Some Labels Would Kill for an Image
Others Would Like to Kill Their Images
Here's How Four Companies Cope With
PERCEPTION VS. REALITY

Is Rhino Records nothing but an oldies compilation label? Is Rounder all folk music? Is Prince's Paisley Park open only to symbolic artists? No, no and no. It's all a matter of Perception Vs. Reality (to borrow a phrase from Rolling Stone magazine—itself strapped with a rock-mag image for years. But, then, we came up with 'Generation Next' as a cover line back in April; that tag graces Rolling Stone's current cover.)

We all work to create a certain image, whether for a station, a label, or an act. But, as we grow, those images can become limiting, or simply need updating. Many labels have been able to deal with changing public perceptions successfully, and we chose four to profile, talking with such execs as American's general manager, Mark DiDia (top) and Immortal's Happy Walters, whose record label is perceived as rap and edgy, but who knows no boundaries. "I grew up in Indiana," he says. "I like everything—the Smiths, R.E.M... country music!"

Speaking of people who love music, please welcome Julie Gordon (middle) to Gavin's ranks, with a hot new A&R guessip column, Flash...In News, we hear from Robert Morgado, who emerged from the Time Warner tumult with his humor intact, and from Ticketmaster's Fred Rosen, who's tired of his company being called a monopolistic "gorilla." On the GO Chart, Sass Jordan, Counting Crows, Steve Perry and the Amy Grant/Vince Gill (above) duet are doing it.
Dan Hartman gave us Free Ride in the '70s. In the '80s, he gave us I Can Dream About You and Living In America [the theme song from Rocky IV]. Now, he leaves us with something new in the '90s.

The new single
THE LOVE IN YOUR EYES

From
Dan Hartman's Greatest Hits Album
"KEEP THE FIRE BURNIN'"
Gavin November 11, 1994

**Gavin At A Glance**

**Record to Watch**

**Top 40**
- Urge Overkill
  - "Girl, You'll Be A Woman Soon" (MCA)
- Dana Dane
  - "Record Lock" (Lifestyles/Maverick)
- Urge Overkill
  - "Girl, You'll Be A Woman Soon" (MCA)
- Dana Dane
  - "Record Lock" (Lifestyles/Maverick)
- Urban
  - "Shame" (Hollywood/Jive)
- A/C
  - Vanesa Williams
  - "The Sweetest Day" (Wing/Mercury)
- Country
  - John And Audrey Wiggins
  - "She's In The Bedroom Crying" (Mercury)
- A3
  - Woodstock '94 Various Artists (A&M)
- Jazz
  - JAY HOGGARD
  - "Love Is The Answer" (Muse)

**Most Added**

**Top 40**
- Jon Secada
  - "Mental Picture" (SBK/EARN)
- Boyz II Men
  - "On Bended Knee" (Motown)
- Cella Dwellas
  - "Lord Of The Lost" (Loud/Atlantic)
- Slick Rick
  - "Behind Bars" (Def Jam/RAL)
- Karyn White
  - "Every Day Of The Week" (Giant)
- Vanesa Williams
  - "The Sweetest Day" (Wing/Mercury)
- Steve Perry
  - "Missing You" (Columbia)
- Pam Tillis
  - "Mi Vida Loca" (Arista)
- Sawyerr Brown
  - "This Time" (Curb)
- Boxing Gloves
  - If You Love Me (Mesa)

**Gavin Hot**

**Top 40**
- Boyz II Men
  - "On Bended Knee" (Motown)
- Rap
  - Method Man
  - "Bring The Pain" (Def Jam/RAL)
- Urban
  - Mary J. Blige
  - "Be Happy" (Uptown/MCA)
- Alternative
  - Pearl Jam
  - "Spin The Black Circle" (Epic)

**Next Week**

Something Old, Something New...
For our review of the year in alternative music, Linda Ryan talks with radio programmers and record execs, who can point to alternative music and mainstream success as a good match—a wedding, almost. So Linda will also pick out, musically, something old, something new, something borrowed and something blue. Bring some Kleenex.

**Management**

P.D. Notebook

**Formats**

- Top 40
- Go Chart
- Rap
- Urban
- Adult Contemporary
- Chart Connections
- Country
- Jazz
- Adult Alternative
- Album Adult Alternative
- Gavin Rocks
- Alternative

**Inside**

- News
- That's Sho-biz
- Perception Vs. Reality
- Media Connection
- Small Market Success

**Gavin**

* * *

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Ticketmaster Punches Back

By Ben Fong-Torres

When Pearl Jam opened the pearl floodgates of criticism against Ticketmaster this summer, leading to lawsuits and accusations that the company was a monopoly that tacked exorbitant service charges onto ticket prices, the Los Angeles-based agency felt as punched out as any ticket it's ever sold.

Now, Fred D. Rosen, Ticketmaster's 50-year-old president and CEO, is punching back.

"You know what I believe all this really is," he said in a recent interview with the New York Times. "It's jealousy and envy. Nobody knew this was a good business. And nobody took the time to do it correctly."

When Pearl Jam couldn't persuade Ticketmaster to keep its service charges—which range from $1.65 to $6.25 (depending on the ticket's price)—to $2, so that the total cost could be kept at $20, the band canceled its tour and called on Congress to investigate the company for monopolistic and anti-competitive practices. "Ticketmaster said, 'If you don't like us, go somewhere else,'" said band manager Kelly Curtis. "But we found out that there wasn't anywhere else."

A consumer group, the Public Interest Research Group, claimed that its studies showed Ticketmaster adding as much as 27 percent to a ticket's face value, with an average charge of $5.10. PIRG called Ticketmaster "the 800-pound gorilla in the ticketing industry, and in many places the only gorilla."

To which Rosen responds: "If we do have a lot of market share, guess what? We earned it. And if we earned it, it's something to be proud of. Proud of!"

Ticketmaster, which perfectly met needs of selling tickets by phone and at retail outlets, began its move in 1982, under Rosen's leadership, and overtook the then-reigning ticket agency, Ticketron, with a blend of computer software innovations (leading to lower costs for entertainment venues), a courtship of the music industry, and the establishment of exclusive, long-term contracts with venues.

Today, Ticketmaster has the exclusive rights as outside ticket agents for some two-thirds of the 10 million seats at major halls around the country, and, last year, handled more than $1.3 billion worth of tickets, taking in $191 million in service and other charges. The service charges, Rosen says, add about 14 percent to the cost of the average ticket.

Whatever the percentage, it was the concept of the additional charge that helped propel Ticketmaster. While other companies charged a flat $2 (a price still maintained by other agencies), Rosen decided on a sliding scale. Managers of concert arenas approved, especially in the face of entertainers demanding an increasing share of concert revenue in recent years.

But while site managers may be happy in their partnership with Ticketmaster, artists and concert consumers continue to protest.

Pearl Jam, now planning a tour for next summer, is working out ticket-selling plans that don't include the "gorilla." According to manager Curtis, the band may set up a mail order system.

Robert Morgado, the Warner Music Group chairman who's been embroiled in controversy over exclusive contracts that would result in Ostin reporting to Morgado. Label president Lenny Waronker, named in August to succeed Ostin, announced last month that he would not take the job, reportedly because he did not want to oversee employee cuts.

Roberto Morgado, the Warner Music Group’s chairman/CEO, is reportedly intense meetings, reportedly the subject of criticism by several other high-ranking executives that would result in Ostin reporting to Morgado. Label president Lenny Waronker, named in August to succeed Ostin, announced last month that he would not take the job, reportedly because he did not want to oversee employee cuts.

"After radio, (MTV and VH-1 are) the most important promotional vehicles for us," he said. "Synergy...I had the bright idea that if we generated controversy in the music division, it would help sales of (Time Warner's) Fortune and Time magazines."

"It worked well. Maybe a little too well. But, while saying that the company is still more powerful than at any time in its history," Morgado said no more about the week that was, and did not answer questions after his talk.

The speech restated reasons for delays in a music video cable network that had been announced early this year. Warner Music, in partnership with Sony, EMI, PolyGram, and Ticketmaster, would create a new rival for MTV. But the plan soon ran into FCC legislation that would make such a channel prohibitively expensive. The idea was further damped by the recent news of Sony Music’s agreement with MTV for global rights to the company’s music videos, leaving Sony’s participation in the network uncertain.

However, he refused to portray the proposed channel as a competitor for MTV. "It's an absurd notion," he said. "MTV and (sister) VH-1 are valuable allies. They give us access to almost 60 million houses. After radio, it's the most important promotional vehicle for us." Still, he noted, MTV, VH-1 and other music video outlets are inadequate. "Three-fourths of music videos are never shown on national networks...there are more (videos) slipping into the industry's black hole. We can't continue to subsidize production."

Bill Korn Heads Westinghouse

Westinghouse Broadcasting president Bill Korn was named chairman of the media group on Monday (November 7), taking over for Burton Staniar, who is chairman of the company's furniture-making division.

Korn has been president of Westinghouse since 1992, prior to which he was president of Group W television.

His promotion follows Westinghouse's mid-summer 1994 affiliation deal with CBS. The two broadcasting giants will produce and distribute a new daily news magazine show, among other ventures.

"But has done a superb job at (Westinghouse) broadcasting, helping to bring the business through some of its most challenging years into the excellent industry position that it enjoys today," said Westinghouse Electric Corporation chairman/CEO Michael Jordan. "For his part, Bill Korn's dynamic sense of strategic direction has already placed the group on the road to a solid and successful future."

"After radio, (MTV and VH-1 are) the most important promotional vehicles for us."

— Robert Morgado

see below

Robert Morgado on Warner Tumult: It Was All for ‘Synergy’
GTS Records proudly presents

John Tesh
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"A Family Christmas"
OTS 3-4575

John along with the Christmas Symphony Orchestra have joined together in a symbolic setting that makes songs like "Little Drummer Boy", "O Tannenbaum" and "Hark! The Herald Angels Sing" resound from your speakers with a renewed brilliance destined to enhance the beauty of being together with the ones you love at this most wonderful time of the year!

Hark! The Herald Angels Sing, We Wish You A Merry Christmas
Good King Wenceslas, Little Drummer Boy, Joy To The World
Have Yourself A Merry Little Christmas, What Child Is This?
Good Christian Men Rejoice, Carol of the Bells, Song for Prima
O Tannenbaum, God Rest Ye Merry Gentlemen, One Final Wish
White Christmas

James Lewis Marketing
1-800-783-0364
KNAC: No Knack for Metal

Heavy metal rock, already suffering an inferiority complex at radio, is losing one of its most powerful outlets.

The owners of KNAC/FM-Los Angeles, have announced the sale of the station and its probable switch to a Spanish-language format next February. "There aren't many stations like KNAC," said Bruce Duff, musician and publicist at Triple X Records, "and to lose the one in L.A. is sad."

KNAC, which adopted hard rock in 1986 and, despite a relatively weak signal, established itself as the voice of metal, mixing oldies from Black Sabbath with the likes of Metallica.

But that position never translated into success in the overall ratings, and in recent months, the station has seen others, including the highly-rated KROQ, adding more harder-edged bands like Nine Inch Nails to its playlist.

Some metalheads hope their music will find a new home—possibly KLOS, where program director Carey Curelop has fashioned a blend of pop and harder rock. In recent months, said Curelop, "we started to pick up the tempo and pace of the music and (increased) the current records we're playing. We stand to pick up a good portion of ex-KNAC listeners."

The United Stations Radio Networks will syndicate the weekly, two-hour long show when it premieres in early 1995. The Difference is patterned after WXPN-Philadelphia's World Cafe, a nationally broadcast public radio show aimed at the Adult Alternative format. Andy Denemark, USRN's VP of programming, told Gavin that "We wanted a broad appeal to the show and we wanted to connect with the producers of World Cafe. Todd has produced everything from Patti Smith to Meat Loaf, and he's been in the public eye for a long time."

As an artist, Rundgren has a lengthy discography, with hits like "Hello, It's Me" and his band, Utopia. "In the beginning, we'll stick a little closer to the format, but we'll still have an adventurous quality," Rundgren told Gavin. "I may make certain concessions to my own personal taste, but my mission is to unearth overlooked records, and even acts in the process of being overlooked now. I want to expose listeners to bands like Rusted Root, Rise Robots Rise, and Fabulon."

Denemark figures that the specialty show will hit album, A3, classic rock and possibly modern rock stations. "We're offering The Difference to cities that don't have a choice of the Adult Alternative shows that some cities already have."

The program will consist of artist segments, live performances, and Rundgren will give his opinion about things. "Todd's someone who can give insight because of his background," says Denemark.

Rundgren to Host Net Radio Show

By David Beran

Artist/producer/multi-media pioneer Todd Rundgren has been selected to host The Difference, a new radio music show geared for the adult alternative audience. The United Stations Radio Networks will syndicate the weekly, two-hour long show when it premieres in early 1995. The Difference is patterned after WXPN-Philadelphia's World Cafe, a nationally broadcast public radio show aimed at the Adult Alternative format. Andy Denemark, USRN's VP of programming, told Gavin that "We wanted a broad appeal to the show and we wanted to connect with the producers of World Cafe. Todd has produced everything from Patti Smith to Meat Loaf, and he's been in the public eye for a long time."

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UK Station Aims For Cosmo Girls

By Beverly Mire

Ah...the days when men were men and women were behind them. Those days will return in Britain next May when the country's newest station, Viva 963!, debuts with wall-to-wall programming designed to please, or rather teach women to rather want their station to be stylish and independent. "Women think the idea isn't funny," says Turner.

Former Elle editor Sally Brampton and Prime Minister Margaret Thatcher's daughter Carol Thatcher have been recruited as air personalities and they'll preside over features such as 'Brand New' a new-product advisory, "Educating Rita," which will be about adult education and "Recipe On The Run," designed for domesticated party-gals who have a husband who allows them to work from nine to five.

Predictably, some British women think the idea isn't a great one. In a statement that seemed to endorse the station in a backhanded way, columnist and author Julie Burchill said, "Women are really self-pitying and talk about men all the time when they get together. They don't talk about interesting things like money or politics."

Which is just what Viva 963! is banking on.

Have you received your Gavin Seminar Invitation and registration form?

If not, call the
Gavin Seminar Hotline today!

(415) 495-3200
Mad Magazine does it again. Although it's changed over the years—especially since the death of founder William M. Gaines—it continues to find targets in pop culture and hit them squarely. The latest issue (with O.J. Simpson and Alfred E. Neumann sharing the cover) includes (above) "Names of Music Groups As They Appear Elsewhere in Our Lives."

Elvis' Pal Tells Almost All

Joe Esposito was a friend and employee of Elvis Presley from the time they met in West Germany, when they were both in the U.S. Army, to Elvis' death in 1977. Now, Esposito has finally written a book, Good Rockin' Tonight: Twenty Years on the Road and on the Town with Elvis (Simon & Schuster).

What took Esposito, who served as Elvis' road manager, bookkeeper, bodyguard and unofficial head of the infamous "Memphis Mafia," so long to join the endless stream of books about Presley?

"There was a code among us to never talk about what went on backstage while Elvis was alive," Esposito said on Fog City Radio, the KQED/WM-San Francisco show hosted by Gavin's Ben Fong-Torres. "And when he passed away, a lot of offers came, but I didn't want to write a book. There were a lot of books being written about him, and a few years ago, a couple of them set me off, and I said, 'That's enough of this. I've got to try and straighten it out.'"

Esposito is in a good position, having been by Presley's side from Germany until his death. Actually, Presley once fired Esposito for telling Col. Tom Parker about Elvis' increasing use of drugs. "We had a lot of disagreements. People say, 'Why didn't you do something about it?' We all tried. Sometimes he'd get mad and say, 'There's the door; you can leave anytime you want.' He was a very hard-headed human being."

After Presley's death, Esposito did road work for the Bee Gees, John Denver, and the Carpenters. In 1985, he tour-managed the Jacksons' "Victory Tour."

So, if he were alive, how would Presley feel about having Michael Jackson as an in-law?

"If Elvis had been alive, it never would've happened—Lisa's life would've been completely different," said Esposito. "As far as Elvis and Michael—Elvis was pretty liberal. I don't know if he would be in his head, and I can't tell you that."

An FM for Your PC

Computer users can now add FM radio into their multimedia mix. Novex Technologies of Tulsa, Okla. has introduced a stereo FM-tuner board that, once slipped into its expansion slot, allows listeners to store up to 100 stations, along with calls and frequencies. The board contains a receiver with a one-watt-per-channel amplifier and includes a clock, volume control, manual and automatic tuning, and eight preset station buttons, allowing users to program the device to tune in for a show and shut down at program's end.

The software's current version has only three volume settings; an updated version at year's end is expected to add better volume control and a cable to connect to a sound board.

Novex can be reached at (918) 744-8001.
Four-year WRX St. Joseph, Mich. staffers John Jay has been named music director, and will continue handling the morning shift. Former MD Mark Adams is traffic director/part time air talent. Phil Diet has been named music director at X-107 (WRXS)-Ocean City, Md. Mixing it up: Randy James moves from WMX/AM-Denton to WPNT/AM-Chicago...Dave and Kathy have split. The B94-7 (KEWB)-Redding, Calif. morning duo cut off to different stations. Dave Tappan is doing mornings at KZAP and Kathy Vance is heading to the Midwest, where she's been named operations manager/program director at KKKM/KDMG-Burlington, Iowa. Vance will be doing triple duty as she handles morning drive on KDMG.

KVIL/AM&FM Dallas is splitting, as the AM side changes calls to KDDM and format to "Memories 1150." PD Bill Curtis will oversee both stations...The one and only Gary Owens will be inducted into the National Association of Broadcasters Hall Of Fame at next year's spring convention in Las Vegas...

ROTTATIONS: Karl Bader, most recently secondary pop

SHO-BITZ

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ROTTATIONS: Karl Bader, most recently secondary pop
Freydy Johnston

"****. Nobody sounds like Freedy Johnston. He's an American original." - ROLLING STONE

"Nothing short of transcendent." - ELLE

#7 MOST ADDED MAINSTREAM RADIO!

NEW ADDS INCLUDE: WLAN, WNNK, WIFC, WGLU, WHYT, WRQK

IN FOR NEXT WEEK: WZJM, KRBE, WKXJ, KISR

BAD ROTATIONS: WLUM 34 plays, WSPT 25 plays, WHHY 23 plays, G99 16 plays, WAHZ 13 plays, KLRZ 11 plays, WDDJ 10 plays, OK95 23 plays, K106 16 plays, WRFY 21 plays

MULTI FORMAT HIT!
- Alternative 303 spins!
- AOR 135 spins!
- AAA #1 Record!
- Gavin Top Tip! 60/11

GREAT SALES: #39 New Artist LP Chart,
#8 Alternative New Artist LP Chart

"Put it on the air and turn it up loud."
— R. Charles Snyder, KTMT

"Why isn't everyone playing this? It's such a great record."
— John Riley, WCIL

"My personal fave."
— Ragman, WNTQ

"A great song."
— Tom Garrett, WZOK

This Perfect World

Featuring the premiere single and video "Bad Reputation"

Produced by Burke EG
Management: Jamie Kinnan/The Sundown Group USA

KAWS-Dallas APD/MD "Mr. Ed" was very happy with the outcome of the Foreman fight. His wallet is now a bit heavier.

KHKS-Dallas APD/MD "Mr. Ed" was very happy with the outcome of the Foreman fight. His wallet is now a bit heavier.

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It’s anything but a dream. Arista recording artist Lisa Stansfield and duet partner, Babyface, recently hit the beach to film a video for "Dream Away." Produced by David Foster, this Diane Warren song is from the soundtrack to 20th Century Fox’s "Pageturner." Shown here, back row, left to right: S.A. Baron, director, video production; Arista; Ramon Hervey, Babyface’s manager; Jacqueline Perryman, VP, soundtracks, Arista; Jazz Summers, Stansfield’s manager; Diane Warren. Front row, left to right: Babyface; Randee St. Nicholls, director; Lisa Stansfield.

Craig Russell is now PD at WKPK "The Peak" in Gaylord, Michigan as former PD Jake Edwards steps down to concentrate on his afternoon show. Brent Cogswell is now at night, replacing Rebecca Wilde who moves to WZQD-Lima, Ohio.

Randy James is now the new PD at WRQX-Washington, D.C. He was PD at WMMX-FM-Dayton.

A primo local promo gig has opened up in the City By The Bay. If you’d like to be part of the Atlantic team, raise your hand quickly. You'd better yet, call Bob Clark at (310) 205-7497 or (310) 653-2142.

You'd better yet, call Bob Clark at (310) 205-7497 or (310) 653-2142.

SHO-TALK

When Tom Petty and the Heartbreakers perform November 19 on Saturday Night Live, Nirvana drummer Dave Grohl will be sitting in. There’s still no word of a permanent replacement for longtime skins man Stan Lynch...

Pearl Jam released "Spin the Black Circle," the first single from their soon-to-be-released album, Vitalogy, on November 8. On November 22, 50,000 copies of a vinyl edition of the album will be released. The special packaging is costing the hand 26 cents extra they’re paying for it out of their own pockets. The album will also be released in book form, with a 36-page collection of lyrics, photos and notes — some drawn from the health and philosophy book that inspired the title...

With the recent re-release of their two hit albums, MeAndMyFriends and HeavyintotheHorse" McMann, who segues from radio, where most recently he was the music director at WWKX-Providence...Virgin Records’ product management department has expanded and restructured, naming the following as product managers: Julie Brazeaux, director after two years at the label’s San Francisco regional marketing department; Margie Chesek has been with the department for two years. Eric Ferris has been assistant to the president; Phil Fox joins the label after 13 years with CEMA and Capitol. Most recently he was national sales director for CEMA; Brenda Walker comes to Virgin after holding a similar position for two years at Perspective Records...

Tegra Little has been upped to field sales management/music from sales representatives at WEA...American Recordings has inked a distribution deal with Wild West Records, described as an avant-garde Los Angeles-based hip-hop label. The first release under the new agreement is Mix Tapes by The Non...MCA Music Entertainment International will be opening Asa/Pacific regional headquarters, Hong Kong and Australia subsidiaries in January. Gregg Rogers will head the Asia/Pacific regional offices and Paul Krieg will head the Australia offices.

Mark "Captain Planet" Driscoll flashes a new address and phone number. Reach him now at 6201 Sunset Blvd., Suite 391, Hollywood, CA 90028 or call at (310) 281-2222 or (213) 653-2142.
Acoustic Highway. The guitarist is continuing his U.S. tour, which kicked off in October and runs through the next year. John Paul Jones are bringing their collaboration The Woman's Foundation. The Woman's Foundation is a benefit for the Illuminati, a new age music group. The tour also features tours by artists such as Peter Gabriel, Tony Levin, and David Rhodes. The tour also includes concerts at major venues such as the Olympic and the Chicago Theater in a benefit for the Illuminati. The tour is expected to be a huge success, with tickets selling out in minutes.

The Offspring's Dexter Holland is a former gymnast who is now a successful singer. He has released several albums and is known for his strong tenor voice. His band, The Offspring, has had several hits and is currently on tour.

Little Texas is a country music group that has had several hits. Their album, "Student Loans," was released in 1993 and reached #1 on the country charts. The album was produced by the legendary producer, Bobby Owsinski.

Martha Carey is a singer who has had several hits. Her album, "Mariah Carey," was released in 1993 and reached #1 on the pop charts. The album was produced by the famous producer, Andre Previn.

Robert Palmer is a singer who has had several hits. His album, "Addicted to Love," was released in 1985 and reached #1 on the pop charts. The album was produced by the legendary producer, Nile Rodgers.

Sheryl Crow is a singer who has had several hits. Her album, "The Globe," was released in 1993 and reached #1 on the pop charts. The album was produced by the famous producer, Steve Lillywhite.

Vera Cruz is a singer who has had several hits. Her album, "Once in a Lifetime," was released in 1993 and reached #1 on the pop charts. The album was produced by the legendary producer, Nile Rodgers.

The Offspring is a rock band that has had several hits. Their album, "Smash," was released in 1994 and reached #1 on the rock charts. The album was produced by the famous producer, Butch Vig.

Boz Scaggs is a singer who has had several hits. His album, "Slow Hand," was released in 1975 and reached #1 on the pop charts. The album was produced by the legendary producer, Al Scheff.

Guns N' Roses is a rock band that has had several hits. Their album, "Appetite for Destruction," was released in 1987 and reached #1 on the rock charts. The album was produced by the famous producer, Butch Vig.

The Rolling Stones are a rock band that has had several hits. Their album, "Exile on Main Street," was released in 1972 and reached #1 on the rock charts. The album was produced by the legendary producer, Jimmy Miller.

The World's Greatest Hits album, "The Ultimate Collection," was released in 1993 and reached #1 on the pop charts. The album was produced by the famous producer, Butch Vig.

The Who are a rock band that has had several hits. Their album, "Quadrophenia," was released in 1973 and reached #1 on the rock charts. The album was produced by the legendary producer, Al Scheff.

THEY EXPECT THE FIRST SINGLE, "NEW BALLAD," TO BE INCLUDED ON THE FIRST ALBUM. THE SONG IS TITLED "ONCE IN A LIFETIME."
GA VIN  TOP  4 0

E DITOR: DAVE  S H O L I N
ASSOCIATE  EDITOR: ANNETTE  M.  L A I

1  MADONNA  -  Secret (Maverick/Sire/Warner Bros.)
2  BON JOVI - (Always) (Mercury)
3 BOYZ II MEN - III Male Love To You (Motown)
4  SHeryl CROW - All I Wanna Do (A&M)
5  THE REAL MCCOOKS - Another Night (Arista) 
6  ACE OF BASE - Living In Danger (Arista)
7  MELISSA ETHERIDGE - I'm The Only One (Island)
8  TOAD THE WET SPROCKET - Something's Always Wrong (Columbia)
9  GIN BLOSSOMS - Allison Road (A&M)
10 EAGLES - Get Over It (Geffen)
11  GLORIA ESTEFAN - Turn The Beat Around (Discreet Moon/Epic)
12  R.E.M - What's The Frequency, Kenneth? (Warner Bros.) 
13  JANET JACKSON - You Want This (Virgin)
14 PRETENDERS - I'll Stand By You (Sire/Warner Bros.)
15  JOHN MELLENCAMP - Dance Naked (Mercury)
16  CRYSTAL WATERS - (16) Not About Love (Mercury)
17  HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)
18 BABYFACE - When Can I See You (Epic)
19  MAZZY STAR - Fade Into You (Capitol)
20 BOYZ II MEN - On Bended Knee (Motown)
21 ROLLING STONES - Out Of Time (Virgin)
22  FOUR SEASONS - Oh What A Night (Curb)
23 ELTON JOHN - Circle Of Life (Hollywood)
24  STING - When We Dance (A&M)
25  DEAD EYE DICK - New Age Girl (Chicano) 
26  LUTHER VANDROSS & MARIAH CAREY - Endless Love (Columbia)
27  STONE TEMPLE PILOTS - Interstate Love Song (Atlantic) 
28  AEROSMITH - Blind Man (MCA) 
29  NIN NIN - About A Girl (DGJ)
30 DE'SEE - You Gotta Be 550 Music)
31  JOHN MELLENCAMP/P/M sink: NDEGECECELLO - Wild Night (Mercury)
32  INI KAMOZE - Here Comes The Hotstepper (Columbia) 
33  Toni BRAXTON - How Many Ways (LaFace/Atlantic)
34  4PM - Sukiyaki (Next Plateau/Island)
35  COUNTING CROWS - Rain King (DGJ)
36 IMMATURE - Never Lie (MCA)
37  SASS JORDAN - Sun's Gonna Rise (MCA)
38  ERIC CLAPTON - Motherless Child (Atlantic/Reprise)
39  AMY GRANT - Lucky One (A&M)
40  SEAL - Newborn Friend (2W/Sire/Warner Bros.)

Most Added
JON S C E D A C A (56)  
"Mental Picture" (SBK/EMI)
BOYZ II M E N (50)  
"On Bended Knee" (Motown)
V A N N ES S  W I L L I A M S (46)  
"The Sweetest Days" (Wing/Mercury)
TOM PETTI (35) 
"You Don't Know How It Feels" (Warner Bros.)
STEV E P E R RY (30)  
"Missing You" (Columbia)

Top New Entry
BOYZ II M E N  "On Bended Knee" (Motown)

Hot
BOYZ II M E N  "On Bended Knee" (Motown)

Top Tip
FRED Y J O HNSTON "Bad Reputation" (Elektra)

Crossover Action
UR B AN/DANCE
MARY J. BLIGE - "Be Happy" (UpTown/MCA)
ZIANE - "Shame" (Hollywood/Atlantic)
CORONA - "Rhythm Of The Night" (Eastwest)
BRANDY - "I Wanna Be Down" (Atlantic)
LUTHER VANDROSS - "Always & Forever" (16/Atlantic)
DIME THU S N HARMONY - "Thuggish Ruggish Bone" (Atlantic/Ruthless)
20 FINGERS feat. GILLETTE - "Short Short Man" (Zo)

ALTERNATIVE
PEARL JAM - "Spin The Black Circle" and "Tremor Christ" (Epic)
VERICA SALT - "Seaweed" (DG/Motown)
URGE OVERKILL - "Girl,You'll Be A Woman Soon" (MCA)
SMASHING PUMPKINS - "Landslide" (Virgin)
DINOSAUR JR. - "Feel The Pain" (SubPop)
LIZ PHAIR - "Supermos" (Matador/Atlantic)
THE JULIANA HATFIELD THREE - "Spin The Bottle" (RCA)
CRANBERRIES - "zombie" (Island)
OFFSPRING - "Self Esteem" (Epitaph)
OASIS - "Supersonic" (Epic)
GRANT LEE BUFFALO - "Mockingbirds" (SubPop)
LIVE - "Alone" (Atlantic)

Chartbound

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† = Daypart
Total Reports This Week 239 Last Week 240

Reports accepted Monday and Tuesday 8:30am - 4pm
Station Reporting Phone: (415) 495-1990  Gavin Fax: (415) 495-2580

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JON SECADA (56)  
"Mental Picture" (SBK/EMI)
BOYZ II MEN (50)  
"On Bended Knee" (Motown)
VANESSA WILLIAMS (46)  
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OASIS - "Supersonic" (Epic)
GRANT LEE BUFFALO - "Mockingbirds" (SubPop)
LIVE - "Alone" (Atlantic)
Reports Adds SPINS TRENDS

17 1171 +365 AMY GRANT with VINCt GILL - House Of Love (A&M)
14 11353 +166 THE CRANBERRIES - Zombie (Island)
13 5 1290 +137 JOSHUA KADISON - Picture Postcards From L.A. (SBK/EMI)
11 10 1993 +212 FREDDY JOHNSTON - Bad Reputation (Evelia)
9 18 178 +110 * JON SECA - Mental Picture (SBK/EMI)
9 1 1300 -23 ROXETTE - Crash! Boom! Bang! (EMI)
8 2 1842 +336 BRANDY - I Wanna Be Down (Atlantic)
8 1 1021 -188 SARAH McLACHLAN - Good Enough (Arista)
7 2 1021 +110 TOM JONES - I'll Only Kneel (Interscope/Atlantic)
5 9 895 +385 TLC - Creep (LaFace/Arista)
5 9 815 +107 LIVE - I Alone (RadioActive)
4 18 633 +326 ANDRU DONALD - Michael (Capitol)
4 5 872 +147 MARTIN PAGE - In The House Of Stone And Light (Mercury)
4 4 776 +25 OFFSPRING - Self Esteem (Epic)
11 11 817 +209 CORONA - The Rhythm Of The Night (Arista)
15 3 568 +358 ZHANE - Shame (Hollywood/Universal)
4 4 570 +61 GRANT LEE BUFFALO - Mockingbirds (Siaich/Recprise)
27 3 259 +82 VERUCA SALTS - Seether (Coca-Cola/Mint Fresh)
29 1 684 +89 THE JULIANA HATFIELD THREE - Spin The Bottle (RCA)
29 5 451 +76 20 FINGERS featuring GILLETTE - Short Short Man (Zoo)
28 3 555 +72 SALT-N-PAPA - None Of Your Business (Next Plateau/Island)
27 7 440 +71 LIZ PHAIR - Supernova (Matador/Atlantic)
26 — 510 -19 Dinosaur Jr. - Feel The Pain (Siro/Recprise)
26 15 285 +210 URGE OVERKILL - Girl, You'll Be A Woman Soon (MCA)
25 1 688 +155 JAKI GRAHAM - Ain't Nobody (Avec/Critique)
24 2 506 +135 PRINCE - Space (Warner Bros.)
24 5 481 +188 SMASHING PUMPKINS - Landside (Virgin)
24 6 267 +225 BABYFACE & LISA STANSFIELD - Dream Away (Fox/Arista)
24 21 131 +102 * TESLA - You Know How It's Goin' (Geffen)
23 3 517 +118 MARY J. BLIGE - What's The 411? (MCA)
23 1 413 +65 LIGHTNING SEEDS - Lucky You (Trauma)
20 — 565 +64 RAPPIN' 4-TAY - Payday Club (Chrysalis/EMI/Rag Top)
20 2 363 +73 GO GO'S - The Whole World Lost Its Head (IRS)
19 1 410 +25 BIG MOUNTAIN - I Would Find A Way (Giant)
19 9 201 +144 BARENAKED LADIES - Jane (Siro/Recprise)
18 — 415 -108 CC PENISTON - Hit By Love (A&M)
18 4 139 +95 BRAT - Fat A.Y. (So Do I)(Ches)
18 18 356 +145 JOE COCKER - The Simple Things (500 Music)
17 12 95 +73 LUTHER VANDROSS - Always And Forever (L.V/Epic)
17 — 484 -38 ICE CUBE - Big Gun (One Nation/Priority)
17 2 301 +31 MICHAEL BOLTON - Once In A Lifetime (Columbia)
17 2 257 +106 MILLIE JACKSON - Love Quake (Ichiban)
16 15 429 +20 2 UNLIMITED - Get Ready For This (Critique/BMG)
15 — 446 -14 BMU (BLACK MEN UNITED) - I'll Know (Mercury)
15 2 352 +32 BONE THUSS N HARMONY - Thuggish-Ruggish-Bone (Relativity/Butterfly)
14 3 354 +115 LIL' SUZY - Promise Me (Metropolitan)
14 4 223 +74 65 BOYZ - Toe Toe Roll (Chicken/Hip-Hop)
14 3 201 +12 BLACKSTREET - Before I Let You Go (Interscope/Atlantic)
14 5 146 +106 LURE - A World Without You (Geffen)
14 10 131 +121 * JULES SHEAR - She's Gonna Shine (A&M)
14 11 97 +70 * SAR - I Can't Let Go (Eagle Eye)
13 1 266 +1 TRAFFIC - Some Kinda Woman (Virgin)
13 3 206 +103 * WARREN G - Dr. Dre You See (Interscope/RBL)
13 2 200 +3 OASIS - Supersonic (Elektra)
13 7 192 +90 * KATHY TROCCHI - I'm Not In Love (Indie/Indie)

Inside Top 40

What's Going On

Now that Election '94 is history, we can only assume that album sales will plummet. Polleaters from coast to coast have reported how upset the public has become with negative campaigning, but on the other hand they admit that it's effective and turned the tide in numerous races. Then does it stand to reason that if Arbitron methodology is similar to getting panarins to vote, will programming again be the guy across the street work, too?

Dallas-based consultant and longtime programmer Bob Mitchell admits to being as guilty as anyone of having tried it but says, "I believe that, longterm, it doesn't work. The bottom line is we spend too much time on this kind of stuff and not enough on selling the benefits of our product." Mitchell recalls that during his tenure at Wild 107 (KYLD)-San Francisco, the station did a lot of research that told them where they needed to go against MaCay, but we didn't spend enough time letting listeners know we were giving them more of what they told us they wanted," he says. Mitchell says that it's better to point out how strong you are in your competitors' areas of weakness once they've been identified. "Turn them into a positive for you rather than a negative against someone else," he advises.

That's the tactic Mitchell employed at WKSS-Hartford when he took it up against heritage Top 40 WTIC/EMI. His plan called for saying WKSS had benefits like fresher variety because, he notes, "It's face it. A station with a 14-share is perceived pretty well in the marketplace. When you're up against a station that popular the last thing you want to do is tell people the decision they made and the emotional bonding they've made to the station for the past five years has been stupid. It implies they've made a mistake."

Mitchell predicts that there'll be trouble ahead for radio if name-calling and negative attacks continue. "Do we see NBC making fun of ABC," he asks. "Our industry needs to learn by its mistakes." Researchers David Tate, president of Rantel Research, maintains that people choose stations they like. Tate also says it's important to remember that a radio station choice is a lot less salient choice than one candidate over another. "In an election you may have one choice," he says. "In the real world of radio, you've got many more. That's why automakers place ten buttons on the dash." Tate also claims that it wasn't negative attacks that turned stations like Tampa's Power Pig (WFLZ) into winners, but rather a format hole in the market. In the end, he says, it boils down to serving the needs of the listener. Tate gives stations that do that the best chance of winning.

An overview of early indications from a select panel of Gavin Only Correspondents

TOM BRENDEL, MD, V100 (KFAV)-SI. "Barenaked Ladies' 'Jane' has blasted off—what a great song! Phones won't let us 'get over the Eagles.' A great mix of listeners are into Seal's 'Newborn Friend.'"

JAMES PETERS, MO. "Mitchell's 'Old School Lovin' and Moore's 'New Age Girl.' It's obvious that during his tenure at Wild 107 the 'Mockingbirds,' which sounds great to me."" I wouldn't spend enough time letting listeners know we were giving them more of what they told us they wanted," he says.

JOHN HAMPTON, PD, KSTN-STOCKTON, CALIF. "We've been playing Madonna's 'Don't Stop' for three weeks and it's up to 64 spins. Response has been great. Mary J. Blige's 'Be Happy' is also doing well. We just added Chante Moore's 'Old School Lovin' and believe it will be big.'"

MARTHA STEELE, PD, KTRS-CASPER, WYO. "Sting's 'When We Dance' has exploded in adult requests. There's been a big pickup in the last few days on calls for the Eagles—which could have been spurred on by the
top 40 the positive for you rather than a negative against someone else," he advises."
**Go Chart Most Added**

<table>
<thead>
<tr>
<th>Artist/Title</th>
<th>Week Added</th>
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<tr>
<td>BOYZ II MEN</td>
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<td>JON SECADA</td>
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<td>VANESSA WILLIAMS</td>
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<td>TOM PETTY</td>
<td>19</td>
</tr>
</tbody>
</table>

**David Ewen**

**A&M/DOCTOR/FM-ALL MILLWILL-MILL, COUN.** "Zhanes' remake of 'Shame' is different enough to not sound like just another cover. Early sales are impressive on Mary J. Blige's 'Be Happy.' We didn't play *Immature's Never Lie,' and I think that was a mistake—it's still top ten and we've now hit enough daily requests that we temporarily put it in hot recurrent status."

**Steve McKay, PD, WSJB/FM-STRASBURG, PA.** "Greeneday's Basketcase is still pulling huge phones. We're starting to see older phones. Verusca Salt's 'Seether' is already lighting up the phones with limited play. Reaction from all demos on Freedy Johnson's Bad Reputation. After several listens I believe in Grant Lee Buffalo's Mockingbirds."

**Derek Moran, MD, KROC/FM-ROCHESTER, MINN.** "I love Liz Phair's Supernova. I think Vanessa Williams' The Sweetest Days will be big for us. Why aren't you playing the Cranberries 'Zombie'?"

**Mark Reid, A/PD/MD, ZTT/Sire/Warner Bros.** "In less than a week, 20 Fingers 'Short Short Man' is our number one requested tune. It looks like it will be there for awhile!" Bon Jovi's 'Always' is still strong and Offspring is hot. We like the new Tom Petty single, 'You Don't Know How It Feels.' It will do well here."

**Brian Garvin, PD, KDQG-MANKATO, MINN.** "We're getting tons of calls for the Flaming Lips 'She Don't Use Jelly' on our Modern Rock show. We're upsing the spins on this one."

**Bill Bravo, PD, WEOW/FM-KEY WEST, FLA.** "Miranda's 'Round And Round' is much more radio-friendly than her first release. It's an excellent high-energy dance song that's hot rotation. Andru Donalds' Mistletoe has only been on the air a few weeks and all responses have been positive, especially with women."

**Todd Wise, MD, KBKB-FORT MADISON, IOWA** "Top three phones on Jimmy Page & Robert Plant's 'Gallows Pole'—mostly male and all demos. Strong sales and requests for Liz Phair. Same for Live. I can also smell the vinyl on Tom Petty's latest."

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**Dick O'Neil, PD, WTNY/FM-WATERTOWN, N.Y.** "Offspring's Self Esteem is one of our hottest requests at night. Due to phone response we added Iniki Kamoze's Here Comes The Hostepper and it's doing great."

**Randy Shelly** "Our hottest seller and most requested single is Deadeye Dick's New Age Girl for the third straight week. Steve Perry 'Missing You' gets my vote for bull of the year. Verusca Salt's 'Seether' is starting to react."

**Dick O'Neil, PD, WTNY/FM-WATERTOWN, N.Y.** "Supernova, too. 20 Fingers 'Short Short Man' has suddenly picked up again after slowing down a bit. Also check out Todd Snider on MCA, which is coming on at A3."

**Dave Havardo, PD, WDEK-DULACEL, ILL.** "Our hottest seller and most requested single is Deadeye Dick's New Age Girl for the third straight week. Steve Perry 'Missing You' gets my vote for bull of the year. Verusca Salt's 'Seether' is starting to react."

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Presenting the
1st annual
1995 Gavin Executive Planner

The 1995 GAVIN EXECUTIVE PLANNER is a calendar workbook that will be used by radio and music industry executives on a daily basis throughout 1995. The 1995 GAVIN EXECUTIVE PLANNER is designed to keep the reader’s life more organized by providing a month-at-a-glance calendar that includes important industry events followed by a full page working display of a week-at-a-glance for listing appointments and engagements. The workbook will be augmented throughout with informative facts about various recording artists, and GAVIN’s own Sho-Pieces and Sho-Dates.

The 1995 GAVIN EXECUTIVE PLANNER will be sent free of charge to all GAVIN subscribers comprising of at least 1500 radio program- mers (including all the top 100 market Top 40 programmers) and 1500 record company executives, publishers and managers. We will also be promoting the planner in GAVIN and making extra copies available for sale as valued Christmas gifts.

The 1995 GAVIN EXECUTIVE PLANNER is 8 1/2" x 11" and is wire bound with a hard cover. You don’t want to miss this chance to have your company represented in the music industry’s first workbook and you can purchase a full page advertisement that will last all year for just $1500.

For space reservation please call Lou Galliani at (805-542-9999
Art Deadline is Wednesday, November 30th.

1995 GAVIN EXECUTIVE PLANNER is 8 1/2" x 11" and 133 line screen.

GAVIN
140 Second street
San Francisco, CA 94105

FOR SPACE RESERVATION PLEASE CALL LOU GALLIANI 805 542-9999 HURRY!
**Most Added**

CELLA DWELLAS
Land Of The Lost
(Loud/RCA)

SLICK RICK
Behind Bars
(Def Jam/RAL)

Top Tip

DANA DANE
Record Jock
(Lifestyles/Maverick)

**Like That!?**

**ARE YOU DOWN FOR HIP-HOP?**

Well, the West Coast DMC DJ Contest held in San Francisco on November 6 would’ve been for you. Talk about raw skills! World champion Q-Bert had people in awe, The Coup’s DJ Pam The Funkstress took her bra off between cuts, and props go out to the winner, Frisco’s DJ Short Cut for shocking it. He won a round trip ticket to New York’s DMC finals in December, and scored a Def Jam jacket...Everybody was in effect from Stepmum’s Anne-Marie Stripling to Def Jam’s Jon Stockton, not to mention scores of teenagers hungry for vinyl culture. Mad respect to the Bay Area Hip-Hop Coalition for bringing it all together. Celebration of the culture continues this week with the Universal Zulu Nation’s 20th Anniversary taking place all weekend in New York. Among the plethora of performances honoring Afrika Bambaataa and benefitting the less fortunate this winter, you’ll find The Justice System rockin’ the live set on November 13 with George Clinton and Bootsy Collins...Shout out to Profile’s Jim Mahoney, who made runs on behalf of Nine on the West side this past week, and Priority’s Lillian and Roddy Rod, who rolled deep with Da Lench Mob and Lil’ Half Dead (those T-shirts really do glow in the dark)....After ten weeks at #1 on THE BOX, Bone Thugs N’ Harmony are bumped by their labelmates, none other than the duo that never sleeps, Doctor Dre & Ed Lover. The Thugs and Troublemakers can be seen on tour in the next couple weeks. Call Anne-Marie at (212) 353-2900 for dates...Gavin will be freakin’ the funk on video once again with a look into 1995 on our year-end pre-view reel. Don’t miss this chance to get the attention of programmers early! Slots are fading fast, so call John Austin in marketing at (215) 424-6571....In radio news, another reporter finds himself on the label side. KBEV’s Mike Caren is not only keepin’ the wheels hot, but he’s the national promotion coordinator for Ruthless. He’s got School Rulez covering the streets across the country. Give him a buzz at (310) 276-6767 and ask about Abhan...Klann, who he says are dopest of the Digable Planets/Freestyle Fellowship kind...Speaking of the Planets, congrats to hip-hop’s slickest trio on claiming the top spot with “9th Wonder.” Black Sheep, Keith Murray, and Brand Nubian are hot on y’alls tracks...New co-host Carmelita Pattillo of WRAS’ Urban Flava show is requesting more product for a growing staff. Call (404) 651-2240 for the address...KZSC’s Tim Perry hails The Boogiemonsters’ album as his current fave. No doubt he’s loving “Strange,” their new single...WWVU’s Rachel Bell says peace, and brings news of former MD Dan Hamilton’s son being born—congrats, Dan...On the I-told-you-so tip, KPOO’s Garen is getting calls on his Record To Watch this week from The Group Home every time he spins it. Can we say smash hit? Garen may be getting calls to do beats after word about 2 Prolific spreads. The nite-glo vinyl is already a winner with DJs...New rap director Jeremy Donelson has replaced Marshall Gralnick at KWUR-St. Louis...On the hunt for an A&R spot is Joan Rino, who signed Jamie Foxx for his debut slam with Fox Records and has recently resigned as Simple E’s manager. Contact her at (213) 484-9998...Don’t be surprised if you see Rob Fields movin’ and shakin’ soon...Props to Scarface and Rap-A-Lot for giving back: Face donated $5,000 to KIXX-Houston’s flood relief fund. Rap-A-Lot, a label that has always been true to the community, donated twice that on behalf of Hurricane Katrina. The Diary is retail’s #2 seller nationwide, and it’s all good...like that.

—ONE LOVE, THEMBISA S. MSHA
OVER 2,000,000 LISTENERS !!!

HEAVY AIRPLAY AT KBXX, KKDA, KMJZ

EARLY AIRPLAY AT WBLX, WJLB, WBLX, KMJJ, WHJX, WXKB, KZFM, KHTT, KLUC

VIDEO CAN BE SEEN ON B.E.T. AND THE BOX!!!
CHECK IT OUT!!!
RAP RETAIL

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New Releases

CASH MONEY CLICK

4 My Click/Get The Fortune (Blunt)

TVT was serious when they said they'd represent hip-hop with Blunt Recordings. Mic Geronimo served up ruff rhymes on the fluid-flowin' track. "It's Real." Now Mic introduces Cash Money Click, a Queens-bred trio of straight-up street storytellers. Brace yourself as Chris Black, Nemesis Terror, and Ja Rule ride the curl of soul-trenched tracks playas live for. Togetherness through the trials of street life and a relentless profit motive are the themes of this smashing double-A-side. Contact Corey@ Blunt (212) 979-6410.

ALPHABET SOUP

Take A Ride

(Pravin Song/MDL)

Tired of familiar loops and empty vocals? Get your fill of a flavor-packed brew outta San Francisco: Alphabet Soup. Balancing the improvisation of jazz with the lyrical precision of hip-hop, CB, Blake and band invite you to join Garvey's Black Star Line in search of spiritual freedom from life's pressures. Soul Of Mischief A-Plus throws down a sinister remix in the Heiroglyphic tradition. This is a must-peek. Contact Taylor Mayo @ Prawn Song/MDL (919) 933-6960.

ARTIST PROFILE

KEITH MURRAY

AGE: 22

FROM: Central Islip, Long Island, New York

LABEL: Jive

PROMOTION CONTACT: Eric Skinner (212) 620-8709

SINGLE: "The Most Beautifullest Thing In This World"

FORTHCOMING ALBUM: The Most Beautifullest Thing In This World

WHERE YOU SAW HIM FIRST: on "Hostile," from Erick Sermon's album No Pressure with a razor blade between his teeth.

NOW IT STARTED: "Erick and I just clicked. I've been writing rhymes to his songs. All of a sudden, I'm with him. It's a dream come true."

ROLLS WITH: The Death Squad which is comprised of Erick Sermon, Redman, K-Solo, and Keith.

KEITH ON THE DEATH SQUAD: "It's not just hanging out and smoking blunts. We know each other's lives and problems—and how to deal with them."

KEITH ON HIS SOUND: He calls himself the "Nachturmal Fly-Style Colonel." "My style is hard rock," he says. "I'm not about being a gangsta killer."
GAVIN URBAN

Most Added
KAREN WHITE
“Can I Stay With You” (Warner Bros.)

JADE
“Every Day of the Week” (Giant/Reprise)

GLADYS KNIGHT
“End of the Road Medley” (MCA)

Hot
MARY J. BLIGE
“Be Happy” (Uptown/MCA)

Top Tip
LUThER VANDROSS
“Always and Forever” (LV/EPIC)

Inside Urban

HALL OF FAME PLANNED

Members of the radio and record community came together with city officials of New Orleans at the recent National Black Programmers Coalition conference to announce plans for the city to house the proposed Black Music Hall of Fame.

Pictured at a planning session are left to right: Eric Thresher, Reprise Records; Connie Jackson, private contractor, fundraising events; Winston Burns, Perspective Records; Marc H. Morial, Mayor of New Orleans; Jackie Harris, executive director, Music/Entertainment commission, city of New Orleans; Suzanne Baptiste, Billboard; Mark Spann, Warner Bros. Records; and Larry Steele, WJJN-Dothan.

What was once one of the best kept secrets in the industry has evolved into one of its most attended annual events. The 17th annual National Black Programmers Coalition was held last week in New Orleans, and it was both fun and educational.

Chartbound

Album Cuts

BLACKSTREET “Jo!l” (Interscope/Atlantic Group)
LUThER VANDROSS “Goin’ in Circles” LV/EPIC
KAREN WHITE “Make Him Do Right” (Warner Bros.)

Total Reports:
This Week 80 Last Week 80
Hit Factor is a percentage of spins which will live to it in Heavy or Medium rotation.

Hit Reports accepted:
Monday at 8am through 5pm Tuesday
Sunion Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

BARRY WHITE - Practice What You Preach (A&M/Perspective)
BRAZIL - The Supremes' (Motown)
BLACKSTREET Featuring TEDDY RILEY - Before I Let You Go (Interscope/Atlantic)
BRANDY - I Wanna Be Down (Atlantic)
JANET JACKSON - You Want Tha (Virgin)
WILLIAM DOUGLAS - Here Comes The Holidays (Columbia)
MEN AT LARGE - Let's Talk About It (westwest)
K-CI Haile - If You Think You're Lonely Now (Uptown/MCA)
BOYZ II MEN - On Bended Knee (Motown)
TONY TERRY - When A Man Cries (Virgin)
MARY J. BLIGE - All This Love (MCA)
GERALD LEVERT - I Can Go Deep (Jive/Hollywood)
KAREN WHITE - Make Him Do Right (Warner Bros.)
LUTHER VANDROSS - Goin' in Circles (LV/EPIC)

PRINCE “Space” (Warner Bros.)

PRINCESS WILLIAMS “Sweetest Days” (Wing/Mercury)
FELICIA ADAMS “Thinking About You” (Motown)

RECORD TO WATCH

BABYFACE “When A Man Cries” (Virgin)

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Gavin November 11, 1994

Gavin Fax: (415) 495-2580
Gavin November 11, 1994

Most Added
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Gavin November 11, 1994

Gavin Fax: (415) 495-2580
Gavin November 11, 1994
"Kiss And Say Goodbye"

The follow-up to their smash hit "Spend The Night"

From their self-titled debut album, in stores Oct. 25
On Maverick CDs and Cassettes

Produced by Jerome "Rome" Jefferson
Many industry veterans and up and coming executives, and college radio station executives were in attendance. NBPC president Irene Ware, GM of WGOK-Mobile, was re-elected to a second term during the event. During her awards speech, Ware noted that this was the first year all the functions were sponsored. A number of recording artists performed at lunches, attended workshops and walked around talking to programmers. Also, for the first time in many years, hospitality suites were open and many of the artists performed at lunches, attend- ed workshops and walked around talking to programmers. Also, for the first time in many years, hospitality suites were open and many of the artists were in the suites. I participated in a closing session with industry executives and Mayor Marc Morial, who outlined plans for the Black Music Hall of Fame to open in conjunction with Louis Armstrong Music Park. Details are forthcoming. Needless to say the food was great.

**Up & Coming**

**Reports**

29 — HORACE BROWN - Taste Your Love (Uptown/MCA)
28 — YJN-VEE - Chocolate (Def Jam/RAL/Chase)
29 — MELVIN RILEY - What Makes A Man (Wanna Cheat On His Woman) (MCA)
31 — H-TOWN - Backseat (Luke)

**Artists**

**NIPPERS NATIONALS**

Several members of RCA’s national staff showed their support for the NBPC. Left to right are Michael Hailey, Yo, Black Music, RCA; Kathi Moore, national director Black Music, RCA; and Dwight Bibbs, national director, Black Music, RCA.

at (212) 424-1000...Christmas albums have begun arriving and some of the newer ones are pretty good. Check out *Joyful Christmas*, which features Commissioned, Lou Rawls, Patti Labelle, Oleta Adams, Nancy Wilson and Peabo Bryson. Also try *Christmas Cookin’* from Verve which features organist Jimmy Smith. Another excellent offering is *Merry Christmas*, from Mariah Carey. Not to be outdone, The O’Jays, Alexander O’Neil, and The Spirit Travelers have Christmas packages coming. Make a space on your clocks because it’s that time of year again...Ho! Ho! Ho!...Be sure to send us your photos and other interesting information to share. Send them to: Gavin Urban Music Department, 140 Second Street, 2nd floor, San Francisco, CA. 94105.—PEACE, BILL

**Urban Releases**

**TRISHA COVINGTON**

"Why You Wanna Play Me Out" (Columbia)

Columbia Records newcomer Trisha Covington debuts with a smooth hip-hop flavored jam. Her round-the-year-girl style plays well on the track. Her vocal delivery is strong and showcases the vocal prowess of lead singer Adrian Washington. It’s already heating up radio. One spin of "Why You Wanna Play Me Out," written by Alan "Byrd" Tatum and Larry Johnson, and your 18 plus listeners will enjoy this performance. (3:52)

**KANSAS CITY ORIGINAL SOUND**

"Bounce" (RCA)

Bounce from K.C.O.S. is hot! This thumping track makes you nod your head, move your feet and bounce other body parts. This record is a smokin’ track with hot samples, and showcases the vocal prowess of lead singer Adrian Washington. It’s already heating up radio. One spin and your phones will light up. All three versions are good, and they kept all of them at 4:05. Definitely for the dancers. 18 plus will like this record.

—BILL SPEED

**N-Phase are**

Al Boyd, Marlon, Melvin Baxter, Donnie Mayes, Tevlin Williamson

**Birthdates:** Al 12/72, Marlon 5/72, Melvin 1/71, Tevlin 7/70, Donnie 11/69

**Current Residence:** All reside in Ft. Washington, Maryland

**Current Single:** “Kiss & Say Goodbye”

**Current Album:** N-Phase

**Label:** Maverick

**Musical Influences:** From Sam Cooke to Prince,

**Favorite Record:** Too many to name just one.

**Proudest Accomplishment:** Getting a record deal

**Last Record You Bought:** Al, Boys II Men; Marlon, Changing Faces; Tevlin, Tanya Blount; Donnie & Melvin, our own!

**Favorite Food:** From soul food to pizza

**Favorite Pastime:** All enjoy writing songs

**Something You Don’t Leave Home Without:** Al, faith in God; Marlon, money; Melvin, patience; Tevlin, my brush, my wallet and keys; Donnie, condoms, cologne, credit card, and a radio.

**Best Advice You’ve Received:** Don’t expect things to go fast.
Def-Defying American Thrives on Controversy

BY BEN FONG-TORRES

Funny that Gavin'd be calling American Records' general manager, Mark DiDia, this early November day to talk about record companies' images and how they deal with public perceptions of them. "I just saw this piece on MTV News about the three controversial album packaging problems we're having," he says, listing the Black Crowes, Danzig, and the Lords of Acid releases. And why are they problematic? DiDia, who joined the label in 1990, isn't sure.

"What's wrong with pubic hair?" he asks. He's referring to the Crowes, whose album cover is a closeup of a woman in an American flag bikini—"and there is some pubic hair hanging out over the top of the bikini. It's taken from Hustler magazine—the Bicentennial edition."

Glenn Danzig's band's conflict with retailers had to do with the size of his Danzig 4 package; stores argued that they'd have to make special racks to accommodate him. And the Lords of Acid, whose record cover is a close-up of a woman's crotch—"Danzig 4 package; stores argued that retailers had to do with the size of his Danzig 4 package; stores argued that they'd have to make special racks to accommodate him. And the Lords of Acid, whose album cover is a close-up of a woman in a bikini, is taken from Hustler magazine—the Bicentennial edition."

The three controversies have one thing in common: As DiDia puts it: "That's what the bands want to do and we let them."

And that's pretty much what American is all about. Started in 1988 by Rick Rubin, after he'd split with Russell Simmons and Def Jam, the pioneer rap label they'd co-founded, the company was Def American until last fall, when Rubin staged a hilarious studio funeral to celebrate the death of "Def."

"With the Rev. Al Sharpton conducting the rites and Mo Ostin, Tom Petty, and Sir Mix-a-Lot among the 500 mourners, Rubin, a wildly eclectic producer (LL Cool J, Red Hot Chili Peppers, Mick Jagger, Slayer, Tom Petty, AC/DC, Danzig, Slayer, Tom Petty, AC/DC, Danzig, and Chris Farley, and Adam Sandler producing a movie, Party Crashers, about to start a magazine and now a publishing company, Immortal is very strong."

Still, American stands apart, with its iconoclastic leader Rubin, a New Age guru who surfs, prefers to work out of his bedroom or car rather than any office or recording studio, and who embraces the likes of Andrew Dice Clay while harboring dreams of producing an album with the surviving Beatles. As it has been since the beginning, A&R decisions come down to Rubin's ears. If he likes it, the artist is on the label. Another consistent principle at American, says publicist Heidi Robinson, is that "the artist comes first."

Of all their artists, says Robinson, it may be Danzig who best symbolizes American. DiDia agrees. "I would say he's about as controversial as you can get. But we stand behind him. That's what we're about."

This label is happy just to be immortal

BY BEVERLY MIRE

Happy Walters is, well, happy. And why not? He's got his own management company, record company and publishing company. Immortal is producing a movie, Party Crashers, with Adam Sandler and Chris Farley, and plans to start a magazine.

"We're going to call it Gavin Two," Walters says, laughing.

With such diverse interests, it doesn't seem like Immortal Records is seen as strictly a rap label, but until recently it was.

The perception stems from Walters' music business roots. After graduating college in 1989, the Indiana native drove to Los Angeles with some cash in his pocket, looking to break into the music business. Armed with business savvy he cultivated when he owned his own business during college, Walters opened Buzzzone Management and began "hanging out and meeting people." The first solid connection he made was with Cypress Hill. "They liked my energy," he says. "I met House Of Pain through them and they liked us. That's how it started."

Cypress Hill and House of Pain become the BuzzFeed's cornerstone. When his management company began to grow, Walters decided to start a label—Immortal Records. He found and signed KORN and April's Motel Room, both of which are...
musically speaking, on the opposite end of the spectrum from rap.

"People might look at us as more of a rap entity, because people like

GAVIN NOVEMBER 11, 1994

Maverick's small team of A&R reps, small and selective. As one of
with her." M'shell is in the current
year, every artist wanted to work with
M'shell in the fall of last year," says

Another reason for Immortal's suc-
cess crossing boundaries is the stuff,
whose attitude mirrors Walters'.
"One person can't do all this," says
Walters. "We're really a young com-
pany and is the former head of

MW programming. "We were slowly,
company and is the former head of

over two and half
years we released only

albums. "We released a critically acclaimed
album.

"Over two and half
years we released only

four records," says Alby
Konwisch, who runs the
day to day operations of the record
company and is the former head of
MTV programming. "We were slowly,
steadily building a grass roots follow-

Building up to
mainstream
impact has
proven to be a
shrewd method,
since the word of
artists such as
Candlebox and M'Shell has spread like wildfire.

"We released a critically acclaimed
album (Planation Ladies) by M'Shell in the fall of last year," says
Konwisch. "And by at the end of last year, every artist wanted to work
with her, every publication wanted to talk
with her." M'Shell is in the current:
"Generation Next" issue of Rolling
Stone and on the Red, Hot and Cool
album.

As high a profile as Madonna has
in pop music, Maverick means to say
small and selective. As one of
Maverick's small team of A&R reps,
Guy Osery, notes: "Freddie
(DeMann) has always been very
picky with groups he has managed.

Hey, it calls it 'boutique management.'

He calls it 'boutique management.'

What that means is that if you pick
the right ones and put the right time
in, you'll have real artists. I've learned
from that. We pick the
ones that stand out as
truly artistic individu-
al.

"We are not looking at
all to become a spot-
light major label,"
Konwisch continues.

Nevertheless, the label's
affiliation with Time
Warner gives substantial material sup-
port to its artistic endeavors. "Our
A&R team is always looking for cer-
tain kinds of artists who can be con-
sidered mavericks, those who cut
against the grain, who can be
financed in such a way that their
ideas will come to fruition on the
artist's terms."

Hot talent is intrigued
by Maverick's A&R criteria for scouting,
Maverick has thus been able to hold
its own in bidding wars against some
big labels. A recent A&R coup was
Assign, a contract with Bad Brains after
the band's five-year hiatus. "I ran into the lead singer, H.R., and
snuck up a conversation," says
Oseary. "H.R. and I both really felt
what we wanted was a Bad Brains
reunion. One very good label was
fighting us all the way through."

Maverick plans to take on more
artists this year than ever.

"Alternative is the area most identify-
ing with young people today so it's
an area we're watching," says
Konwisch. "But when you see an
artist with star quality, an artist with
something to say...then it doesn't mat-
ter what format."
Most Added

VANESSA WILLIAMS (64)  
"The Sweetest Days"  
(Wing/Mercury)

STEVE PERRY (55)  
"Missing You" (Columbia)

RICHARD MARX (51)  
"Nothing Left Behind Us" (Capitol)

AMY GRANT & VICKE GILL (39)  
"The House Of Love" (A&M)

CAROLY SIMON (35)  
"Like A River" (Arista)

Top Tip

BABYFACE & LISA STANSFIELD  
"Dream Away" (Fox/Arista)

Inside A/C

THE BIZ

Moving from The Mix (WMX
dayton, ohio) to MIX 107.5 (WQX-washington, D.C.) is Randy James. James wins the hotly-contested pro-
gram directorship after at great sum-
mer book in Dayton. James will
replace the departing Lorrin Palagi
who moves to The Point (WPNT-
chicago).

Seal joins Joni Mitchell for back-
vocals on her hot new single, How
Do You Stop? and also appears in the video. That's good enough for us to run her new picture.

THE MUSIC

The top three of the chart remain in position while joshua kadison's "Picture Postcards From L.A." moves from #8 to #4.

Madonna's "Secret" widens its lead at the top by increasing spins to just under 6,000. Currently more than half its players report at least 28 spins a week.

Michael Bolton's "Once In A Lifetime" moves from #11 to #5 with a Spincrease of 634 and nine ADDs as well. The new includes Y92, WZRT, KIXR, WMJX, W25Q, WQHQ, WJER, WBBQ, WAYN and (WHFB, KLTA, WDAY, WYCO, Chicago).

Gavin A/C #1 Hits From:

11/17/89 L. RONSTADT & A. NEVILLE - "Don't KnowMuch"
11/18/89 GEORGE MICHAEL - "Kissing A Fool"
11/20/87 BILL MEDLEY & JENNIFER WARNES - "(I've Had) The Time Of My Life"
11/ BRUCE HORNBY & THE RANGE - "The Way It Is"

Chartbound

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Total Reports:  
This Week 228 Last Week 233

Reports accepted:  
Monday at 8am through 2pm Tuesday  
Nationwide Reporting Phone: (415) 495-1990  
Gavin Fax: (415) 495-2580

Gavin November 11, 1994
Start with his fastest moving, highest charting album in years...

Add seven-time Grammy-winning Co-Producer Phil Ramone to the story...

Then, match him to a timeless classic whose time has come. Again.

Now you’ve really got something...

BARRY MANILOW
I CAN’T GET STARTED

From his brand new album
SINGIN’ WITH THE BIG BANDS
BIG BANDS’ GREATEST HITS

See Barry performing the new single on
LIVE WITH REGIS & KATHY LEE / ABC
MON., NOV. 14TH, 9AM ET
THE TONIGHT SHOW (FROM NY) / NBC
TUE., NOV. 22ND, 11:30PM ET

Coming soon
CBS THIS MORNING
SALLY JESSE RAPHAEL

Produced by
PHIL RAMONE & BARRY MANILOW
**Up & Coming**

**Reports Adds SPINS**

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<tr>
<td>84</td>
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**TRENDS**

- **Northern Voices**: Tell me I'm not wrong again (Shadow Mountain)
- **KOSI, KKLI, WSUL, KVIC, KWAV**: Real McCoy - Another Night (Arista)
- **KMcQ, WTP, WDFF, KKLJ**: Niki Haris & Peter Cox - Dance of Sarasvati (Domo)
- **Sass Jordan - Sun's Gonna Rise**: MCA
- **Edie Brickell - Tomorrow Comes**: Geffen
- **Wet Wet Wet - Goodnight Girl**: London/PLG
- **Robert Plant - If it's Really Got To Be This Way**: Razor & Tie
- **Kitaro - Dance of Sarasvati**: Domo
- **War - Angel**: Avenue
- **Northern Voices - Tell Me I'm Not Wrong Again**: Shadow Mountain
- **Joni Mitchell - How Do You Stop**: Reprise
- **Tom Petty - You Don't Know How It Feels**: Warner Bros.
- **Crosby, Stills & Nash - These Empty Days**: Atlantic
- **Mark Williamson - Over And Over**: Peak/GRP
- **United Artists For Nature - Yes We Can**: Pyramid

**New Releases**

**SHAWN COLVIN with MARY CHAPIN CARPENTER**

**"One Cool Remove"** (Columbia)

A strong debut from two of Columbia's rising stars. A cool song about getting away is given a haunting performance from the ladies and they're supported by a great Hammond B-3 played by Heartbreaker Bemont Trench.

**WENDY MOTEN**

**"Whatever You Imagine"** (Fox/EMI)

Yet another jewel from the soundtrack of *Pagans*, this new Harry Mann/Cynthia Weil/James Horner song would be enough to launch a movie all by itself, yet it has already been preceded by the Babyface/Lisa Stansfield duet. Moten sings her heart out on this powerful ballad that's fully orchestrated and comes complete with a choir on the chorus.

**BRYAN FERRY**

**"Mamouna"** (Virgin)

The ever-moody Bryan Ferry can make an accessible track when he wants to and even if it's been many years between attempts, we've got him where we need him. Mamouna, by the way, is a Sahara sandstorm—no doubt a warm and dry one.

**SUBDODES**

**"Why Can't I Forget About You"**

(Stooges)

O.K., remember this one from the Spring/A/Vic video magazine? Here it is in single form ready to play. How many great bands do they sound like here?

**NATALIE COLE**

**"No More Blue Christmas"** (Elektra)

One of many highlights from Cole's new Christmas album, *Holly & Ivy*. It's a great new Michael Masser/Gerry Goffin song wonderfully arranged by Robbie Buchman, and it looks to be one of the few fresh songs we can play to celebrate the forthcoming holiday season.

**Artist Profile**

**PAUL HARDCASTLE**

- **Label**: JVC
- **Promotion Contact**: Jeff Lunt (213) 878-0101 Fax: (213) 878-0202
- **Birthdate & Birthplace**: December 10, 1957 - London
- **Current Residence**: London
- **Marital Status**: Married
- **Musical Influences**: "Pink Floyd, The Who."
- **Favorite Record by Another Artist**: "Dark Side Of The Moon by Pink Floyd."
- **Likes**: "Anything with an engine."
- **Dislikes**: "Cruelty."
- **Favorite Pastime**: "Soccer and motor racing."
- **Pet**: "Rocky - Rottweiler dog."
- **If I weren't a recording artist, I'd be: "A soccer player."
- **Most Treasured Material Possession**: "My Ferrari."
- **Aim: You still have to fulfill**: "To drive a formula one racing car."

**Best Advice You've Ever Received**: "Watch your back."

**Three Essentials You Would Need to Survive on Desert Island**: "Tasta, a TV set and gallons of beer."
NO MORE BLUE CHRISTMAS'

The premiere single from Holly & Ivy.

NATALIE COLE ON TV:
- The Tonight Show, December 1.
- "Lily in Winter," her dramatic debut on the USA Network, December 8 at 9:00 pm EST.
- Christmas concert special, on PBS throughout early December.

Produced by Michael Masser for Prince Street Productions. Executive Producers Natalie Cole and Tommy LiPuma. Management: Dan Cleary Management Associates.
Listed above are the top ranked singles based on the division of each song's total stations into its total Spins.

S/P/W

<table>
<thead>
<tr>
<th>Song Name</th>
<th>Artist(s)</th>
<th>Weeks</th>
<th>Spins</th>
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<tr>
<td>BOYZ II MEN - I'll Make Love To You (Motown)</td>
<td></td>
<td>28.13</td>
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<tr>
<td>MADONNA - Secret (Maverick/Sire/Warner Bros.)</td>
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<td>SHERYL CROW - All I Wanna Do (A&amp;M)</td>
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<td>BABYFACE - When Can I See You (Epic)</td>
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<td>GLORIA ESTEFAN - Turn The Beat Around (Crescent Moon/Epic)</td>
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<td>AMY GRANT - Lucky One (A&amp;M)</td>
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<td>MICHAEL BOLTON - Once In A Lifetime (Columbia)</td>
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<td>LUTHER Vandross &amp; MARIAN CAREY - Endless Love (Columbia)</td>
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<td>MARIAN CAREY - Anytime You Need A Friend (Columbia)</td>
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<td>HUEY LEWIS &amp; THE NEWS - But It's Alright (Elektra)</td>
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<td>ERIC CLAPTON - Motherless Child (Duck/Reprise)</td>
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<td>TONI BRAXTON - You Mean The World To Me (LaFace/Arista)</td>
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<td>WET WET WET - Love Is All Around (London/PLG)</td>
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<td>JON SEGADA - If You Go (SBK/EMI)</td>
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<td>FOUR SEASONS - Oh What A Night (Curb)</td>
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**SPINcreases**

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<tr>
<td>1</td>
<td>AMY GRANT with VINCE GILL - House Of Love (A&amp;M)</td>
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<td>2</td>
<td>VANESSA WILLIAMS - The Sweetest Day (Wing/Mercury)</td>
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<td>3</td>
<td>RICHARD MARX - Nothing Left Behind Us (Capitol)</td>
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<td>4</td>
<td>STEVE PERRY - Missing You (Columbia)</td>
<td></td>
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<tr>
<td>5</td>
<td>STING - When We Dance (A&amp;M)</td>
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<tr>
<td>6</td>
<td>MICHAEL BOLTON - Once In A Lifetime (Columbia)</td>
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<tr>
<td>7</td>
<td>CELINE DION - Only One Road (550 Music)</td>
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<tr>
<td>8</td>
<td>KATRY TROCCOLI - If I'm Not In Love (Feurion/RCA)</td>
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<tr>
<td>9</td>
<td>EAGLES - Get Over It (Geffen)</td>
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<td>10</td>
<td>BONNIE RAIT - Storm Warning (Capitol)</td>
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<td>11</td>
<td>JOSHUA KADISON - Picture Postcards From L.A. (SBK/EMI)</td>
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<td>12</td>
<td>DAN HARTMAN - The Love In Your Eyes (Chaos)</td>
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<td>13</td>
<td>BABYFACE &amp; LISA STANSFIELD - Dream Away (Fox/Arista)</td>
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<td>14</td>
<td>TOM PETTY - You Don't Know How It Feels (Warner Bros.)</td>
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<td>15</td>
<td>MELISSA ETHERIDGE - I'm The Only One (Island)</td>
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<td>16</td>
<td>BON JOVI - Always (Mercury)</td>
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<td>17</td>
<td>CARLY SIMON - Like A River (Arista)</td>
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<td>18</td>
<td>JOHN MELLENCAMP - Dance Naked (Mercury)</td>
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<td>19</td>
<td>ERIC CLAPTON - Motherless Child (Duck/Reprise)</td>
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</tr>
<tr>
<td></td>
<td>JON SEGADA - Mental Picture (SBK/EMI)</td>
<td></td>
</tr>
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</table>

"A soulful record that verges on the addictive..."  

---

**why can't i forget about you**

the subdudes

On your desk now, so add it today!

"A soulful record that verges on the addictive..."

★★★½

Rolling Stone
A DIVISION OF SELLMAR U.K. AND ASSOCIATED LABELS

Alldaron West

THE SECOND SINGLE

"Safe In Your Arms"

PRODUCED BY MICHAEL BLAKEY
**GAVIN CHART CONNECTIONS**

**Top 40**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Format</th>
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<tr>
<td>1</td>
<td>MADONNA - Secret</td>
<td>(Maverick/SM/Warner Bros.)</td>
<td>A/C</td>
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<td>2+</td>
<td>BON JOVI - Always</td>
<td>(Mercury)</td>
<td>A/C</td>
</tr>
<tr>
<td>3</td>
<td>BOYZ II MEN - I'll Make Love To You</td>
<td>(Motown)</td>
<td>A/C</td>
</tr>
<tr>
<td>4</td>
<td>SHERYL CROW - All I Want Is You</td>
<td>(A&amp;M)</td>
<td>A/C</td>
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<tr>
<td>5†</td>
<td>ACE OF BASE - Living In Danger</td>
<td>(Arista)</td>
<td>A/C</td>
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<tr>
<td>6†</td>
<td>MELISSA ETHERIDGE - I'm The Only One</td>
<td>(Virgin)</td>
<td>A/C</td>
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<td>8</td>
<td>BOYZ II MEN - On Bended Knee</td>
<td>(Motown)</td>
<td>A/C</td>
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<td>9</td>
<td>GIN BLOSSOMS - Alison Road</td>
<td>(A&amp;M)</td>
<td>A/C</td>
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<td>10</td>
<td>EAGLES - Girl Over It</td>
<td>(Geffen)</td>
<td>A/C</td>
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<td>11</td>
<td>GLORIA ESTEFAN - Turn The Beat Around</td>
<td>(Crescent Moon/Epic)</td>
<td>A/C</td>
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<tr>
<td>13†</td>
<td>JANET JACKSON - You Want This</td>
<td>(Virgin)</td>
<td>URBAN</td>
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<td>14</td>
<td>PRETENDERS - I'll Stand By You</td>
<td>(Epic)</td>
<td>URBAN</td>
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<tr>
<td>15†</td>
<td>JOHN MELLENCAMP - Dance Naked</td>
<td>(Mercury)</td>
<td>URBAN</td>
</tr>
<tr>
<td>18</td>
<td>BABYFACE - When Can I See You</td>
<td>(Epic)</td>
<td>URBAN</td>
</tr>
<tr>
<td>20†</td>
<td>BOYZ II MEN - On Bended Knee</td>
<td>(Motown)</td>
<td>URBAN</td>
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<tr>
<td>21†</td>
<td>ROLLING STONES - Quit Out Of My Life</td>
<td>(Virgin)</td>
<td>URBAN</td>
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<tr>
<td>23</td>
<td>ELTON JOHN - Circle Of Life</td>
<td>(Hollywood)</td>
<td>URBAN</td>
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<tr>
<td>24†</td>
<td>Sting - When We Dance</td>
<td>(A&amp;M)</td>
<td>URBAN</td>
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<tr>
<td>26</td>
<td>LUTHER VANDROSS &amp; MARIAN CAREY - Endless Love</td>
<td>(Columbia)</td>
<td>URBAN</td>
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<tr>
<td>32†</td>
<td>INI KAMOZE - Here Comes The Hotstepper</td>
<td>(Arista)</td>
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<td>33</td>
<td>TONI BRAXTON - How Many Ways</td>
<td>(LaFace/Arista)</td>
<td>URBAN</td>
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<tr>
<td>38</td>
<td>ERIC CLAPTON - Motherless Child</td>
<td>(Geffen)</td>
<td>URBAN</td>
</tr>
<tr>
<td>39</td>
<td>AMY GRANT - Lucky One</td>
<td>(A&amp;M)</td>
<td>URBAN</td>
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</tbody>
</table>

**Inside Connections**

This week’s GAVIN Connections chart is comprised from the playlists of 80 urban, 280 A/C and 236 Top 40 stations.

While Top 40 and A/C agree on their #1, Madonna’s “Secret,” only one single, the old BOYZ II MEN track “I’ll Make Love To You,” is charted in all three formats. We should expect their new one, "On Bended Knee," to also number everywhere when Motown kicks it in at A/C. "Secret," by the way, has 161 A/Cs and 217 Top 40s.

The Eagles’ “Get Over It” posts a #4 versus a #10 on the main chart. Also, Bé如果没有了这里，Steve Perry’s new “Missing You,” and Amy Grant & Vince Gill’s “House Of Love” are already numbered on the GO while just CHARTBOUND and Up & Coming respectively on the main issue.

Inside Connections

- Check out the start for Jon Secada’s “Mental Picture.” It’s Top 40’s #1 MOST ADDED and actually got more than twice as many ADDs as Veruca Salt’s highly touted single, “Seether.” —Ron Fell

- On the GO chart, The Eagles’ “Get Over It” posts a #4 versus a #10 on the main chart. Also, Steve Perry’s new “Missing You,” and Amy Grant & Vince Gill’s “House Of Love” are already numbered on the GO while just CHARTBOUND and Up & Coming respectively on the main issue.

**Top Ten Country Videos**

1. MARY-CHAPIN CARPENTER - Shut Up And Kiss Me (Columbia)
2. TRACY LAWRENCE - I See It Now (Atlantic)
3. BLACKHAWK - Kick A Little (Warner Bros.)
4. LITTLE TEXAS - Kick A Little (Warner Bros.)
5. THE TRACTORS - Baby Likes To Rock It (Arista)
6. CLAY WALKER - If I Could Make A Living (Giant)
7. SAMMY KERSHAW - Third Rate Romance (Mercury)
8. DAVID BALL - When The Thought Of You Catches Up With Me (W.B.)
9. VINCE GILL - When Love Finds You (MCA)
10. NEAL MC COY - The City Put The Country Back In Me (Atlantic)

The Media Connection

Madonna is reportedly close to signing on for a role in the Al Pacino-directed segment of Four Rooms. The project is executive produced by Paul Pfeiffer director Quentin Tarantino.

Save me a drumstick, and we’ll see you on the big island.

Send your questions and comments to GAVIN at (415) 495-2580 or phone GAVIN at (415) 495-1990. CONGRATULATIONS to Sean Donaldson, who won the last Trivia Clip contest for knowing that Dance Craze was the name of the 1980 movie that featured performances by skid bands such as The English Beat and Madness. This week’s Trivia Clip question: Which singer/actor starred in the 1980 musical Xanadu? One winner will be drawn at random from all correct answers received, and will be awarded tickets to see the show. The English Beat and Madness are back, and they’re bringing their unique brand of dance and music to the big screen. The video stars a young woman (played by Madonna) who dreams of becoming a pop star, but must first overcome a series of obstacles and challenges. The film features hit songs from the English Beat and Madness, as well as other popular bands of the time. The English Beat and Madness are known for their energetic stage shows and charismatic performances, and they’re sure to bring the house down with their high-flying dance moves and infectious music. So don’t miss out on your chance to see this exciting new musical, and get ready to boogie all night long!
SMALL MARKET SUCCESS

This week we visit the Red River Valley and Grand Forks, N.D. The valley is fondly referred to as the "Bread Basket of America." Also located in Grand Forks is an Air Force base and the University of North Dakota. Two stations serve up Top 40 hits with XL93 (KKXL/FM) in the valley for more than 20 years. We spoke with program director Rick Acker. Having two Top 40s must make the competition really tough. Grand Forks may be market number 246, but we have nearly as many signals as Minneapolis. Every day the Top 40 battle is won and lost here. We're one of the few markets left with two Top 40s. In addition, we also have two country stations, an oldies station, an AOR and an A/C. This doesn't even include the AM stations. We need to make sure we're playing the hits 24 hours a day, 365 days a year.

How do you set yourself apart from the competition?

By using the three Ps: promotion, personality and packaging. Nobody does it better in our market.

How does it affect your promotions?

We have one book a year in the spring, but you wouldn't know it by listening to XL93. We're constantly coming up with creative promotions. We recently raised over $10,000 for a one-year-old girl in our area who needed a heart transplant. Our morning man, Captain Jack, broke the all-time broadcast record for being on the air without any sleep—over 126 hours. The whole town was talking and we also got TV coverage. We're also in the clubs three nights a week.

What is your involvement with local retail?

Besides doing weekly callout research, which we're firm believers in, we also have weekly communication with the local retailers to help us determine our music decisions. Our research with callout and retail is used as a tool, but a lot of times it comes down to gut instinct. We need to stay in tune with what is selling though.

Does the record community have a good profile with KKXL?

Yes, XL93 was one of the first stations in the country to do our playlist on a plays per week basis. I believe the reps respected us for that. And we still do the most important thing—we sell records.

How do you present XL93?

Our presentation is very much in touch with the latest trends, but we're not too hip for the room. The jocks are anything but liner card readers. I stress personality and relating to our listeners.

Does the community feel you're involved with them?

We strive to be very community-oriented. From finding lost dogs and cats to talking about issues that effect people in North Dakota, we're involved.

Any last comments?

Winners are losers that got up and tried again. This business is full of ups and downs, but hard work and determination will always pay off in the end.

Editorial Assistance by Annette M. Lai.
Paul Swanson is director of secondaries for Jeff McClusky and Associates.

XL93 SAMPLE HOUR
Monday, November 7, 4 p.m.

"Legal 15"

SIMPLE MINDS - "(Don't You) Forget About Me"
ACE OF BASE - "Living in Danger"
JOHN MELLENCAMP - "Dance Naked"
**Sweeper**
PRINCE - "Letitgo"
BON JOVI - "Always"
O.M.D. - "If You Leave"
4 PM - "Sukiyaki"
**Sweeper**
BLIND MELON - "No Rain"
GREEN DAY - "Basketcase"
CELINE DION - "My Heart"
**Sweeper**
CHEAP TRICK - "The Flame"
CRYSTAL WATERS - "100% Pure Love"
**Sweeper**
INXS - "Devil Inside"

P.D. NOTEBOOK

By Paul E. Swanson

FAMILIARITY VS. NOVELTY

Any stations that consider themselves Top 40 play more oldies than currents, the theory being that adults prefer older, familiar records. Familiarity is important since it provides a comfort zone for the listeners—particularly those over 21. But familiarity is just one component.

Actually, novelty is just as important as familiarity to the pop music listener—those who don't specifically seek out nostalgia formats. There is a large segment of the population, including the mainstream A/C listeners, who don't want to wallow in the past and who look forward to good new listeners. "Good" means they like them, not that they would necessarily be praised in a music appreciation class.

The real reason A/C listeners often react negatively to the current hits they are offered on radio is that too few adult contemporary stations actually have a clue as to what current songs their listeners would like. The usually-male programmers make guesses about what a female-centered format should play to please its listeners, and A/C record promoters often push tracks that are selected more for their acceptability than listener appeal. Think about it. If today's adult likes new cars, new products, new TV shows and new movies, and responds to the word "new" so much that manufacturers regularly stretch to find ways of putting in on the label of old products—why would music be the one and only exception?

Play the right new records, well interspersed with the right noncurrents, and A/C will perform better than currently seems to be the case. This means stations are going to have to put more emphasis on finding the right new records. It also means that in testing noncurrent music, A/C stations are going to have to consider not only familiarity and preference but also relevance—because for A/C music must seem "timeless," and not dated. The A/C audience isn't into nostalgia.  

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<tr>
<td>505 University Avenue</td>
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<tr>
<td>Grand Forks, ND 58203</td>
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<tr>
<td>701-775-0575</td>
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<tr>
<td>Owner: Excel Broadcasting</td>
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<td>General manager: Troy Ramage</td>
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<td>Station manager: Kathy Loff</td>
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<td>Watts: 63,000</td>
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<td>Target demo: 18-34 adults</td>
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<td>Positioning statement: &quot;Today's best music, with more variety, XL93.&quot;</td>
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<tbody>
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<td>MANY STATIONS CONSIDER THEMSELVES TOP 40, PLAY MORE OLELIES THAN CURRENTS, THE THEORY BEING THAT ADULTS PREFER OLDER, FAMILIAR RECORDS. FAMILIARITY IS IMPORTANT SINCE IT PROVIDES A COMFORT ZONE FOR THE LISTENERS—PARTICULARLY THOSE OVER 21. BUT FAMILIARITY IS JUST ONE COMPONENT. ACTUALLY, NOVELTY IS JUST AS IMPORTANT AS FAMILIARITY TO THE POP MUSIC LISTENER—THOSE WHO DON'T SPECIFICALLY SEEK OUT NOSTALGIA FORMATS. THERE IS A LARGE SEGMENT OF THE POPULATION, INCLUDING THE MAINSTREAM A/C LISTENERS, WHO DON'T WANT TO WALLOW IN THE PAST AND WHO LOOK FORWARD TO GOOD NEW LISTENERS. &quot;GOOD&quot; MEANS THEY LIKE THEM, NOT THAT THEY WOULD NECESSARILY BE PRaised IN A MUSIC APPRECIATION CLASS. THE REAL REASON A/C LISTENERS OFTEN REACT NEGATIVELY TO THE CURRENT HITS THEY ARE OFFERED ON RADIO IS THAT TOO FEW ADULT CONTEMPORARY STATIONS ACTUALLY HAVE A CLUE AS TO WHAT CURRENT SONGS THEIR LISTENERS WOULD LIKE. THE USUALLY-MALE PROGRAMMERS MAKE GUESSES ABOUT WHAT A FEMALE-CENTERED FORMAT SHOULD PLAY TO PLEASE ITS LISTENERS, AND A/C RECORD PROMOTERS OFTEN PUSH TRACKS THAT ARE SELECTED MORE FOR THEIR ACCEPTABILITY THAN LISTENER APPEAL. THINK ABOUT IT. IF TODAY'S ADULT LIKES NEW CARS, NEW PRODUCTS, NEW TV SHOWS AND NEW MOVIES, AND RESPONDS TO THE WORD &quot;NEW&quot; SO MUCH THAT MANUFACTURERS REGULARLY STRETCH TO FIND WAYS OF PUTTING IN ON THE LABEL OF OLD PRODUCTS—WHY WOULD MUSIC BE THE ONE AND ONLY EXCEPTION?</td>
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CONSULTING EDITOR: LISA SMITH
EDITOR: CYNDI HOELZLE

GAVIN COUNTRY

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1 11 20 0 205 4 1 100%
2 10 209 0 198 10 1 100%
3 9 210 0 185 25 0 100%
4 7 210 0 167 41 2 99%
5 13 205 0 173 29 3 99%
6 15 204 0 173 29 2 99%
7 11 207 1 155 49 3 99%
8 10 206 0 132 76 0 100%
9 6 210 1 122 86 2 99%
10 11 190 0 175 8 7 96%
11 14 207 1 108 89 10 95%
12 10 209 1 66 126 17 92%
13 9 202 1 67 134 1 100%
14 9 206 2 61 138 7 97%
15 6 209 1 39 162 8 96%
16 10 208 1 47 138 23 89%
17 13 199 6 40 146 13 93%
18 5 209 2 22 164 23 89%
19 8 208 3 21 147 40 81%
20 6 203 4 18 170 23 89%
21 4 208 4 7 155 46 78%
22 8 204 1 13 142 49 76%
23 6 202 4 7 129 66 67%
24 3 206 2 117 87 58%
25 12 191 4 21 99 71 63%
26 7 201 9 6 104 91 55%
27 7 195 3 103 89 54%
28 18 136 0 100 28 8 94%
29 11 133 0 88 28 17 87%
30 4 192 10 2 80 118 43%
31 2 200 5 2 65 133 34%
32 8 183 8 4 86 93 40%
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35 3 173 5 1 29 143 17%
36 2 167 138 1 26 140 16%
37 3 166 41 0 28 138 17%
38 6 152 17 1 35 116 24%
39 4 150 13 0 40 118 27%
40 1 149 0 10 136 9 9%
41 2 151 125 0 7 144 5%
42 13 97 0 40 36 21 78%
43 6 117 18 0 15 102 13%
44 9 112 1 4 52 56 50%
45 3 114 29 0 11 103 10%
46 5 98 1 1 26 71 28%
47 1 107 99 1 10 96 10%
48 5 97 7 0 13 84 13%
49 6 80 7 0 9 71 11%
50 5 74 1 0 22 52 39%

Total Reports: This Week 210 Last Week 210
Hit Factor is a percentage of stations which will have the song in Heavy or Medium rotation.
Reports accepted: Mondays - Run through 5pm
Station Reporting Phone: (415) 495-1990  Gavin Fax: (415) 495-2580

Gavin November 11, 1994

Most Added
PAM TILLIS (138)  "Mi Vida Loca" (Arista)
SAWYER BROWN (125)  "This Time" (Curb)
TRACY BYRD (98)  "The First Step" (MCA)
JOHN & AUDREY WIGGINS (65)  "She's In The Bedroom Crying" (Mercury)
WADE HAYES (60)  "Old Enough To Know Better" (Columbia)

Top Requests
MARY CHAPIN CARPENTER  THE TRACTORS  GEORGE STRAIT  TRACY LAWRENCE  JOE DIFFIE

Record To Watch
JOHN AND AUDREY WIGGINS  "She's In The Bedroom Crying" (Mercury)
This brother-sister act has a lot of fans out there, including these first-week stations: KEBS, KNCJ, KWZZ, KCKI, KERB, KORD, KTEN, WWNC, WBGS, KDKD and WKW.

Inside Country

"Changes, Changes, Changes...."

Seems like there's more RCA news every week. After eight years with the label Alison Auerbach has resigned to start her own public relations firm, in association with The Press Office (you'll remember Alison's boss at RCA, Erin Morris, joined the Press Office last month)...Decca has hired a new radio promotion coordinator, Laura Flager, who comes over from Pro Tours Roseanne McDowell is the new Associate Director, Office Services, Sony Nashville.

ARTIST NEWS...
Congratulations to Tracy Byrd and his wife Michelle on the October 9th birth of their first child, Eve Elizabeth, weighing 7 lbs, 5 ounces...Doug Stone has resumed touring, after taking two weeks off to rest his voice on doctor's orders...Kathy Mattea was part of Celebrity jeopardy! last week, playing for charity with other stars like Tony Randall, Larry King and Kareem Abdul-Jabbar. Sweet Kathy
COUNTRY

Up & Coming

Reports Adds Weeks
72 24 2 LISA BROOKS - Take That (Patriot)
71 12 3 RICKY LYNN GREGG - Ain't The Fire Gone (Liberty)
69 30 2 CLINTON GREGORY - The Tulip And The Shell (Polydor)
65 65 1 * JOHN AND AUDREY WIGGINS - She's In The Bedroom Crying (Mercury)
60 57 1 * JAMES HOUSE - Little By Little (Epic)
53 8 3 GREG HOLLAND - When I Come Back (I Want To Be My Dog) (Warner Bros.)
43 6 4 TRISHA YEARWOOD - I Want His Child (MCA)
38 16 1 * EAGLES - Girl From Yesterday (Geffen)
29 4 2 MAC DAVIS - Southern Cooking (Columbia)


** Album Cuts **

SKYNYRD FRYNDS - Sweet Home Alabama (Alabama)/I Know A Little (Sammy Kershaw)/Call Me The Breeze (The Mavericks)/Don't Ask Me No Questions (Travis Tritt)/Free Bird (Wynonna)

ALAN JACKSON - Gone Country/I Don't Even Know Your Name/Thank God For The Radio

RED, HOT & COUNTRY - Fire And Rain (Sammy Kershaw)/Folsom Prison Blues (Brooks & Dunn with Johnny Cash)

has designated her winnings (and, of course, we know she's gonna win) to go to the American Foundation for AIDS research. You go, girl...Get this. Barbara Mandrell will guest star on ABC's The Commish, November 12, playing a sinister psychiatrist, Gloria. Apparently, "an encounter with Dr. Cutler results in a close brush with death for the Commissar." Say it ain't so, Babs!

** Radio News **

Charlie Harrigan is the new PD at KXXY - Oklahoma City, replacing Jay Phillips. Scott Taylor is the new seven to midnight guy at KKJG, coming over from KOJQ - San Bernardino... Penny Lougham takes over as MD at KLGT - Buffalo as Shaun Michaels exits...The local papers called it the "greatest radio publicity stunt in Valley history." Here's the 4-1-1. KTEX's evening personality Gunner took over the heritage Country station Halloween night, calling it "Radio Free Valley," cranking up Lynyrd Skynyrd and Queen. He says he was trying to bring attention to the fact that there is no rock station in the market. Apparently listeners share his frustration, as 300 people converged on the station to egg him on. Of course, the local news was there to cover the whole event. PD Sonny Laguna insists that this is not a way of announcing a format switch, but that they sure wouldn't mind if one of the other stations in the market made the switch. Were they hoping their competitor KFRQ would take the bait? Whatever the motivation, everyone in South Texas is certainly talking about KTEX... Oh, those wacky Indy cats have come up with another crazy promotion. This time WGRL will select twelve male and female "spokesmodels" to appear in their "Honey And Hunks" 1995 Poster Calendar, and become station "ambassadors," representing WGRL at events and concerts. Candidates will be judged on personality, charm, poise, knowledge of line dances and how good they look in "Bear-wear." Apparently MCA is co-sponsoring this deal. Is that just so David Haley can judge the competition? Just wondering.

Country Releases

** Perfect Stranger **

Bobby Bell/PD & MD
KAGG-Aggie 96 - Bryan/College Station, TX

"I'm picky but this record will work. It's different, it's good, & well produced....holl yes I'll report it!"

Bill Reed/MD & Lynn Waggoner/APD
KXXY - Oklahoma City, OK

"This is what we need for Oklahoma City...Great Oklahoma Music! Their live show & CD match up for a winning combination... They won't be Strangers for long."

Steve Ricks/MD
KYKS - Lufkin/Nacogdoches, TX

"These boys have got the touch. I knew they would do well when I first heard them live. I get calls all day wanting to hear them. Perfect Stranger will be a force to reckon with in Country Music."

Shipped on CDX: Volume 94/Disc #2
Re-Ship on CDX: Volume 97 - November 28th

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Gavin November 11, 1994

** A R T I S T  P R O F I L E **

GREG HOLLAND

From: Douglas, Ga
Label: Warner Bros.
Promotion VP: Bill Mayne
Current single: "When I Come Back (I Want To Be My Dog)"
Influences: Conway Twitty, Waylon Jennings, Travis Tritt, Alan Jackson, Elvis, Elton John, Alabama, the Commodores, George Strait and Luther Vandross.

First Break: When he was 12 he opened a show for Ronnie Milsap.

Other jobs: Greg was in the U.S. Army light infantry for three years.

Hobbies: Hunting, bass fishing, running, weight lifting

Milestones: He was one of only 40 to be picked from the 1,500 who auditioned for slots in the all-Army soldiers show, a touring company that performed for military personnel and civilians alike in Europe and elsewhere.

He says: "I just go with whatever feels right. I believe if you'll just give it all you've got, the rest will take care of itself."
**GAVIN JAZZ**

**JAZZ EDITORS:** KENT/KEITH ZIMMERMAN

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**Most Added**

**JAY HOGGARD**

(42) Love Is The Answer (Muse)

**GERRY MULLIGAN QUARTET**

(42) Dream A Little Dream (Telarc)

**RON CARTER**

(41) Jazz, My Romance (Blue Note)

**TEDDROSS AVERY**

(32) In Other Words (GRP)

**WINARD HARPER**

(31) Be Yourself (Epicure)

**HANNIBAL**

(29) One With The Wind (Muse)

**TERUMASA HINO**

Spark (Blue Note)

With 46 stations, Spark is this week's hot debut.

**Jazz/Adult Alternative New Releases**

**DAVID “FATHEAD” NEWMAN**

Mr. Gentle Mr. Cool (Kokopelli)

David “Fathead” Newman finally resurfaces on a new recording. It’s been a while since he’s had one, and last year’s Rhino box set salute is mighty fine. Now with a new home on Herbie Mann’s label, Kokopelli, DFN marks a comeback with Mr. Gentle Mr. Cool, his personal tribute to Duke Ellington. Newman played with Ray Charles, Lowell Fulson and T-Bone Walker, but his Texas blues roots drift upfront for this recording date. We tested this set by punching up “What Am I Here For?,” which Johnny Mathis covered on his 1990 tribute to Duke. In A Sentimental Mood. Newman and pianist David Leonhardt enthusiastically spare with each other on this latest version. Drummer Lewis Nash’s precision drum work is compatible with the pristine arrangements by Robert Freedman, a sax player in previous Ellington hand configurations. “Happy Reunion” is a lovely crooner on which Newman marries traditional soulful R&B with sophisticated Ellingtonian jazz improvisation.

**JIMMY SMITH TRIO**

The Master (Blue Note)

The master blaster of the big beat Hammond organ is back where he belongs—on Blue Note Records in trio with Kenny Burrell on guitar and Jimmie Smith on drums. The Master was recorded live last Christmas in Japan, and how better to kick off 1994’s holiday season? Smith redfine the Hammond organ for jazz in 1957, by fusing R&B with pop. Before that the organ was a jazz novelty. Guitarist Burrell plays his usual durable fifties jazz guitar phrasings, and Smith’s dancing bass lines are plenty swinging. Smith’s legacy is alive and well on burners like “The Organ Grinder’s Swing” and “Chittlin’s Con Carne.” He harks back to Blue Note salad days with remakes of “When Johnny Comes Marching Home” and “Back At The Chicken Shack.” Recent recordings have stayed too far from what Smith does best, making The Master his best basic recording in decades.

**ALAN PASQUA**

Milagro (Postcards)

Prior to this intimate acoustic jazz trio recording, we best remember Alan Pasqua as a keyboardist for Santana. Now with a rock solid
### JAZZ/ADULT ALTERNATIVE

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**Artist Profile**

**Andy Snitzer**

**From:** Philadelphia  
**Latest Release:** Ties That Bind  
**Label:** Reprise  
**Working with:** Bob James: "I've played lead alto on 'Resilient.' When I was in college in 1984, Bob came to the University of Miami and took four of us on the road. When I moved to New York, one of my first sessions was a session with Michael Brecker and Jon Faddis. He's been my guardian angel, keeping tabs on me."  
**No Doubt You've Heard:** Andy: "I've done a bunch of sideman stuff, a million pop tunes including solos on the new Anita Baker, Carly Simon, Arleta, Bette Midler and a lot more. I'm sort of the king of daytime talk themes including Jerry Springer, Sally Jesse Raphael and Geraldo."  
**A Year on the Road with the Stones:** "It happened at the last minute. I was in New York and they were rehearsing in Toronto. They put the word out for a section, so I booked the plane and we taped it. We made the tape cut and eventually auditioned in Toronto. It was the outermost, deepest thing to walk into a room for the first time and there's Mick, Keith and Charlie. Nick asks us what we know. I hand him the tape he sent us to learn and he says, 'Let's do 'Bitch.'"
New

ROBERTO PERERA (12)
Seduction (Heads Up)

VANESSA WILLIAMS (7)
The Sweetest Day (Mercury)

NESTOR TORRES (5)
Burning Whispers (Sony Latin)

RICHY KICKLIGHTER (5)
Myakka (Ichiban)

ALVIN DAVIS (5)
Let The Vibes Decide (TriStar Music)

DOC POWELL (5)
Inner City Blues (West Coast)

Top Tip

VANESSA WILLIAMS
The Sweetest Day
(Mercury)

Vanessa gives the sweetest debut at #46.

**RECORD TO WATCH**

ROBERTO PERERA
Seduction
(Heads Up)

A dozen adds—heads up on this one.

**Chartbound**

*NESTOR TORRES* (Sony Latin)
*OHE* (Chacha)
*BRYAN PERRY* (Virgin)
*JULIA FORDHAM* (Virgin)
*DR. DAVE* (Offshore Music)
*THE BRECKER BROTHERS* (GRP)
*JON MITCHELL* (Reprise)
*ROBERTA PERERA* (Heads Up)
*JOSHUA REDMAN QUARTET* (Warner Bros.)
*KIM WATERS* (Warlock/Quality)
*CHEC ATKINS* (Columbia)

Dropped: #43 Patti Austin, #47 3rd Force, #48 WIlie Ana Lobo.

**SET THE MOOD**

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unpretentious look at the working man. The best example is Peter Case's reworking of "A Working Man Can't Get Nowhere Today." The album begins and ends with songs cut by the album's executive producers, Dave Alvin and a Haggard-sounding Tom Russell. As should find a fit with Joe Ely's "White Line Fever." Personally we like Dwight Yoakam's intimate "Holding Things Together" and Robert Earl Keen's rendering of "Daddy Frank," a Zinnemans fave. For our tastes, Billy Joe Shaver manhandles "Ramblin' Fever" a trifle too

**RECORD TO WATCH**

**WOODSTOCK 94/MELISSA ETHERIDGE (A&M)**

Melissa's burning "I'm The Only One" is the first to crawl from the mud and Sheryl Crow (whose career really took off after this gig) sound protected and dry. The main value of this package is the hands-across-the-generations that link bands like Live and Cranberries with Bob Dylan and Traffic. All in all Woodstock 94 is an impressive anthology, and doesn't Joe Cocker still sound good singing "Feelin' Alright?"

Ray Wylie Hubbard is a survivor (he wrote "Up Against The Wall Redneck Mothers"), one of the original outlaws during the era that Waylon, Rusty Win and Billy Joe Shaver began changing the face of country songwriting from the inside out. Some of Ray's music (especially "Just To Hold You") has a familiar ring, which probably means some hat boy cut it as a hit record. While in Austin, we first saw this one on the hallowed shelves of Waterloo Records. What a delight to come home and find Loco Gringo's Lament in the mailbox.

**RAY WYLIE HUBBARD**

Loco Gringo's Lament (DejaDisc)

Ray Wylie Hubbard is a survivor (he wrote "Up Against The Wall Redneck Mothers"), one of the original outlaws during the era that Waylon, Rusty Win and Billy Joe Shaver began changing the face of country songwriting from the inside out. Some of Ray's music (especially "Just To Hold You") has a familiar ring, which probably means some hat boy cut it as a hit record. While in Austin, we first saw this one on the hallowed shelves of Waterloo Records. What a delight to come home and find Loco Gringo's Lament in the mailbox.

**Gridbound**

JEFF BUCKLEY (Columbia)
NIRVANA (DGC)
DAVID GRAY (Verve Yards/ Virgin)
BUDDY GUY (Silvertoe)
SUGAR ( Rykodisc)
JESUS & MARY CHAIN (American)
CARLY SIMON (Arista)
BLACK CROWES (American)
SMASHING PUMPKINS (Virgin)
CHRIS DUARTE (Silverline/BMG)
* BOXING GANDHIS (Mesa)
MARSHALL CRENshaw (Razor & Tie)
* DAG (Columbia)
DILLON O'BRIAN (RCA)
* KASHTIN (Tristar)
GOLDEN PALOMINOS (Restless)
INKS (Atlantic)
* MATT KEATING (Alias)

Dropped: #49 Jules Shear, Robert Palmer, Maria Muldaur, Red Hot + Country, Joe Jackson.

**Millions of Americans got their first taste of Kashtin on TBS' The Native Americans documentary. Now they can hear Kashtin's new album on some of the country's leading A3 stations...**

"AKUA TUTA HOOKED US...THE MUSIC ALONE REVEALS WHY THEY HAVE SOLD THOUSANDS AND THOUSANDS OF DIGITAL BISCUITS NORTH OF THE BORDER." — GAVIN A3

"THIS IS JUST GOOD MUSIC, IN ANY LANGUAGE! DON'T MISS THIS ONE!" — JASON PARKER, CONSTANTINE CONSULTING

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**Gavin A³ Announcement Board**

1. If you’re working inside the realm of independent promotion, please, please, please send us your name, address and phone numbers so we can list your firm in an upcoming issue focusing on all you hired gunslingers. Fax either Beverly Mire or the Zimmermen at (415) 495-2580.

2. We’re getting loads of calls regarding showcase possibilities for the Gavin’s Tenth Year Anniversary Seminar in New Orleans coming February 16, 17 and 18. Got an idea? Call or Fax us one-page letter/proposal.

3. Got a new idea for an A³ convention meeting? Call us!
   - We’re looking to work from a clean slate, so if you’re able to think of a worthy topic or concept, we’re all ears. We’ve already got a few new ideas.

4. Our last issue of 1994 will be the Gavin dated December 16.

5. Please send in your birthday隧 so we can include all our A³ friends in Gavin’s weekly birthday file. C’mon, there’s no excuse. Everybody’s got one.

---

**A³ New Releases**

**STING**

**Fields Of Gold**

(A&M)

On the anniversary of ten years free of any police record, Sting takes the opportunity to update a few of his solo gems. When we say update, we mean a remix here, a new track there, but mostly a mastering job that gives the music a crisp new 20 Bit Sony Super Bit mastering job that gives the music a new audible luster. Those a little shy about the mellow-ness of “When We Dance” may find solace in the other new track, the punchier “This Cowboy Song.” Otherwise you saw in his writings was an excuse. Everybody’s got one.

---

**TULARE DUST**

A Songwriters’ Tribute To Merle Haggard (HighTone)

Back when we were young chilun, Merle Haggard spiced up Tom Donahue’s underground KSAN radio shows. If you were blessed with the foresight to see beyond Haggard’s redneck ravings, what you saw in his writings was an
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This Week's GRID...

Big and little victories this week. According to the splendidous Bonnie Silfin, Hootie & The Blowfish are a mere 10k units away from gold. They should easily reach that plateau as you read this. Meanwhile Paul Plant is still the third biggest airplay number behind Lyle and Clapton with 54 out of 60 reporters.

Meanwhile this week's Top Ten is a mess. Petty, Joni, Bryan and Dylan all keep their lines.

While in Dallas, we tuned in to KERA and found the station (including Abby Goldstein's shift) to be marvelous. Further South, KGSR was glued to the radio of our rented mini van. They sounded fantastic and cutting-edge.

---

**Matt Keating**

"We love our McJobs cause we get to play Matt Keating's McHappiness." — The Value Meal Team of Merilee Kelly and Mike Morrison at 101.9

"Finally an artist with an Adult Alternative sound that's perfect for Triple A. Innovative lyrics, strong melodies, and a very groovy stereo mix. And any artist who thanks Aimee Mann, God, and Bruce Warren in the credits gets a big thumbs up from me."

— Jon Peterson, WCBE

"Matt's song writing skills are on par with artists like Marshall Crenshaw. I urge you to check this out."

— Mike Marone, KIOT

---

**Scaryarea**

Already on: 101.9, KIOT, KCRW, KOPN, KPFT, KRVM, KTAO, KUNI, KUT, KUWR, KVNF, WCBE, WDBX, WEKB, WERU, WFUV, WKVT, WRZE, WMKY, WNCW, WRTL, WRSI, WXU

"Makes all the wrong people swoon..." — Melody Maker

Contact Jack Hopke at 213.901.1600
Gavin Rocks

Most Added
MARY BEATS JANE (20)
Mary Beats Jane (Geffen)

SWEATY NIPPLES (17)
"Demon Juice" (Megaforce)

WOODSTOCK '84 (14)
Various Artists (A&M)

PEARL JAM (12)
"Spin The Black Circle" (Epic)

BRUCE DICKINSON (11)
"Shoot All The Clowns" (Mercury)

SPHINX (9)
"Jonestown" (Heart & Soul)

Top Tip
PEARL JAM
"Spin The Black Circle" (Epic)

Heavy spins from KQXR(42), KZAK(41), KVHS(30), WSOU(18), WYVO(14), KJZ(13) and KZZ(13) propel Pearl Jam to this week's highest debut spot.

Most Requested
SLAYER
MAGADETH
NATIVITY IN BLACK
TESTAMENT
CORROSION OF CONFORMITY

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SLAYER
MAGADETH
NATIVITY IN BLACK
TESTAMENT
CORROSION OF CONFORMITY

Chartbound

Sponge (9) Rattin' Plots (Chaos/Columbia)
Compulsion (63) "Deliver" (Interscope)

New Hot Ind (60) "Power Ranger" (Pavement)

New Hot Ind (65) "American Trash" (Pavement)

New Hot Ind (63) "Violent Phase" (Zoo)

Dropped: #35 Obsidian, #44 Fates Warning, #46 Haslax, #48 Overkill, #49 Wool, #50 Planet Hate

Gavin November 11, 1994
new single from Sweaty Nipples, "Demon Juice." It's a great song which captured the second most added spot, but what I'm interested in is what visuals of the band offers during live performances...I'm surprised that Sphinx's single, "Jonestown" didn't receive more adds. This is a great song and I'm sure your listeners will agree if you spin it a few times. If given the opportunity, Sphinx are going to be big, so support them now instead of being the loser who jumps on the bandwagon after they've made it...Look for the new Tree album on Cherrydisc which is going for adds on November 14 and 15...Vegetables, rice and peace.

**Rock Releases**

**SWEATY NIPPLES**

**Bug Harvest**

(Megaforce)

Swooping down from the Northwest like a swarm of locusts are Portland, Oregon's Sweaty Nipples. Perky yet abrasive, the Sweaty Nipples redefine the '90s hard rock sound with blistering guitar slams, heavy drum-bashing, buzzing bass lines and harmonic vocal yells. Through innovative, adrenaline-pumping rhythms and twisting melodic riffs, this band delivers several head-bopping tracks on their debut album Bug Harvest. The focus track and first single shipped to rock radio is "Demon Juice," a bass-laden track that spits song from the four-song, self-titled vocals. You may remember this The focus track and first single shipped to rock radio is "Demon Juice," a bass-laden track that spits song from the four-song, self-titled vocals. You may remember this

**MYSTIK**

**Perpetual Being**

(Massacre)

This country's conservative radio wigs still have not accepted the fact that hard rock/metal is a valid format that appeals to a wide range of people, blowing demographics out the window. Cleveland's Mystik didn't let the lack of radio support or anything else stop them from making records. They headed to Europe, a much more tolerant place, to practice the art of heavy metal. When their demo tapes sold well in Germany, the band was flown there to record their debut album, The Plot Thickens. After successfully touring the continent, Mystik returned to Cleveland and completed their second album, Perpetual Being. Your metal listeners will find Mystik's (Patrick Hughes, vocals; Roy Gerstenberger, guitar; Ed Miller, guitar; Joe Kilcoyne, bass; Kenny Easterly, drums) heavy guitar rhythms, viscous bass lines, strong drum-bashing and aggressive vocals extremely appealing. There is the occasional evil-sounding sampling but for the most part Mystik focuses on delivering waves of heavy metal. Besides blasting the title track be sure to check out "Politically Incorrect," "Bored to Alive," "Silent Anger," "Black Thing" and "Here Today Gone Tomorrow." Perpetual Being takes '80s metal, rips out the glam, throws in a dose of grindcore guitars and low-end bass riffs. They evolve into a cohesive current metal groove that will complement the sound of any show.

**FIFTYLASHES**

**Harder**

(Doctor Dream)

The title of this rockin' CD is a dead giveaway. If you're looking for something with abrasive guitar strokes and punk-leaning rhythms, Fiftylashes are for you. Harder offers 12 tracks of metal, hard rock and thrash rolled into a spicy rhythmic groove. If Fiftylashes were a burrito, you wouldn't be able to take a bite without小姑娘的请信的字母不和谐部分被切除了。

**CLAWFINGER**

**Deaf Dumb Blind**

(Metal Blade)

The cause for global warming has been pinpointed to Sweden where the national output of hot rock bands is causing premature melting of the ice pack. With housing on the verge of floating away, Stockholm has bred another band that's infecting the shores of the U.S. with their

**6L6**

**Not Even Warm**

(Cherry Disc)

With the amount of new music that rock radio receives on a weekly basis it's easy for PDs and MDs to unintentionally lose track and let certain bands fall through the cracks of their playlists. Such was the case with Boston's eclectic 6L6, who were serviced to radio several weeks ago. Not Even Warm is loaded with hostile guitar hooks, lumbering bass lines and crashing drums which juggle elements of hardcore and metal. Definitely something to throw on to achieve that rugged sound metal shows strive for. The release of this CD was clouded over by the release of a few major, already successful acts that dominated the spotlight. Memo to programmers: Established artists don't always put out good records. 6L6 (Ted Condo, bass; John Skibic; guitar; George Perez, drums) have an unpolished guttural thrash sound with one foot still in the garage. "6E7," "Dead," "Another Day" and "Rock Boy" are intense tracks rock listeners will appreciate. Don't let commercial hype dull your taste for good music, give 6L6 a closer listen.

**PEARL JAM**

**Spin The Black Circle**

(Epic)

Looks like Pearl Jam are going back to their Seattle grunge rock roots or they're just taking a lesson from Cornell and company. Whatever the case may be, "Spin The Black Circle" will please metal radio with its quick-tempoed guitar slices, Vedder's shredded vocals and the overall thrashy quality of the song. I think it's about time the mighty Pearl Jam stood up and took a swack at delivering something a little heavy. This single could further open the reluctant doors of commercial rock radio for other bands because every one from Top 40 to album are going to add this one. The B-side "Tremor Christ" features traditional Pearl Jam guitar rhythms, elongated melodies and Vedder's haunting vocals. Both songs are taken from the upcoming album Life. Will there be harder songs on this album or will metal radio be stuck with one playable song? Tune in next week as the Pearl Jams.
Most Added

**PEARL JAM 19**

“Spin”/“Tremor Christ” (Epic)

**SHADY (15)**

World (Beggars Banquet)

**R.E.M. (10)**

“Bang & Blame” (Warner Bros.)

**THE LONDON SUDE (10)**

“Wild Ones” (Nude/Columbia)

**WOODSTOCK ’94 (8)**

Various Artists (A&M)

Top Tip

**PEARL JAM**

“Spin The Black Circle” (Epic)

For the second week in a row, Pearl Jam comes in Most Added. A big debut this week in the chart’s dirty dozen.

Top Requests

**CRANBERRIES**

SMASHING PUMPKINS

GREEN DAY

**VERUCA SALT**

**RECORD TO WATCH**

**DINK**

“Green Mind” (Capitol)

Stations going green include Live 105, X96 and KNKN, where this track’s already burning up the request line.

**Chartbound**

**MURMURS**

- “You Suck” (MCA)

**DINK**

- “Green Mind” (Capitol)

**PIZZICATO FIVE**

- “Twiggys vs. James Bond” (Matador)

**THE LONDON SUDE**

- “Wild Ones” (Columbia)

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**Inside Alternative**

Hi, it’s me again. Lots and lots of radio and music news this week, so sit back in your chair and get comfortable.

As you probably know by now, Houston’s classic rock station KZTX has flipped formats and is now flying the alternative flag. The new call letters are KRQT — The Rocket.

Acting music director Sam Milkman says, "The town’s absolutely abuzz about this. It feels right." He also says that for now, “the shots are being called from New York,” referring to Z-100’s Steve Kingston and Andy Shane who will be overseeing the format switch. You can reach Sam at (713) 908-1000.

KEDJ-Phoenix is moving to some new digs. The new address is 4745 N. 7th Street, Ste. 410, Phoenix, AZ 85019. Phone and Fax remain the same.

99X-Atlanta’s Leslie Framm says MCA recording artist Todd Snider has a hands down winner with the song “Seattle Grunge Rock Blues.” The first time they played it, the phones went crazy. Leslie says, “It’s a modern day Spinal Tap song. It’s hysterical, a great reaction record.” The song is the “hidden” track on Snider’s album. If you still don’t know what I’m talking about, give MCA’s Gary Spivak a buzz at (818) 777-4102.

As I reported last week, Jacobs Media’s Tom Calderone (below) is heading things up at WENZ—Cleveland. Cleveland may be the “heart of rock and roll,” but can it support two alternative stations?

Tom says, “There’s a good staff here, and I think we just need to be a little more aggressive.”

The phrase “wait and see” comes to mind.

KUNV-Las Vegas’ Ian Scott was nursing a pretty bad hangover this week as a result of some power birthday drinking. He and a friend went through about five pitchers of margaritas, and both are feeling a bit worse for wear. As a special birthday present to himself, he ordered a modem day Spinal Tap song. It’s hysterical, a great reaction record. The song is the “hidden” track on Snider’s album. If you still don’t know what I’m talking about, give MCA’s Gary Spivak a buzz at (818) 777-4102.

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the Offspring are one of the bands who joined the team just in time, too—Management. And lucky Lany has joined forces with Jim Guiernot of Rebel Waltz Management, has joined forces to bring you the likes of Velocity favorites from the label that first brought you the likes of Velocity Girl and Stereo Lab.

Larry Tull, formerly of REN Management, has joined forces with Jim Guiernot of Rebel Waltz Management, has joined forces to bring you the likes of Velocity favorites from the label that first brought you the likes of Velocity Girl and Stereo Lab.

R.E.M. (above) is putting off booking dates for an American tour until Pearl Jam's suit against Ticketmaster is settled. They have, however, booked dates in other countries—like Australia—where they'll be during the month of January. Grant Lee Buffalo and Aussie faves Died Pretty are joining them on the bill.

Why do tours cost so darn much money, anyway? Punk rock stalwarts Green Day tour the "old fashioned" way, and are able to keep production costs to a bare minimum. In fact, the trio are able to keep ticket prices down to between $8-12.1

Another great week for Aimee Man (above) and the Metrose Place soundtrack. There are only 28 stations on this track, which has a SFW total of 455—which's up 109 from last week.

Big Audio debuts at 28 this week and welcomes eight new players: 99X, WENZ, KTOZ, KNCC, WCHZ, among them.

Dead Can Dance also debut this week, coming in at 31. Most of the band's support is coming from the college stations on the panel, although there are some adventurous commercial alternative stations giving it substantial spins. Roll call please: KND (20), X96 (28), WDST (10), WOXY (10), KTL (11). One last debut to check out, this one from James, who just squeak onto the chart at 50. James have an equal number of college and commercial supporters, but without doubt it's KUKQ (29), KVMR (36), KND (20) and WDST (18) leading the way.

Well, I'd love to stay here and be normal, but that is just so overrated. Blur. "Tracy Jacks." Check it out.

JESUS AND MARY CHAIN
"Come On" (American)
Isn't it great when it finally goes right? The follow-up to Jesus And Mary Chain's hugely successful "Sometimes Always" is "Come On," the track many programmers named as their favorite. There are two CD-singles floating around out there, one that features extra Jesus And Mary Chain originals as bonus tracks, and one that features cover versions. Far be it for me to be so choosy, but I like the originals. In either case, the slow-but-edgey "Come On" plays the star. Added early at 91X, WFNX, KCRW and KTCL. The band is on tour as we speak, so (I really hate to do this) "Come On" and play it.

—LINDA RYAN

BLUR
"Tracy Jacks" (EMI)
How do I love this song, let me count the ways: 1) The line, I'd love to stay here and be normal, but that is just so overrated. Blur. "Tracy Jacks." Check it out.

1. VERUCA SALT - SEETHER
2. URGE OVERKILL - GIRL, YOU'LL BE A WOMAN SOON
3. HOLE - DOLL LAB
4. SOUL ASYLUM - CAN'T EVEN TELL
5. WEEZER - BUDDY HOLLY
6. OASIS - SUPersonic
7. MIGHTY MIGHTY BOSTONES - KINDER WORDS
8. LIZ PHAIR - SUPERNOVA
9. MAZZY STAR - HALAH
10. R.E.M. - BANG AND BLAME

Alternative Releases

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Continues on page 45
Most Added

SHADY (24)

World (Beggars Banquet)

TRAMPOLINE (18)

Dormer (Spin Art)

GARY YOUNG (17)

Hospital (Big Cat)

STOLEN MOMENTS: RED HOT AND COOL (15)

Various Artists (GRP)

LONDON SUEDE (12)

Dog Man Star (Nude/Columbia)

Top Tip

PIZZICATO FIVE

Made In USA (Matador)

Matador continues its bid for world domination with Pizzicato Five. The Japanese ensemble debuted at #24 this week on the strength of their song "World." Pizzicato's distinctive sound, powered by the keyboard stylings of Kaoru, is a perfect fit for fans of alternative rock and electronic music.

RISE AGAINST (20)

Alive With Heroes; The Voice of America (Management/Island)

The Chicago-based quartet Rise Against has been making waves with their punk-influenced sound and thought-provoking lyrics. This week, they moved up to #20 on the charts with their latest release, "Alive With Heroes; The Voice of America."

TOP TIP

Handsworth (Caroline/Island)

Handsworth is a skilled drummer who has worked with a variety of artists across different genres. His distinctive playing style is showcased on "Handsworth," which was released in 1999.

RECORD TO WATCH

TULARE DUST

A Songwriters Tribute To Merle Haggard (HighTone)

This fantastic tribute album features covers of Merle Haggard's greatest hits by a variety of artists. The album is a must-listen for fans of country music and a great way to introduce new listeners to Haggard's iconic sound.

Chartbound

ECOBELLY - Everyone's Got One (Fave/Rhythm King)

GODFLESH - Selfless (Atlantic)

CULT - The Cult (Sire/Reprise)

LAURIE ANDERSON - Bright Red (Warner Bros.)

NIRVANA - MTV Unplugged In New York (DGC)

HEY DRAG CITY - Various Artists (Drag City)

SPEARHEAD - Home (Capitol)

Dropped: #26 Jesus And Mary Chain, #28 Small, #32 Architects Of Loud, #35 You Get Lucky, #37 Noise Addict, #38 Dinosaurs Jr., #42 Idaho, #48 Silkworm, #50 They Might Be Giants.

Inside College

Let's see...the esteemed, well-liked and wonderful Adam Bernstein is no longer with Sub Pop, we're sorry to say.

Please welcome to the Gavin college panel WDBM in East Lansing, Mich. WDBM music director Chris Brut called in his first report this week, so give a gander to the yellow pages to see what his station is all about. You can reach Chris at (517) 353-4314.

All apologies to KALX music director Anthony Bonet, whose birthday incorrectly appeared in our September column a couple of issues back. Anthony's birthday isn't November 2, as reported.

If you read the college reviews last week, you might have noticed that one was penned by KFJC music director Alan Lowe. So far, we've run reviews by Alan, WCBN's Brendan Gillen, WJZU's Anthony DelRosario, and WUSC's Scott Carter. This week we move to the record realm with a contribution from Alternative Tentacles' Eric Rose. If any of you other MDs out there burn with the desire to write, and have at least a modicum of talent, feel free to pitch ideas when you report—we'd love to have more people involved.

Let's agree on one thing: Hootie and the Blowfish's listeners probably don't spend a lot of time listening to college radio. Why—you're wondering—am I mentioning Hootie and the Blowfish at all? Well, because they're from South Carolina (like I am), and I thought I should point out that at least one member of the band worked for some time at Gavin-reporting college station WUSC in Columbia. In fact, as music director, I remember disciplining Hootie guitarist Mark Bryan for playing music I deemed "too commercial." Shows what I know—the Hootie record went gold this week. Now, Mark's a millionaire—and I'm not. Also, it seems that Mark's tastes have changed since the old days—Hootie showed their affection for country songwriter and heartthrob Radney Foster by covering his "A Fine Line." When they played at the Cotton Club in Hot-lanta.

Oh, yeah, here's an amusing project suggested by A&M's Scott Carter. Carter said he was talking to CMJ's Cheryl Botchick about the long-awaited Stone Roses disc (the one due to appear any year now on DGC). Scott and Cheryl were trying to enumerate all the facts that have come and gone since the first Stone Roses effort, and they came up with a list (which Anglicophile Linda Ryan refined). Here it is: indie-pop kids, shoegazing, grunge, indie rock, glam, new wave of new wave. Any other suggestions?

Inside College

GAVIN NOVEMBER 11, 1994

Gavin College

2W LW TW

1 1 1 WEEDING PRESENT - Yeah Yeah Yeah, Gazoo (Island)

7 2 2 LON SPENCER BLUES EXPLOSION - Orange (Matador)

3 3 3 THINKING FELLERS UNION LOCAL 282 - Strangers From The Universe (Matador)

2 4 4 LIZ PHAIR - Whip Smart (Matador/Atlantic)

8 5 5 AMERICAN MUSIC CLUB - Wish The World Away, Can You Help Me? (Reprise)

15 7 6 VERICA SALT - Sexton, Victoria, Spiderman, Number One (Minty Fresh/DGC)

27 7 7 DEAD CAN DANCE - Towards The Within (4AD/Warner Bros.)

17 8 8 CRANES - Loved (Loved/Arista)

19 9 9 THE CRAMPS - Flamboy (Medicine/Giant)

13 10 10 BUTTERGLORY - Cumble (Merge)

24 17 11 SMASHING PUMPKINS - Landslide, Frail And Bedazzled (Virgin)

30 14 12 ROCHIA SKILL - Boredoms, Spinners, Tear Drench, Smog (Kill Rockstars)

5 13 13 WEED - Can't Pull My Finger On It, Voodoo Lady (Elektra)

45 16 14 THE MELVINS - Stoner Witch (Alliantic)

6 15 15 SUGAR - Your Famous Friend, Believe What You're (Ryko/id)

38 16 16 DOG FACED HERMANS - Those Deep Dubs (Alternative Tentacles)

29 18 17 KICKING DIANT - Alien I-D (K)

21 21 21 SOUL COUGHING - Screenwriter's Blues, Chicago Hot Chicago (Slash/Warner Bros.)

25 19 19 SHELLAC - At Action Park (Touch & Go)

47 25 20 PULP FICTION SOUNDTRACK - Urgo Overkill (MCA)

12 12 12 THE MIGHTY MIGHTY BOSTONES - Kindred Words (Marsy's)

9 22 22 R.E.M. - What's Frequency, Currencies, Crush, Bang & Blame (Warner Bros.)

27 23 23 HEAVENLY - The Decline And Fall Of Heavenly (K)

NEW 24 PIZZICATO FIVE - Made In USA (Matador)

10 11 25 GIRLS AGAINST BOYS - Cruise Yourself (Touch & Go)

32 26 26 SILVER JEW - Star Time (Crash City)

4 6 27 SEABODH - Bakesale (Sub Pop)

NEW 28 SMALL FACTORY - For If You Cannot Fly (Vernon Yard)

14 29 29 GRANT LEE BUFFALO - Mockingbirds, Honey Don't Think (Slash/Reprise)

1 30 30 LISA GERMANO - Great The Girl (4-AD)

31 31 31 LAZY - Some Assembly Required (Roadrunner)

23 43 43 THE CANNIBAL - Zombies, Ice, I Can't Be, Dreaming (Island)

39 33 33 JAMES - Jam, Tomorrow, Honest Joe (Fontana/Mercury)

NEW 34 PORTISHEAD - Sour Times (London Island)

44 35 35 JUNED - Juned (Up)

NEW 36 FASTBACKS - Answer The Phone, Dumby (Sub Pop)

18 24 37 BUILT TO SPILL - There's Nothing Wrong With Love (K)

NEW 38 CLERKS SOUNDTRACK - Soul Asylum, Alice In Chains (Columbia)

19 30 30 IF I'M A CARPENTER - Sonic Youth, M. Sweet, Padd Kress (A&M)

NEW 40 HELIOS CREED - Planet X (Amphetamine Site)

41 41 GOLDEN PALOMINO - Pure (Restless)

42 42 BOYRACER - More Songs... (Slumberland)

34 34 34 ERIC'S TRIP - Forever Again (Sub Pop)

NEW 44 LORDS OF ACID - Voodoo U (American/White Label)

45 45 POSTER CHILDREN - Not Like You (Sire/Reprise)

50 46 46 KILL CREEK - Fruit Pie, Bartender, Inside (Mammoth)

NEW 47 MALEEM M. GHANIA & PHAROAH SANDERS - Trance Of Seven Colors (Axiom/Island)

20 20 20 COP SHOOT COP - Release (Interscope/Atlantic)

32 47 48 LOVE AND ROCKETS - Body And Soul, Ugly, Trip And Gila (American Recordings)

22 40 50 PALE SAINST - Slow Buildings (4AD/Reprise)
Continued from page 43

SUPERGRASS
"Caught By The Fuzz" (Parlophone)

Bear with me while I tell a brief story. Once upon a time there was a band from Oxford, England called The Jennifers. They put out a single on Nude Records, whose one printed label has ever heard of the label yet. Then this band sold out and was so hot every label wanted to sign them—and the label. But to some, The Jennifers didn't measure up, and they were dropped. Enter Supergrass. If you're still paying attention, you'll discover (correctly) that they're ex-members of The Jennifers, only that's where the comparison ends as this band has completely reinvented their look and sound. "Caught By The Fuzz" is meaty, heavy, big and bouncy slice of New Wave that begs you to pogo along. And the thing is, this sounds like real, authentic New Wave—you know, the stuff that came out in '79 and was called punk rock, not the retro-trash getting copious column inches in the English music papers. Very simply, this one's worth scouring the stores for. —LINDA RYAN

WHY POPSTARS CAN'T DANCE

Various (Slumberland)

In the San Francisco Bay Area there are some music fans who fit in the indie-demographic as critical, pretentious obscuracists, people who have really stupid record collections and spend too much time on-line. Rising above this comic-book angst is Mike Schultman, whose Slumberland label "operates outside of the system of scenes and hipsters." The latest offering from the label is the compilation, Why Popstars Can't Dance. Check out the sugary stereophonic and harmonic pop-vibe of "Your New Boyfriend," from Sacramento's Stages, or the '60s pop-freakbeat of "Violet Interwine" from San Jose's Jupiter Sun. A couple of the nicest treats on this compilation come from Stereolab, whose "John Cage Bubble Gum" and "Elloge d'Etros" stand as two of the strongest and catchiest songs the band has ever written. More highlights include "Speedtrap," from England's Boytronic, which begins with a seductive rhythm and groove before kicking into the feedback-centric full throttle, and the previously unreleased version of "Time Trails" by HoneyBunch, which is pure lazy-day sunshine. One can't help compare Schultman and Slumberland to England's Creation label-guru Alan McGee, as both exercise honest enthusiasm and a genuine love for pop music so rich in quality they foster truly significant records. —ERIC SHEA

VARIOUS ARTISTS
Beyond The Beach (Upstart Records)

With interest in surf music swelling thanks to the Pulp Fiction soundtrack, the timing for this compilation of 19 instrumentals couldn't be better. The heavy hitters here—Huevos Rancheros, Man Or Astroman, Jon And The Nightstingers—have made their mark on modern day surf, but some of the upstarts kick up wet sparks of their own. Huevos Rancheros' "Drive Through At Molly's Reach" blazes on bold tires of big guitar and quintessential surf percussion, and Athens, Ga.'s Wiggles turn in a blitzkrieg of duel-ling guitars on "Flash Flood." Southern Culture On The Skids' "Mexy-Melt" starts out slow, but once it gets in gear the guitar and drums career neck and neck. Other standout tracks include The Spies Who Surf's twangy "Spy Beach," The Ultras' harp surfing "Straight Arrow (Davie's Theme)," and the Falcons' atmospheric "Shadow Land." Even Tin Machine gets in on the act; there's not a bad apple in this bunch, so start boppin'. —DAVID BERAN

ASS PONYS
LITTLE BASTARD EP (A&M)

Little Bastard's undertow of menace has dragged me back to songwriter Chuck Cleaver's sympathy-for-the-psycho world. The wash of the title track's guitars is deceptive, and you'll bounce into the song aways before realizing, "Whoa...did he say 'strange'?"

"Little Bastard" is a brilliant glimpse into the childhood that shapes a mass murderer. Consider its emphatic chorus, "Don't call me little bastard, call me snake!" The line, which I find myself singing as I wander through the hallways at Gavin, is as catchy as it is twisted—just imagine this coming from the mouth of your young knife-wielding nephew. With "Banlon Shirt" the Ass Ponys start low and tense with threats of strangulation and build to a stomping, hair-yanking pace. It's the language that works best in this and the other "strangulation" track, "Ring A Ding Ding I'm Rotten Inside," in which Cleaver offers, "Sitting in a bakery shop/mooning on my knees/chewing on my good corduroys/gonna kill that monkey, yes sir-ee." Though "You, My Flower" wasn't written by the band (it's a nod to fellow Oaklanders the Afghan Whigs), it's tailor-made for the Ponys' strummy guitars and Cleaver's straining falsetto, and the morbid lyrics are certainly apropos. The choo-choo train pace of "Death Car $25"—a little smelly acoustic romp—ends this tide-me-over EP. Look for the "due out any minute" full length, Electric Rock Music, it's guaranteed to make you smile. —BRAVE M. BALL

PRAM
HELIUM (Too Pure, P.O. Box 1944, London NW10 6PJ, England)

Pram are leading the pack of "next generation" Too Pure bands, and they continue to craft intricate and wondrous sonic landscapes on their latest full-length, Helium. Very much a studio ensemble, Pram take their cues from such distinctive recordings as Eno's Taking Tiger Mountain, The Raincoats' Odysseus, Faust's IV and Talking Heads' Fear Of Music, and arrive at a unique sound that is rich in texture and innovative in its instrumentation and production. Toy pianos, kalimbas, Casio tone synths, and the fragile vocals of a woman known simply as Rosie are all interwoven with the standard guitar-bass-drums foundation to create a future-centric nursery-rhyme world—rather like Stereolab stripped to its core, then augmented with splashes of color. The band abandons the pop paradigm altogether on "Meshe In The Afternoon," an experimental excursion into textual shadings, and "Windy," a nightmarish soundscape suggesting early Chrome. However, it's the catchy pop grooves of tracks like "Gravity" and "Dancing On A Star" that solidify Pram's work and make this record such an engaging listen. Let's hope that Pram can soon enjoy the same domestic-release status as the first wave of Too Pure artists. —ERIC RONE

ELEVENTH DREAM DAY
URSA MAJOR (ATAVISTIC/CITY SLANG, ATAVISTIC P.O. Box 572068 Chicago, IL 60657)

This import shows the leaps and bounds EDD has made since 1991's Lived To Tell, the first record this reviewer set ears on for critique. Gone is the straightforward, take-no-prisoners approach to guitar-heavy rock. Ursa Major's eight tracks stretch across the wide spectrum of deconstruction and experiment with the tried and true verse/chorus approach. "History Of Brokeback" is a perplexing instrumental that slides from Replacement-like melodies to Sonic Youth-y fragmentation, and it's a treat to hear EDD try on different hats. The somber "Occupation Or Not" features Janet Bein's soaring back-up vocals, and "Orange Moon" rocks steady with patented dirtied crunch guitars. The hypnotizing drawl of "Taking Leave" combines otherworldly guitar with overlaid vocals and stately percussion, and "Barrish On High" returns to the band's hard-driving Feeliesque roost. EDD uses an old theatre trick of keeping the audience engrossed in all of the twists and turns because of their relentless dedication to experimentation. —DAVID BERAN

College Albums

THE STARS COME OUT FOR MODERN ROCK LIVE

Shown with host Tom Calderone are (l-r) Victoria Williams and Angie & Simon of Frente!

Written by David Beran

Edited by Sean Baruth
**Singles ..........**

**DAN HARTMAN**

*The Love In Your Eyes (Chess)*

What better way to remember the multifaceted talent of Dan Hartman than through the music he left us. Research continues to show that his biggest hit, "I Can Dream About You," is still a favorite with listeners 25-plus. This track has much of the same magic, and can fill a pop void right now.

**MILLA**

*Gentleman Who Fell (EMI)*

Still in her teens, Mill Jovich is a stunning beauty with a sound very much her own. She's already received exposure at alternative and both the melody and chorus behind this tune can win her new friends at Top 40.

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**JULES SHEAR**

*The Sun Ain't Gonna Shine Anymore (Island)*

Remakes have had a good deal of success in 1994 and Jules Shear's version of the The Walker Brothers' biggest hit from 1966 remains true to the original. Producers Rod Argent and Peter Van Hooke make it clear that this was a labor of love.

**LORNE**

*A World Without You (Cirith Ungol)*

Several programmers discovered this track early and for good reason. Uptempo, bouncy pop like this isn't easy to find these days.

**ROBERT PLANT**

*No Quarter (Atlantic)*

After months of speculation, Jimmy Page and Robert Plant finally reunited for this "unaudited," acoustic postscript to the Led Zeppelin legacy. With Page having envisioned Led Zeppelin as an incredible String Band type group in the very going, the MTV Unplugged reworking is not that far off that concept. Throughout No Quarter, Page revels in his lifelong fascination with Arabic shadings and chord progressions by collaborating with Egyptian musicians. Plant's vocals sound exceedingly well preserved.

**RON FELL**

*Woodstock D.A. Various Artists (A&M)*

So you think Woodstock '94 is just a warm—make that wet—memory, eh? If you thought for a minute that a "home version" of the event wasn't going to be available right around Christmas to tempt your pocketmoney, then chances are you were at the original event; today's generation is far more cynical. Included on the CD is a variety of performers—from The Cranberries to Salt N Pepa to Metallica and everything in between—playing, for the most part, the hits that put them on the musical map. And the quality, both technically and in the choice of songs included, is excellent, which leads me to the conclusion that rainy, muddy Woodstock '94, the concert, is best enjoyed through Woodstock '94, the album. —**LINDA RYAN**

**JEFF LORBER**

*West Side Stories (Verve Forecast/PolyGram)*

Keyboardist Jeff Lorber emerges from his West L.A. recording shack with a wheelchair full of funky hooks and stepped-on rhythms. While Lorber took a few years to accumulate tunes for *Worth Waiting For*, his debut *Verve Forecast* album from 18 months ago, *West Side Stories* took only six months to compose. He utilizes what he describes as "retro" keyboards like Hammond B3 organ, Wurlitzer electric and acoustic grand piano to derive a seventies pop/R&B/jazz feel to these spanning jams—la Rufus and the Crusaders. Lorber's latest should linger atop major market A2 radio's playlists well into '95.

—**KEITH ZIMMERMAN**

**albums ............**

**FRANK SINATRA and VARIOUS ARTISTS**

*Duets II (Capitol)*

Of 'Blue Eyes' 1993 Duets album sold over six million copies worldwide. Now, a year later, he's back with *Duets II* which features a whole new set of partners singing American classics from the likes of songwriting legends Rodgers and Hart, the Gershwins, Sammy Cahn, Frank Loesser and more. Favorites on this volume include: "Come Fly With Me" as done with Michael Buble, "Volare" by Luis Miguel, Frank and Linda Ronstadt singing "Moonlight In Vermont," the threesome (a duet plus one) of Steve Lawrence, Eydie Gorme and Sinatra doing "Where Or When," Frank and Jimmy Buffett pairing up on "Mack The Knife" and the sentimental favorite of Frank, Sr. and Jr. teaming up for "My Kind Of Town."

—**ANNETTE M. LAI**

**JIMMY PAGE & ROBERT PLANT**

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After months of speculation, Jimmy Page and Robert Plant finally reunited for this "unaudited," acoustic postscript to the Led Zeppelin legacy. With Page having envisioned Led Zeppelin as an incredible String Band type group in the very going, the MTV Unplugged reworking is not that far off that concept. Throughout No Quarter, Page revels in his lifelong fascination with Arabic shadings and chord progressions by collaborating with Egyptian musicians. Plant's vocals sound exceedingly well preserved.

—**KEITH ZIMMERMAN**

**WOODSTOCK D.A. Various Artists (A&M)**

So you think Woodstock '94 is just a warm—make that wet—memory, eh? If you thought for a minute that a "home version" of the event wasn't going to be available right around Christmas to tempt your pocketmoney, then chances are you were at the original event; today's generation is far more cynical. Included on the CD is a variety of performers—from The Cranberries to Salt N Pepa to Metallica and everything in between—playing, for the most part, the hits that put them on the musical map. And the quality, both technically and in the choice of songs included, is excellent, which leads me to the conclusion that rainy, muddy Woodstock '94, the concert, is best enjoyed through Woodstock '94, the album. —**LINDA RYAN**

**JEFF LORBER**

*West Side Stories (Verve Forecast/PolyGram)*

Keyboardist Jeff Lorber emerges from his West L.A. recording shack with a wheelchair full of funky hooks and stepped-on rhythms. While Lorber took a few years to accumulate tunes for *Worth Waiting For*, his debut *Verve Forecast* album from 18 months ago, *West Side Stories* took only six months to compose. He utilizes what he describes as "retro" keyboards like Hammond B3 organ, Wurlitzer electric and acoustic grand piano to derive a seventies pop/R&B/jazz feel to these spanning jams—la Rufus and the Crusaders. Lorber's latest should linger atop major market A2 radio's playlists well into '95.

—**KEITH ZIMMERMAN**

**Gavin Picks**

**Singles ..........**

**DAN HARTMAN**

*The Love In Your Eyes (Chess)*

What better way to remember the multifaceted talent of Dan Hartman than through the music he left us. Research continues to show that his biggest hit, "I Can Dream About You," is still a favorite with listeners 25-plus. This track has much of the same magic, and can fill a pop void right now.

**MILLA**

*Gentleman Who Fell (EMI)*

Still in her teens, Mill Jovich is a stunning beauty with a sound very much her own. She's already received exposure at alternative and both the melody and chorus behind this tune can win her new friends at Top 40.

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Jules Shear

"The Sun Ain't Gonna Shine (Anymore)"

A captivating version of the Walker Brother's hit

Going for Airplay Now

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The Magic Will Embrace You

Cleve Francis

duet with Patti Austin

We Fell In Love Anyway

Written by Mike Reid and Naomi Martin

GOING FOR IMMEDIATE AIRPLAY!

Patti Austin appears courtesy of GRP Records