Me" (MCA)

GERALD LEVERT +66 "Take Everything"
(EastWest/EEG)

MARIAH CAREY +51 "I Still Believe" (Columbia)

FAITH EVANS +51 "All Night Long"
(Bad Boy/Arista)



SOUTHWEST

KEITH SWEAT +195 "I'm Not Ready" (Elektra)

GHETTO MAFIA +98 "In Decatur" (Fully Loaded)

TLC +75 "Silly Ho" (LaFace/Arista)

LAURYN HILL +64 "Ex-Factor" (Columbia)

SHANICE +60 "When I Close My Eyes"
(LaFace/Arista)

SOUTHEAST

FAITH EVANS +209 "All Night Long"
(Bad Boy/Arista)

METHOD MAN featuring D'ANGELO +124
"Break Ups 2 Make Ups" (Def Jam)

TYRESE +108 "Sweet Lady" (RCA)

THE ROOTS featuring ERYKAH BADU +99
"You Got Me" (MCA)

GOD'S PROPERTY feat. KIRK FRANKLIN +90
"Revolution" (GospoCentric)

CAROLINAS/VIRGINIA

R. KELLY +150 "When A Woman's Fed Up" (Jive)

LAURYN HILL +134 "Ex-Factor" (Columbia)

WHITNEY HOUSTON +129 "Heartbreak Hotel"
(Arista)

FAITH EVANS +111 "All Night Long"
(Bad Boy/Arista)

SHANICE +109 "When I Close My Eyes"
(LaFace/Arista)

TOPTENSPINZ

Rank	Artist	Album	Spins This Week	Spins Last Week
1	R. KELLY	"When A Woman's Fed Up"	2993	3400
2	TYRESE	"Sweet Lady"	2442	2919
3	CASE & JOE	"Faded Pictures"	2748	2878
4	MONICA	"Angel Of Mine"	2487	2735
5	DRU HILL	"These Are The Times"	2548	2758
6	WHITNEY HOUSTON	"Heartbreak Hotel"	2156	2542
7	GERALD LEVERT	"Take Everything"	2467	2542
8	LAURYN HILL	"Ex-Factor"	2025	2477
9	DEBORAH COX	"Nobody's Supposed To Be Here"	2246	2363
10	JESSE POWELL	"You"	1847	2236

SPINZ LAST WEEK

SPINZ THIS WEEK

RAP + HIP-HOP

Grapetree Label Offers Faith With The Funk

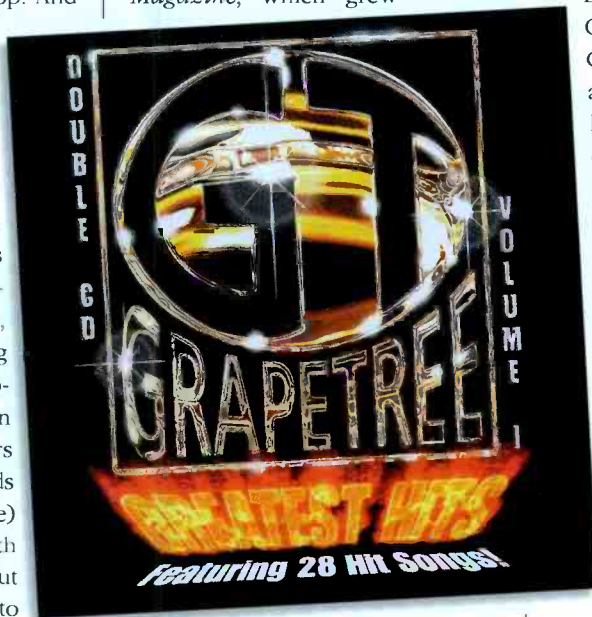
BY JANINE COVENEY

Christian Rap is a concept that has been around since the 1980s, the first creative boom of hip-hop. And judging by the number of thank yous to God at this season's plethora of awards shows, many a mainstream rap artist professes to be Christian. Now as gospel music by artists like Kirk Franklin and the Winans break through to the mainstream of R&B music, Christian rappers are looking to cross over into the hip-hop mainstream. Christian multiracial rappers/singers D.C. Talk have made inroads into the Christian (i.e. white) music world, winning both awards and recognition, but the same popularity has yet to develop for rappers whose main message is the gospel.

That doesn't deter Grapetree Music Group, the six-year old label based in Round Rock, Texas, which has steadily been releasing albums by Christian rap artists since 1992. This year the label has released the two-CD set *Grapetree Greatest Hits, Vol. 1*, executive produced by label CEO Knolly "Rubadub" Williams, who is also a Grapetree artist.

"I was heavily into rapping myself, and I was doing a lot of gangsta rap," recalls Williams, who started the label with only \$250. "But as I moved closer and closer to the Lord, I started Grapetree as a vehicle to push my own product as Rubadub. The more I got into it, I started finding that there were a whole lot of artists who didn't want to do the gangsta stuff anymore, artists who had come to the Lord and become Christians." Eventually Williams, who has a graphic design back-

ground, evolved his business with a newsletter, *Heaven's Hip-Hop Magazine*, which grew



from 1,000 to 20,000 in circulation over a year and a half before being picked up by a Christian book distributor; the company began to offer accompanying music CDs.

"Grapetree's prime goal remains to take the grapes which have fallen from their vine and plant them on the tree of life through its Holy Hip-Hop," says company literature, which adds that 80% of the label's artist roster is former gang bangers, hustlers, and drug abusers. Others have seen firsthand the effects these activities have had on their neighborhoods and choose to rap about them.

Grapetree artists include Li'l Raskull, Nuwine, Antonious, Prime Minister, Ayesha, L.G. Wise, God's Original Gangstas, and Prechas From the Hood, all bearing a distinctively contemporary Southern production style and rhyme delivery indistinguishable from the rhythms of many of the most popular rap jams.

Grapetree sells between 12,000 and 25,000 copies per album via Diamante Music Group, a Christian bookstore distributor. Grapetree's best-selling titles are its *Muzik Ta Ride 2* compilations, and continues to expand its album-release schedule, Master P-style. According to Williams, the company released 12 albums in 1997, 20 in 1998, and 1999 has 30 titles slated, including new product by Williams himself. The company boasts its own state-of-the-art recording studio for Purple Game Productions, its in-house production company consisting of Blaq Gold, Terence Harper, and Lee Boyd; it also features a newsletter, fan club, and Web site. Grapetree product can be heard on some gospel music stations and gospel pro-

gramming on mainstream stations.

"In the R&B arena, most of the artists came from choirs and the church, and it's not that much different in Christian rap. Snoop used to rap in church, a lot of the artists did," says Williams. "A lot of them are more afraid to return to their roots because they've created this image that's a little more hard. But especially in these upcoming years, people are thinking about the new millennium, they are becoming parents, and not letting their kids listen to the stuff they do. So you'll see a lot more [Christian rap] as well."

"Right now we're the world's No. 1 Christian rap label," Williams continues, adding that the label has sold more than half a million albums since its more hand-to-mouth inception. "It's really been the Lord that allowed everything to continue."

Snoop used to rap in church, a lot of the artists did," says Williams.

Get Ready For GAVIN Rap

Hip-hop is bigger than ever, but with all of the music's sales and radio success come concerns, controversies, and disputes. What is hip-hop's future? Does hip-hop truly get the respect it deserves in the media? Is violence and criminality marring the artistry? Are videos becoming stale? Where are the touring opportunities for rap artists? Has the spirit of hip-hop been diluted by commercialism? Is the underground the place where true hip-hop is made?

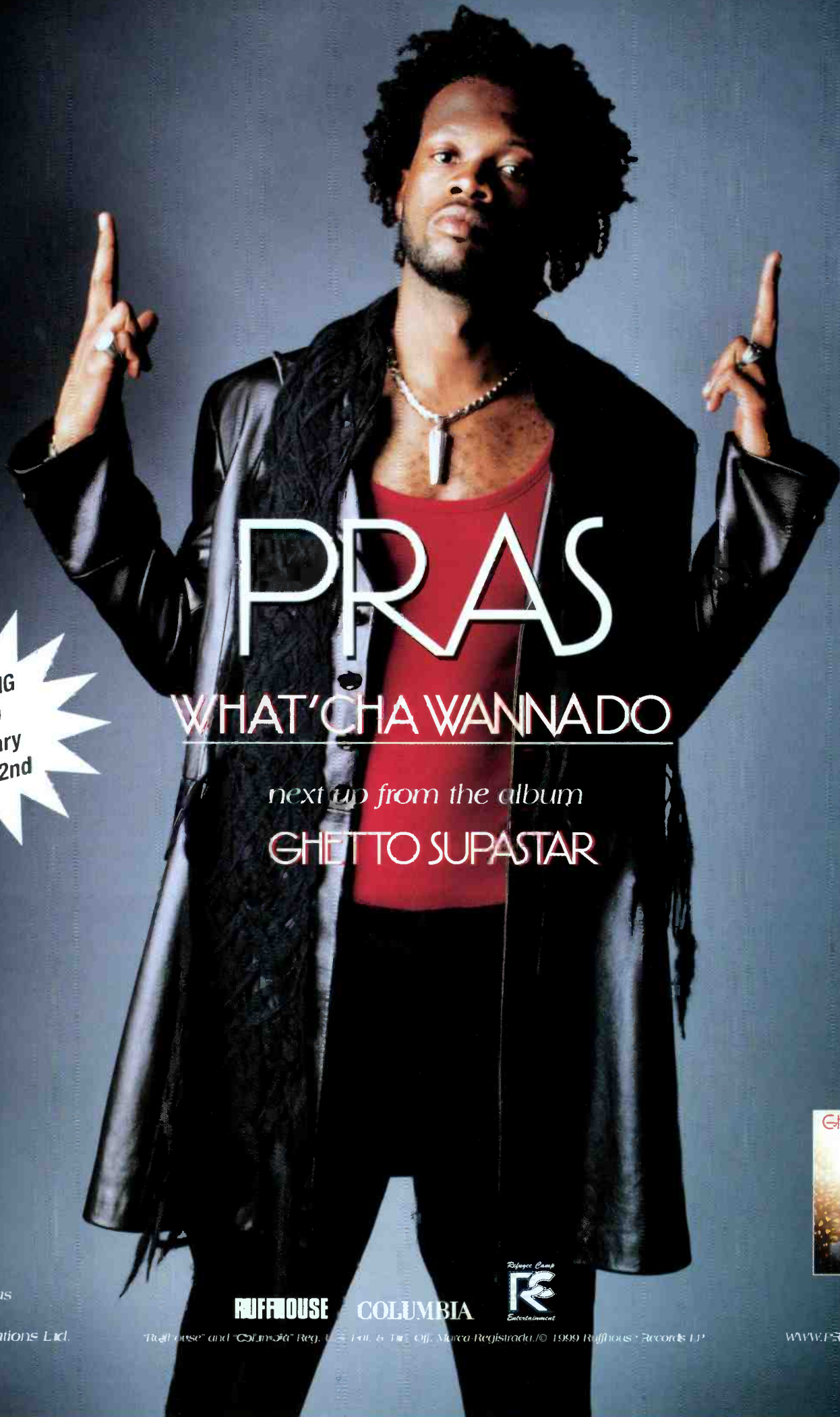
In the interest of "keeping it real," GAVIN will host a Hip-Hop Summit session, where all attendees can speak their minds about these hot issues on the eve of the new millennium. Check out the Summit on Friday, Feb. 19 at The GAVIN Seminar in New Orleans. It's a town hall meeting, and you're in our town.

On Saturday Feb. 20, don't miss the Hip-Hop Jukebox Jury, where we'll debut some of the newest tracks and artists of 1999, and let both the jury and the audience rate the music. This meeting is a GAVIN tradition, where records will be broken. You'll want to be there to see history in the making. The session will precede this year's presentation of the GAVIN Rap Awards.

Time is running out! To register, call the convention hotline at (415) 495-3200.



WHAT'CHA WANNA PLAY.



PRAS

WHAT'CHA WANNADO

next up from the album
GHETTO SUPASTAR

**IMPACTING
RADIO
February
1st & 2nd**



Produced by Pras
Management:
Das Communications Ltd.

RUFFHOUSE

COLUMBIA



"Ruffhouse" and "Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1999 Ruffhouse Records LP

WWW.PRAS.NET
WWW.PRASDIRTYCASH.COM

RAP

MOST ADDED



KRS-ONE (64)
TIMBALAND FEAT. JAY-Z (58)
SPORTY THIEVZ (46)
INSPECTAH DECK (46)
RAS KASS (46)

MOST REQUESTED



THE ROOTS
OUTKAST
XZIBIT
JUVENILE
A TRIBE CALLED QUEST

RADIO SAYS



SAUCE MONEY
 "Middle Finger U/Pre-Game"
 (MCA)
 "This is the *Hot Joint* right now. Sauce Money will be the Hip-Hop artist for 1999."
 —illscout,
WNRN-Richmond, Va.

LW	TW		Spins	Diff.
3	1	BAD SEED - Grits (Makin' Records)	1615	+310
1	2	THE ROOTS - Adrenaline (MCA)	1605	-109
6	3	RASCO - Take It Back Home (Stones Throw Records)	1267	+155
2	4	RZA - Holocaust Feat. GhostFace (Gee Street)	1251	-71
5	5	BUSTA RHYMES - Gimme Some More/Tear The Roof Off (Elektra/EEG)	1227	+53
4	6	LYRICIST LOUNGE ALL-STARs - Talking To You/C.I.A. (Rawkus)	1218	-74
13	7	BAD MEETS EVIL - Nuttin' To Do (Game Recordings)	1058	+304
8	8	AFU RA - Whirlwind Thru Cities (Gee Street)	1055	+167
11	9	BLACK STAR - Respiration Feat. Common (Rawkus)	1000	+172
12	10	DEFARI - Likwit Connection (Black Label/Tommy Boy)	986	+171
15	11	SAUCE MONEY - Pre-Game (MCA)	964	+286
10	12	UNSPOKEN HEARD - Better (7 Headz Recordings)	951	+118
17	13	HELTAH SKELTAH - Brownsville 2 Long Beach (Duck Down/Priority)	895	+261
7	14	TRAGEDY - Blood Type (25 To Life Records)	787	-248
35	15	PETE ROCK - Tha Game/One Life To Live (Loud) <i>The Chocolate Boy Wonder breezes ahead to #15.</i>	717	+366
—	16	NAUGHTY BY NATURE - Dirt All By My Lonely (Arista)	687	N
20	17	COOL BREEZE - Watch For The Hook (Organized Noise/Interscope)	620	+51
9	18	OLD WORLD DISORDER - Shadowman/365 (Beyond Real)	607	-261
—	19	BUCKSHOT, 5FT. EVIL DEE - Showdown/Onslaught (Duck Down/Priority)	594	N
19	20	FAT JOE - Bet Ya Man Can't (Triz) Feat. Big Pun... (Atlantic)	542	-64
21	21	VISIONARIES - Audible Angels (UP ABOVE)	535	-33
23	22	ZION I - Innerlight (Goodvibe)	534	+39
32	23	CHARLI BALTIMORE & GHOSTFACE - Stand Up (Entertainment/Epic) <i>Still standing strong and moving up the chart.</i>	498	+92
14	24	LA' THE DARKMAN - Spring Water Feat. Raekwon / City Lights (Supreme Team Entertainment)	485	-202
—	25	ICE CUBE - Pushin' Weight Remix (Priority)	462	N
18	26	MOOD - Secrets Of The Sands/Snake Backs (Karma Pt.2) (Blunt/TVT)	451	-157
29	27	EDDIE MEEKS & THAREKO - Larger Than Life (Serious Records)	417	+1
33	28	PRINCE PAUL - More Than You Know feat. De La Soul (Tommy Boy)	402	+9
—	29	REDMAN - I'll Be Dat (Def Jam/Mercury)	386	N
28	30	GHOSTFACE KILLAH - Mighty Healthy (Razor Sharp/Epic Street)	376	-45
—	31	EVA FLO - I'm The One (Nervous)	372	N
38	32	JOEY CHAVEZ - After The Heat (ABB)	372	+27
25	33	PACEWON - Step Up (Ruffhouse/Columbia/CRG)	366	-107
30	34	DJ S&S - Beat Of The Day (Lethal Records)	361	-51
27	35	METHOD MAN - Dangerous Grounds (Def Jam/Mercury)	352	-74
22	36	KID CAPRI - Follow Me Feat. Buckshot (Columbia/CRG)	350	-175
24	37	XZIBIT - Puddy Pop (Loud)	349	-138
—	38	OUTKAST - Da Art Of Storytelling (LaFace/Arista)	346	N
16	39	BLACK STAR - Redefinition (Rawkus)	327	-315
—	40	ERULE - World Wide Domination (Serious Records)	317	N

CHARTBOUND

DJ QUIK - "Hand In Hand" (Arista)
TIMBALAND feat. **JAY-Z** - "Lobster & Scrimp" (Atlantic)
SPORTY THIEVZ - "Cheapskate Remix" (Roc-A-Blok)
THE ROOTS feat. **ERYKAH BADU** - "You Got Me" (MCA)
RAS KASS - "Rassasination" (Patchwerk/Priority)

UP&ADD'EM

CHOCLAIR - "Flagrant" (Figure 4) 2/3
EMINEM - "My Name Is..." (Aftermath/Interscope) 2/3



REVIEWS

By Janine Coveney

AFU-RA

"Whirlwind Thru Cities"/
 "Trilogy of Terror"
 (Gee Street Records)

This New York rapper distinguishes himself with dope rhymes and an articulate delivery. On "Whirlwind Thru Cities," the 24-year old Brooklyn-born MC rips thoughtful rhymes over a head-nodding underground groove laced with ear-pleasing piano hits. Afu Ra promises, "My mental violence will shower, devour, at a crazy rate..." This first single from the forthcoming album *Body of the Life Force* is backed with "Trilogy of Terror," an eerie, stripped-down rhythm wherein Afu-Ra, Guru, and newcomer Hannibal Stax challenge the world.

2PAC

"Unconditional Love"
 (Death Row/Interscope)

He may be gone, but 2Pac is far from forgotten. This time it's a gentle, mid-tempo ballad over which 'Pac takes a thoughtful turn, acknowledging friends and family for the hope and comfort they provide. Executive produced by Suge Knight, project coordinator is Michelle. From the *2Pac: Greatest Hits* collection.

RAP REPORTS ACCEPTED

THURSDAYS 9 A.M.-4 P.M.

STATION REPORTING PHONE:

(415) 495-1990

Fax: (415) 495-2580

RETAILPROFILE

PRYME TYME RECORD POOL

1605 Boylston
 (Lavish Upper Level)
 Seattle, Wa. 98122

CONTACT: Pryme Tyme
 PHONE: 206-534-3278
 FAX: 206-324-7616
 E-MAIL: lbruthas@rocketmail
 PICK SINGLE: GRASSROOTS -
 "Price Of Living" (Conception)
 PICK ALBUM: PETE ROCK -
 "Soul Survivor" (Loud)
 PROPS: "Pryme Tyme Record
 Pool is representing the whole
 entire NorthWest Coast. Hitting

#28

off the DJ's with all the fat joints."—Pryme Tyme
 TOP FIVE SINGLES:
 1. **INSPECTAH DECK** -
 "Rec. Room" (Loud)
 2. **DEFARI** - "Likwit
 Connection"
 (Black/Tommy Boy)
 3. **TRAGEDY KHADAFI** -
 "Blood Type" (25 To Life)
 4. **TONY DA SKITZO** - "Low
 Down & Jankie"
 (I.P.O. Wax)

5. **LMNO** - "Spell LMNO"
 (White Label)
 TOP FIVE ALBUMS:
 1. **PETE ROCK** - "Soul
 Survivor" (Loud)
 2. **REDMAN** - "Doc's Da Name
 2000" (Def Jam)
 3. **BLACK STAR** - "Black Star"
 (Rawkus)
 4. **SCARAMANGA** - "7 Eyes/7
 Horn's" (Sun Large/Fat Beats)
 5. **DJ CLUE** - "The Professional"
 (Roc-A-Fella/Def Jam)



TIMBALAND

Once Again!

**With The New Smash Hit
"Lobster & Scrimp"**

**From The Album "Tim's Bio..."
Featuring Jay-Z**

(With Special Guests Appearances by)

Aaliyah, Nas, Ginuwine, Missy "Misdemeanor" Elliott, Magoo, Twista, Playa, & Mad Skillz.

On Your Desk Now



Produced by Timbaland for Timbaland Productions, Inc.
Executive Producers: Barry Hankerson, Jomo Hankerson & Timbaland
© 1998 Background Entertainment, Inc. All Rights Reserved.



TRIPLE A

Nine Reasons to Pack Your Dawgs and Get On Down to Nawlins

BY KENT ZIMMERMAN

TOWN HALL MEETING: CAN WE TALK?

In the wake of all the latest mergers and meltdowns, maybe our industry just needs to sit down and talk about it. Inspired by CNN during the August 17 Clinton Crisis, since we're now on the precipice of having to figure out a new way of doing things, maybe it's a good time to reconsider how things are being done and taking a long look at upcoming technologies. *Thursday, Feb. 18, 9:30 a.m.*

INTERNET PROGRAMMING

TECHNOLOGY: FRIEND AND FOE
Hosted by John Adams, Director of Programming, Imagineradio.com, John's guests will include representatives from Microsoft, Liquid Audio, Spinner.com, Allaccess.com, and Arbitron talking about music, radio and Internet technology, in terms of working with it, competing against it and actually turning websites and webcasting into NTR, non traditional revenue. This session is designed to be a "here and now" rather than dealing with future technology. *Thursday, Feb. 18, 1:30 p.m.*

A3 HYPOTHETICAL: A PERFORMANCE OF ROLES AND SITUATIONS IN THREE ACTS

I know, can we think of a more pretentious name for brand new concept? A hypothetical storyline with an unraveling plot may allow people to be—shall we say, more honest—dealing with true to life examples. In adding our own personal twist, we're structuring it as a three act play, casting "panelists" in plum roles. We'll also have a special musical guest (you know him well) acting as the "chorus," interpreting the discussion and creating spontaneous impressions in song. *Thursday, Feb. 18, 3:30 p.m.*

PRESENTING THE RETURN OF KELLY WILLIS

Kelly Willis is a respected roots singer who's no stranger to Triple A and Americana airwaves. After a day of meetings, you'll be lucky enough to enjoy the return of Kelly Willis and band, featuring her new upcoming Ryko release, "What I Deserve." *Thursday, Feb. 18, 5 p.m.*

KEYNOTE—MATT DRUDGE: CONFESSIONS OF AN INTERNET REPORTER

What a year it's been for Matt Drudge. After 123,000,000 visits on drudgereport.com, breaking open the biggest political nightmare of Bill Clinton's life, Drudge's impact

can be appreciated on many levels.

The lesson here is that the Internet empowers everyone, and until the government figures out a way to control it, we as citizens can still shoot from the trees and bushes. Not since the sixties has John and Jane Q. Public been so dangerous. *Friday, Feb. 19, 9:30 a.m.*

BLOOMINGTON'S OLD PIKE TO HEADLINE A3 AWARDS CELEBRATION

During the fall of 1997, opening for Ben Folds Five, Old Pike was a fixture on the Bloomington, Indiana music scene (home of WTTS and John Mellencamp). Now they're label mates on 550 Music. *Friday, February 19, 11:15 a.m.*

CASSANDRA LIVE ON THE GAVIN SOUNDSTAGE

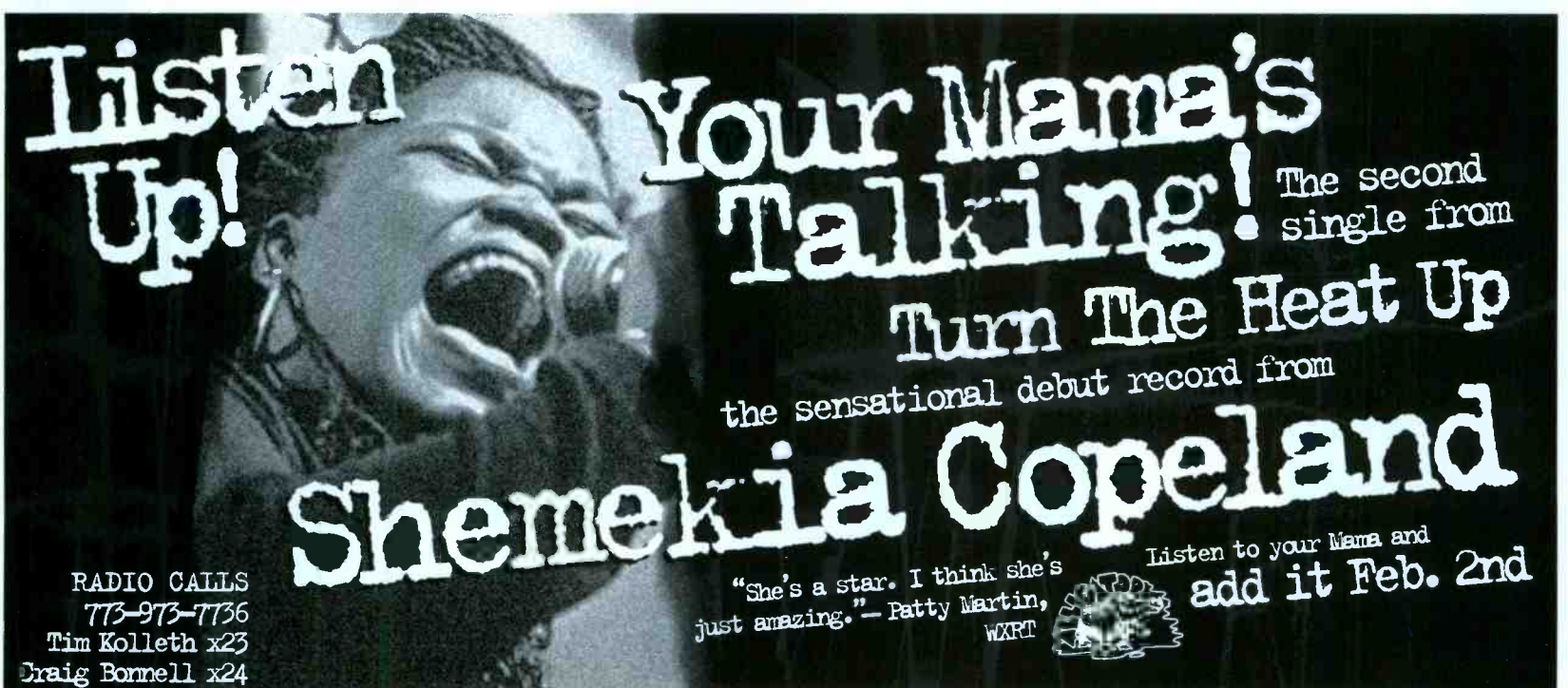
In the past, we've brought you music that's impossible to pigeon-hole, that cuts across ethnic and demographic mind sets. After working with the Herbie Hancock Quintet and Don Was, we offer part three of the "Music for Everybody" trilogy, Cassandra Wilson and her band, live in an intimate soundstage setting. *Friday, February 19, 2:30 p.m.*

DIE BROKE AND LIVE RICH IT'S MONEY THAT MATTERS

With a weekend of discussing radio and music for baby boomers, we felt it might be a good idea to offer financial information to the boomer generation as well. Both of author Stephen Pollan's books leap well beyond the "self-help" genre of popular home finance. He deals with a change of attitude, and a premise that many of the financial axioms that we blindly accept are irrelevant to the baby boomer generation.

A3 SPECIALTY MUSIC IS THEIR SPECIALTY PLUS COREY HARRIS

What is the role of a specialty show? To fill a black hole revenue time slot? To test fringe music? To add spice to your air sound? When we were approached by Tom Frouge and Dan Storper about putting together a workshop discussing the fine art of specialties, they'd just finished debuting the Putumayo World Music Hour on KFOG. Subsequently we decided to hand off the ball to see what they'd come up with. Alligator's Corey Harris is the hottest new young blues artist, currently managed by Red Light Management, Dave Matthew's stable. *Saturday, February 21, 11:30 a.m.*



Listen Up!

Your Mama's Talking! The second single from

Turn The Heat Up the sensational debut record from

Shemekia Copeland

RADIO CALLS
773-973-7736
Tim Kolley x23
Craig Bommell x24

"She's a star. I think she's just amazing." — Patty Martin, WXRT

Listen to your Mama and add it Feb. 2nd



TRIPLE A

Red entries highlight a stronger performance than on the combined A3

MOST ADDED

BRUCE HORNSBY (14)

"King of the Hill" (RCA)

Including: WRNX, WBOS, WEBK, WRNR, WRLT, KROK, KFAN, KGSR, WTTT, KSPN, KTHX, KRSH, KFXJ, and KINK

GUS (14)

"The Laugh I Could Learn to Love" (Almo Sounds)

Including: WRNX, WMWV, WERU, WNCS, WEBK, WFUV, WYEP, KPFT, WVOD, KLRQ, KTAO, KBAC, KPCC, and KFXJ

DAVID WILCOX (11)

"Never Enough" (Vanguard)

Including: WKZE, WNCW, WMKY, KSUT, KSPN, KFLX, KBAC, KACD, KPCC, K-OTTER, and KPIG

ELLIOT SMITH (8)

"Baby Britian" (DreamWorks)

Including: WMVY, WMWV, WRLT, KACV, KTAO, KPCC, K-OTTER, and KRSH

JUDE (8)

"Rick James" (Maverick)

Including: WXPB, WRNR, WRLT, KACV, KLRQ, KBAC, KPCC, and KFXJ

RECORD TO WATCH



AIR

"All I Need" (Astral Werks/Source)

The smooth sounds of the Euro. Air breaks a long embargo on quality French pop/rock. Among those giving it a spin are KGSR, WNCS, WXPB, WMVY, KFXJ, KXL, and a dozen more!

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
1	1	R.E.M. (Warner Bros.)	2	1	SHERYL CROW (A&M)	1	1	R.E.M. (Warner Bros.)
4	2	CHRIS ISAAK (Reprise)	1	2	NEW RADICALS (MCA)	11	2	ANI DiFRANCO (Righteous Babe)
3	3	SHERYL CROW (A&M)	5	3	CHRIS ISAAK (Reprise)	2	3	BECK (DGC)
2	4	NEW RADICALS (MCA)	4	4	R.E.M. (Warner Bros.)	5	4	BRUCE HORNSBY (RCA)
6	5	SEAL (Warner Bros.)	3	5	SEAL (Warner Bros.)	9	5	B.B.KING (MCA)
5	6	JEWEL (Atlantic)	6	6	JEWEL (Atlantic)	20	6	PETER HIMMELMAN (6 Degrees/KOCH)
12	7	SHAWN MULLINS (SMG/Columbia)	10	7	SHAWN MULLINS (SMG/Columbia)	7	7	GOLDEN SMOG (Rykodisc)
11	8	B.B.KING (MCA)	9	8	LUCINDA WILLIAMS (Mercury)	8	8	MARTIN SEXTON (Atlantic)
7	9	BARENAKED LADIES (Reprise)	14	9	B.B.KING (MCA)	3	9	LAURA LOVE (Mercury)
10	10	LUCINDA WILLIAMS (Mercury)	7	10	BARENAKED LADIES (Reprise)	6	10	RUSTED ROOT (Mercury)
8	11	LYLE LOVETT (Curb/MCA)	11	11	BRIAN SETZER ORCHESTRA (Interscope)	10	11	CHRIS ISAAK (Reprise)
9	12	BECK (DGC)	8	12	GOO GOO DOLLS (Warner Bros.)	13	12	KEB' MO' (550 Music)
19	13	SUSAN TEDESCHI (Tone Cool/Rounder)	13	13	DAVE MATTHEWS BAND (RCA)	4	13	LYLE LOVETT (Curb/MCA)
18	14	BRIAN SETZER ORCHESTRA (Interscope)	12	14	JONNY LANG (A&M)	12	14	PHISH (Elektra/EEG)
17	15	KEB' MO' (550 Music)	16	15	SUSAN TEDESCHI (Tone Cool/Rounder)	17	15	ROBERT EARL KEEN (Arista)
16	16	JONNY LANG (A&M)	15	16	LYLE LOVETT (Curb/MCA)	N 16	16	LYNN MILES (Philo)
13	17	GOO GOO DOLLS (Warner Bros.)	30	17	JOHN MELLENCAMP (Columbia/CRG)	14	17	SHERYL CROW (A&M)
37	18	ANI DiFRANCO (Righteous Babe)	19	18	KEB' MO' (550 Music)	15	18	SON VOLT (Warner Bros.)
14	19	DAVE MATTHEWS BAND (RCA)	18	19	ALANIS MORISSETTE (Maverick)	19	19	LUCINDA WILLIAMS (Mercury)
20	20	ALANIS MORISSETTE (Maverick)	23	20	WES CUNNINGHAM (Warner Bros.)	18	20	WES CUNNINGHAM (Warner Bros.)
30	21	JOHN MELLENCAMP (Columbia/CRG)	27	21	SINEAD LOHAN (Interscope)	27	21	ALANIS MORISSETTE (Maverick)
21	22	WES CUNNINGHAM (Warner Bros.)	20	22	RUSTED ROOT (Mercury)	24	22	JOHN GORKA (Red House)
15	23	PHISH (Elektra/EEG)	17	23	PHISH (Elektra/EEG)	22	23	JEWEL (Atlantic)
22	24	RUSTED ROOT (Mercury)	24	24	U2 (Island)	21	24	CRY CRY CRY (Razor & Tie)
23	25	BRUCE HORNSBY (RCA)	50	25	COLLECTIVE SOUL (Atlantic/Hollywood)	16	25	NEW RADICALS (MCA)
29	26	INDIGENOUS (Pachyderm)	48	26	ANI DiFRANCO (Righteous Babe)	33	26	INDIGENOUS (Pachyderm)
25	27	GOLDEN SMOG (Rykodisc)	21	27	BECK (DGC)	41	27	JIMMY ROGERS ALL-STARS (Atlantic)
28	28	SINEAD LOHAN (Interscope)	38	28	SEMISONIC (MCA)	35	28	JOHN MELLENCAMP (Columbia/CRG)
32	29	EVERLAST (Tommy Boy)	28	29	GOLDEN SMOG (Rykodisc)	25	29	SEAL (Warner Bros.)
35	30	SUGAR RAY (Lava/Atlantic)	26	30	BRUCE HORNSBY (RCA)	46	30	DUKE DANIELS (E Pluribus Unum)
26	31	U2 (Island)	22	31	ROLLING STONES (Virgin)	40	31	JULIAN LENNON (FJae! 2000)
N 32	32	COLLECTIVE SOUL (Atlantic/Hollywood)	31	32	MATCHBOX 20 (Lava/Atlantic)	23	32	ELLIS PAUL (Philo/Rounder)
34	33	PETER HIMMELMAN (6 Degrees/KOCH)	29	33	RUGRATS SOUNDTRACK (Interscope)	29	33	BIG HEAD TODD & THE MONSTERS (Giant/Reprise)
24	34	ROLLING STONES (Virgin)	37	34	SUGAR RAY (Lava/Atlantic)	34	34	EVERLAST (Tommy Boy)
27	35	CAKE (Capricorn)	33	35	CRACKER (Virgin)	32	35	HOLE (DGC)
47	36	SEMISONIC (MCA)	35	36	INDIGENOUS (Pachyderm)	30	36	BRUCE SPRINGSTEEN (Columbia/CRG)
42	37	DUKE DANIELS (E Pluribus Unum)	25	37	CAKE (Capricorn)	31	37	ROLLING STONES (Virgin)
31	38	BRUCE SPRINGSTEEN (Columbia/CRG)	N 38	38	BLONDIE (Beyond Music)	44	38	SINEAD LOHAN (Interscope)
40	39	RUGRATS SOUNDTRACK (Interscope)	41	39	DUKE DANIELS (E Pluribus Unum)	47	39	ELLIOTT SMITH (Dreamworks)
45	40	MARTIN SEXTON (Atlantic)	44	40	PETER HIMMELMAN (6 Degrees/KOCH)	N 40	40	SUSAN TEDESCHI (Tone Cool/Rounder)
33	41	SON VOLT (Warner Bros.)	34	41	SOUL COUGHING (Slash/Warner Bros.)	28	41	BARENAKED LADIES (Reprise)
41	42	BETTER THAN EZRA (Swell/Elektra)	40	42	R.L. BURNSIDE (Fat Possum/Epitaph)	37	42	JOHN LEE HOOKER (Point Blank/Virgin)
44	43	MATCHBOX 20 (Lava/Atlantic)	32	43	BRUCE SPRINGSTEEN (Columbia/CRG)	N 43	43	CAKE (Capricorn)
46	44	CRACKER (Virgin)	36	44	EVERLAST (Tommy Boy)	38	44	UNBELIEVABLE TRUTH (Virgin)
43	45	ROBERT EARL KEEN (Arista)	46	45	BETTER THAN EZRA (Swell/Elektra)	26	45	SHAWN MULLINS (SMG/Columbia)
36	46	LAURA LOVE (Mercury)	45	46	SON VOLT (Warner Bros.)	N 46	46	BARE JR. (Immortal/Epic)
38	47	SOUL COUGHING (Slash/Warner Bros.)	39	47	LENNY KRAVITZ (Virgin)	36	47	THE NIELDS (Rounder)
N 48	48	ELLIOTT SMITH (Dreamworks)	49	48	ROBERT EARL KEEN (Arista)	N 48	48	SEMISONIC (MCA)
48	49	LENNY KRAVITZ (Virgin)	42	49	EAGLE EYE CHERRY (WORK)	N 49	49	SUGAR RAY (Lava/Atlantic)
39	50	EAGLE EYE CHERRY (WORK)	N 50	50	BLACK CROWES (American)	N 50	50	CHERYL WHEELER (Philo)



the new album by:

ani diFranco

featuring the single, "Angry Anymore"...

...#1 most added A3.



righteous babe records • p.o. box 95 • ellicott station • buffalo, n.y. 14205
 phone: (716) 852-8020 • fax: (716) 852-2741
 e-mail: RBRJ amie@aol.com (radio) • RBRSusan@aol.com (retail)



A3 BOOMER GRID

EDITORS:
KENT/KEITH
ZIMMERMAN

TW	Title (Label)	Spins	Trend	CHDR	KACD	KACY	KBAC	KBDO	KBVR	KCRW	KEPC	KFAN	KFLX	KFOG	KFKJ	KFSR	KHKK	KKZN	KLRQ	KMMS	KMTT	KMBA	KOTR	KPCC	KPIG	KROK	KRSN	KRWV	KRRS	KSPN	KSUT	KTRD	KTZZ	KTKV			
1	R.E.M. (Warner Bros.)	948	-46	24	10	23	5	5	13		12	15	27	19	6	9	7	12	9	17	10	8	16	7	11	15	15	21	13	8	13	24	10				
2	CHRIS ISAAK (Reprise)	883	+46	13	27	23	24	15	11		11	15	25	21	24	13	15	13		19	12	11	9	7	12	15	20	17	18	4	28	14	14				
3	SHERYL CROW (A&M)	865	+20	14	25	21	15	24	24		15			19	23	23	17	34		20	24	14	7		32	18	15	5	13		25	22	10				
4	NEW FADICALS (MCA)	803	-94	25	14	23	16	15	24		11			19	15	14	9	11	16		25	10	14	7	32	14	21		8	20	24	14					
5	SEAL (Warner Bros.)	704	-54	17	26		5	30	11		10	15		21	24	24	8	11	15		24	9	9	7	24	4	10	21	15		13		14				
6	JEWEL (Atlantic)	646	-143	25	13		7	13	22		12			7	2	16	6				23		7	7	33	5	15	12	14	8	15	9	14				
7	SHAWN MULLINS (SMG/Columbia)	597	+25		13		4	13	9				6	9	14	26	12	12	8		24	11		8	37	11	15	17	16		11	20	9				
8	B.B.KING (MCA)	596	+19	8	13		11	30	33		10	10	10	16	14	23			15		8	10	8		6	2	15	14	16	12	7	15	9				
9	BARENAKED LADIES (Reprise)	575	-120	24			7		23			15	13	13	5		6	33			11	11	16	5	32	5	15	9	16		7	11	14				
10	LUCINIA WILLIAMS (Mercury)	572	-11	16	27		13	30	14		8	10	2	1	24	37	10				11		4	5	14	14	6	15	5	7	7	13	11	14			
11	LYLE LOVETT (Curly/MCA)	550	-73	9			8	30			8	10	12		10	32		15			8		4	7	12	23	12	20	5	18	12	17	4	12			
12	BECK (JGC)	546	-66	11	14		6			6	12				5	9				18		12	16	7	26	3	15	9	7	7	13		7				
13	SUSAN TEDESCHI (Tone Cool/Rounder)	533	+32	14	39		5	22	9				11	12	10	22	16	31	4	17	12	12		5	7	11	13	15	17	9		7	4	9			
14	BRIAN SETZER ORCHESTRA (Interscope)	533	+22	8	18		8	17	10				32	20	14	14					24			8		20	15		6		8	8	12				
15	KEB' MO' (550 Music)	533	+11		16		3				10	15	25	24	17						8		11	17	5	12	22	15	15	5	17	10	11	4	14		
16	JONNY LANG (A&M)	524	+2		16		5	8			10	27	15	6	8			32	3		24		8	8	10	33	5	5	14		19	12	9				
17	GOD GOD DOLLS (Warner Bros.)	508	-50	26	13		6		25		7		13	20	15		4	32			10		5		33	2	10	5		7	25	9		8			
18	ANI DI FRANCO (Righteous Babe)	507	+236				5			6							1		3		9	10	8	5	5	15	19	10	12	7	12	8		8			
19	DAVE MATTHEWS BAND (RCA)	501	-53	21	34			21	26					17	12			11		22		4	5	10	33	7	15			18	10						
20	ALANIS MORISSETTE (Maverick)	488	-12	27	14	24	8		10		11	10			6			6	4			10		10		18	15	19	10		22			8			
21	JOHN MELENCA (Columbia/CRG)	479	+107		17	19	5	16	10				2	12	4	21	10	13	4			10		10	8	13	15	17	16		22	27	12				
22	WES CUNNINGHAM (Warner Bros.)	476	-13	9	16		11	15	11				10	12	16	12	12				12	11		7		10	14		6	6	12						
23	PHISH (Elektra/EEG)	460	-69	9	14		10	6	13		9		10	12	6	9						11	16	7	25		15	5	9	5	17	5	12				
24	RUSTED ROOT (Mercury)	453	-27	17			5		11			15			8		3				10	9	7	7	22			22	7	10			5				
25	BRUCE HORNBY (RCA)	438	-37				8				8	15	12	9			10		8		10	7	9	5	5	26		15	5	16	12	21		10			
26	INOGENOUS (Pachyderm)	399	+18				6				6	10	10		8				9	10			7	8	7	5		13	20	21	9	12		12			
27	GOLDEN SMOG (Rykodisc)	397	-12				20			8	8	5			11		10					11	9	7			14		4	5	5	10					
28	SINEAD LOHAN (Interscope)	396	+11	10			6					5			6		9				10	9		3		5		14		20			9				
29	EVERLAST (Tommy Boy)	387	+48		28	22		29			6				8				9			10		5		33		15						8			
30	SUGAR RAY (Lava/Atlantic)	381	+97		27	22	6	17	8		6										12	11		5		21	15	21	6				11				
31	UZ (Island)	371	-24	26	16		3		24			10	24	9				11				9	9	5	32		10	5	15		4	10					
32	COLLECTIVE SOUL (Atlantic/Hollywood)	366	NEW		15			2							24	2					8	11		5		12	7	12	6		8	3	7				
33	PETER HIMMELMAN (6 Degrees/KOCH)	363	+77												10						11		14	5		10	12	5	5	7			8				
34	ROLLING STONES (Virgin)	358	-80				3	6			9	5	25	8		22			18		11	4		14	25		19	7	4	8	14						
35	CAKE (Capricorn)	354	-36		15	16		5	11		7	10		10		10						7	6	5	5	15		21	9	19	12			8			
36	SEMISONIC (MCA)	336	+109			16	5		12					7				8	11	7	8		3		9		14	7		9	16	8					
37	DUKE DANIELS (E Pluribus Unum)	332	+75									15	4		10		8			8		9	3		16	7	10	6	4	11							
38	BRUCE SPRINGSTEEN (Columbia/CRG)	295	-74		16							10	24				9					7	6	5	5	15		21	9	19	12						
39	RUGRATS SOUNDTRACK (Interscope)	276	+12	7			3					5		11	5		6					10		3	17	13		9		5				9			
40	MARTIN SEXTON (Atlantic)	264	+15												25						8	10			6		10			12							
41	SDN VOLT (Warner Bros.)	255	-44						15		11		5								11		14	5	5			6	8						7		
42	BETTER THAN EZRA (Swell/Elektra)	254	-10			23	4				8	10	10								10		9		16	7				11		6			9		
43	MATCHBOX 20 (Lava/Atlantic)	252	+1	17			22								24									4	3		18		14	6			17	5			
44	CRACKER (Virgin)	248	+1			17	4					5									9		16		6	5	9	7		11	4	12					
45	ROBERT EARL KEEN (Arista)	245	-10								9	15				34							4	5	14					7					9		
46	LAURA LDVE (Mercury)	238	-40								9											9	3	4	7				7	8							
47	SOUL 2 DUGGING (Slash/Warner Bros.)	234	-34		14		14	16							11		8		9			9	3	4	3			7		7							
48	ELLIOTT SMITH (Dreamworks)	228	+12				3			6	9	10					9					10	10	14			10	5					12				
49	LENNY KRAVITZ (Virgin)	219	-8						23		9														21	2	15	5	5		5						
50	EAGLE EYE CHERRY (WORK)	217	-50		13								9	8											5		5	15	9		12		4				

CHERYL WHEELER *If it Were Up to Me*



the first single from *Sylvia Hotel*

Add date: February 9

On average everyday in this country fourteen children are killed with guns.

HELP US STOP HANDGUN VIOLENCE:

Between February 9 and March 9, 1999, Rounder Records will contribute \$5.00 for every spin given to "If It Were Up To Me" to the Center To Prevent Handgun Violence.

The Center to Prevent Handgun Violence, chaired by Sarah Brady, is a non-profit organization working to reduce gun violence through education, research and legal advocacy.

For more information, call Katrinka Suydam at Rounder Records, 617-354-0700 extension 277.





ALTERNATIVE

Yeah, But Can You Make a Living at It?

BY RICHARD SANDS

Want to know how to talk like an Internet executive? Master this one phrase: "Looking out a couple of years..." I heard this line over and over when my recent career search took me into the heart of Cyberworld. I was told that "looking out a couple of years," the Internet will soon have parity with all the other electronic appliances in your home—you know, like radio, television, and the refrigerator—all because of some technological doohickey that made my eyes glaze over. Just about like yours probably are doing right now.

But some refugees from radio have already "looked out a couple of years," and blazed a trail that I suspect many of us soon will be following. This week I profile three pioneers, all former leaders at Alternative radio, who have already found a comfortable home on the Internet.

KEVIN COLE

You might remember Kevin from his days programming such progressive Minneapolis radio stations as KJJO and Rev 105. These stations were almost impossible to categorize, playing Beck right next to James Brown.



You might also have heard of his new employer, Amazon.com. Kevin has managed to take his radio passion and apply it to the Number One commerce site on the Web. "The thing I loved about radio, which hardly exists anymore, is turning people on to music," Cole confided to me.

Amazon puts out the equivalent of a music magazine every week, with 18 editors contributing artist interviews, profiles, reviews, and much more. As the Recommendations Editor, Cole's job is to help people find all types and styles of music, from major label releases to songs recorded in the artist's basement. "I want to help people discover cool

new music, and with this job I can," he continues. "The Internet has so much potential, and the really exciting thing is we don't even know what's coming next. There are untapped possibilities that we haven't even thought of yet."

OK, but can you make a living doing this? "The pay is comparable to radio," Cole answered somewhat amusedly.

ALEX BENNETT

Who had the first radio station Web site? Wrong, radio breath. It was LIVE



105-San Francisco in the later stages of 1991 and early '92. Back then, we 'Webcast' the Alex Bennett morning show. I really shouldn't say "we," since I had nothing to do with it. It was the work of Alex himself.

"I'm not so much concerned by 'what is'...I've always been fascinated by 'what's next,'" Bennett confesses. "So I am not at all surprised to see the explosion of the Internet."

After ten years as morning host at LIVE 105, Alex has found a new home online. In addition to doing a radio show on his own site, *radiofreejack.com*, Bennett is excited about his new employer Play, Inc., a company best known for its computer peripherals. Right now, the firm is in the top-secret development stage of creating content for the Web.

"The broadcaster of tomorrow might well be your next door neighbor," Bennett says. "What I'm trying to do is to utilize the Internet to create a 24-hour network that is neither radio nor TV, but a blending of both. I can host a radio-style show in the morning, but then at night, we can add video for our new program *Two Guys on a Couch*."

The really exciting opportunity for the Internet, Bennett observes, is that "the stars of our business tomorrow will be the people who

today can't even get their foot in the door at Chancellor, CBS, or Entercom." And about the money? "I am being paid nicely for developing this project right now," Bennett declares diplomatically.

RICK LAMBERT

Not too many Alternative programmers can claim that their stations were number one 12+ in their market, but Rick Lambert can, having achieved the unachievable at The End in Seattle. Rick has since taken on a new challenge as the Director of Programming for OnRadio. "In my opinion, Radio stations have some of the worst sites around," Lambert comments. "So many station Web sites have nothing new on them—



you'll see the same morning show photo today, a month from now, a year from now; it never changes. Our goal is to make each radio station Web site a portal targeted at that station's P1 listeners, so that the listener will use the site as their primary one, instead of CNN, Microsoft, or some other non-station address."

Does he miss radio? "So far, so good," Lambert replies. "It's kinda hard to get rid of the station mentality when you've been at it as long as I have, so we made this place like a radio station." OK, so what about the material rewards? Lambert, who says he's excited about the future possibilities on the Internet, says that it was difficult to make a living...but in the future? "Definitely!" he concludes. Yeah Rick, just looking out a couple of years...

Smart Pant Suit Not Required

"The GAVIN" is just a few weeks away. Registered yet? *C'mon*. Among the many highlights of this year's Seminar is a "Town Hall Meeting" that's going to look at how we all can "put the fun back in dysfunctional." Some of the big-ass names who will be on-hand are Danny Goldberg, Norm Pattiz, Pierre Bouvard, John Martin, and Herb McCord. Also don't miss

the keynote address by Matt Drudge. And if that isn't enough, have you heard that the annual Alternative Chick Breakfast is "on campus" this year? Everyone is invited to come Saturday (February 20) to the De La Salle suite...and no, men need not wear "a smart pant suit." Contact the GAVIN Convention Services to get registered at (415) 495-1990, ext 633.

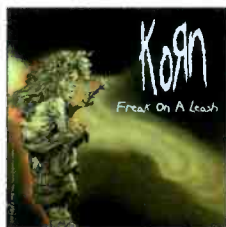
Alternative Plans

Your Alternative agenda goes like this: we kick things off Thursday afternoon (February 18) with a look into your future at the Alternative Summit. Join panelists Jim McGuinn of WPLY-Philadelphia, Mark Hamilton of KNRK-Portland, ex Q-101-Chicago PD Alex Luke and others in a discussion about the things that really matter. Then, it's an open forum: "Festivals: The Monster We Created." Jonathan L. Rosen, the man responsible for the granddaddy of all festivals (Phoenix's Q-fest), will moderate.

Friday afternoon it's time for our Jukebox Jury. Host Mad Max Tolkoff has amassed a great group of judges, including Robert Benjamin, PD of WHFSI, and many more. Finally, Saturday we crown the Kings & Queens at the awards luncheon.

ALTERNATIVE

MOST ADDED



KORN (19)

Freak On A Leash
(Immortal/Epic)

Including: WQBK, KRZQ, KJEE, WPGU, WKRL, KHLR, WXDG, KKND, WBRU, KXRX, WBTZ, KEDJ, WJSE, WEJE, WFNX, WKQX, WAVF, KMYZ, KWDD

LIT (19)

My Own Worst Enemy
(Malicious Vinyl/Red Ant)

Including: WQBK, WPBZ, WHFS, WGBD, KTEG, KJEE, KLZR, WHTG, WGRD, WMRQ, WJSE, KTCL, WFNX, WKRD, WQSC, WRXQ, KMYZ, KWDD, WWCD

OFFSPRING (16)

Why Don't You Get A Job?
(Columbia/CRG)

Including: WLIR, WPBZ, KLZR, KHLR, WWDX, WEDX, WPLY, WDST, WWCD, WMRQ, WJSE, WKRO, WRXQ, WAVF, KMYZ, KKDM

JUDE (14)

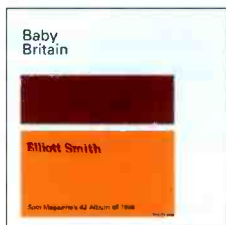
Rick James (Maverick)

Including: WLIR, WAVF, KWDD, KEDJ, WJSE, WEJE, WMRQ, WMAD, WHMP, KKND, KHLR, KFTE, KACV, KT8Z

BARENAKED LADIES (13)
Alcohol (Reprise)

Including: WEDG, WPLT, KJEE, WPGU, KHLR, WWDX, WGRD, WDST, WJSE, WQSC, WXDX, WWCD, WHMP

RADIO SAYS



ELLIOTT SMITH

"Baby Britain" (Dreamworks)

Spin Magazine's #2 album of the year has radio humming along.

"Fulfills sensitive quotient of our playlist...plus its a good song.

—Phil Manning, The End, Seattle

LW	TW		Spins	Diff.
1	1	EVERLAST - What's It Like (Tommy Boy)	2580	+332
2	2	SUGAR RAY - Every Morning (Lava/Atlantic)	2429	+352
<i>Sugar Ray "Every Morning" - Move over, baby, make room!</i>				
5	3	HOLE - Malibu (DGC)	1920	+356
3	4	CAKE - Never There (Capricorn)	1908	+204
4	5	LENNY KRAVITZ - Fly Away (Virgin)	1622	-10
10	6	EVE 6 - Leech (RCA)	1551	+343
13	7	CREED - One (Wind-up)	1482	+362
11	8	ORGY - Blue Monday (Reprise)	1423	+282
8	9	GOO GOO DOLLS - Slide (Warner Bros.)	1410	+133
6	10	NEW RADICALS - You Get What You Give (MCA)	1257	-58
12	11	GARBAGE - Special (Almo Sounds)	1244	+119
7	12	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	1233	-58
17	13	MARVELOUS 3 - Freak Of The Week (?)	1192	+247
16	14	CARDIGANS - My Favourite Game (Mercury)	1174	+186
24	15	COLLECTIVE SOUL - Heavy (Atlantic)	1147	+361
14	16	PLACEBO - Pure Morning (Virgin)	1137	+119
21	17	EVERCLEAR - One Hit Wonder (Capitol)	1129	+273
15	18	ALANIS MORISSETTE - Joining You (Maverick/Reprise)	1099	+102
9	19	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	1075	-150
23	20	DAVE MATTHEWS BAND - Crush (RCA)	1036	+231
20	21	REMY ZERO - Prophecy (Profile)	966	+92
19	22	SOUL COUGHING - Circles (Warner Bros.)	908	+14
18	23	BETTER THAN EZRA - At The Stars (Elektra/EEG)	906	-38
38	24	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	857	+436
<i>Offspring "Why Don't You Get A Job?" - A fast mover and a most added!</i>				
22	25	U2 - Sweetest Thing (Island)	846	-1
25	26	BEASTIE BOYS - Body Movin' (Grand Royal/Capitol)	845	+73
28	27	FATBOY SLIM - Praise You (Astralwerks)	822	+164
35	28	TIN STAR - Head (V2)	798	+330
31	29	SEMISONIC - Secret Smile (MCA)	762	+195
32	30	VAST - Touched (Elektra/EEG)	736	+201
44	31	R.E.M. - Lotus (Warner Bros.)	674	+274
26	32	BARENAKED LADIES - It's All Been Done (Reprise)	654	-97
30	33	KORN - Got The Life (Epic)	646	+72
29	34	HOLE - Celebrity Skin (DGC)	639	+38
37	35	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	558	+135
42	36	LIMP BIZKIT - Faith (Flip/Interscope)	547	+137
—	37	DOVETAIL JOINT - Level On The Inside (Columbia/C2/Aware)	523	N
—	38	THE LIVING END - Prisoner of Society (Reprise)	503	N
27	39	FUEL - Bittersweet (550 Music)	493	-197
40	40	ROB ZOMBIE - Dragula (Geffen)	460	+45
45	41	TOMMY HENRIKSEN - I See The Sun (Independent)	442	+49
36	42	KHALEEL - No Mercy (Hollywood)	427	-18
—	43	BARE JR. - You Blew Me Off (Immortal/Epic)	394	N
—	44	BLONDIE - Maria (Beyond Music)	387	N
—	45	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	374	N
—	46	LIT - My Own Worst Enemy (Malicious Vinyl/Red Ant)	367	N
46	47	ZEBRAHEAD - Get back (Columbia/CRG)	349	-23
39	48	EVERCLEAR - Father Of Mine (Capitol)	345	-73
41	49	CLASS OF 99 - Another Brick in the Wall (Columbia/CRG)	320	-94
49	50	EVE 6 - Inside Out (RCA)	297	-25



ON THE RECORD

"I didn't get into this business to become a great jock. I did it for the music," WXRK, New York MD Mike Peer told me. And part of his love of music, is to find the gems early. This week the Gavin Nominee for MD of the Year gives us three tasty tidbits for 1999.

EMINEM

"My Name Is..." (Interscope)
"Wait 'til you hear this thing, and you've got to see the video!"

THE HATE DEPARTMENT

"Release It" (Restless)

If you played Prodigy, this is right up your alley. An amazing techno hook. Very male.



RAMMSTEIN

"Wolft Ihr Das Bett In Flammen Sehen" (Island)

While some people look ahead, Mike looked backwards for this one. "This is actually from their 1995 release, and its better than Du Hast!"

PLEASE NOTE: I need my nap time, so we have a **new reporting deadline**. All reports must now be in by **3 PM Pacific time on Tuesday afternoon**. All this means is that you must move your music meeting to a time that makes my life easier. Seems reasonable to me.

ALTERNATIVE REPORTS
ACCEPTED THROUGH TUESDAYS
8 A.M.-3 P.M. (PLEASE NOTE NEW TIME)
GAVIN STATION REPORTING
PHONE: (415) 495-1990
FAX: (415) 495-2580

PICTUREPARADE

Last week I promised more of the Daddies. Here are the Cherry Poppin' Daddies at KZMZ, Minneapolis' "Zone for the Holidays." That's PD John Lassman with his hands on the babes.



Here I am with KROQ's newest jock, "Big Daddy." Well, actually, as threatened last week, it is a picture of my Daddy, Bert Sands. That reminds me. If you want to see your station picture in this space, it might be a good idea to get it to me, and fast.

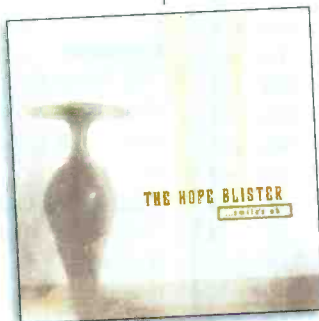
COLLEGE

Hope Blister: The Evolving Vision of 4AD's Ivo Watts-Russell

BY KATIE ZARLING

Ivo Watts-Russell, founder of the illustrious 4AD Records, shares an unblemished creative vision with his new project The Hope Blister: "If music hits that invisible and indescribable sort of note internally that it can do, and it happens to connect with me, that's the starting point. I just trust that feeling inside of myself," he says.

Fans will inevitably compare The Hope Blister to its kissing cousin, This Mortal Coil. Watts-Russell's semi-equivalent project of the mid- to late-'80s. Like TMC, The Hope Blister is an assembly of musicians brought together for the orchestration of Watts-Russell's own musical Manifest Destiny—a kind of journey of expression through poignantly selected cover songs. However, unlike the fanfare of artists involved with This Mortal Coil, The Hope Blister relies on only



five musicians. Still, even with this increased intimacy, the new project cannot be misinterpreted as merely a band: "It's an arena, or a forum for selected people to come and do what they've been chosen to do," Russell explains. "The reason they've been chosen is because they do something in a certain way."

The resulting effect on *Smiles OK* is a seamless dream from beginning to end. Louise Rutkowski's almost angelic vocals float aesthetically over the string arrangements of Audrey Riley. Laurence O'Keefe provides an ephemeral bass and Ritchie Thomas plays the intermittent drums and saxophone. The mixing capabilities of John Fryer and the production efforts of Ivo himself add the final touches. "I wanted to do as much as humanly possible with the bass guitar, embellished only by a string quartet and voice,"

Watts-Russell says.

All cover songs, though remotely recognizable, are reworked to the quintessential 4AD standard. Watts-Russell, who hand selects the tracks, says, "I'm always thinking about it. I'm always listening to music or thinking about music and wondering if there are ways they can be interpreted that are appealing," he says.

Future Hope Blister projects are definitely on the horizon. However,

logistics are vague. "It's a blank canvas, and if it got filled up with exactly the same people and it worked, that would be OK. But there's part of me that wants it to be anyone...and it could be anyone," Watts-Russell says.

4AD is planning an Internet mail order only release of instrumental outtakes and versions of the record, to be called *Underarms*. "It's like a collage, just bits and pieces," he says.

Why You Need to Be at the Seminar

Yes, kids. It's that time again. Now, I know many of you can't wait to get your Hurricane on and boogie down Bourbon Street. But you must remember: You are attending the GAVIN Seminar to learn a lil' something about how our wacky and nutty industry works. Yes, the schmoozing opportunities will be great. (I know it's not "cool" to schmooze if you're a college kid, but hey—save the drama for your mama.) *Everyone* loves to schmooze, and even if you think you're not schmoozing, you are. OK?

Here is a partial list of all the good stuff going down.

WEDNESDAY FEBRUARY 17

9 p.m.-1 a.m. Rock & Bowl (off-site) Bowling Extravaganza Sponsored by Warner Bros., Capitol, Curb, American Gramophone, and Universal. Boulder Ent. is flowin' drinks and munchies. A donation is requested to benefit the T.J. Martell Foundation for cancer, AIDS, and leukemia.

THURSDAY FEBRUARY 18TH

9:30 a.m. Townhall Meeting Sponsored by McClusky & Assoc.
1:30 p.m. Music on the Internet
2:15 p.m. Pre-Millennium Tension: Keeping College Radio Relevant in the 21st Century.

Moderators will be S.P.E.C.T.R.E.'s Dave Sanford and GAVIN's Vinnie Esparza.

4 p.m. College Welcoming Party.

Plus: Massages compliments of E. Pluribus Unam in the Elysian Fields room. I suggest you take advantage of this.

FRIDAY FEBRUARY 19

9:30 a.m. One-On-One with Matt Drudge

The man who, ahem, "blew" the cover off the Clinton scandal speaks!

2:30 p.m. College Music Directors Speak Up!

Hosted by WCBN's Brendan Gillen Knowledge bestowed upon you from the "old" school.

6 p.m. Silent Auction Reception

Bids benefit the Musicians Assistance Program.

6:30 p.m. GAVIN Cocktail Party

Prepare yourselves.

SATURDAY FEBRUARY 20

9:30 a.m. Stephan Pollan Keynote

Noon College Jukebox Jury

Always a good time

4 p.m. College Awards

And the winner is...

Plus: GAVIN's own Eric "The Big E" Shade to give booty massages throughout the weekend. See him in his room. Bring treats.

SUNDAY FEBRUARY 21

10 a.m.-noon. Crawl out of the sewer. Take the lamp shade off your head. Shower. Drink a Bloody Mary. Go home.

FOR REGISTRATION INFORMATION, CONTACT OUR CONVENTION SERVICES DEPARTMENT AT (415) 495-1990 EXT. 653.

Webradio.com: The Next Wave in Radio Broadcasting

BY VINNIE ESPARZA

Webradio.com, a rapidly growing network of radio stations and live webcasting events from around the world that is powered by Enblaze™ (which works on all Java-enabled browsers) is currently linking up with College radio stations across the country in order to broadcast their signals on the Internet. Webradio.com provides a turn-key digital encoding computer terminal and software to the station, which is then used to encode and uplink the station's signal to the Webradio network *free of charge*.

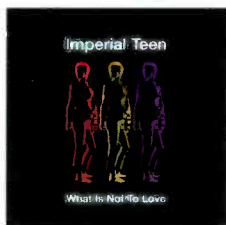
The company provides a broadcast page template to the station,

allowing each to incorporate its own logos, playlists, call letters, slogans, frequency, location, contests and promotions, and other station-specific information. It also provides direct phone and technical support to help the station set up and maintain their site. In turn, the station provides Webradio with a minimum of 10 on-air promotional mentions throughout the day—a small price to pay for such a major service. The site plans to go live in April.

If you are interested in bringing your station into the 21st Century, contact Webradio.com for further information at 1-888-643-6782; fax (818) 703-8654. Or check out their site at www.webradio.com.

COLLEGE

MOST ADDED



IMPERIAL TEEN (29)

What Is Not To Love
(Slash/London)

Including: KCOU, KCSB, KCSU, KGLT, KTXI, KUCI, KUGS, KWBU, KWVA, KZSC, WCBN, WCOB, WDBM, WICB, WITR, WJCU, WMNF, WMSE, WRUV, WSMU, WUMS, WUSB, WVKR, WVUM, WVUJ, KLSU, WBNY, WRVU, WNHU.

KING RADIO (26)

Mr. K Is Dead, Go Home
(Tar Hut)

Including: KBOO, KCOU, KCSB, KCSU, KDVS, KLSU, KTXI, KUCI, KUGS, KWBU, KZSC, WBNY, WCOB, WFDU, WICB, WITR, WJCU, WNHU, WRAS, WRUV, WUMS, WVUM, WVUJ, WDBM, WMSE, WMSV.

HI-FI KILLERS (26)

Jamaica (LooseGroove)

Including: KCOU, KGLT, KGRG, KLSU, KTCU, KTXI, KUGS, KWBU, KZSC, WCOB, WDBM, WDCR, WEGE, WFDU, WITR, WJCU, WMNF, WMSE, WRAS, WUMS, WVUM, WZBC, WRVU, WBNY, WNHU, WICB.

DIRTY POODLE (25)

Dirty Poodle
(Put It On A Cracker)

Including: KCOU, KCSB, KGLT, KTXI, KUCI, KUGS, KZSC, WBNY, WCOB, WDBM, WDCR, WFDU, WITR, WMNF, WNHU, WRUV, WRVU, WUMS, WUOG, WUSB, WVFS, WVKR, WVUM, WVUJ, WZBC.

RECORDS TO WATCH



APRIL MARCH

Chrominance Decoder
(Ideal/Mammoth)

She's back! Once again Ms. March delivers a perfect pop record that makes you wanna run around naked in the sun. Features remixes by the Dust Brothers.

ARTIST PROFILE

APRIL MARCH

LATEST RELEASE:

Chrominance Decoder

LABEL: Ideal/Mammoth

CONTACT: Sally Kleinbart

(323) 665-0777 x204

WEB SITE: www.ideal.com

HISTORY: She drove from New York to Los Angeles in 1991 in her sister's Volkswagen Fox to animate for Spumco's "Ren and Stimpy Show." Music was a side project, an interest. Today, she's a retired animator, a professed painter, and America's hippest budding "French" pop star that

flippantly describes her music as "Futuristic Nostalgia."
INFLUENCES: "I mostly listen to classical music. Other than that, there's some French bands, all that sixties stuff and Stereolab. The reason I was attracted to French music in the first place is because I've come to realize that it's completely devoid of rhythm and blues influence. It's all

built on classical and jazz."
Personal Philosophy: I like to explore. I know it sounds corny, but I like to explore and learn new things. So I'm constantly trying new things.
ON RADIO: I listen to classical radio. If I listen to a regular station... Well, there's not enough consistency in the production to hold my attention.



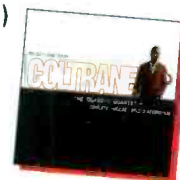
LW	TW		Rpts.	Adds
3	1	FATBOY SLIM - You've Come A Long Way, Baby (Astralwerks) <i>Finally, the Fat one himself lands the top spot. Did you know homeboy was in the House Martins?</i>	24	0
1	2	ASIAN DUB FOUNDATION - Rafi's Revenge (Phase 4)	26	0
2	3	SPIRITUALIZED - Royal Albert Hall October 10, 1997 Live (deConstruction/Arista)	25	0
11	4	TAKAKO MINEKAWA - Cloudy Cloud Calculator (Emperor Norton/March)	29	2
7	5	VARIOUS ARTISTS - Bombay the Hard Way (Motel)	28	0
N	6	MOJAVE 3 - Out of Tune (4AD/Sire) <i>Can you say "highly anticipated?" Be sure and catch them live. Amazing, I say.</i>	25	2
31	7	KITTY CRAFT - Beats and Breaks from the Flower Patch (Kindercore)	26	0
6	8	STEREOLAB - Aluminum Tunes (Drag City)	24	0
5	9	FEAR OF POP - Volume 1 (550 Music)	20	0
39	10	ANI DIFRANCO - Up Up Up Up Up Up (Righteous Babe)	20	0
8	11	JON SPENCER BLUES EXPLOSION - Acme (Matador/Capitol)	16	0
N	12	THE PASTELS - Illuminati (Up)	31	8
4	13	MACHA - Macha (Jetset)	19	0
N	14	VARIOUS ARTISTS - Songs for the Jetset Volume 2 (Jetset)	26	3
34	15	THE BOREDOMS - Super aR (Birdman)	16	0
24	16	DON CABALLERO - Singles Breaking Up (Touch & Go)	21	5
16	17	MASTERS OF THE HEMISPHERE - Masters of the Hemisphere (Kindercore)	15	0
14	18	SEAN LENNON - Half Horse, Half Musician (Grand Royal/Capitol)	20	0
13	19	R.E.M. - Up (Warner Bros.)	12	0
17	20	JETS TO BRAZIL - Orange Rhyming Dictionary (Jade Tree)	17	0
9	21	PLACEBO - Without You I'm Nothing (Virgin)	11	0
12	22	HIS NAME IS ALIVE - Ft. Lake (4-AD)	16	0
22	23	BUCKMINSTER FUZEBOARD - How to Make C60 BR24 In an Hour (Slabco)	16	1
29	24	DIG - Lifelike (Radiouniverse)	9	0
10	25	BECK - Mutations (DGC)	15	0
N	26	JASON FALKNER - Can You Still Feel? (Elektra/EEG)	16	0
28	27	JAWBOX - My Scrapbook of Fatal Accidents (DeSoto)	18	0
N	28	KARATE - The Bed is in the Ocean (Southern)	10	0
15	29	CARDIGANS - Gran Turismo (Mercury)	9	0
N	30	MXPX - Let It Happen (Tooth and Nail)	14	2
32	31	LONG HIND LEGS - Feb. 4th-14th, 1998 (Kill Rock Stars)	12	0
25	32	SQUARE PUSHER - Music Is Rotted One Note (Warp/Nothing)	14	0
45	33	VOLUME ALL-STAR - Self-connected Twice-elected (Slabco)	10	0
27	34	4 HERO - Two Pages (Mercury)	11	0
N	35	BOO RADLEYS - Kingsize (Creation)	13	4
47	36	MANKIND LIBERATION FRONT - Center of the Universe (RCA)	12	0
40	37	CAT POWER - Moon Pix (Matador)	9	0
42	38	LAGWAGON - Let's Talk About Feelings (Fat Wreck Chords)	16	1
N	39	LO-FIDELITY ALLSTARS - How to Operate With A Blown Mind (Columbia/CRG)	12	2
19	40	PORTISHEAD - Roseland NYC Live (Go!Discs/London/Island)	10	0
23	41	TALVIN SINGH - OK (Island)	14	0
36	42	THE RONDELLES - Fiction Romance, Fast Machines (Smells Like Records)	14	0
N	43	MUSLIM GAUZE - Hussein Mahmood Jeeb Tehar Gass (Soleilmoon)	13	4
37	44	SILVER JEWES - American Water (Drag City)	8	0
26	45	P.J. OLSSON - P.J. Olsson (Red Ink)	11	0
N	46	JIMMY EAT WORLD - Jimmy Eat World (Capitol)	9	0
44	47	BELLE & SEBASTIAN - The Boy With the Arab Strap (Matador)	8	0
N	48	BUILT TO SPILL - Center of the Universe 7" (Warner Bros.)	8	2
33	49	BAXTER - Television EP (Maverick)	7	0
N	50	EDITH FROST - Telescopic (Drag City)	9	0



REVIEWS

JOHN COLTRANE Selections from the Classic Quartet (Impulse!)

Due to an overwhelming response from college kids, this sampler will now be serviced to college stations. For those not in the know, Coltrane has inspired more musicians than you can even begin to imagine, jazz or otherwise. While his recordings for Prestige and Atlantic are all that, it is his Impulse recordings that made him a true legend. Adds are February 1st and 2nd. Contact Jill Weindorf at (212) 424-1088 for more information.



PRINCE CHARMING

Fantastic Voyage (WordSound)

Prince Charming is yet another enigmatic character of the notorious WordSound posse. Originally from Detroit, but now based in Seattle, Fantastic Voyage is Prince Charming's second album. The album's plays more like a soundtrack for a dark, stormy night, fusing dub, bizarre sounds, and strange dialogue, all in all, making for a very surreal listening experience. The artist is also known for making experimental films, which perhaps would explain the album's soundtrack qualities. Contact WordSound at wordsound@aol.com



COLLEGE REPORTS ACCEPTED
MONDAYS 9 A.M.-4 P.M.
TUESDAYS 9 A.M.-3 P.M.
GAVIN STATION REPORTING
PHONE: (415) 495-1990
FAX: (415) 495-2580

ACTIVE ROCK

Are You Ready for "Stoner Rock"?

BY JACK ENDINO

ENDINO WEIGHS IN

I had to laugh when Jack Endino presented me with his business card last summer in Portland, Ore. It read "Producer Engineer Musician Workaholic." That pretty much sums up this Seattle native's brilliant career, which started in 1985 with his band Skin Yard (featuring musicians that would later go on to play in Soundgarden, Mother Love Bone, Mad Season, and the Presidents of the United States). Probably best known for his production work on the first records by Nirvana, Mudhoney, the Screaming Trees, and Tad, Jack's current work includes Bruce Dickinson (ex-Iron Maiden), Zeke, and Nebula. Between all his time twisting knobs, Jack offered the following thoughts on how, whether he likes it or not, he helped make the term "grunge" a household name. —MATT BROWN

I recently did some recording with Nebula, a band made up of ex-members of one of my favorite bands, Fu Manchu. Currently the group is touring with Mudhoney, and from the email I've been getting, both bands are just *killing* people across the land. The recording sessions were excellent, though I'm not sure yet who will release the tracks.

Tony Presedo of Tee Pee Records, who put out the first Nebula CD, hooked me up with a copy of a record entitled *Jerusalem*, by the band Sleep. This is a band that has been attempting to become the heaviest band in existence—something bands periodically (often amusingly) attempt. The story of *Jerusalem* is that the band delivered to their then-label an album consisting of a single, 40-plus-minute slab of music built around one huge, thudding, monolithic riff. Of course, the label (idiots!) dropped

em—even after review copies that had been sent out virtually guaranteed the record instant mythical status. (Maybe this did Sleep a favor?)

Now bootlegs have appeared, of which my copy appears to be one (the Music Cartel has just released an "official" CD of *Jerusalem*).



Listening to it for the first time, I put myself in "A&R" mode, just for laughs. Noting how the drums come in at about the 3-minute mark, and the vocals at about the six-minute mark, I thought, "Gee, where's the *single*?"

Hold on, I'm coming to the point!

I recently also got in the mail a promo copy of the new album by Queens of the Stone Age, from Seattle's very own Loosegroove Records. This band consists of Josh Homme, original guitarist for Kyuss and sometimes second-guitarist with the Screaming Trees; Alfredo Hernandez, who drummed on the final Kyuss record; and Nick Oliveri, who played bass on the first two Kyuss albums. Then I saw Queens' debut show here, which was impressive (and *loud*). Onstage with Queens for a couple songs was John McBain, formerly of Monster Magnet and currently mastermind (with Matt Cameron) behind Seattle's Wellwater Conspiracy.

All these connections...here's where it starts to make sense:

A few months ago I got a call from

a writer for *GQ* magazine (!). Mark from Mudhoney sent him to me, since I had once recorded a Blue Cheer album (an unsatisfactory experience, but that's another story). We had an animated conversation about obscure, '70s, heavy rock bands, about which I have some

expertise, being one of the few people with a working memory who actually sought out much of said music during the '70s (pre-punk) when it was as underground as indie rock is today. (Fave: The Groundhogs, UK, '69-'74)

This gentleman told me he was doing an article on the new "Stoner Rock," by which he meant bands like Fu, Nebula, Kyuss, Queens of the Stone Age, Sleep, Monster Magnet, etc. I

ribbed him for doing the cliché press thing of pigeonholing a new genre under a cute name, but he was unrepentant—guess it's his job.

But now other people are using the term. Witness Loosegroove in their press kit for Queens, describing Josh Homme's previous band: "...hailing from Palm Desert, California, Kyuss released four albums that continue to influence bands who have fallen under the categorization of 'stoner rock' (Fu Manchu, Sleep, Monster Magnet) before disbanding in 1995..."

Behold, the "birth" of a new genre.

Funny; what all these bands are is "grunge" bands, in our original 1987 descriptive sense of the word, rather than the media's 1991 usage. (And no, Pearl Jam is no more a "grunge" band than Nirvana was a "punk" band—gimme a break!) One thing these bands all have in common is some degree of influence from "heavy" bands of the late-'60s/early-'70s, most obviously Black Sabbath and Blue Cheer, with maybe a touch of Zep. Though most of them, of

course, weren't born then and would probably deny it. (An aside: Sabbath on Letterman? Original lineup? Did this really happen? The axes of the universe have shifted.)

Why "stoner rock"? You'll know it when you hear it. We're talking massive, slow to mid-tempo riffs, huge guitars, long solos, antique effects pedals, and lots and lots of distortion; and no trace of '80s metal posing, formula, or overproduction. It's an earlier formula, perhaps. You might call it "proto-metal," but I'm afraid we are all going to end up calling it "stoner rock." Like it or not.

I was amused to note that at least one of the Nebula songs I just recorded appeared to be about pot. The Sleep record actually has a picture of a pot leaf nailed to a cross! Ponder the name "Queens of the Stone Age." OK, so something's going on here; there's a little scene going, though it does not appear to be geographically localized. Rock music reinventing itself once again? "Grunge" was an idiotic media name for one brand of recycled '70s rock. "Stoner Rock" will be an idiotic media name for yet another, marginally different brand of recycled '70s rock.

What must not be forgotten here is that the best of these bands are not just rehashing; they are picking up threads that were *dropped* back then and *extending* them further with modern influences. They are taking up where others left off. I actually like this—there are lots of branches on the rock tree that led nowhere in their time, and when someone comes along years later and extends these, the results are often interesting. Rock refuses to go away.

Stoner Rock. Get used to it.

Editors Note: At press time comes word that the So Cal sonic titan Nebula has inked a deal with Zero Hour Records and will begin recording next month; Wellwater Conspiracy's Brotherhood of Electric: Operational Directives will be released this month on Time Bomb Recordings.

MOST ADDED



KORN (16)

Freak On A Leash
(Immortal/Epic)

Including: WYSP, WTFX, WRIF, WJJO, KXXR, KZRZ, KIBZ, KISW, KKED, KRAR, KBPI, KAZR, KDOT, WCCC, KTUX, KCGQ.

SECOND COMING (16)

Vintage Eyes (Capitol)

Including: WTFX, WXVO, WRUF, WRQC, WYSP, WQXA, WPUP, WGBF, KPOI, KLBJ, KFGX, KEYJ, KDOT, WRXF, WCCC, KTUX.

OLEANDER (11)

Why I'm Here
(Republic/Universal)

Including: KRQR, WRXF, KEYJ, WLZR, WQXA, KPOI, WBOP, KRAR, KZZK, WRIF, WJJD.

OFFSPRING (11)

Why Don't You Get A Job?
(Columbia/CRG)

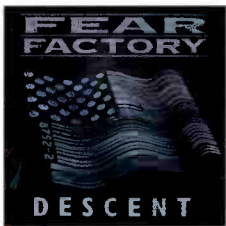
Including: WCCC, KIBZ, WPUP, KRAR, WXVO, KBPI, KIOZ, KEGL, KZRK, KDOT, KRZR.

SCREAMING CHEETAH WHEELIES (11)

Right PlaceWrong Time
(Capricorn)

Including: KTUX, KEYJ, KFGX, WPUP, WIHN, WRUF, KZZK, KSEZ, WTFX, WPHD, WMZK.

RADIO SAYS



Fear Factory
"Descent"
(Roadrunner)

"Have NO FEAR, it sounds great on the air."
—KUPD Phoenix,
Arizona PD, JJ Jeffries

ACTIVE

LW	TW		Spins	Diff.
—	1	CREED - One (Wind-up) <i>Got Creed???</i>	1410	N
—	2	EVERLAST - What's It Like (Tommy Boy)	1342	N
—	3	METALLICA - Turn The Page (Elektra Entertainment Grp.)	1306	N
—	4	COLLECTIVE SOUL - Heavy (Atlantic)	1111	N
—	5	LENNY KRAVITZ - Fly Away (Virgin)	1105	N
—	6	BLACK CROWES - Kicking My Heart Around (Columbia/CRG)	1055	N
—	7	GODSMACK - Whatever (Republic/Universal)	870	N
—	8	METALLICA - Whiskey In The Jar (Elektra Entertainment Grp.)	857	N
—	9	ROB ZOMBIE - Dragula (Geffen)	825	N
—	10	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	719	N
—	11	OFFSPRING - Pretty Fly (For A White Guy) (Columbia/CRG)	712	N
—	12	KENNY WAYNE SHEPHERD - Everything Is Broken (Revolution)	680	N
—	13	CLASS OF 99 - Another Brick in the Wall (Columbia/CRG)	636	N
—	14	MONSTER MAGNET - Powertrip (A&M)	631	N
—	15	BLACK SABBATH - Psycho Man (Epic)	563	N
—	16	HOLE - Celebrity Skin (DGC)	553	N
—	17	FUEL - Bittersweet (550 Music)	553	N
—	18	EVE 6 - Leech (RCA)	544	N
—	19	ROB ZOMBIE - Living Dead Girl (Geffen)	520	N
—	20	REMY ZERO - Prophecy (Profile) <i>Frontman Cinjun Tate's the boss now that he's married to Alyssa Milano.</i>	503	N
—	21	BLACK SABBATH - Selling My Soul (Epic)	494	N
—	22	GOO GOO DOLLS - Slide (Warner Bros.)	487	N
—	23	SPRUNG MONKEY - Super Breakdown (Hollywood)	435	N
—	24	STABBING WESTWARD - Haunting Me (Columbia/CRG)	421	N
—	25	BARE JR. - You Blew Me Off (Immortal/Epic)	410	N
—	26	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	393	N
—	27	ECONOLINE CRUSH - Surefire (Restless)	373	N
—	28	KORN - Got The Life (Epic)	340	N
—	29	TRAIN - Free (Aware/Columbia)	324	N
—	30	CREED - What's This Life For? (Wind-Up)	318	N
—	31	INDIGENOUS - Now That You're Gone (Independent)	316	N
—	32	PLACEBO - Pure Morning (Virgin)	311	N
—	33	JONNY LANG - Still Rainin' (A&M)	300	N
—	34	ORGY - Blue Monday (Reprise)	300	N
—	35	KID ROCK - I Am The Bullgod (Lava/Atlantic)	284	N
—	36	CANDLEBOX - Happy Pills (Maverick)	280	N
—	37	LIMP BIZKIT - Faith (Flip/Interscope)	216	N
—	38	KISS - You Wanted The Best (Mercury)	205	N
—	39	SECOND COMING - Soft (Capitol)	201	N
—	40	OLEANDER - Why I'm Here (Universal/MCA)	198	N

CHARTBOUND

HOLE - "Malibu" (DGC)	KORN - "Freak On A Leash" (Immortal/Epic)
R.E.M. - "Lotus" (Warner Bros.)	QUEENS OF THE STONE AGE - "If Only" (Loosegroove)
PANTERA - "Hole In The Sky" (Elektra/EEG)	CREED - "I'm Eighteen" (Wind-Up)
NAZARETH - "Light Comes Down" (CMC International)	OFFSPRING - "Why Don't You Get A Job" (Columbia)
MOTLEY CRUE - "Enslaved" (Motley/Beyond)	GOO GOO DOLLS - "Dizzy" (Warner Bros.)
FEAR FACTORY - "Descent" (Roadrunner)	DIG - "Live In Sound" (Radiouniverse/Universal)

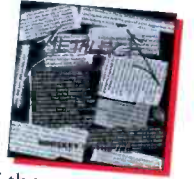


REVIEWS

METALLICA

Whiskey In The Jar (Elektra/EEG)

The alcoholica crew serve up another solid single, as they turn the page and focus on single number two from Garage Inc., an infectious cover of the classic Thin Lizzy track. Originally a traditional Irish folk ballad, Metallica spice up the ol' tale and take it one step further. Look out for the Metallicats, composer Michael Kamen & the SF Symphony to do a rare show slated for April of '99.



ADDS FOR FEBRUARY 1 & 2

The **Mayfield Four** "Don't Walk Away" (Epic), **Jonny Lang** "Wander This World" (A&M), **Ruth Ruth** "Chemical Peel" (RCA), **Galactic Cowboys** "Ants" (Metal Blade).

ADDS FOR FEBRUARY 8 & 9

Lit "My Own Worst Enemy" (RCA), **Fuel** "Jesus Or A Gun" (550 Music), **Virgos Merlot** "Gain" (Atlantic).

Because of changes in GAVIN's research methodology, all tracks on the Active chart show up as "New" this week.

ACTIVE ROCK REPORTS ACCEPTED
MONDAYS 9 A.M.-5 P.M. AND
TUESDAYS 9 A.M.-4 P.M.
GAVIN STATION REPORTING
PHONE: (415) 495-1990
FAX: (415) 495-2580



10 New Adds:
WRIF, WRQC, KXTE, WKLQ, KAZR WZZQ, WRBR, WGIR, KHOP, WPHD
Already On: WAAF, KXXR (93X), WLZR, KUPD (18x),
KRXQ, WXTM, KQRC, KSJO, WNOR, WJRR...

WCCC, WMFS, WTFX, WZMT, KZRR, WRUF, WJXQ, KLFX, WQWK, WQKK, KLSZ, KCDQ, WRQT, KZZK, KRAR, WTPT, KMBY, KRQC, KHTQ, KNJY, KRZR, WROV, WQXA, WTOS, WJJO, KTUX, KDOT, WZBH, KIBZ, KFMX, KMKF, KATS, KBUY, KRQR, KQWB, WHMH, KEYJ, WIHN, KFFX, WSTZ, WCPR, WRXF

Approaching 200,000 units shipped Touring Now and Forever Sold out headline shows everywhere.





JAZZ + SMOOTH

Warner Bros. Promotes Pierson

BY KEITH ZIMMERMAN

Matt Pierson, Senior VP and producer of many fine Warner Bros. Jazz releases, has been moved up within the ranks and named Executive Vice President/General Manager of the Warner Bros. Jazz Division. In his new post, Pierson will report to Board Chairman/CEO Russ



Thyret and label President Phil Quatararo. Pierson first came to the label by way of Blue Note Records.

"We're a division of a major record label," said Pierson. "When we have an act that appeals beyond

a Jazz-specific audience, we're able to tap into the resources of the greatest record company in the world. I'm happy to be able to work with artists like Pat Metheny, Boney James, Gabriela Anders, Kevin Mahogany, and Josh Redman. The company logo that's on an

R.E.M. and Rod Stewart record is the same one that's on a Brad Mehldau or Kenny Garrett record. They're all artists that are beyond category, and that's the beauty of this major label situation."

Presher New Dallas GM, Deller Upped in Philly

Dave Presher, formerly the General Sales Manager at The Wave in Los Angeles, has been named the new Group General Manager at The Oasis (KOAI) in Dallas. In addition to being the GM at the Oasis, Presher will also oversee two other CBS radio properties, Urban A/C V100.3 and gospel AM outlet KHVN. Presher replaces former Oasis GM Dave Martin, who resigned in December

to return to the Midwest/Minneapolis region.

Also, Edward Deller, an account executive at WJZZ in Philadelphia since 1996, has been promoted to Local Sales Manager for the Chancellor Media property. Deller, who began his career at WLAN-Lancaster and was GSM at WODE-Allentown, will now manage a staff of nine account execs for Smooth Jazz 106.1.

Jazz and Smooth Jazz Jukebox Jury Submissions

Our dance cards are getting full, but there's still room for a few more new release submissions for next month's Seminar Jukebox Juries. If you have a Smooth Jazz new release that you think merits the considerations of our esteemed panel, send that tune or full release (on CD, DAT, or cassette—in that order of

preference) to Michael Fischer at the KOAI (The Oasis) in Dallas. Mike can be reached at (214) 583-2540. If it's in the traditional Jazz genre, GAVIN's Jason Olaine is slated to host the Jazz Jukebox Jury, so send any submissions directly to Keith Zimmerman at GAVIN and he'll pass them on immediately.

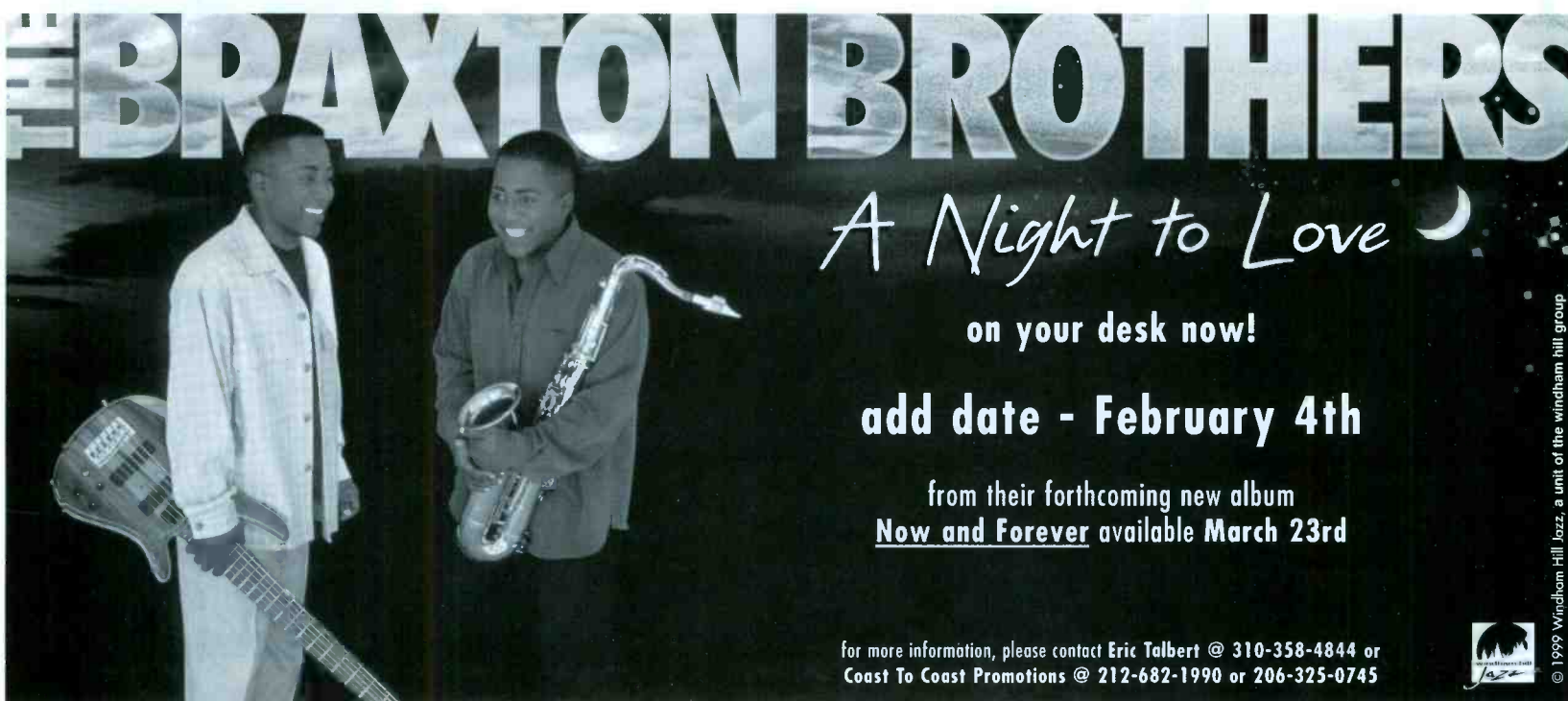
Baby News

'Tis the season for the arrival of radio and music industry babies.

Congratulations to Broadcast Architecture VP of Programming Allen Kepler and wife Jo Ann Kepler, Nat'l Radio & Promotions Manager of Higher Octave Music, on the birth of their daughter, Olivia Genevieve Kepler, born January 13 in Tarzana, California. Mother, baby, and husband are doing just fine.

On the East Coast, Universal/PolyGram Classics Division executive (and former jazz marketing person for Verve and Columbia) Kevin Gore announced the January 14 birth of a son, Bailey Scott Gore. Wife Gina is doing well, and the baby weighed in at seven pounds, six ounces.

Bailey's first words will probably be, "Trust me, it's a smash," while Olivia's first utterances should be "It looks good for an add next week." Out of the mouth of industry babes...



THE BRAXTON BROTHERS

A Night to Love 🌙

on your desk now!

add date - February 4th

from their forthcoming new album
Now and Forever available March 23rd

for more information, please contact Eric Talbert @ 310-358-4844 or Coast To Coast Promotions @ 212-682-1990 or 206-325-0745

© 1999 Windham Hill Jazz, a unit of the Windham Hill Group

JAZZ

MOST ADDED



CHARLIE BYRD (37)

My Inspiration (Concord)

Including: WWUH, WBGO, WAER, WBFO, WITR, WHRV, WNCU, WFSS, WCLK, WKGC, WUCF, WFIT, WUAL, WWOZ, KNTU, WXTS, WDUB, WEMU, WOET, KBEM

STAN GETZ QUARTET with CHET BAKER (32)

Quintessence Vol. 1 (Concord)

Including: KCMW, KANU, KIDS, KJZZ, KUZZ, KTAO, KUNV, KLON, KCLU, KCBX, KCSM, WFMT, WFSS, WCLK, WKGC, WUSF, WUAL, KZJZ, WDCB, KUSO

N.Y. HARDBOP QUINTET (20)

A Whisper Away (TCB)

Including: WAER, WESM, WHRV, WNCU, WCLK, WFIT, WDNA, WWOZ, KNTU, WNOP, WEMU, WDET, KTPR, KWIT, KCCK, WDCB, KUT, KVNF, KCLU, KSJS

PAQUITO D'RIVERA (17)

100 Years of Latin Love Songs (Heads Up)

Including: WBGO, WESM, WHRV, WNCU, WFSS, WCLK, WKGC, WFIT, WUSF, WWOZ, WXTS, WEMU, KBEM, WDCB, WSIE, KLON, KSOS

KENNY BURRELL/LAMONT JOHNSON (12)

Collaboration (Masterscores)

Including: WCLK, WUSF, WFPK, WCPN, WDCB, WGLT, KCMW, KIDS, KUVQ, KSOS, KCSM, KSJS

RECORD TO WATCH



STAN GETZ QUARTET with CHET BAKER

Quintessence Volume 1 (Concord)

The Stan Getz estate unearths a quality concert between the pioneer "smooth" saxophonist and the great Chet-meister.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	HOUSTON PERSON - My Romance (HighNote)	79	0	780	-20
2	2	PHIL WOODS feat. JOHNNY GRIFFIN - The Rev & I (Blue Note)	76	1	739	+35
4	3	JOHN HICKS - The Billy Strayhorn Songbook (HighNote)	80	0	720	+80
3	4	BURTON/COREA/METHENY/HAYNES/HOLLAND - Like Minds (Concord Jazz)	78	0	717	+23
7	5	KERRY STRAYER SEPTET - Jeru Blue: A Tribute to Gerry Mulligan (Palmetto)	74	0	626	+57
11	6	GENE HARRIS & PHILIP MORRIS ALL-STARS - Live (Concord Jazz)	69	0	574	+62
6	7	SPHERE - Sphere (Verve)	66	2	553	-28
10	8	TONY BENNETT - The Playground (Columbia/CRG)	61	0	523	+6
5	9	RAY BROWN TRIO - Some of My Best Friends Are Singers (Telarc Jazz)	58	0	516	-106
8	10	HERBIE HANCOCK - Gershwin's World (Verve)	57	0	508	-54
15	11	ERNIE ANDREWS - Many Faces of ... (HighNote)	68	0	504	+29
16	12	ETHEL ENNIS - If Women Ruled the World (Savoy/Denon)	64	1	495	+24
17	13	JIMMY SCOTT - Holding Back the Years (Artists Only)	63	0	485	+25
14	14	TRUMPET LEGACY - Feat. Payton, Soloff, Harrell, Henderson (Milestone)	71	5	475	-1
12	15	MARCUS ROBERTS - The Joy of Joplin (Sony Classical)	65	0	475	-26
21	16	MAYNARD FERGUSON & BIG BOP NOUVEAU - Brass Attitude (Concord Jazz)	58	1	447	+41
13	17	ANDY BEY - Shades of Bey (Evidence)	53	0	423	-78
18	18	JIMMY McGRUFF - Straight Up (Milestone)	57	0	408	-23
31	19	JASON MARSALIS - The Year of the Drummer (Basin Street)	60	3	376	+68
43	20	BILLY TAYLOR - Ten Fingers—One Voice (Arkadia Jazz)	71	9	371	+127
<i>Quite a substantial leap for a solo piano record.</i>						
9	21	KEVIN MAHOGANY - My Romance (Warner Bros.)	47	0	360	-171
20	22	PONCHO SANCHEZ - Afro Cuban Fantasy (Concord Jazz)	44	0	357	-52
—	23	JOE CHAMBERS - Mirrors (Blue Note)	72	9	353	N
<i>Chambers' solo project has a heavy, mid-1960s, post-bop vibe.</i>						
19	24	DMITRI MATHENY - Starlight Cafe (Monarch)	47	1	331	-97
26	25	JOE LOCKE QUINTET - Slander (And Other Love Songs) (Milestone)	46	0	319	-29
22	26	KYLE EASTWOOD - From There To Here (Columbia/CRG)	41	0	315	-83
25	27	GIACOMO GATES - Fly Rite (Sharp Nine)	47	0	314	-56
34	28	ERIC GOULD - On The Real (Umojia)	60	7	313	+31
35	29	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	41	2	308	+26
27	30	KENDRA SHANK - Wish (Jazz Focus)	48	0	303	-43
33	31	LOU RAWLS - Seasons 4 U (Rawls & Brokaw)	31	0	282	-1
28	32	TONY WILLIAMS - Young At Heart (Columbia/CRG)	47	1	276	-58
24	33	DAVE ELLIS - In the Long Run (Monarch)	44	1	276	-111
23	34	ALEXANDER/HICKS/MRAZ/MUHAMMAD - Solid! (Milestone)	38	0	250	-142
30	35	ROY HAYNES - Praise (Dreyfus Jazz)	36	0	248	-61
39	36	WESLA WHITFIELD - High Standards (HighNote)	40	2	247	-24
32	37	COUNT BASIE - Count Plays Duke (MAMA Records)	29	0	244	-42
47	38	ROSEMARY CLOONEY/COUNT BASIE ORCHESTRA - At Long Last (Concord Jazz)	33	2	237	+29
29	39	CYRUS CHESTNUT - Cyrus Chestnut (Atlantic)	34	0	230	-81
36	40	MADS VINDING TRIO - The Kingdom (Stunt)	40	1	229	-53
48	41	BENJIE PORECKI - Servin' It Up (Severn)	41	2	227	+32
41	42	KEITH JARRETT TRIO - Japan '96 (ECM)	35	0	227	-36
37	43	YELLOWJACKETS - Club Nocturne (Warner Bros.)	30	0	219	-60
44	44	MISAKO KANO - Breakthrew (Jazz Focus)	38	0	205	-32
—	45	PAQUITO D'RIVERA - 100 Years of Latin Love Songs (Heads Up)	50	17	196	N
49	46	SHERRI ROBERTS - Dreamsville (Brownstone)	31	0	196	+9
40	47	JOSHUA REDMAN - Timeless Tales (Warner Bros.)	28	0	191	-75
38	48	HEATH BROTHERS - Jazz Family (Concord Jazz)	35	0	188	-90
—	49	GREG OSBY - Banned In New York (Blue Note)	37	4	187	N
—	50	NEW YORK HARD BOP QUINTET - A Whisper Away (TCB)	55	20	186	N



REVIEW

CHARLIE BYRD

My Inspiration (Concord Picante)

Charlie Byrd was one of the pioneers of fusing Brazilian bossa nova changes with melodic jazz.



His Verve projects with Stan Getz in the early 1960s are monumental and timeless. With *My Inspiration*, Byrd ventilates a smoky jazz playlist with a welcome samba breeze. An uptempo track like "Meninha Flor" is almost a no-brainer in terms of freshness. Tenor saxophonist Scott Hamilton makes no bones about spreading the thick, romantic Stan Getz lines across the melody. We'd skip the vocal numbers and jam on the extended "Agua de Beber," which is nicely flavored with Chuck Redd's vibraphone.

SPINCREASE

1. JOE CHAMBERS +239
2. N.Y. HARD BOP QUINTET +150
3. PAQUITO D'RIVERA +139
4. BILLY TAYLOR +127
5. JOHN HICKS +80

CHARTBOUND

- *CHARLIE BYRD (Concord Jazz)
- *STAN GETZ QUARTET with CHET BAKER (Concord)
- LOS HOMBRES CALIENTES (Basin Street)
- *BIRELI LAGRÈNE (Dreyfus Jazz)
- *LARRY STEEN (LMS)

Dropped: #42 Mark Turner, #45 Soul Service, #46 Carmen McRae, #50 Dave Holland Quartet.

JAZZ & SMOOTH JAZZ

REPORTS ACCEPTED

THURSDAYS 9 A.M.-3 P.M.

GAVIN STATION REPORTING

PHONE: (415) 495-1990

FAX: (415) 495-2580

ARTISTPROFILE

HOUSTON PERSON

NEVER LEAVE THE FUNK

"For the next album, I'm thinking about finding nine or ten more great songs, then do the same thing as *My Romance*. But I'd add more modern currents like 'We've Only Just

Begun' or 'Rainy Days and Mondays,' done in a classic quartet. Actually, I'm a closet Carpenters fan, and one of my favorite songs is 'Close to You.' There are so many great songs being written today, I like to listen to all kinds of music. I particularly like songwriters like Paul Williams and Jim Webb, and usually I'll listen in on what

songs the cabaret singers are doing. Lately, I've been listening to a lot of Ivan Lins and Simone, so I've been getting into a Brazilian thing and enjoying how they play their own music.

"Next week I go to Brazil to do some concerts with Ron Carter, who is currently working on a Brazilian project. After I get back in February, I'll be playing [around the Northeast] in places like Maryland and

Pittsburgh with my quintet, featuring Etta Jones. After some time off in March, I'll hit the road again in April.

"I also finished a project with Teddy Edwards, and I'm working on some new records by Dakota Staton, Fathead Newman, and Randy Johnston. But I'm never going to leave the funk. In fact, Joey DeFrancesco and I just finished recording a Sinatra thing that's in the can."



SMOOTH

JAZZ & VOCALS



REVIEW

BONEY JAMES

"Into the Blue" (Warner Bros.)

The opening cut from Boney James' upcoming full release, entitled *Body Language*, is an uncompromising uptempo, driving tune. As the song crescendoes in mood and force, a swirl of strings and keyboards picks up the dynamics even more. What's more this is no edit from the original version. Could that be New Orleans pianist David Torkanowsky dueting with Boney and moving the song closer towards a more distinct jazz feeling? "Into the Blue" is not as satiny and R&B sexy as other Boney tunes, and brings more energy and improvisation into the mix. If you want sweetness, you'll have to wait for the full release, which comes out on February 23.

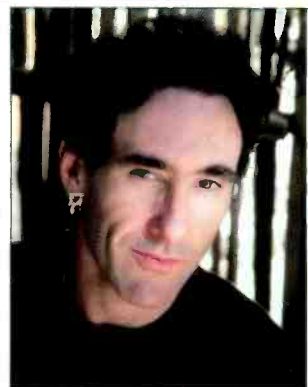
SPINCREASE

1. **GOTA** +154
2. **WALTER BEASLEY** +99
3. **J. TESH w/ J. INGRAM** +92
4. **KIRK WHALUM** +73
5. **Jim Brickman** +57

CHARTBOUND

- BONEY JAMES** (Warner Bros.)
- JIM BRICKMAN** (Windham Hill)
- JOHN TESH** with **JAMES INGRAM** (GTSP)
- CRAIG CHAQUICO** (Higher Octave)
- GLENN McNULTY** (Isona)
- PAUL ROZMUS** (Face 2 Face)
- Dropped: #49 Open Door

JAZZ & SMOOTH JAZZ
 REPORTS ACCEPTED
 THURSDAYS 9 A.M.-3 P.M.
 GAVIN STATION REPORTING
 PHONE: (415) 495-1990
 FAX: (415) 495-2580



MOST ADDED



BONEY JAMES (31)

"Into the Blue/Body Language" (Warner Bros.)

Including: WHRL, WTMD, WQJZ, WJFK, WSNC, WLDO, WSJT, WGUF, WUKY, WJAB, WNWV, WVAE, WYJZ, WMGN, WNUA, WJPL, KCLC, KPRS/m, KCIY, KHH, KBZN, The Wave, KIFM, KUOR, KMGQ, KXDC, KKSF, KRVR, KSSJ, KKJZ, and KWJZ

JIM BRICKMAN (19)

"Rendezvous" (Windham Hill)

Including: WBJB, WTMD, WJZW, WLDO, WGUF, WVAS, WUKY, WNWV, WONB, WYJZ, KCLC, KCIY, KHH, The Wave, KUOR, KXDC, KKSF, and KRVR

RICHARD ELLIOT/

MOTOWN TRIBUTE (12)

"Ain't Nothing Like the Real Thing" (Blue Note)

Including: WQCD, WJJJ, WQJZ, WJFK, WVAE, KCLC, The Wave, KIFM, KUOR, KXDC, KKSF, and KRVR

GEORGE BENSON (7)

"Cruise Control" (GRP)

Including: WQCD, WJJJ, WJCD, KCJZ, WNUA, KBZN, and KWJZ

GOTA (7)

"In the City Life" (Instinct)

Including: WQCD, WJCD, WLDO, WUKY, WJZJ, KIFM, and KUOR

RECORD TO WATCH



BONEY JAMES

"Into the Blue" (Warner Bros.)

Brand new Boney while Smooth Jazz is still hot on the Innocence album. This week's Most Added by a long shot.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	55	0	956	-1
4	2	WALTER BEASLEY - For Your Pleasure (Shanachie)	54	0	942	+99
3	3	NAJEE - Morning Tenderness (Verve Forecast)	55	0	930	+28
2	4	ERIC MARIENTHAL - Walk Tall (i.e. music)	54	0	855	-81
8	5	KIRK WHALUM - For You (Warner Bros.)	54	0	796	+73
6	6	PETER WHITE - Perfect Moment (Columbia/CRG)	54	1	772	-50
7	7	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	48	1	761	+31
9	8	MARC ANTOINE - Madrid (NYC/GRP)	53	1	708	+11
5	9	RICK BRAUN - Full Stride (Atlantic)	50	2	695	-142
10	10	LEE RITENOUR - This Is Love (i.e. music)	51	0	646	+29
11	11	PATTI AUSTIN - In and Out of Love (Concord/Vista)	47	1	612	+40
12	12	JK - What's the Word (Verve Forecast)	45	1	544	+28
13	13	GEORGE BENSON - Standing Together (GRP)	50	7	534	+62
16	14	GREGG KARUKAS - Blue Touch (i.e. music)	38	1	484	+31
15	15	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	42	2	477	+18
14	16	WILL DOWNING/GERALD ALBRIGHT - Pleasures of the Night (Verve Forecast)	39	1	471	+7
20	17	KIM WATERS - Love's Melody (Shanachie)	38	0	468	+46
21	18	VANESSA WILLIAMS - "My Flame" (Mercury)	34	0	444	+26
17	19	BRIAN BROMBERG - You Know That Feeling (Zebra)	37	3	406	-29
18	20	JEFF LORBER - Midnight (Zebra)	31	1	403	-31
22	21	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome)	31	0	373	-17
19	22	BLUE NOTE MOTOWN TRIBUTE - A Blue Note Tribute To Motown (Blue Note)	37	12	370	-63
25	23	FOURPLAY - Four (Warner Bros.)	38	0	364	+37
24	24	SHAKATAK - Shinin' On (Instinct)	31	0	361	+12
23	25	PHIL COLLINS - ...Hits (Atlantic)	28	0	339	-27
26	26	GABRIELA ANDERS - Wanting (Warner Bros.)	28	2	316	+17
29	27	CHRIS STANDRING - Velvet (Instinct)	28	0	295	+29
27	28	CRAIG CHAQUICO & RUSS FREEMAN - "Riders of the Ancient Winds" (Windham Hill Jazz/Peak)	33	1	271	+3
37	29	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	23	4	251	+59
<i>Down to the Bone almost singlehandedly brings the funk back to Smooth Jazz.</i>						
32	30	RACHEL Z - Love Is the Power (NYC/GRP)	23	1	242	+4
33	31	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	20	0	237	+2
28	32	BRYAN SAVAGE - Soul Temptation (Higher Octave)	29	2	231	-36
—	33	GOTA - "In the City Life" (Instinct)	39	7	230	N
<i>Gota Yashiki's latest is extremely funky, and percussive.</i>						
34	34	WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	22	1	228	+22
30	35	EVERETTE HARP - Better Days (Blue Note)	22	0	224	-21
38	36	BONEY JAMES - Sweet Thing (Warner Bros.)	21	0	203	+11
31	37	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	24	0	193	-50
41	38	DOTSERO - Jumpin' Thru Hoops (Ichiban)	21	0	182	+12
43	39	PEACE OF MIND - Journey to the Fore (Nu Groove)	18	3	181	+15
36	40	HEADS UP SUPER BAND - Live At the Berks Jazz Fest (Heads Up)	15	0	171	-22
42	41	BASIA - Clear Horizon (550 Music)	16	0	170	+1
40	42	LUTHER VANDROSS - "I Know" (Virgin)	21	2	161	-13
39	43	KEIKO MATSUI - Toward the Sunrise (Countdown/Unity)	18	0	156	-29
45	44	RAMSEY LEWIS - Dance of the Soul (GRP)	15	0	151	-8
44	45	SOUL BALLET - Trip the Night Fantastic (Countdown/Unity)	15	0	137	-25
35	46	JIM BRICKMAN - Visions of Love (Windham Hill)	16	2	129	-65
46	47	JOE McBRIDE - Double Take (Heads Up)	15	0	120	-11
48	48	GEORGE DUKE - After Hours (Warner Bros.)	13	1	118	-3
47	49	MARCUS JOHNSON - Chocolate City Groovin' (N2K Encoded Music)	14	0	117	-10
—	50	DON DIEGO - This Must Be Heaven (Ichiban)	16	3	116	N

ARTISTPROFILE

BRIAN BROMBERG

BLESSING AND A CURSE

"I personally like the fact that 'Hero,' 'September,' or 'I Fell Asleep a Child and Woke Up a Man' are completely different sounding tunes.

One thing that has been a blessing and a curse for me, is if

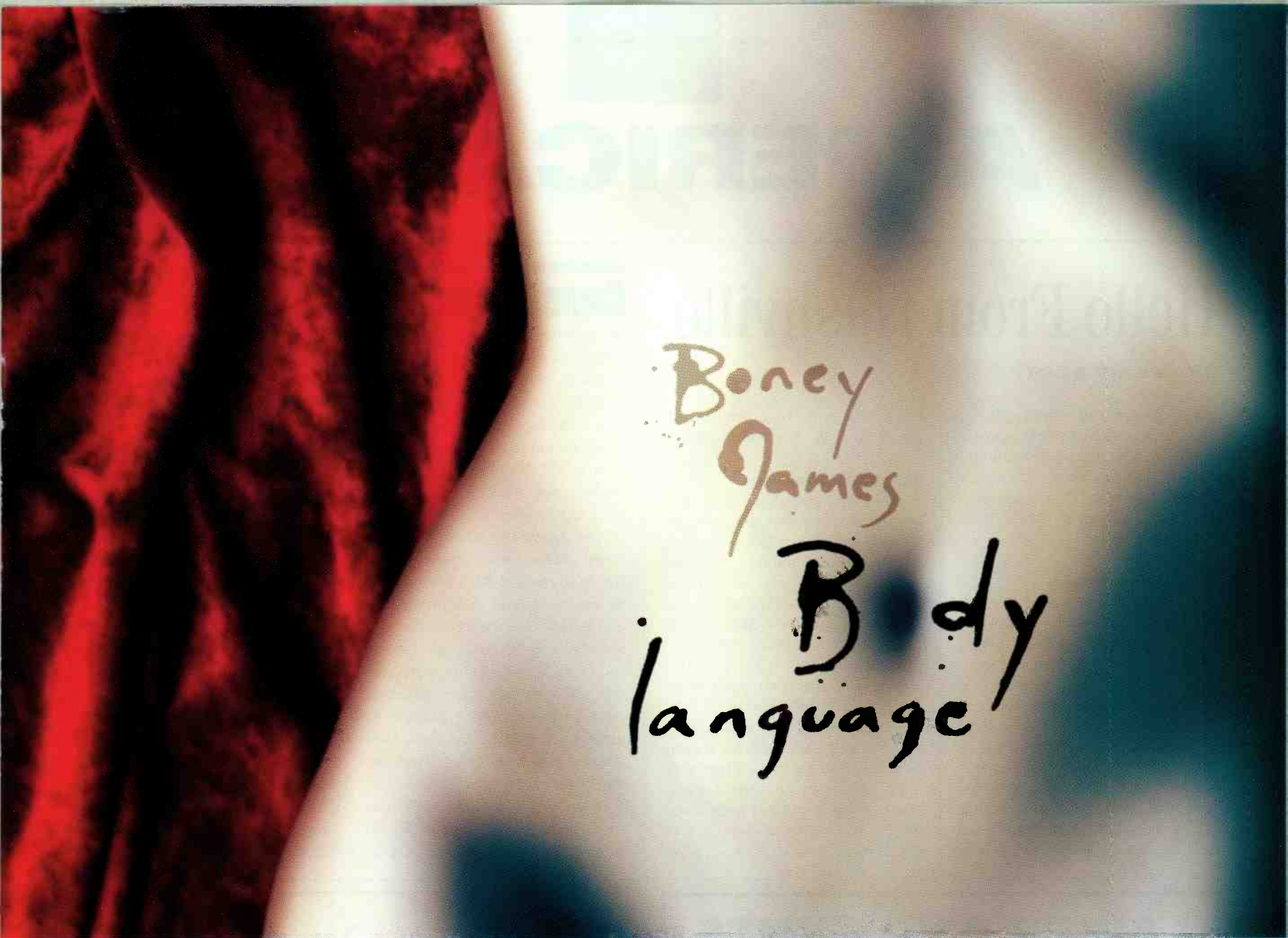
you listen to all of my tracks, you might not know it was the same artist from tune to tune. It's taken me a long time to establish an identity, unlike a Kenny G or a Richard Elliot, where you immediately know who it is. You can't recognize me sometimes because every tune sounds different.

"My focus is to make it work

as a solo artist. This is where I put my energy now. I still get session gigs with people like Dave Grusin or David Foster, but they're fewer and far between. Maybe it's a blessing in disguise. Radio has embraced my music and it's proven to me that I can have a solo career even though I'm a bass player. My music has the legs to stand up amongst players like Peter White, Rick

Braun, and Richard Elliot.

"Actually, I have too much music to pick from for my next record. On *You Know That Feeling*, I had 30 tunes to choose from, and I've written even more since then. Tentatively I'm talking about having a brand new CD on the streets by August although I haven't even started recording yet. But I don't want to rush the next record when this one has done so well for me."



Boney
James
Body
language

listen.

Nine new songs from Boney James

The first single "Into the Blue"

Guest Artists Include Rick Braun, Paul Jackson Jr. and Tony Maiden.

Album Out February 23.

Produced by Paul Brown and Boney James. Management: Howard Lowell, Shooting Stars Media Consultants

START HERE



Warner Bros. JazzSpace www.wbjazz.com ©1999 Warner Bros. Records Inc.



AMERICANA

Hello From Nashville

BY JESSIE SCOTT

First, a moment of silence, please, for our brothers and sisters who are the latest victims of consolidation. I hope you all find what you need in a speedy manner. It is astounding that such legendary labels have closed their doors.

Feeling Kinda Special

A tip of the hat this week goes to Darlene Fiscus for her contributions to this, the first special Americana issue of 1999, and to all who shared information with her. Also thanks to John Riedie of Cold Spring Records for his insightful comments. A special thanks to Gerry Hall of Barb Wire Records for facilitating the Flaco Jimenez February 20th appearance at the GAVIN Seminar. It has been one busy week! I must tell you it simply

feels great to be here. And thanks for all the calls. Keep 'em coming!

This Week in Nashville

It was an incredible low key evening of story and song at Caffe Milano with Guy Clark and Terry Allen trading ditties, featuring cameo performances from Jamie Hartford and Tim O'Brien. At one point, Guy quipped that that his guitar would be in tune for the first time that night when Tim played.

Lucinda Williams arranged an In-the-Round performance at the Sutler. Onstage guests included the stellar line up of Willie Nile, Tommy Womack, and Joy Lynn White, with Mickey Raphael on harp. Lucinda was in great spirits and great voice. Really, one of these days, you've got to make it here!

READER'S FORUM Come As You Are

My thinking is that you should take advantage of the widespread disillusionment with Country radio, and position this panel similarly to the way Alternative Rock was positioned in opposition to AOR 10 years ago.

How will this help sell records? I believe many Country fans are sick of Country radio. The *raison d'etre* of the Americana format is as an actual alternative to Country radio. Just as Alternative Rock caused AOR to loosen up and start playing U2 and R.E.M.—and then Pearl Jam and Soundgarden—even a moderately successful Alternative Country station will force mainstream programmers to broaden their playlists to include acts like the Derailers, Dale Watson, and Kelly Willis. Then we will begin to see sales impact.

Of course, what we need is our own Nirvana, but we shouldn't be waiting for the Unknown Act to

open the Alt Country gates wide. Like Nirvana converted Motley Crue and Poison fans to punk (which was a more vibrant form of the general type of music they listened to already), I'm talking about converting teenagers who are already into Country to another, richer version of the music that will also bring new fans to the genre. Remember: when AOR radio opened up to some of those alternative acts, they didn't stop playing Aerosmith and AC/DC.

Finally, before anyone points out that the Alternative format is now hopelessly mired in the muck of mainstream, remember I'm referring to the format as it stood 5-7 years ago.

—John Riedie,
Cold Spring Records

WHAT DO YOU THINK? RESPOND TO JOHN AT MUSIC@COLD-SPRING.COM. I ALSO WELCOME YOUR COMMENTS; REACH ME BY PHONE (615) 255-5010 X5, FAX(615)255-5020, OR E-MAIL JESSIE@MAIL.GAVIN.COM.

LADIES AND GENTS

OH BOY RECORDS

would like to congratulate

* **AMERICANA** *
on its 4th anniversary!

AND WELCOME

JESSIE SCOTT TO GAVIN

LATEST
RELEASE

Lucky 13 is a sampler of
thirteen tracks from
all of your favorite
Oh Boy Records artists,
including previously
unreleased tracks!



33 Music Square West,
Suite 102 B
Nashville, TN 37203
615-742-1250 • www.ohboy.com

Celebrating 19 Years In 1999!



Amy Torstenson • Bill Wence • Kris Wence

See ya in N'awlins February 17-20th

BILL WENCE PROMOTIONS

P.O. Box 39 • Nolensville, TN 37135
615-776-2060 • fax 776-2181
email: wencepromo@songs.com
www.songs.com/wencepromo

Americana • Country • College • A3 • Radio Promotion

Convention Update

I'm happy to report that there will be many magical music moments at the GAVIN Seminar in New Orleans: Flaco Jimenez and Monte Warden are confirmed to play on Saturday, February 20. By the way, Flaco is available for station phoners, liners, and concert sponsorship opportunities (your station's name here?) as he hits the road in support of his

new Barb Wire album *Said and Done*. Contact Gerry Hall at (972) 618-4563.

We have scheduled another Americana Town Hall meeting to follow the Awards luncheon. Keep checking this space for more Seminar announcements.

If you haven't registered for the Seminar yet, do it today: Call our Convention Services department at (415) 495-1990 X632. See you there!

Station Stuff

■ WNCW-Spindale, N.C. checks in with a cool promotion, called "And the Winner Is You." There were 60 Grammy-nominated CDs that the station played during the year, and they're giving all 60 away! Whole categories are represented, including country instrumental of the year, bluegrass album of the year, all the blues, all the folk, all the world, oh, yeah, and the Hank Sr. Box Set for good measure. Check out their website www.wncw.org for more info and your chance to win (and vote in 10 different categories). Winners will be announced on the 25th of February.

■ Bill Gruber tells us that WAPS in Akron needs bluegrass service for its Saturday Afternoon series "Pickin' the Grass." Show host Don Igoe is a local legend, having done bluegrass radio in Akron since the 70's. The address is 65 Steiner Avenue, Akron, OH 44301.

■ Jon Peterson at WRNR in Annapolis is looking for music in the genres of bluegrass, swing, old timey, rural, and also singer-songwriters for Acoustic Crossroads. The show airs on Saturday morning from 6-9 with Bill Wright hosting. No drums or electric guitars are allowed! Send to 112 Main Street, 3rd floor, Annapolis, MD 21401.

DON'T MAIL YOUR CD TO RADIO!

Let GAVIN do it for less than it would cost you to do it yourself.

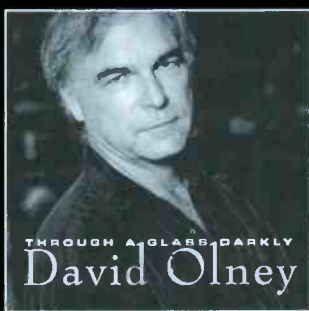
ALL formats
ALL reporters to
ALL trades

Any day of the week.

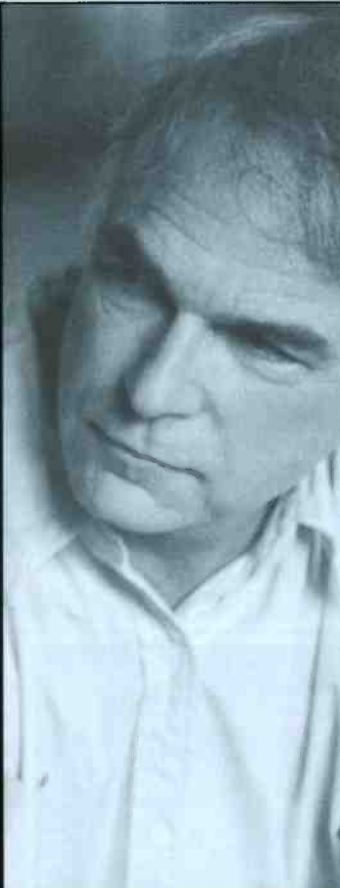
CALL LOU GALLIANI
805-542-9999

David Olney

Through a Glass Darkly



"Anytime anyone asks me who my favorite music writers are, I say Mozart, Lightnin' Hopkins, Bob Dylan and Dave Olney. Dave Olney is one of the best songwriters I've ever heard – and that's true. I mean that from my heart."
– Townes Van Zandt



CHERYL WHEELER

Sylvia Hotel



"Cheryl Wheeler has quietly become one of the most gifted singer-songwriters of the current generation. . . *Sylvia Hotel* is poetic, humorous, painful, and provocative."

–Tom Roland, *The Nashville Tennessean*

Debuts at #39*!

Philo



Contact Shay Quillen at 617-354-0700 (ext. 222) or shay@rounder.com

#12* MOST ADDED
two weeks in a row

AMERICANA®

MOST ADDED



RICKY SKAGGS (39)
J.D. CROWE (29)
CHERYL WHEELER (24)
JONI HARMS (21)
BOTTLE ROCKETS (20)
FLACO JIMENEZ (20)

HOT PICKS



CHERYL WHEELER
SARA EVANS
DOUG SAHM
ALLISON MOORER
THE WARREN BROTHERS

RADIO SAYS



JOHN JENNINGS
 I Belong to You
 (Vanguard)

"John Jennings is the hottest thing we've got going on. People call us up constantly asking, 'who the heck is that?'"

—Cary Featherston,
 KVLR-Twisp, Wash.

LW	TW		Repts.	Adds	Spins	Trend
1	1	ROBERT EARL KEEN - Walking Distance (Arista)	74	1	942	-8
2	2	ALLISON MOORER - Alabama Song (MCA)	62	1	817	+28
3	3	THE TRACTORS - Farmers In A Changing World (Arista)	56	1	720	-59
5	4	CHARLIE ROBISON - Life Of The Party (Lucky Dog)	46	0	662	+9
4	5	LYLE LOVETT - Step Inside This House (Curb/MCA)	54	0	626	-72
6	6	JOHN JENNINGS - I Belong To You (Vanguard)	55	0	616	+5
17	7	SARA EVANS - No Place That Far (RCA)	41	7	552	+159
8	8	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	34	1	515	+26
7	9	CHRIS WALL - Tainted Angel (Cold Spring)	48	3	496	-22
11	10	GREG TROOPER - Popular Dreams (Koch)	44	0	485	+13
<i>Tenacious package for good reason—these amazing songs keep growing on us.</i>						
14	11	DOUG SAHM - SDQ 98 (Watermelon)	45	1	458	+50
30	12	CHERYL WHEELER - Sylvia Hotel (Philo)	65	24	437	+201
9	13	SON VOLT - Wide Swing Tremolo (Warner Bros.)	44	0	417	-60
12	14	DEL McCOURY, DOC WATSON & MAC WISEMAN - Mac, Doc & Del (Sugar Hill)	54	3	415	-25
10	15	DON WILLIAMS - I Turn The Page (Giant)	38	1	411	-63
18	16	MARK DAVID MANDERS - Tales From The Couch Circuit (Blind Nello)	30	0	398	+5
15	17	WILLIE NELSON - Teatro (Island)	37	0	385	-20
31	18	BOTTLE ROCKETS - Left Overs (Doolittle)	54	20	379	+152
<i>Huge jump this week for the cranking new album, Left Overs. It's sheer fun!</i>						
16	19	CRY CRY CRY - Cry Cry Cry with Dar Williams, Lucy Kaplansky, & R. Shindell (Razor & Tie)	45	1	379	-23
20	20	RUTHIE AND THE WRANGLERS - Life's Savings (Lasso)	44	2	350	-6
13	21	CONNIE SMITH - Connie Smith (Warner Bros.)	35	0	338	-74
22	22	THE STEAM DONKEYS - Little Honky Tonks (Landslide)	27	0	332	-1
25	23	HAZELDINE - Orphans (All Swoll Music)	44	2	317	+12
26	24	HILLBILLY IDOL - Town And Country (HBI)	39	2	309	+13
19	25	THE V-ROYS - All About Town (E-Squared)	34	0	306	-54
21	26	HEATHER MYLES - Highways & Honky Tonks (Rounder)	30	0	284	-50
—	27	JONI HARMS - Cowgirl Dreams (Warner Western)	35	21	270	N
24	28	MICHAEL MARTIN MURPHEY - Cowboy Songs Four (Valley Entertainment)	32	0	269	-44
23	29	DALE WATSON - The Truckin' Sessions (Koch)	28	1	268	-57
—	30	FLACO JIMENEZ - Said And Done (Barb Wire/Virgin)	43	20	249	N
—	31	RICKY SKAGGS - Ancient Tones (Skaggs Family Records)	39	39	237	N
33	32	GEOFF MULDAUR - The Secret Handshake (Hightone)	28	2	234	+25
27	33	PAUL BURCH - Wire To Wire (Checkered Past)	32	0	234	-42
—	34	M. HENDERSON/BLUEBLOODS - Thicker Than Water (Dead Reckoning)	37	11	227	N
—	35	DICKENS, JONES, & HAWKER - Heart Of A Singer (Rounder)	39	7	221	N
—	36	OLD DOGS - Volume Two (Atlantic)	32	10	220	N
29	37	JUNIOR BROWN - Long Walk Back (Curb)	20	1	209	-44
34	38	CIGAR STORE INDIANS - el Baile de la Cobra (Deep South)	32	5	202	-6
—	39	DAVID OLNEY - Through A Glass Darkly (Philo)	43	9	200	N
28	40	VARIOUS ARTISTS - Tribute To Tradition (Columbia/CRG)	20	0	194	-76

CHARTBOUND

SUNDOGS (Parhelion)	BEAVER NELSON (Freedom)
JOHN GORKA (Red House)	LYNN MILES (Philo)
J.D. CROWE (Rounder)	LUCKY 13 (Oh Boy!)
SOUTHBOUND (Soundwaves)	AMY RIGBY (Koch)
PRICKLY PAIR (Rockhouse)	ERIC TAYLOR (Koch)
GOLDEN SMOG (Rykodisc)	



AMERICANA REVIEWS

CHERYL WHEELER Sylvia Hotel (Philo)

Another great package from the sweet voice of Cheryl Wheeler, with a host of incredible side folks, including Larry Campbell on pedal steel, Zev Katz on bass, and Lucy Kaplansky on back up vox. *Sylvia Hotel* has an introspective, folky feel with a definite country flavor. It seems as if there are two Cheryl Wheelers—the pretty balladeer, and the social critic. Well-crafted songs abound, like "Right Way to Do the Wrong Thing," the title track, and "Rainy Road Into Atlanta." I'll bet "If It Were Up to Me" will make your phones ring!

RICKY SKAGGS & KENTUCKY THUNDER Ancient Tones (Skaggs Family)

Ricky Skaggs takes bluegrass one step further with his new album, *Ancient Tones*, placing tradition side-by-side with new sounds. One night Peter Rowan was standing next to Bill Monroe's broken down tour bus. Mr. Monroe stepped off humming a tune and told Peter, "those are the ancient tones...don't ever forget them." And so the title, *Ancient Tones*, in stores January 26. Standout tracks include "Walls of Time," "How Mountain Girls Can Love," "Mighty Dark to Travel," and "Coal Minin' Man." This album calls for a road trip!

AMERICANA REPORTS ACCEPTED
 MONDAYS AND TUESDAYS
 8 A.M.-3 P.M. (CT)
 GAVIN STATION REPORTING
 PHONE: (615) 255-5010
 FAX: (615) 255-5020

ARTISTPROFILE

DOUG SAHM

As *SDQ 98* continues to strike a chord with the Americana panel, Doug says, "I'm just from the old school, man. I've been talking to so many nice people, I'm just knocked out! They just like [the record]! I

guess a lot of it came from going to the (GAVIN) conventions."

Sahm draws a parallel between how hard bands worked to support their records in the '60s—driving 300 miles to do a sock hop for a radio station—and how Americana artists today dedicate themselves to their



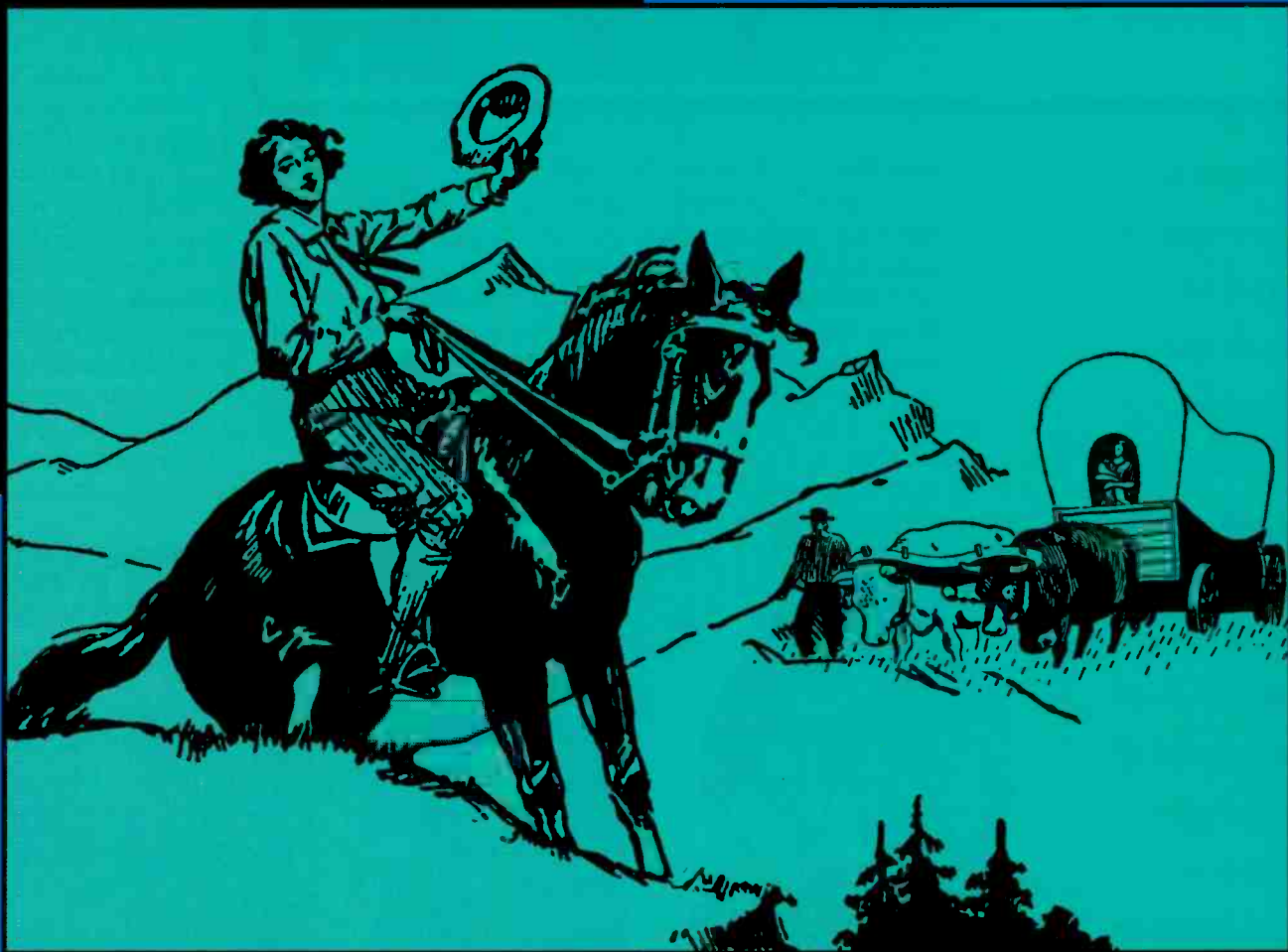
craft. The events may have changed, he says, but the determination is the same. He explains, "I went down to San Antonio, and New Braunfels, and

I just saw J.D. Rose at KFAN. We even had Augie Meyers call him on the phone on the way to the doctor to let everybody know that he was OK from his second major surgery. Augie was really touched by the what J.D. had to say. It was obvious he really cared." And this from legends, no less.

Thanks Americana, for being there, and for being what you are. It hasn't gone unnoticed.

Songlines Ltd.
welcomes a new Sweetheart to our Rodeo

Congratulations Jessie
on your new adventure!



and introducing our little cowpoke...Leslie Rouffé



Songlines...we get it on!

Boston • 617 • 469 • 9943 • New York • 914 • 241 • 3669

AMERICANA RADIO

By
Darlene
Fiscus

EMBRACES THE

WEB

From Tampa to Tacoma—and virtually all points in between—radio stations are embracing the World Wide Web. It seems that almost every station has a Web site of one sort or another. For most stations, however, their sites serve as promotional vehicles, providing supplementary information for listeners and value-added for advertisers. But for Americana stations, and those broadcasting other niche formats, the Web often takes on an entirely different role as a powerful and potentially profitable distribution system.

Take KPIG/FM in Freedom, California, for instance. Primarily Triple A (with some Americana flavor), the station was one of the first to explore the Web's potential as a music delivery system when it became the first commercial station to stream its audio signal over the Internet almost 3-1/2 years ago. "We realized there was a tremendous future in Webcasting for stations that program to a niche audience," says Bill Goldsmith, Pro-

gramming and Internet Consultant for KPIG. "Unlike mainstream Country or Top 40, we can offer listeners something they just can't hear on their local radio." According to Goldsmith, when KPIG first started sending its signal over the Net, tuning in by computer was a "clunky, tweaky, hardcore-geeks-only sort of thing." Much of that still remains true today but, as technology bounds ahead, the Internet is rapidly moving in the direction of just being

another way to obtain media programming. "As it gets easier to receive an Internet signal, we believe that if you offer quality product, there is a certain little niche segment of the audience that's going to choose you over what they can get over the air even if it's a little more trouble," Goldsmith comments.

Goldsmith's theory is already starting to bear out. Approximately 4,500 listeners per day tune in to KPIG's site, far more than the industry average. The Time Spent Listening (TSL) for these sessions is 25 minutes, which is also better than most general formats. Also, Goldsmith says, the TSL numbers are an average that includes people who stumble on to the site, try it out, determine it's not for them and immediately leave (much like traditional cume listening). When this is taken into account, it's easy to deduce that many of the people who are tuning in are listening for several hours.

Bruce Kidder, Program Director at KHYI in Dallas, maintains that Webcasting is critical to the future of the Americana format. "It's another great way to reach out to the disenfranchised Country listener, but it's not just that. Americana specifically appeals to the college-educated crowd that earns over \$75K a year and wants something a little different: more challenging and musically intense. The Internet is a terrific method of reaching



gramming and Internet Consultant for KPIG. "Unlike mainstream Country or Top 40, we can offer listeners something they just can't hear on their local radio." According to Goldsmith, when KPIG first started sending its signal over the Net, tuning in by computer was a "clunky, tweaky, hardcore-geeks-only sort of thing." Much of that still remains true today but, as technology bounds ahead, the Internet is rapidly moving in the direction of just being



You said it...

- "Infused with a freshness & energy not found in today's country." —Mike Hays, WJMA
- "...for the truly ambitious country fan. ...the real thing." —Rick Teverbaugh, WAXT
- "A honkabilly blast of sassy spirit." —Eddie Russell, Country Eastern Radio
- "Female twang at its best." —Bruce Kidder, KHYI
- "Hot stuff...great instrumental." —Clint Robinson, KULP
- "...timeless twangy soul" —Richmond Times Dispatch
- "a songwriting flair...nothing short of brilliant" —Billboard

Radio Contact: Jon Grimson 615-352-0420
Distribution: Hep Cat International; Bob Grady, DixiRaks, Bear Family
www.ruthieandthewranglers.com

Lasso RECORDS 7004 Westmoreland Avenue • Takoma Park, MD 20912
Contact: Ted Smouse 301-424-3754 • TedSmouse@aol.com



kellywillis

what i deserve

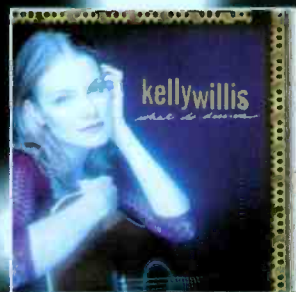
the long-awaited new album
featuring "take me down"

See Kelly LIVE at the Gavin Convention
in New Orleans
2/18/99



visit: www.rykodisc.com

© 1999 Rykodisc.



The Welk Music Group

VANGUARD
records

SUGAR HILL
records

Terry Allen
Austin Lounge Lizards
Bad Livers
Sam Bush
Peter Case
Guy Clark
Donna the Buffalo
Jerry Douglas
Pam Gadd
Chris Hillman
John Jennings
Doyle Lawson & Quicksilver
Lonesome River Band
Mac, Doc, & Del
James McMurtry
Jimmy Murphy
Nickel Creek
Mollie O'Brien
Darrell Scott
Ian Tyson
Doc Watson
David Wilcox
Robin & Linda Williams



For more information

Vanguard contact Michael Briggs
(310)829-9355
briggs@vanguardrecords.com

Sugar Hill contact Steve Gardner
(919)489-4249
steveg@sugarhillrecords.com

those people because obviously you're not going to have a 233 MHz Pentium computer unless you're making a reasonable living."

KHYI's Webcasts so far are also posting impressive numbers. Kidder explains that when the station first went live with its over-the-air Americana signal, it had only about 1,000 to 1,500 listeners per day. Now, KHYI has three times that number tuning in to its Webcasts alone. In Fredericksburg, Texas, KFAN reports a similar story. "Currently, our site gets 5,000-6,000 hits per day and 80 percent of those people listen to the Webcast," says Jayson Fritz, General Manager. "In addition to sheer numbers, we know we're making a tremendous impact from all the positive e-mail feedback we receive," he adds.

So who are these Web listeners and where do they come from? One answer is that they reside in disparate regions around the globe: Places that mean little to a local advertiser trying to reach target consumers in a particular market. Although all three stations report that they receive enormous volumes

of email from around the world, including Germany, South Africa, Australia, and even Siberia, many Webcast listeners are surprisingly regional. "Our signal isn't quite what we'd like it to be, so the Web helps us stick with our listeners as they move from strong signal areas to weaker ones," says KHYI's Bruce Kidder. "For instance, people listen to us in the car and then pick us up at work on their computers."

Webcasting is also an effective tool for extending a station's reach into neighboring areas. As J.D. Rose, PD and DJ at KFAN, notes, "The Webcasts really help us in Austin, because our signal doesn't quite get there. That community is really interested in us because we play so many Austin artists. If they can't pick us up on the radio dial, they're going to the Web."

Similarly, KPIG reports a substantial Internet-listening base in the San Francisco Bay Area. Another promising aspect of Webcasting lies in e-commerce. For formats that play hard-to-find music, the concept of CD shopping online offers newfound convenience for loyal

In the ever-changing world of
AMERICANA
you **NEED** someone who knows how to keep
up with the times...

GTO
PROMOTION

...Two Girls Together - **OUTRAGEOUSLY**

Contact us for more information about how to
start putting our years of experience
to work for **YOU!**

Call Kim DiPietro or Tiffany Suiters
609.608.0866

E-mail: GTOpromo@aol.com

listeners. "We have an actual music store on our site where people can type in an artist's name and instantly select from his or her entire discography," J.D. Rose elaborates. "It's exciting for the artists because it's a whole new way of getting their products out there. In turn, it's exciting for the consumer because they now have an easy way to access CDs that they've never had before. One of our overriding goals is to strengthen the whole Americana format by putting this music in the listeners' hands."

In fact, the promise of the Web as a viable delivery medium for niche music is strong enough that two companies have based their entire business models upon it. For instance, in Magnitude Networks' contracts with stations, primarily in niche formats, they handle all aspects of stations' Internet presence. They build the site, maintain it, and provide the software and technical know-how for Webcasting. In return, Magnitude receives advertising on the site and spots on the station. The entire deal is done on barter, which is very attractive for alternative-formatted stations that are usually on tight budgets.

Another company has recently announced its intention to take Webcasting to the next level with an entirely Internet-based audio service. TwangCast.com is the dream of owner Michael Hays, whose love of what he calls "real Country" music motivated him to launch a site that would play Americana artists 24/7 and commercial-free, interrupted only by an

occasional liner.

His format is based around a commercial style of delivery "without the repetition of the same 30 songs every three hours." Using cutting-edge Microsoft NetShow software, the site is capable of running 1000 streams off its dedicated server. In addition, Windows NT

have been overwhelmingly supportive of the music.

Like the Web sites of its terrestrial brothers, an important component of TwangCast.com's business model is e-commerce. The site has entered into an associate arrangement with CD Universe to provide easy online ordering of the music being played. Hays is also negotiating with a national rep firm to sell front-page banner advertising.

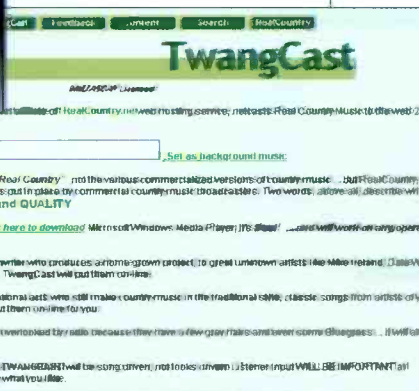
Hays, who is also a recording artist, says that in addition to making some money, his purpose is rooted in a true passion

Nonetheless, many Web listeners tune in to a station's site to connect personally with staff members and to tap into the local buzz. Jayson Fritz, General Manager, of KFAN offers an email request as an example. He comments, "A local guy at Honeywell wanted to hear a particular song, and he knew we'd probably have it. He emailed us and asked us if we could play it while he was on his computer at work. We emailed him back and told him the exact time we were going to air it." Fritz continues, "This type of enthusiasm and loyalty deserves the same in return. We respond to each one of our emails every day."

Similarly, this interactivity is also emphasized in KPIG's site, which includes a live studio cam, daily DJ commentary, and an area where people can post comments. Goldsmith, who also works as Director of Research and Development for Magnitude Networks, explains, "The Web site is a great

tool for cementing the relationship between the station and its audience. It connects them more closely than if they were just listening. The interactive nature of the Web, particularly e-mail, helps turn casual listeners into rabid fanatics. We've generated a lot of zealous listeners through the KPIG Web site that we wouldn't have otherwise." And in the world of commercial radio, there's still no higher goal than creating loyal PIs. ■

DARLENE FISCUS IS A PARTNER AT CREATIVE ACCESS TO COMMUNICATION SERVICES, INC., IN NEW YORK.



technology enables the company to multicast directly to routers in the Internet system, giving the site virtually unlimited audio capacity.

"We're creating a new model for the delivery of niche radio," says Hays.

There are millions of disenfranchised Country radio listeners out there, and we intend to reach them," he adds. The site, which has only been online for three weeks, is streaming 850 direct feeds at any given time from its dedicated server. Currently, there is no means with which to track those listening via the Windows NT multicast technology, so listening statistics could range from mere hundreds to several thousands. Hays points out, however, that since TwangCast's inception only three weeks ago, he has gotten e-mails from 13 countries and 38 states, all of which

for the genre. "It's an honor to be able to expose this music to the world," says Hays. "We're confident that within a short time we'll have an audience as big or bigger than a lot of Americana stations."

One of the reasons Hays feels so confident is that TwangCast doesn't "load the Net down with commercials." Describing his target audience as "any real Country music lover in North America," he points out that Web-listeners in Charlotte don't care what the local car dealer in Modesto has to say.

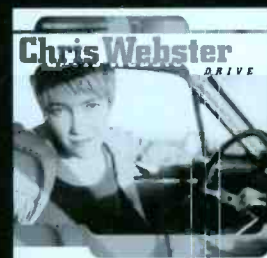
TwangCast.com's audio feeds come with a lot less clutter.

Chris Webster Drive

Add Date: February 16

"Webster's magic derives from those ineffable qualities of vocal grain, emotional nuance, timing and phrasing possessed by the truly great and moving singers of any style."

-The San Francisco Bay Examiner



Radio Contact: Jon Grimson 615.352.0420
 Compass Records 117 30th Avenue South, Nashville, TN 37212 1.800.757.2277
 E-mail: info@compassrecords.com www.compassrecords.com
 Distributed by Koch International

THROUGH THE POWER OF THE PRESS

Mainstream America Discovers Americana Roots

By Joan Voukides
and Darlene Fiscus

Flip open the music section of almost any mainstream consumer magazine or newspaper these days and you might be surprised at who's staring back at you. It could be Celine or Garth, or any of the other mega pop or Country stars, but there's an even better chance it'll be Willie, Lucinda, or Emmylou. Much to the delight of Americana radio rebels,

rootsy, gutsy, heart-felt music is back in fashion as music editors everywhere are embracing the indefinable magic that is Americana. Even the venerable, and typically staid, *Wall Street Journal* devoted a hefty word count to Americana in an article last year entitled "Radio's Newest Format Gets to Its Roots" which appeared in the Leisure and Arts section (and

was quoted on the cover of GAVIN). What's driving this mainstream interest and what's behind its current intensity?

One answer lies in pure demographics. Craig Havighurst, a Nashville-based freelance writer and author of the *Wall Street Journal* piece, points to the lackluster state of commercial radio and the acculturation of the Baby Boom generation. "Commercial radio wasn't exposing innovative artists, so people had to seek them out. For awhile, Baby Boomers were forced to abandon musical exploration because of busy careers and family responsibilities. Now this crowd is more established, and the Internet and the emergence of the Americana format is making it easier for them to find what they've loved all along—good roots-oriented Rock, folk and Country," he says.

As proof of his theory, Havighurst points to the crowd that attended last year's Merlefest, an annual Americana festival held in Wilkesboro, North Carolina, in honor of Eddy Merle Watson (an event he describes as being filled

Passion Commitment Integrity Results

The leader in AMERICANAsm promotion



COUNTERPOINT
MUSIC GROUP, LLC
creative radio promotion & marketing

Gavin Americana
1996, 1997 & 1998
Independent Promotion
Company of the Year

JON GRIMSON • CYNTHIA GRIMSON • COUNTERPOINT MUSIC GROUP, LLC • *Creative Radio Promotion & Marketing*
P.O. Box 24650 | Nashville, Tennessee 37202-4650 615.352.0420 | FAX 615.353.0410
EMAIL jgrimson@americana-music.com | www.americana-music.com

with “yuppies, SUVs, and power-strollers”). “Americana appeals to intelligent adults looking for music that’s substantive and entertaining, yet kid-friendly,” he explains.

Indeed, the press pays a great deal of attention to whatever interests 30-50 year-olds with disposable income. Yet, another more cogent force is also helping to keep Americana artists in the public eye: The quality of the music itself. Dave Einstein, most recently Sr. Director of Adult Rock at Mercury Records, uses Lucinda Williams’ latest release, *Car Wheels on a Gravel Road*, as a case in point. The album, which was released in 1998, received coverage in the *New York Times* and the *Los Angeles Times* as well as *Rolling Stone* and other music publications. “Every major publication that deals with popular music one way or another has had a comment on Lucinda’s record,” says Einstein. “Why? She hit it. It’s a finely-crafted record which took about six years to produce. She’s a wonderful writer and she’s very, very careful about her work.”

Lucinda Williams has received

two Grammy nominations this year, a feat that speaks to how difficult the record—and the artist herself—are difficult to pigeonhole. One nomination was for Best Female Rock Vocal for the track, “Can’t Let Go”; the other was for Best Contemporary Folk Artist. This staggering range and depth of craftsmanship is precisely what appeals to the disenfranchised music aficionados described in Havighurst’s article. Indeed, Einstein describes Lucinda’s fan base as “tremendous music fans who range in age from mid-20’s to mid-50’s.”

Not surprisingly, the concert-going fans—as well as members of the press—appreciate the solid work-ethic of Americana artists. “The people who are rising to the top are the ones that tour constantly,” says Traci Thomas, owner of Grassroots Media which publicizes several Americana artists. “Their love of performing makes my job a lot easier. Many of my clients are on independent labels, which means we have to

fight for space in the larger publications. If we can work on a grassroots level and build up a story regionally, that helps to validate what the artists are doing in the eyes of the national press.”

“Touring is very important,” agrees Brad Paul, VP of National

press lately with critics heralding her latest album, *Highways and Honky Tonks*, as a “refreshing return to the roots of Country.” Paul also reports that additional Rounder artists, such as David Olney and Ray Wylie Hubbard, are currently receiving excellent tour coverage.

But is all this attention something new, or are we just noticing it more keenly because the Americana format has given us a looking glass through which to focus? “It’s the latter,” says Thomas. “These singer-songwriters have always been press darlings. In fact, the press is the one thing that’s

always been behind them. Critics’ Top 10 lists are usually made up of 60 percent of what we call Americana artists.” She further explains that one of the reasons we’re noticing so much press about Americana these days is simply volume: there are more artists now working harder than ever.

Holly Gleason, Owner of Joe’s Garage, a media relations and artist development company, agrees that



Willie Nelson



Emmylou Harris

Promotion for Rounder Records, which represents artists such as Alison Krauss, Cheryl Wheeler, Ray Wylie Hubbard, and Heather Myles. “The Americana singer-songwriters work very hard,” he comments. “They have more of a journeyman approach to the business, so they get out there and go to work every day,” he adds. Of Rounder’s stable of talent, Heather Myles has been garnering the largest amount of

at MOSS PROMOTION

Al Moss • Mick Wainman
P.O. Box 941189
Atlanta, Georgia 31141

770•662•9463
770•496•0979
Fax 770•496•0216

AMERICANA

Promoting *Real* Country Music
& Country Roots Music
to Gavin Americana
Reporters
and
Anyone Else
with the
Courage,
Wisdom,
Foresight,
& Good Taste
to Play It.

**Happy
4th Anniversary
Americana!**

AMOSSPROMO@aol.com

The Perfect Game!

JACKPOT ENTERPRISES

Chris Roldan Jenni Sperandeo
8711 Burnet Rd., Suite A-14, Austin, TX 78757
Ph: 512.453.6122 Fax: 512.453.6502

<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
A3	Americana	Non-com	Radio	Promotion

the consumer press has always been a solid ally. At the moment, however, she believes that Americana artists are getting a bit more than their fair share of attention in proportion to their record sales. One reason for this, she explains, is that the Americana genre encompasses much legendary talent. "How can Americana not get noticed when we have Willie Nelson, Emmylou, Lucinda Williams, Steve Earle, Lyle Lovett, and Nanci Griffith, among others?" she asks.

Also, Gleason points to developments in mainstream country that have also aided and abetted Americana publicists. "People have become disenchanted with

what they consider to be the Nashville machine," says Gleason. "Many feel that the male artists coming out of Nashville resemble the Garth Brooks prototype and the female ones are modeled after Shania and Reba. This perceived shallowness has put honesty up as a jump ball."

Because Americana artists aren't bound by the consideration of getting their work aired on mainstream radio, Gleason explains, the music retains a rawness and a lack of perfection which resonates with the desperado in all of us. "The media responds to people being real," she remarks. "This music isn't slick, it's passionate and hon-

est, which means it can't be perfect. We love our Americana artists—warts and all—and embrace them for being who they are. That is what people everywhere are hungering for."

Case in point, Gleason says, is the music of Emmylou Harris, with whom she has worked closely. Emmylou's recent album, *Spyboy*, earned her coverage on all three late-night TV shows, the *New York Times* and *Rolling Stone*, as well as the cover of *No Depression*. Not only was Harris lauded for her latest work, but she was also practically deified for remaining a vital creative force over the years. In fact, *Rolling Stone* called *Spyboy*

"arguably the most daring music of her 30-year career."

As more Americana artists prove that they have this type of creative wherewithal, the spotlight is likely to shine even more brightly on their achievements in the future. The real challenge, as Gleason articulates, will be to redirect some of that light onto lesser-known artists so they may be revealed to the thousands, if not millions, of music connoisseurs who await them. ■

JOAN VOUKIDES AND DARLENE FISCUS ARE PARTNERS, CREATIVE ACCESS TO COMMUNICATION SERVICES, INC., IN NEW YORK.

AMERICANA REPORTERS LIST

ACOUSTIC CAFE

285 EAST LIBERTY
ANN ARBOR, MI 48104
ROB REINHART
(734) 761-2043
(734) 761-4412

DISH CD

2901 THIRD AVE. #400
SEATTLE, WA 98121
MICHAEL ZAMORA
(206) 256-2565
(206) 441-5667

FATMUSIC

PO BOX 1869
FREEDOM, CA 95019
FELTON PRUITT
(408) 728-5252
(408) 728-3077

KALX/FM

26 BARROWS HALL #5650
BERKELEY, CA 94720-5650
RACHAEL MCGOVERN
(510) 642-1111
(510) 642-9715

KAZU/FM

PO BOX 210
PACIFIC GROVE, CA 93950
ARDEEN EATON
(408) 375-7275
(408) 375-0235

KBCR/FM

2110 MOUNT WERNER RD.
STEAMBOAT SPS., CO
80447
TERRY KOTTMOM
(970) 879-2270
(970) 879-1404

KBCS/FM

300W LANDERHOLM CIRCLE
S.E.
BELLEVUE, WA 98007
BRUCE WIRTH
(425) 562-6194

KCMU/FM

304 COMMUNICATIONS
BLDG.
SEATTLE, WA 98195
DOM YATES
(206) 543-5541
(206) 543-2720

KCSS/FM

801 W. MONTE VISTA AVE.
TURLOCK, CA 95382
DOLLA EL SUMERIA
(209) 667-3378
(209) 667-3901

KCTI

615 ST. PAUL
GOMZALES, TX 78629
JEREMY HALLIBURTON
(830) 672-3631
(830) 672-9603

KDHF/FM

PO BOX 63328
ST. LOUIS, MO 63163
LARRY WEIR
(314) 664-3955
(314) 664-1020

KDMO/AM

215 E. 4TH ST.
CARTHAGE, MO 64836
MARK ANTHONY
(417) 358-6054
(417) 358-1278

KFAL/AM

1805 WESTMINSTER AVE
FULTON, MO 65251
ROBERT WOOLDRIDGE
(573) 642-3341
(573) 642-3343

KFAN

210 WOODCREST
FREDERICKSBURG, TX 78624
J.D. ROSE
(830) 997-1793
(830) 997-2198

KFDI

4200 N. OLD LAWRENCE
ROAD
WICHITA, KS 67201
ORIN FRIESEN
(316) 688-0837
(316) 688-3607

KFJC/FM

149 DOUGLANE AVENUE
SAN JOSE, CA 95117
MIKE MIYAKE
(650) 949-7092
(650) 948-1085

KGLP

200 COLLEGE ROAD
GALLUP, NM 87301
JAMIE HOOVER
(505) 863-7626
(505) 863-7532

KGLT/FM

RM 320, SUB. MSU
BOZEMAN, MT 59715
MARY ELLEN
(406) 994-6483
(406) 994-1987

KHYI/FM

660 N. CENTRAL EXWY.
#120
PLANO, TX 75074
BRUCE KIDDER
(972) 633-0953
(972) 633-0957

KKDY/FM

983 E. US HIGHWAY 160
WEST PLAINS, MO 65775-
4801
CHUCK BOONE
(417) 256-1023
(417) 256-2208

KKYC/FM

1000 SYCAMORE
CLOVIS, NM 88101
JOE DANIELS
(505) 762-6200
(505) 762-8800

KKCB

5850 LABATH AVENUE
ROHNERT PARK, CA 94925
ROBIN PRESSMAN
(707) 585-8522
(707) 585-1363

KKLO/FM

731 N. BALSAM
RIDGECREST, CA 93555
ERIC KAUFFMAN
(760) 375-8888
(760) 371-1824

KRCL

230 SOUTH 500 WEST
SALT LAKE CITY, UT 84101
DOUG YOUNG
(801) 363-2801
(801) 533-9136

KRJC/FM

MANZANITA
ELKO, NV 89801
SEAN MARX
(702) 738-9895
(702) 753-8085

KNON/FM

4415 SAN JACINTO
DALLAS, TX 75204
CHRISTIAN LEE
(214) 828-9500
(214) 823-3051

KNOT/FM

PO BOX 151
PRESCOTT, AZ 86303
PAUL HURT
(520) 445-6880
(520) 445-6852

KOMS

PO BOX 3471
FORT SMITH, AR 72913
SCOTT STEVENS
(501) 474-3422
(501) 474-2649

KOPN/FM

915 E. BROADWAY
COLUMBIA, MO 65201
DANIEL ROWDEN
(573) 874-5676
(573) 499-1662

KPFA/FM

1929 MARTIN LUTHER
KING WAY
BERKELEY, CA 94704
CHUY VARELA
(510) 848-6767
(510) 848-3812

KPFK

23457 SCHOOLCRAFT ST.
WEST HILLS, CA 91307
ROZ LARMAN
(818) 346-4112
(818) 883-7557

KPFT/FM

419 LOVETT BLVD
HOUSTON, TX 77006
MARY RAMIREZ
(713) 526-6400
(713) 526-5750

KPIG/FM

1110 MAIN ST.
WATSONVILLE, CA 95076
LAURA ELLEN HOPPER
(408) 722-9000
(408) 722-7548

KRCB

5850 LABATH AVENUE
ROHNERT PARK, CA 94925
ROBIN PRESSMAN
(707) 585-8522
(707) 585-1363

KRCL

230 SOUTH 500 WEST
SALT LAKE CITY, UT 84101
DOUG YOUNG
(801) 363-2801
(801) 533-9136

KRJC/FM

MANZANITA
ELKO, NV 89801
SEAN MARX
(702) 738-9895
(702) 753-8085

KSUT

PO BOX 737
IGNACIO, CO 81137
STASIA LANIER
(970) 563-0255
(970) 563-0399

KSYM/FM

1300 SAN PEDRO AVENUE
SAN ANTONIO, TX 78212
JOE HORN
(210) 732-2104
(210) 732-1094

KTJJ/FM

PO BOX 461
FARMINGTON, MO 63640
SCOTT CHEATHAM
(573) 756-6476
(573) 756-9127

KULP

515 E. JACKSON
EL CAMPO, TX 77437
CLINTON ROBINSON
(409) 543-3303
(409) 543-0097

KUND

PO BOX 8117
GRAND FORKS, ND 58202
MIKE OLSON
(701) 777-4596
(701) 777-4263

KUOP

3601 PACIFIC AVENUE
STOCKTON, CA 95211
DENNIS EASTER
(209) 946-2582
(209) 946-2494

KUSH

PO BOX 791
CUSHING, OK 74023
HUGH FOLEY
(918) 372-0922
(918) 225-0925

KVLR

PO BOX 1130
TWISP, WA 98856
CAREY FEATHERSTON
(509) 997-5857
(509) 997-5859

KVMR/FM

401 SPRING ST.
NEVADA CITY, CA 95959
ALICE MCALLISTER
(530) 265-9073
(530) 265-9077

KVOO/FM

4590 E. 29TH ST.
TULSA, OK 74114
SCOTT WOODSON
(918) 743-7814
(918) 743-7613

KXCI

220 S. 4TH AVENUE
TUCSON, AZ 85701
MICHAEL HYATT
(520) 623-1000
(520) 882-5820

KYKM/FM

111 N. MAIN
HALLETTSVILLE, TX 77964
EGON BARTHEL
(512) 798-4333
(512) 798-3798

KZYX

PO BOX 1
PHILO, CA 95466
BRAD STEVENS
(707) 895-2324
(707) 895-2451

WBGU/FM

148 1/2 S. MAIN #3
BOWLING GREEN, OH 43402
CRAIG LAMMERS
(419) 353-0195
(419) 372-0202

WBWI/FM

2410-A MAIN ST.
WEST BEND, WI 53095
RICK MCKAY
(414) 334-2344
(414) 334-1512

WCBE

540 JACK GIBBS BLVD
COLUMBUS, OH 43215
MAGGIE BRENNAN
(614) 365-5555
(614) 365-5060

WCBN/FM

530 STUDENT ACTIV. BLD. U
MICH.
ANN ARBOR, MI 48109
CHAD WILLIAMS
(734) 763-3501
(734) 647-3885

WGBH/FM

125 WESTERN AVE
BOSTON, MA 02134
DICK PLEASANTS
(617) 492-2777
(617) 787-0714

WDBM/FM

G-4 HOLDEN HALL, MSU
EAST LANSING, MI 48825
DOUG NEAL
(517) 353-4414
(517) 355-6552

WDHC/FM

1010 RADIO STATION ROAD
BERKELEY SPS., WV 25411
MIKE FAGAN
(304) 258-1010
(304) 258-1976

WDVR/FM

RT 604
SERGEANTSVILLE, NJ 08557
FRED BOENIG
(610) 838-2739
(609) 397-5991

WDVX

PO BOX 27568
KNOXVILLE, TN 37927
TONY LAWSON
(423) 494-2020
(423) 637-2141

WEIU

RADIO & TV CENTER
CHARLSTON, IL 61920
JOHN CARBONE
(512) 798-6116

WETS

PO BOX 70630
JOHNSON CITY, TN 37614
PHIL LEONARD
(423) 929-6442
(423) 939-6449

WFDU/FM

1000 RIVER ROAD
TEANECK, NJ 07666
KIM GLUCKLER
(201) 692-2806
(201) 712-4610

WFHB/FM

108 W. 4TH STREET
BLOOMINGTON, IN 47402
JIM MANION
(812) 323-1200
(812) 323-0320

WFPK/FM

301 YORK STREET
LOUISVILLE, KY 40203
DAN REED
(502) 574-1748
(502) 574-1671

WFUV

FORDHAM UNIVERSITY
BRONX, NY 10458
RITA HOUSTON
(718) 817-4550
(718) 365-9815

WMLB/AM

1107 ATLANTA HIGHWAY
CUMMING, GA 30130
DAVE STONE
(770) 887-3136
(770) 887-3333

WHAY/FM

COURTHOUSE SQUARE
WHITLEY CITY, KY 42653
ADAM PHILLIPS
(606) 376-2218
(606) 376-5146

WHEE

PO BOX 3551
MARTINSVILLE, VA 24112
BILL WYATT
(540) 632-9811
(540) 632-9813

WHZR

PO BOX 1010
LOGANSPORT, IN 46947
BRIAN HOLSTEN
(219) 732-1037

WJJC/AM

153 BILL ANDERSON BLVD.
COMMERCE, GA 30529
KEITH PARNELL
(706) 335-3155
(706) 335-7622

WJMQ

PO BOX 269
CLINTONVILLE, WI 54929
DOUG ROGERS
(715) 823-5128
(715) 823-1367

WJTH/AM

329 RICHARDSON RD., S.E.
CALHOUN, GA 30701
RAY MILLER
(706) 629-6397
(706) 629-8463

WKTT

1050 LINDEN STREET
CLEVELAND, WI 53015
JOHN ANTHONY
(920) 693-3103
(920) 693-3104

WKZE/AM

67 MAIN STREET
SHARON, CT 06069
CHUCK JOHNSON
(860) 364-5800
(860) 364-0129

WLNR

1223 NEW BERN ROAD
KINSTON, NC 28504
STAN EDWARDS
(252) 527-9797
(252) 527-3098

WMKY

124 HENRY WARD PLACE
MOREHEAD, KY 40351
PAUL HITCHCOCK
(606) 783-2334
(606) 783-2335

WMLB/AM

1107 ATLANTA HIGHWAY
CUMMING, GA 30130
DAVE STONE
(770) 887-3136
(770) 887-3333

WMMT

306 MADISON STREET
WHITESBURG, KY 41858
JIM WEBB
(606) 633-0108
(606) 633-1009

WMNF/FM

1210 EAST M.L. KING
TAMPA, FL 33603-4449
RANDY WYNNIE
(813) 238-2234
(813) 238-1802

WNCW

PO BOX 804
SPINDALE, NC 28160
MARK KEEFE
(828) 287-8000
(828) 287-8012

WNKU/FM

301 LANDRUM CRT.
N. KY. UNIV.
HIGHLAND HTS., KY
41099-5999
STACY OWEN
(606) 572-6500
(606) 572-6604

World Cafe

3905 SPRUCE ST.
PHILADELPHIA, PA
19104-600

COUNTRY

Keeping Our Eyes On The Horizon

BY JAMIE MATTESON



Within every industry, there are leaders and there are followers. Ours is no exception. The truth is, some people are more comfortable being followers—they may not trust their own instincts, or may prefer to be guided by a detailed map or plan. These people take comfort in the fact that someone else will shoulder the blame should

an idea or thought not work out.

On the other hand, there are a handful of leaders, both in the Country radio and record communities, who will publicly and passionately embrace a thought or idea—even a song—that at the onset may not seem like a sure thing to the masses. Leaders aren't always popular, but you must admit, they tend to be the trendsetters and they're usually much more exciting to watch, even if it's just to see what they're going to say or do next.

Each week, GAVIN Country relies on our reporters to be the

leaders and musical trendsetters of our format. We do this by asking our radio reporters to provide us with the Country landscape forecast—by projecting the following week's spins on current songs and new songs they plan to introduce to their audiences. GAVIN is now the lone music trade in the Country format to use projected spins to gauge a song's success. It's very exciting for us, and it's a big responsibility for our reporters, because it compels each of us to be a leader and to chart the course for the future of Country music.

If Today Is Already Tomorrow, Was Yesterday Already Too Late?

BY BILL HENNES

I am very glad to see that GAVIN is maintaining its position of projecting record spins. I believe that knowing what history says (like all of the other trades are now reporting) is important information. However, we are in the business of developing, building, and increasing the country radio audience—and it is more important to them that we are always on the cutting edge of the latest music.

While programmers are charged with creating passion on the air via their jocks and promotions, we must never forget that it all starts with the music! As a format we cannot grow the audience by relying on recurrences and oldies being played over and over. We must be open to our audience and present them with the new hit music. We need to play and introduce the music that is the essence of who and what we are. We as an industry cannot—and should not—rely solely on data from the past.

I believe that part of the problem is that we, as a format, are far too judgmental. Many of us have put ourselves above the audience, judging *for them* what is and what is not country. Exciting sounds that are “different” are good for the format. That is why the Dixie Chicks

“New hits are not made yesterday, they are made today and tomorrow.”

have scored so big. It is great music and it is different. Not every song you add will go top ten or number one, but the listeners will thank you for the variety. Whether you play 15, 20, 30, or 40 currents you need new music in your rotation weekly.

PDs, MDs, and consultants each week should be listening and looking for the hottest, hippest and best-sounding songs to add. Once

we make that call, we then should make sure we put them into a rotation that exposes them to the audience with plenty of frequency. No matter how much historical information you have access to, you still need to add new hit product weekly or the format will come to a grinding halt.

I have no axe to grind with historical information. I have used it and will continue to use it. There is a great deal of historical information available weekly—i.e. calls out, CD sales, singles sales, actual air play spins and reported air play spins—and this is all good input, but new hits are not made yesterday, they are made today and tomorrow. If you always wait till yesterday, you may not have a tomorrow to worry about.

BILL HENNES IS PRESIDENT OF HENNES & ASSOCIATES, A RADIO CONSULTANCY FIRM WITH TOP 40 AND COUNTRY RADIO CLIENTS. HE CAN BE REACHED AT (910) 313-2491 OR VIA E-MAIL AT: BHENNES105@AOL.COM

The Scene



After a recent performance in Los Angeles, Giant's Denny Mosesman (far left) presented The Wilkinsons with a plaque commemorating the group's first #1 song “26¢” in GAVIN! (l-r): Steve, Amanda and Tyler Wilkinson.

In the Spotlight

CLAUDIA CHURCH

LABEL: Reprise Records

CURRENT SINGLE: “What's The Matter With You Baby”

CURRENT ALBUM: *Claudia Church*, in stores 3/9/99

ON THE RECORD: Claudia's album features a version of the 1960s Shirelles' classic “Will You Still Love Me Tomorrow?”



A MODEL ARTIST: Claudia subsidized her music for many years by working as a professional model, even living in Paris and Tokyo

NEWLYWED: Claudia starred in the 1992 Rodney Crowell video “Lovin' All Night,” and she and Rodney began dating soon after. They were married in September of 1998.

PARTNERSHIP: Rodney produced the entire *Claudia Church* album, and co-wrote half of the album's songs.

ON THE BIG SCREEN: Claudia's current faves are *Life Is Beautiful*, *Shakespeare in Love* and *There's Something About Mary*.

LISTENING TO: Dixie Chicks and *Faith* by Faith Hill

FAVORITE SONG: “At Seventeen” by Janis Ian. The first time Claudia heard this song she was a 5 ft. 8 in. tall 10 year-old. She thought, “Someone else knows how I feel.”

COUNTRY

COUNTRY REPORTS ACCEPTED FRIDAYS 8 A.M.-3 P.M. AND MONDAYS 8 A.M.-3 P.M.
GAVIN STATION REPORTING PH: (615) 255-5010
GAVIN FAX: (615) 255-5020



J E F F H O U S E

MOST ADDED



- ALAN JACKSON (115)
- COLLIN RAYE (77)
- AARON TIPPIN (71)
- TERRI CLARK (67)
- CLINT BLACK (52)

MOST SPINCREASE



- BROOKS & DUNN +667
- DIXIE CHICKS +661
- LEE ANN WOMACK +573
- GEORGE STRAIT +560
- MARK CHESNUTT +477

HOTPHONES



WXBQ-Bristol, Vir.
Top 9 at 9 with Chuck Roberts 7:00 - Midnight

1. MARK WILLS - Wish You Were Here (Mercury)
2. TRAVIS TRITT - No More Looking Over My Shoulder (Warner Bros.)
3. DIXIE CHICKS - You Were Mine (Monument)
4. DEANA CARTER - You Still Shake Me (Capitol)
5. PATTY LOVELESS - Can't Get Enough (Epic)
6. TRACY BYRD - When Mama Ain't Happy (MCA)
7. GEORGE STRAIT - Meanwhile (MCA)
8. SAWYER BROWN - Drive Me Wild (Curb)
9. KENNY CHESNEY - How Forever Feels (BNA)

LW	TW		Weeks	Rpts.	Adds	SPINS	TREND
4	1	MARK CHESNUTT - I Don't Want To Miss A Thing (MCA)	9	201	0	7326	+477
<i>In just nine weeks, this monster tune hits the top spot!</i>							
2	2	TIM MCGRAW - For A Little While (Curb)	11	200	0	7253	+61
1	3	JO DEE MESSINA - Stand Beside Me (Curb)	15	198	0	7184	-78
5	4	DIAMOND RIO - Unbelievable (Arista)	14	199	1	7076	+391
6	5	JOHN MICHAEL MONTGOMERY - Hold On To Me (Atlantic)	17	199	0	6852	+277
7	6	REBA McENTIRE - Wrong Night (MCA)	11	200	0	6759	+218
8	7	SARA EVANS - No Place That Far (RCA)	15	198	0	6284	+469
9	8	TRISHA YEARWOOD - Powerful Thing (MCA)	9	200	0	6170	+389
12	9	DIXIE CHICKS - You Were Mine (Monument)	6	201	3	5988	+661
11	10	BILLY RAY CYRUS - Busy Man (Mercury)	12	200	2	5962	+349
10	11	THE WILKINSONS - Fly (The Angel Song) (Giant)	12	199	0	5894	+212
13	12	SHANIA TWAIN - That Don't Impress Me Much (Mercury)	7	189	1	5196	+290
17	13	GEORGE STRAIT - Meanwhile (MCA)	4	198	1	5037	+560
14	14	MICHAEL PETERSON - By The Book (Reprise)	17	191	1	5010	+127
15	15	ALABAMA - Keepin' Up (RCA)	8	197	3	4899	+305
19	16	KENNY CHESNEY - How Forever Feels (BNA)	6	195	3	4535	+411
22	17	BROOKS & DUNN - I Can't Get Over You (Arista)	4	196	7	4447	+667
<i>Converting at KILT, KNCL, WDAF, KRYS, WGTR, and WDEZ</i>							
3	18	RANDY TRAVIS - Spirit Of A Boy, Wisdom Of A Man (DreamWorks)	17	156	0	4408	-2443
18	19	DERYL ODD - A Bitter End (Columbia/CRG)	18	179	1	4396	-42
21	20	THE KINLEYS - Somebody's Out There Watching (Epic)	13	188	4	4247	+238
20	21	LARI WHITE - Take Me (Lyric Street)	16	179	2	4167	+55
28	22	LEE ANN WOMACK - I'll Think Of A Reason Later (MCA)	5	190	9	3664	+573
23	23	CHAD BROCK - Ordinary Life (Warner Bros.)	12	182	3	3651	+365
31	24	FAITH HILL - Love Ain't Like That (Warner Bros.)	4	185	25	3450	+847
24	25	STEVE WARINER - Every Little Whisper (Capitol Nashville)	14	163	9	3424	+196
26	26	SAWYER BROWN - Drive Me Wild (Curb)	7	178	6	3396	+274
25	27	LINDA DAVIS - I'm Yours (DreamWorks)	13	176	2	3291	+69
29	28	TRACY BYRD - When Mama Ain't Happy (MCA)	6	172	6	3188	+156
27	29	LeANN RIMES - These Arms Of Mine (MCG/Curb)	10	164	1	3095	-17
32	30	TY HERNDON - Hands Of A Working Man (Epic)	5	164	9	2851	+305
34	31	PATTY LOVELESS - Can't Get Enough (Epic)	4	159	9	2664	+294
35	32	MARK WILLS - Wish You Were Here (Mercury)	4	168	32	2655	+688
33	33	GARY ALLAN - I'll Take Today (MCA)	11	129	2	2317	-155
36	34	TRAVIS TRITT - No More Looking Over My... (Warner Bros.)	5	131	11	2104	+238
38	35	VINCE GILL - Don't Come Crying To Me (MCA)	3	134	28	2027	+564
45	36	COLLIN RAYE - Anyone Else (Epic)	2	132	77	1868	+1167
—	37	ALAN JACKSON - Gone Crazy (Arista)	1	118	115	1824	N
39	38	DEANA CARTER - You Still Shake Me (Capitol)	4	114	11	1807	+354
40	39	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	5	132	16	1721	+291
48	40	CLINT BLACK - You Don't Need Me Now (RCA)	2	98	52	1389	+800
43	41	WADE HAYES - Tore Up From The Floor Up (Columbia/DKC)	4	90	7	1332	+185
—	42	AARON TIPPIN - I'm Leaving (Lyric Street)	1	99	71	1314	N
44	43	SHANE McANALLY - Say Anything (MCG/Curb)	3	91	16	1257	+333
—	44	TERRI CLARK - Everytime I Cry (Mercury)	1	93	67	1123	N
30	45	SAMMY KERSHAW - One Day Left To Live (Mercury)	16	48	0	911	-1867
—	46	LILA McCANN - With You (Asylum)	2	73	36	820	N
46	47	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	3	60	6	770	+113
49	48	CHARLIE ROBISON - Barlight (Columbia/CRG)	3	47	7	715	+127
—	49	THE WARREN BROTHERS - Better Man (BNA)	2	62	19	701	N
47	50	JODY JENKINS - Old Country Dance Floor (Zone7)	7	39	1	645	+39

Reports	Adds	SPINS	Weeks	UP & COMING
45	34	466	1	* SUSAN ASHTON - Faith Of The Heart (Capitol Nashville)
38	17	479	1	* DEBORAH ALLEN - Is It Love Yet (Curb)
38	2	470	2	MONTE WARDEN - Someday... (Asylum)
32	30	347	1	* JESSICA ANDREWS - I Will Be There For You (DreamWorks)

THE 1999 GAVIN SEMINAR

NEW ORLEANS, FEBRUARY 17-20

For more info. call
Jamie Matteson (615) 255-5010 x103

REGION x REGION

West Coast (41)

MOST ADDED:

1. ALAN JACKSON (18)
2. TERRI CLARK (16)
3. COLLIN RAYE (13)

SPINCREASE:

1. MARK CHESNUTT +270
2. BROOKS & DUNN +163
3. DIXIE CHICKS +141

Southwest (34)

MOST ADDED:

1. ALAN JACKSON (24)
2. COLLIN RAYE (13)
3. AARON TIPPIN (12)

SPINCREASE:

1. MARK CHESNUTT +222
2. LEE ANN WOMACK +144
3. GEORGE STRAIT +121

Midwest (60)

MOST ADDED:

1. ALAN JACKSON (37)
2. COLLIN RAYE (27)
3. TERRI CLARK (25)

SPINCREASE:

1. MARK CHESNUTT +411
2. GEORGE STRAIT +247
3. DIXIE CHICKS +199

Northeast (30)

MOST ADDED:

1. ALAN JACKSON (15)
2. COLLIN RAYE (11)
3. AARON TIPPIN (10)

SPINCREASE:

1. MARK CHESNUTT +198
2. DIXIE CHICKS +136
3. BROOKS & DUNN +114

Southeast (36)

MOST ADDED:

1. ALAN JACKSON (21)
2. AARON TIPPIN (15)
3. COLLIN RAYE (13)

SPINCREASE:

1. MARK CHESNUTT +303
2. BROOKS & DUNN +190
3. LEE ANN WOMACK +184

COUNTRYBREAKOUT

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

LW	TW	Artist/Title/Label	Weeks	Rpts.	Adds	SPINS
1	1	SARA EVANS - No Place That Far (RCA)	15	198	0	6284
2	2	THE WILKINSONS - Fly (The Angel Song) (Giant)	12	199	0	5894
3	3	DERYL DODD - A Bitter End (Columbia)	18	179	1	4396
4	4	THE KINLEYS - Somebody's Out There Watching (Epic)	13	188	4	4247
5	5	CHAD BROCK - Ordinary Life (Warner Bros.)	12	182	3	3651
<p><i>This very important "life" song is really beginning to kick in. This week's converters include WUBE 15X-25X, KVOX 13X-21X, KNFR 9X-19X, KHAK 15X-22X, KCKR 14X-25X, KIOK 15X-25X, KRST 5X-14X. Hot phones include KUBL, KZSN, KBRJ.</i></p>						
6	6	LINDA DAVIS - I'm Yours (DreamWorks)	13	176	2	3291
7	7	GARY ALLAN - I'll Take Today (Decca)	11	129	2	2317
8	8	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	5	132	16	1721
11	9	SHANE McANALLY - Say Anything (MCG/Curb)	3	91	16	1257
—	10	LILA McCANN - With You (Asylum)	2	73	36	820
12	11	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	3	60	6	770
—	12	CHARLIE ROBISON - Barlight (Columbia)	3	47	7	715

TOP TIP

CHAD BROCK

"Ordinary Life" (Warner Bros.)

This one looks to be a winner for Chad as stations report increasing listener awareness and requests. Look for Chad to bust onto GAVIN's top 20 next week!



PROFILE

Jimmy Rector

Label/Company:
Capitol Nashville

Position: Mid-Atlantic
Regional Director

How long? 1 year

What do you like most about your job?
Traveling and working with the artists. I like watching their careers blossom and knowing I helped make it happen.

Least? Watching labels and radio go head-to-head when we should be working together. Also, watching corporate lifestyles replace passion for music at radio.

The Early Years:
BORN IN:
Cloudland, Ga.
GREW UP IN:
Cloudland, Ga.

Before working for a record label, I worked:
as an intern at Vector Management and SESAC.

What radio stations did you grow up listening to? WUSY-Chatanooga and WKHX and WYAY-Atlanta.

What is your favorite song of all-time?
Anything by Merle Haggard.

What is your favorite song out right now?
Susan Ashton's "Faith Of the Heart"

What album/CD in your collection are you most ashamed of? There is some rap in my collection and I'm not sure why.

DIDYAKNOW? I was a



jumper on the University of Georgia water-ski team from 1988-1989. I'm still not very good at it.

If I worked for a radio station, I would: Play everything I told myself to. I would quit worrying about national charts and start worrying about my market. Listeners = buyers = listeners.

Motto to live and work by: Smile. It makes people wonder what you've been up to. If you're not enjoying what you're doing, do something else.

by Jeff House

THE HOTLINE

TODD BERRY, MD, WPOC-BALTIMORE, MD.

"Billy Ray Cyrus' 'Busy Man' is coming back strong in research. Listeners are relating to the message and they're thinking about their own lives...We've been playing Tracy Byrd's 'I Wanna Feel That Way Again' for 20 weeks and there's no end in sight. We're seeing heavy passion with minimal burn...Another record with no end in sight is Aaron Tippin's 'For You I Will.' It's one of our strongest records of the year...I'm very excited about the upcoming Shedaisy project on Lyric Street. It's going to be a big-big record. I haven't felt this way about an act in many years. I have no doubt they'll make it!"

JEFF LYNN, PD, WYZM-MADISON, WIS.

"I like the traditional sound of Vince Gill's 'Don't Come Crying to Me.' Wow, a Country song that sounds like a Country song—that's not a crime, is it?...Billy Ray Cyrus' 'Busy Man' is the song that puts the 'Achy Breaky Heart' curse to rest. Our listeners love it. It's a song that compels you stop and evaluate your priorities. Next time I see a lemonade stand, I'm pulling over!"

MARIO GARCIA, PD, KKUS-HOT SPRINGS, ARK.

"Aaron Tippin's 'I'm Leaving' has won our Top 9 at 9 Shootout for over a week. Aaron is very popular here, has a strong fan base, and sells well. We're bumping it up this week...Good response on the Kenny Chesney song, 'How Forever Feels.' It's a fun song that makes you want put on some sun tan oil and order a drink with an umbrella in it. The video's fun, too!"

RANDOMRADIO

Hot Lips Contest

Greg Scott Fisher, PD
WQKC Bloomington, Ind.

■ We invited female listeners to send us their lip-prints. They puckered up, kissed a sheet of paper, then added poems, pictures, designs, and other creative things. Faxes were welcomed, too. While the idea was to find the hottest lips, presentation was also an important factor. Our "blue ribbon" panel of judges chose a winner, who in turn received flowers, candy, perfume, overnight resort stays, dinner, concert passes, etc.

We've done this promotion successfully for years. We always have a ton of entries and our listeners put a lot of work into it. We always hope that the winner will be someone we're not ashamed to say we think has hot lips. Fortunately, so far, we've been lucky.

One year we had an "ultra macho" morning guy who considered himself the ultimate ladies man. One afternoon, I asked our male listeners to send him a personalized hot lips entry with a "come on" message. Sure enough, a listener did it, and our

morning guy had the most serious case of the heebie jeebies I've ever seen in my entire life. He didn't want to even talk about it. When I brought it up on-air, and revealed the joke, all the morning guy could do was growl at me. One of those priceless moments. He was speechless.

Secret Love

Carolyn Laffey, Promotions
Director, WRKZ-Harrisburg, Penn.

Here is one that we are doing the entire week before Valentine's Day. People call in during our morning show and tell them about a secret love that they have. You know, that person in the office that they have not asked out, a next door neighbor. They tell us where we can find this person, given a certain day/time of the week. Our on-air staff will find that "Secret Love" and present them with flowers and candy on behalf of the shy party. This is a great way to become personally involved with your audience. Delivering gifts to businesses all over your city can't help but attract attention to your station. We traded out prizes from an area florist and a candy store.

PARTINGSHOTS

WHAT, NO PEANUT BUTTER & BANANAS?

To honor the memory of the King on his birthday, Q102-Cincinnati morning team Brian & Shelli sent stunt boy Psycho Benny out on the town to hand out jelly donuts.



'Q' IS FOR COOKIE...

The world's littlest Big Bird with the world's biggest Cookie Monster, courtesy Q95.5-Detroit, Mich. (See Grab Bag in this week's News section for more details.)

gmailBOXSET

Broadcast vet **Clancy Woods** is named Chancellor-Phoenix Market Manager, overseeing the company's eight-station cluster, including Rhythmic Top 40 **KKFR** and News/Talk **KFYI/AM**, where he will also be onsite GM. **John Madison** is now officially off the hook.

In the wake of last week's Black Thursday, some label vets are already nailing down new deals elsewhere. **Steve Kline**, most recently with **Geffen**, will be named to the newly-created position of VP/Promotion, West Coast for **Columbia Records**. Elsewhere, **Margaret LoCicero** segues from **Red Ant** to Head of Promotion for New York-based **Push Records**. LoCicero will remain in Los Angeles. And Seattle-based promo vet **Lori Holder-Anderson** is named VP/Promotion at **Wind-Up Entertainment**, replacing New York-based **Shanna Fischer**, who was recently upped to Sr. VP/Promo.

Also set to re-appear is **Burt Baumgartner**, who will reportedly enter the **Capitol Tower**.

Hot 106 (WWKX)-Providence PD **Jerry McKenna**, a veteran of **RCA Records**, inks RCA's **Paul Nelson** as the station's new MD. Nelson, who replaces **Sandy B.**, most recently did mix show promotion for RCA, and worked with McKenna at **WXKS (Kiss 108)**-Boston.

Here's the new jock line-up for Top 40 **WRVW (The River)**-Nashville: Mornings, **Woody & Jim** from **WFLY**-Albany; PD **Jimmy Steele** from 10 a.m.-noon; APD/MD **Tom Peace** from noon-3 p.m.; Pittsburgh vet **Blake Thunder** aboard for afternoons, and Steele's old radio buddy, **Kato** from **WCIL**-Carbondale, for nights.

Q102-Cincinnati p.m. driver **Brian Douglas** returns to mornings, teaming with **Shelli** and former intern **Psycho Benny** (may not be

his real name). OM/PD **Mike Marino** is looking for a wide variety of talent.

Following **KS95 (KSTP)**-Minneapolis PD **Todd Fisher's** recent promotion to Director of Programming for **Hubbard Broadcasting**, APD/MD **Leighton Peck** is awarded OM stripes.

KPTY-Phoenix morning dude **Big Mama** segues to nights at **CBS Rhythm Crossover Wild 98.7 (WLLD)**-Tampa, replacing **Flyin' Brian & the Freak Show**, who move to mornings, replacing **College Boy & Napoleon**.

Jason Hillery, PD of Modern A/C **KKPN (104.5 The Planet)**-Corpus Christi is upped to Director of Contemporary Programming for **Pacific Broadcasting**, adding PD responsibilities over Rhythmic sister **KBTE (102.3 The Beat)**, as PD **Michael Knight** exits February 5, along with Promotion

Director **Carissa Davis**. Hillery will move from mornings to afternoons on the Planet, and seeks a morning team.

Longtime **WJMH (102 Jamz)**-Greensboro MD **Mary K** segues to APD/MD/middays at **WBHJ**-Birmingham, replacing **Daysha Parker**.

Congrats to **KPRR**-El Paso PD **Victor Starr** and wife **Lisa** on the birth of their first child, a son, **Victor Michael**, born Tuesday, January 19.

We are saddened to report the passing of longtime **WFLZ**-Tampa Programming Assistant (and not-so-secret weapon) **Dennis Clark**, a.k.a. "Big D," Monday, January 25 after a lengthy hospital stay. He was 43 years old. Clark is survived by his wife **Martha** and two children, ages nine months and four years. Contributions to the Dennis Clark Memorial Education Fund

GAVIN IS ONLINE!

www.gavin.com

We want to know what you think about what you see on our pages. E-mail us at editorial@mail.gavin.com

HI!
MY NAME IS

SLIM SHADY

"MY NAME IS"

THE BREAKTHROUGH SINGLE FROM EMINEM
GOING FOR ADDS FEBRUARY 3

SLIM SHADY LP COMING FEBRUARY 23

Contact Trigga Williams at Interscope Records 212-328-5980



www.interscoperecords.com

©1999 AFTERMATH ENTERTAINMENT/INTERSCOPE RECORDS. ALL RIGHTS RESERVED.

fleming & john

"the pearl"

from their forthcoming album
the way we are UD-53160



"...it's one of the best female leaning records I've heard in a long time...it combines both the edginess of alternative with the accessibility of a great pop song..."
— Julie Stoeckel, KLLC/San Francisco



© Universal Records

Michael Dixon Management