Winners
Gavinbound
Number One Cup Flydaddy
Stacked Up! Up
Angel In Heavy Syrup Alchemy
Spacehog Sire
The Inbreds Pf/Tag
The Bunnybrains Matador
U. Srinivas/Brook Realworld
Alchemy American
Earpicks
Waco Brothers Bloodshot
Tarnation +A-0
Gate Siltbreeze
God Is My Co-Pilot Avant
Breakouts
Palace Music Drag City
Soul Junk Shrimper
Bunnygrunt No Life
Follow/Bouncing...Bo Da Bing
Wildcard
Southern Culture on the Skids DGC
Hot New Releases
Individual Fruit Pie
Release Me
Dot Dot Dash
(nocatalogue number)
F*ck
"Like You"
Rhesus Pan5683
Notes From the Underground 1&2
Various Artists
Priority P4 53112
Pere Ubu
Ray Gum Suitcase
Tim/Kev TK 95CD100
The Sea and Cake
The Biz
Thrift Jockey Thrill026cd
Crowsdell
The end of summer c/p.
Big Cat ABB6945CD

This Week
You can have your Time Warner-Turner and your Disney-ABC, and even your Chase Manhattan-Chemical. For our money, the merger of the year is right there, to your left—of those two bad babes of rock and roll, Courtney Love and Seana Baruth. Isn't it amazing how much Courtney's face resembles that of our College Radio editor? Anyway, this is Seana's way of reminding you that Hits happen, and that it's time for the CMJ Music Marathon, a time to gather to reflect on college radio. But not too seriously. College, after all, is that four, or six, or ten-year reprieve from reality, that oasis in a Warner-eat-Turner world. In fact, Seana has chosen to pretty much ignore the issue of college radio and, along with a few fellow pranksters, among them Ben Goldberg (top) of TAG Records, just have some fun. Enjoy. Remember, you've got six or ten years. In Boulder last week, some 400 people, mostly graduates, gathered for Gavin's third A3 Summit. Check out what happened, in words and pictures, within, as the Zimmermen (bottom), Cyndi Hoelzle, and Rob Bleetstein—everybody but Courtney Love, in short—file reports. In News, Warner Music Group chairman Michael Fuchs (center) speaks out (within limits) about his company and its critics. Ben Fong-Torres finds Jerry Garcia's legacy in a used car lot—and in China. And, on the GO chart, Take That, After 7, and Eddie Money are in the money.
Live Dangerously

"Feel The Funk"

- #2 most added single at Crossover!
- #29 Crossover Monitor!
- "Feel The Funk" on WPGC, 92Q, WJIN, KYLD, KMLE, KUBE and WHJX.
- Over 500 Detections!
- #1 Phones for 8 weeks at WPGC!

Two hit singles from the Platinum Soundtrack...

A DSN SIMPSON and JERRY BRUCKHEIMER Production

DANGEROUS MINDS

The best selling album for the 2nd straight week!

- #1 single in the nation!
- #5 most added single at Mainstream!
- 7*-3* Crossover Monitor!
- Over 1,700 detections!

- #1 most requested video on MTV and the BOX!
- Key Adds: WNVZ, WKSE, WIOQ, WFLZ, WKBQ and more!

MCA

Coolio

"Gangsta's Paradise"
Cathy Hughes is the CEO and owner of Washington, D.C.-based Radio One Inc., a multi-million dollar corporation which owns and operates nine radio properties in D.C., Baltimore and Atlanta. As one of the largest minority-owned broadcasters in the US, Radio One views the changes in the telecommunications law with trepidation.

The telecommunications bill as it stands will have a devastating effect on the radio industry, especially on the small, independent owners—and the overwhelming majority of the 12,000-plus radio stations in the country are owned by small, independent, family-owned companies. It’s going to be very, very difficult for those companies. First, a lot of them never intended to be more than small, family-owned operations. This is going to put them in a position of having only two options: expand or sell. And many of them will not be able to expand at the rate that is required of them.

It’s also going to become a lot more difficult to secure funding for small, independent companies. If you don’t have a chain of stations, it’s going to be harder to get the lenders’ attention. For someone to start out as I did, with a small AM standalone—most lenders will not even entertain funding such a notion.

All African-American broadcasters, including myself—and I’m either the largest or second largest black-owned broadcaster in America—are seen as small, independent operations. This law will have a devastating effect on our ability to remain competitive.

There is going to be a mad rush by the big corporations to pick up stations around the country. People are always asking me if I would be willing to sell, but I am in a buying mode, not a selling mode.

On the top of my head: I cannot conceive of a situation or plan where I would want to sell this company to a major corporation.

Instead, I pray each and every day that it will be Radio One who will be approaching one of the corporations in the hopes of acquiring their station in a major marketplace.

We’re consistently focusing on acquisitions, now particularly in Atlanta. We have our toe in Atlanta with a low-power FM, and we’re hoping to explore a diversity there. If and when the caps are lifted, I would like to be able to provide the same level of service and competition as we have in Washington and Baltimore. That intensifies the impact in a community, when you have multiple stations come together for the same goal.

We recently had an event in Baltimore where 10,000 women received free mammograms—that would have taken me years to do if I was working station by station, but when collectively several stations came together, the impact was that much larger.

The number one challenge in radio is identification of financial resources. Even though it’s gotten a lot better over the 25 years that I’ve been in this industry, it is still very difficult for a woman of color to secure financial backing. And as a company grows and develops, its financial requirements increase as well.

There are still very few women in the lending business, and I think that has had a real impact. When I was getting started I was turned down by 30 men. I finally secured my very first loan from a woman banker. It is still the most difficult of challenges.

The second greatest challenge is to be taken seriously. There still seems to be this impression that a woman’s position in the radio industry is a temporary one—that she’s just waiting on a rich husband, or she’s going to get pregnant....I still regularly get reactions from different individuals who are surprised that this is my lifelong vocation.

I’m always being asked, “What’s next for you? What does the future hold?” I came to the realization that, “Oh, wow, they don’t think I’m serious.”

Well, I’m almost 50 years old now, and I’ve put decades into this. Why would I put all this effort into something if I wasn’t serious about it? My future is radio, the same as the past and the present...

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First Person

As Told To Kevin Zimmerman

Cathy Hughes

On What’s Wrong with the Telecommunications Bill

Cathy Hughes

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First Words

At a recent meeting, Seana Baruth, our college editor, was busily writing on a legal notepad. But she wasn’t taking notes; she was creating a crossword puzzle for this issue.

What a wacky kid, I thought. Doesn’t she know that there are computer programs that can do all the intersecting of letters and words for her? No, thanks, she said. She was well into her puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle and, even though it has a layout of clues that may well leave you—well, clueless—it’s a great, personalized puzzle.
Ticketmaster: Dirty Tricks Behind the War

The U.S. Justice Department may have ended its antitrust investigation of Ticketmaster, setting back Pearl Jam's campaign to nail the ticket agency for what it claimed to be monopolistic practices.

But, according to a report in the New York Times, both sides may be guilty of other practices during their heated battle. Namely, dirty tricks.

Attorneys, private investigators, publicity agents and others have been employed by representatives for both the band and the country's dominant ticketing organization. According to reporter Ralph Blumenthal, interviews revealed that a writer, saying he was with 60 Minutes, got information from rivals of Ticketmaster that found its way back to the agency and that Ticketmaster used private detectives to investigate the band and its label, Sony.

On the Pearl Jam side, Blumenthal wrote that the group Consumers Against Unfair Ticketing, which was quoted in stories about Ticketmaster, was started by people who had the backing of the band. Also, a security consultant who was arrested at a Pearl Jam concert in Chicago for battery said he was set up by agents of the band.

Ticketmaster said the allegations against it were the result of a "work of fiction" by Pearl Jam's lawyers.

On behalf of Pearl Jam, John Wort admitted that there was a "certain Pearl Jam impetus toマークeting the (consumer) organization" but that the group's "driving force" were other consumer groups.

The band's upset with Ticketmaster and, particularly, with the service charges it levies, led them to cancel its 1994 concert tour. The band demanded an antitrust investigation. But the Justice Department investigation was dropped the day before a scheduled meeting in July.

Hit Pic Of The Week

All in favor say 'Russ': Warner Music Group chairman Michael Fuchs (left) and new Warner Bros. Records chairman/CEO Russ Thyret hook up at a recent pep talk for company employees at Warner's Burbank studios. (For more on Fuchs, see story at right.)

Fuchs: 'There Must Be Limits'

Expressing little more than some discomfort with Time Warner's planned sale of its stake in Interscope Records, Michael Fuchs, chairman of the Warner Music Group (and of HBO), called on the industry to set limits for itself.

Speaking at the Edinburgh International Television Festival last weekend, Fuchs said that the anthem of the industry can't simply be Cole Porter's 'Anything Goes.' Here, as in every part of the entertainment business, there must be limits.

While critics of Time Warner have already declared victory with the news that the company is divesting itself of its 50 percent share of Interscope, whose music has been excoriated by politicians and others, Fuchs set limits on his own remarks. After the talk, he told reporters only that "obviously, it's a situation we're not entirely comfortable with."

With or without Interscope, said Fuchs in his speech, "our artists enjoy the widest freedom possible, with one simple limitation: We will not produce or distribute music that, in our judgment, celebrates, elevates, glorifies or condones violence against individuals or groups."

While saying that entertainment and media are not "the focus, from outdoor rent shows to after-hours lounges, Joan Osborne stole the show at the Fox Theatre. Other highlights included Emmylou Harris with Daniel Lanois, the Relevantes, Spearhead, John Huitt, Ben Folds Five, and Son Volt."

(The more on the Summit, see the facing page, along with the Americana, Alternative, Country, and A3 sections.)

"The anthem of the industry can't simply be Cole Porter's 'Anything Goes.' "
—Michael Fuchs
The reviews are in and, frankly, they're great. Words like "wonderful, amazing, great, a blast, and incredible" abound from the handshakes, faxes and calls we've received. In fact, our phones are still ringing. This year's GAVIN A3 Summit saw new concepts and a swelling of our ranks to include not only the entire GAVIN A3 reporting sample but GMs, Sales, Promotion Directors and vital personnel that keeps A3 radio afloat. This year's Summit saw the inclusion of simultaneous workshops. We're proud and extremely protective of the fact that the GAVIN A3 Summit has the highest radio attendance percentage of any music gathering in the business. Thanks to the sponsors for maintaining such an important ratio.

We were especially glad to incorporate workshops such as event coordination, guerrilla marketing, Arbitron update, production and imaging, non-comm radio, M&O, Americana, format competition, GMs and music evaluation. We already have ideas for next year including small/medium market focus and badge nightclub entry.

Many of you have asked us about our plans for 1996. Frankly, we're split between staying in Boulder and improving our presentation to a tee or moving on, experiencing a new radio host and sampling a new American music scene. We throw down the gauntlet to you! Any stations interested in hosting, please call about submitting a general plan. Do you have a central nightclub willing to let GAVIN book three nights? Adequate hotel and meeting facilities? A nearby golf course for Kid Leo? Let us know. We're seriously open-minded.

1. Warner Bros. Nancy Stein's 8:30 a.m. breakfast illustrates the powerful women in A3 contingent.
2. The Lanois and the Zimmermen.
3. Happy radio faces say it all: 3a. KMTT's Chris Mays and 3b. KFOG's Bill Evans.
4. KTCZ's Jane Fredericksen with Anti-Awarders Bonnie Slifkin and Howard Leon.
5. Keith, Emmylou and Kent, post-Wrecking Ball
6. Oren Harari delivering the wake up call.
7. Arbitron's Pierre Bouvard delivers new AAB policies.
9. Radney Foster rocks the bar.
10. Patty Larkin before her standing ovation.
LIKE A ROLLING STONE

The Long March to Chinese Rock ‘n’ Roll

Nineteen days after his death, People magazine has its Jerry Garcia tribute issue on the stands. And, because I wrote the main article, I’ve been on the radio with the morning shows on KZOK-Seattle, WNIC-Detroit, KRFX (The Fox)-Denver, and many others.

Time and again, I was asked about Garcia’s impact on music, fans, and society. It was easy enough to say that he symbolized the ’60s, and sex and drugs and rock and roll, blah blah blah.

But I found the true answer to that question at a car dealer’s.

Dianne and I were inspecting a pre-owned Mazda, and chit-chatting with the salesman, a chap named Ben Wong. When he suddenly got rather emotional. He said he’d read my book (a memoir, The Rice Room: Growing Up Chinese-American), and began citing incidents from my life.

I asked about him. He came from Beijing in 1986 and learned English there, as a travel agent dealing with Americans. He came here seeking “more freedom.”

Two days later, I received a letter from Elissa Martinez, who identified herself as a long-time San Franciscan and a “child of the ‘60s” and began with word of her husband’s excitement and amazement over our encounter at the car dealership.

She wrote: “It was somewhat serendipitous because, even in the midst of the mourning that music fans are feeling right now in this city, we just had a most exhilarating musical weekend. I’ve followed your career since the early days and was delighted to see the book. Also realized it might have particular significance for Shubao since he is also directly planted between the two cultures.

‘On Saturday night we were privileged to see the Cui Jian concert at Fort Mason.’ “Cui Jian—pronounced ‘Sway Jen,’ is China’s first major rock star, a staple of MTV Asia who’s sold millions of albums. What was the experience like?”

“Growing Up Chinese-American), and began citing incidents from my life.

For years, we had been discussing the use of the popular song as memorial. “Abraham, Martin and John” is the classic example of the genre, though it builds on the rich country music tradition that followed stars like Merle Haggard and Grandpa Jones from the Grand Old Opry to Hillbilly Heaven.

The problem with such songs is that they rarely appear on a timely basis. The innovation that Ed and I brought to the party was the idea of transforming the musical memorial into a commercial venture, jumping on every media report to build a just-in-time inventory that would transform the outpouring of public sentiment into a series of instant hit records.

Given the avarice of the record industry, the angel sings; no love, no love. The problem is that death’s tempo is unpredictable, the downbeat surprising the victim as well as the entrepreneur who has no time to research and write, compose and score and record, all to be accomplished before the memories fade.

‘Why not storehouse the material?’ That was our breakthrough. “The New York Times does it. They’ve got endless files of obituaries ready for the next celeb to kick off.”

It was a brilliant idea, inventing a song, and playing it, and then recording it in the studio. But it meant using pre-written lyrics, complete with melodies and hooks, which you only needed to dust off, perhaps adding a final verse describing the way the subject died... (‘...and when he climbed up to that bungee spot... and said, hey, I can tie that knot...’) Freeze-dried hits. Just add teardrops and play.

We took a real run at Ronald Reagan (‘...and in that heavenly press conference, the angel sings; no one asks if you dyed your wings...’) but putting all our efforts against the President, who didn’t die, made us completely pass over Ricky Nelson, who did. Discouraged, Ed and I never did get our business off the ground. Death by death, year by year, we watched them go by, tombstones on the side of the highway of opportunity. It was the eerie conjunction of Jerry and Mickey that finally made me into action, on a song I entitled, ‘The Ballad of the Hitter and the Hippie.’

They Mick come on and join with me,” says Jerry from on high. ‘How about a furry game, Captain Trips.’ Mickey does reply.

And near the bay of summer and the moon from the summer of love...

Are playing together in heaven, high in the sky above.

I was unable to shake a feeling of ghoulish guilt. But it subsided when I switched on NPR and heard a syrupy eulogy to two men with little in common except that they happened to die during the same week in August.

What was I kveling about? Hell, NPR’s stuff didn’t even rhyme.

I’m not sure if the fate of our song tribute, Ed has promised to record it, but he’s worried we might already be too late. He’s heard that David Byrne is already in the studio, working on a Jerry-Mickey concept album.

The sad stories were still dominating the front pages when my friend Ed telephoned. ‘They’re getting cold.’ Ed said. I knew exactly what he meant. I had been expecting his call ever since they broke the news.

Jerry Garcia and Mickey Mantle had died. It was time to crank up the hit machine. Ed writes music for commercials and television shows. For years, we had been discussing the use of the popular song as memorial. “Abraham, Martin and John” is the classic example of the genre, though it builds on the rich country music tradition that followed stars like Merle Haggard and Grandpa Jones from the Grand Old Opry to Hillbilly Heaven.

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By Robert Goldman

Abraham, Martin, & John

By Ben Fong-Torres

Dwayne Goettel, keyboard player for Skinny Puppy, died August 23rd of a heroin overdose. He was 51.

Goettel, who formed bandmate Kevin Ogilvie described as “the little-known genius behind the curtain” of the band, was found at his family’s home in Edmonton, Alberta, where he had been vacationing, according to his father, Rudy Goettel.

He said Dwayne had just finished work in Los Angeles on an album for a new band he had formed, Down Load, on his own label, Subconscious.

Formed in 1983 in Vancouver, Skinny Puppy drew a cult audience for its blend of computer-generated sounds with industrial, speed rock. The band’s ninth album is scheduled for release at the end of the year, according to American Recording. However, Skinny Puppy member Kevin Key said that American “indulged dropped” the band nine months ago.

Added Ogilvie, the band’s lead singer: “I hope Dwayne is remembered as being extremely sensitive and a beautiful, gifted person, an artist whose talent and offerings were cut short by drugs.”

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Michael’s Happy 37th

For an artist who’s constantly mired in media controversy, Michael Jackson didn’t have a bad birthday. Jackson, who turned 37 on August 29, saw his second single from his HIStory album, “You Are Not Alone,” hit Number One domestically, with sales of 131,900 copies after ten weeks. Epic expects sales to bump up after Jackson’s appearance next week on the MTV Music Video Awards show.

Every year, it seems, a new convention pops up. Unfortunately, Black music conferences have been marred by violence or been shoehorned into the business, despite the single and his media coverage next week on the MTV Music Video Awards show.

WE’VE GOT IT GOIN’ ON

Good VIBE-rations at NY Music Conference

Our best to the Rock and Roll Hall of Fame and Museum, which opens this weekend in Cleveland. For the public, the big event is the Concert for the Rock and Roll Hall of Fame, being staged at Municipal Stadium and aired live on HBO at 7:30 p.m. (tape-delayed on the west coast) and on radio by Westwood One.

At press time, the lineup included the Allman Brothers, Chuck Berry, Jon Bon Jovi and Richie Sambora, Booker T and the MGs, James Brown, Johnny Cash, Dr. Dre and Snoop Doggy Dogg, Melissa Etheridge, John Fogerty, Aretha Franklin, Al Green, the Kinels, Jerry Lee Lewis, Little Richard, Martha and the Vandellas, John Mellencamp, the Pretenders, Robbie Robertson, Soul Asylum, Bruce Springsteen, and more.

"WE’VE GOT IT GOIN’ ON"
On the Air

KJSS/AM/AFM Los Angeles vice president and station manager Roy Laughlin has been upped to president and general manager of the stations. Program director Steve Perun keeps his duties but has been named national program director for parent company

Gannett Radio...KJCS San Antonio afternoon personality Diane Travis has been named music director. New PD at WIQQ Greenville, Miss. is Bobby Harsell as Joseph Mudloff exits... Fifteen year programming vet Rich Summers exits KF7Z/AM Idaho Falls and is looking for his next challenge. Call him at (208) 528-1552. Jill Quale has been added to the 93.7 WSTW-Wilmington, Del. morning show. She was at WMRF-West Palm Beach. New digits for KLKR-New Orleans. (504) 828-0050. fax (504) 828-7945. Kevin Mason moves from 95.5 WPMJ-Indianapolis to QXMS 99.9 FM Akron where he's program director. Garry Hoffman has been tapped as OM of WKRZ/WGGY/WILK/WGBI Wilkes-Barre/Scranton, Pa. He most recently consulted Hoosier 92.3/Indiana... ABC Radio Networks is set to launch an A3 format. A sampling of the artists they'll play is R.E.M., Sting, Bob Marley, B.B. King, the Dave Matthews Band and Cranberries... There's an all-new morning team at WDEK-DelKub, Ill. F.J. moves in from WKLI Albany and the news director, Kimberly Denault, comes from WMYM Springfield, Ill... New morning producer at 103.5 WYNY-New York is Joey "Joey B" Bellardita. He was co-producer of the WPLJ New York morning show... Top 40 KDST (XT39) Missoula, Mont. flips to country and changes calls to KGGG (Eagle 93)... KAYL Storm Lake, Iowa FM driver G. Michael Keating exits to take over as group program manager for Sunrise Broadcasting Company.

In more news from KAYL part-timer John James moves to nights and the station has moved from 101.5 to 101.7 on the FM dial. Reating hasn't been replaced...

In the Grooves

Finally it's official. Repartment of Commerce's Keith Naftaly, formerly program director of KMEM-San Francisco and then vice president of programming for KMEM and its sister station KBBT Los Angeles, has joined Arista Records as vice president, A&R. He'll be based in New York... Michael Sylvia segue's from Rykodisc USA, where he was director of marketing, to Capricorn Records, where he's West Coast regional director of promotion... Todd Brodrick and Daron Howard have joined Peter Records' staff. Brodrick as vice president of A&R and Howard as vice president of marketing. Both come from radio... CEMA organizational changes. Greg Rumsey is senior vice president, national accounts. Kathy Callahan has been upped to senior label director, Jon Burke and Bill Burks have been appointed label directors... At RCA Records, Peter Robinson has been upped to senior director. A&R from manager A&R West Coast... At Veritus Records, Tracy Gershon continues as top vice president of artists and repertoire... She was with Sony/Tree Publishing...

Sandra Trim-DaCosta has been upped to vice president of marketing for GRP Records. She was director of marketing... Ron Carter segue's from artist development manager for Warner Bros. to senior director of publicity... West Coast... Sad to note the death of Ronnie White, known by millions as a founder of the Miracles and co-writer of songs including "My Girl" and "My Guy," and for discovering Stevie Wonder. He died in Detroit of leukemia at the age of 57...
**THE MEDIA CONNECTION**

Madonna recently approached Emilio Estefan to produce the soundtrack to the film *Bulba*, which begins shooting in January. Stay tuned...The Lou B's have at Lou Reed, will appear on screen as the owner of a blues nightclub in the *Bwaynch spinoff* *Bwaynch Nights*. Country crooner Dwight Yoakam spent much of the summer in Arkansas, shooting the film *Some Days Call It Sing Bold*. "Michael Bolton and Sir Mix-A-Lot recently finished shooting cameos for the independent Rodney Dangerfield comedy, *Move Wally Splits*. Actor Johnny Depp's band P.S. debut record was just released by Capitol. Elektra's soundtrack to the Miramax film *Four Rooms* features all new stereophonic lounge selections by Combustible Edison and a few Esquivel songs. "Vertigo go" is Combustible Edison's first single, and the September 26 release is headed for college alternative and A3 radio. Miramax's upcoming movie, *The Sixth Sense*, has been testing through the roof, and Elektra will release the soundtrack later this fall. Alternative hairpieces the Afghan Whigs perform two songs on camera in the film. Atlantic's all-blues soundtrack to *Beverly Hills Cop II* has just hit the bay. Call 1-800-458-5897 to order. Check out the stunning graphics on Velvet's mixed-mode CD available through L.A.-based Motion Designing Graphics on Velvet's "Spaceman" and "Venus in Blue". Congratulations to David Morrell at Windmill Hill Records, who won the last TRICIA Chip contest for knowing that the Seu of Holly was one of the seas the Beatles journeyed to in their 1968 film *Yellow Submarine*. This week's question: Which 1990 Madonna video was controversial because of its religious imagery? One winner will be drawn from all correct answers received, and will be awarded cool soundtracks from Milan Entertainment. Various Soundtracks and Epic Soundtracks. For answers along with your address to my attention at Gavin, see you on the big island. —David Biran

**Sho-Prep**

Michael Bolton

Neville Winder says, "I feel a first impression with most people because I think I can feel them. The voice says a lot. But there are exceptions. When I first heard Michael Bolton, I thought he was African-American."

Van Morrison

Fifty-year-old Van Morrison says he wants to teach philosophy at the University of Ulster. Morrison would concentrate on the works of Aristotle, Socrates, Sartre and Hubbard (Sociology's L. Ron Hubbard).

Natalie Merchant

Thirteen years ago, Natalie Merchant was just 17 when she signed on to sing with 10,000 Maniacs.

Hootie & the Blowfish

Hootie & the Blowfish's first record was 1992's *Remyzigs*, a self-made EP that included the original versions of "Hold My Hand" and "Only Wanna Be With You."

Dolly Parton

Dolly Parton is working on the music for a Broadway musical adaptation of her 1990 movie 9 to 5.

Pink Floyd

Pink Floyd's Nick Mason hopes we don't take the pulsing red light on the band's new CD, *P.U.L.S.E.*, too seriously. "It's a live album," says Mason, "so the box is 'alive.' After that, in terms of seriously deep meanings, one might be struggling a bit."

Mariah Carey

Mariah Carey has pledged $1 million to establish Camp Mariah, a summer camp near Fishkill, New York, for 300 inner-city kids.

Courtney Love

Courtney Love's reported on-line ramblings have resulted in a very Off Broadway production conceived by director Elise Singer. The show, called *Love In The Void*, includes a guitarist playing Hole riffs as background to a ranting Carolyn Baeumer who plays Love.

Alan Jackson

Alan Jackson donated his '65 Mustang convertible to a celebrity auction in Nashville. The car raised $51,500 of the $60,000 raised to benefit families of the Oklahoma City bombing.

U.N.V.

U.N.V. stands for Universal Nahib Voices. Three-fourths of the quartet are from Lansing, Michigan.

Simply Red

Simply Red have an album coming this Fall called *Life*. 

David Bowie

David Bowie will portray the late Andy Warhol in a film about a graffiti artist called *Beaujart*.

**SHO-DATES**

Sho Schantz: WPSY/FM

Poughkeepsie, NY 9/6

Kat Kreller: Alt Master

Ashburn, VA 9/6

Ernie With WZAT-Aprila Milford 9/6

Tom Paul Glazer, Hank Thompson, Al Jardine "The Beach Boys Special"

WYBC-AM Philadelphia 9/6

Mark Mazzetti & KAM Records 9/6

Michael Henderson: Capitol Records 9/6

Curtis Mayfield, Martin Chambers (The Pretenders), Kim Thayil

Soundtracks 9/6

Randy Innocent Mix 65

Chris Mota WPLJ/Rutgers, NJ 9/6

Al Stewart 1/6

Kathy Gooden Garth 9/6

Andy Dr. John WKNM-Angeles 9/6

Carl Ross Anaika Records 9/6

James Pausch, KAM-Paris/Lagos, CA 9/6

Rhyme Lascustomed Columbia Records 9/6

Kevin Erickson Anaika Records 9/6

Davies Allen Coe, Coe

Fonkison, Mark Chesnutt, Pol Waskanian 9/6

Donny Lofthouse "Shag" 9/6

Brett Alford Alford "Shag" 9/7

Chris Jones Van Zandt Records 9/7

Christie Hyden (The Pretenders) 9/7

Jay Zakrzewski Anaika Records 9/7

Robert Marx HHS-Aguascal, CA 9/6

Ray Pena (4 P M.), Jimmie Reddick, Adrene Maree 9/6

Bob Guffin "Shag" 9/6

Steve Marx (E-Bone) 9/6

Bilston, Dave Stewart (Eurythms), Ton Wapel 9/7

Friends of Radio

Scott Carter

Director of College Promotion

ASC Records

Los Angeles

Hometown:

San Jose

What radio stations did you grow up listening to?

"The Quake"—San Francisco and KSYS—San Jose

What radio stations do you listen to now?

KCRW, KQAG, and KKLX occasionally. And KSYS because they play lots of ELO.

The last record you went out of your way to listen to:

If that means "bought," it would be Lana's Penthouse.

Who is an artist you'd like to interview or work with and why?

Jon Spencer because he converted me to the coolest guy on the planet. He is so rock.

Your proudest career achievement to-date:

It's a tie: Getting thrown off the Monster Magnet's album and having the Ass Ponggo to number one on the Gavin College chart.

Future ambitions:

I'd like to share these people a cool trick: Vic Chesnutt, Chris Isaak, Shane MacGowan and Greg Kinnear. Then I'll finish my "Impress Your Friends" book with my best friend Dave Rabbinos.

Words to live by:

"I'm too busy to listen to records with bad artwork."
Gavin Top 40

Signals & Detections

(Dave Sholin is on vacation
Compiled by Annette M. Lai)

Tad Bonnie, MD at Kiss 108 (WWKX/WM). Boston, says he's getting good listener reaction to Janet Jackson's "Runaway." Lisa Loeb's "Do You Sleep?" and P.M. Dawn's "Downtown Venus."...Over in the Big Apple at Hot 97 (WQHT), AP/MD Tracy Clotbery reports that after a month of airplay, Groove Theory's "Tell Me" is researching well in callout and that Coolio's "Gangsta's Paradise" is drawing top five phones after just one week of airplay, and is already top ten at retail...Debbie Wydle, MD at WDDJ/FM-Patrick, Ky. says Jill Sobule's "Supermodel" got a "55 percent positive rating on Smooth or Trash and that people are familiar with it because of the movie "Clueless." Down in the city that's home to Gavin '96, Hotlanta, 99X (WNNX) AP/Leisl Franklin says that Southern Culture On The Skids "Soul City" is really driving their phones these days and "you just got to love the name of the band."...B96 (WBBM/FM)-Chicago's Erik Bradley says they've been testing Max-A-Million's remake of Marvin Gaye's "Sexual Healing" for the past three weeks and are getting positive response to it. They're adding it this week...KXKR-Portland, Oregon's Ken Benson can't say enough about Mariah Carey's "Fantasy." "It's already our most requested song," he says. "Michael Jackson's "You Are Not Alone" is number two on the phones and TLC's "Waterfalls" are not alone." His biggest hit in a long time. I'm surprised that men are really liking this song. Janet's "Runaway" is also doing great. Mitch Cooley, PD, KQXY-Rockney, Neb. "Our biggest phone record is Van Halen's 'Don't Stop!' and it's strongest with men. The 12-24 crowd is really into White Zombie's "More Human Than Human." Jon Zellner, PD, KHIT (Mix 102.7)-Fresno, Calif. "Number one phones, all days, for Selena's 'I Could Fall In Love.' There are also lots of requests for Janet Jackson's 'Runaway' and tons of interest in Mariah Carey's latest. We're really enjoying having big-name stars out with uptempo songs."

Jon Norton, MD, KYYY/WM-Bismarck, N.D. "How can you go wrong with Mariah Carey's 'Fantasy?' It's great. We've bumped the rotation on Rustled Roots' "Send Me On My Way" to about 25 spins a week. It sounds great on the air and we're getting lots of phones on it." Rich Summers, PD, KFTZ/FM-Idaho Falls, Idaho "I really like P.M. Dawn's 'Downtown Venus,' which surprisingly enough, is getting adult males calling for it—it's a cool record. Janet Jackson's 'Runaway' is a smash. We're getting a nighttime buzz on Moonpools & Caterpillars—Brent Company Reporting Phone: (415) 495-1990  Gnus Fax: (415) 495-2580
## Tоп 40

### GO Chart

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“MAXIMUM RESPECT!”
—Michael Franti of Spearhead, Saturday, August 26, 1995

maximum respect. It came bowing out of the P.A. as a “thank you” and farewell benediction from Spearhead as they left the stage of the Fox theater in Boulder last Saturday night. It was more pertinent in describing the entire vibe of the A3 Summit than Mr. Franti could have realized.

But I’m getting ahead of myself here. Saturday night at the Fox was the last event of the Summit. We need to backtrack a bit. Back to the beginning. Back to Thursday morning, as a matter of fact. As we travel back in time you are probably asking yourself, “Why is Max writing about the A3 Summit in the alternative section?” Because nothing is what it seems. You know as well as I that the lines around ALL rock formats (especially now) blur around the edges. There’s much here for the alternativehead to ponder.

Been to Denver lately? Here’s my experience. Driving to KXPK “The Peak” last Thursday to see Bush Jones and Doug Clifton (MD and PD). I was in one of Ford’s finest, a ’95 Crown Vic. The chosen path for those who want the uncluttered from Boulder to Denver is a beautiful little stretch of two-lane known as route 95. It winds along the foothills, past Golden (home of the soon-to-be-hijapagain metro-beer Coors) down to 6th Avenue. From there it’s a short hop over to the station. My problem is that I’m stupid.

For some reason I blanked on The Peak’s frequency. So there I am playing seek & scan with the radio and not paying as much attention to the road as I should (the Crown Vic is not fond of tight corners). I’m becoming a gibbering lunatic (the Crown Vic is not fond of tight corners). I’m becoming a gibbering lunatic (the Crown Vic is not fond of tight corners) as I should.

Arrival at the airport of the future (have to take a train to your bags. Try to walk and you’ll be camping out overnight)… dinner with John Bradley of SBR, his wife Terry, and Paul Marszalek from KFOG who elaborates on his “wheels come off” statement in the Zimmermen interview in Gavin… I offer to pass along the comments to Richard Sands… bedtime movie: Outbreak.

Thursday’s highlights…

Boulder to Denver in the Crown Vic… tour of “The Peak Lounge”… back up route 95 to Boulder trying to count how many times an hour I could possibly hear Better Than Ezra and Alanis Morissette (on the dial, some form of alternative is flying out of the speakers.

KTCL from two separate frequencies (translator), KBCO sounding much more aggressive; the “hard rock alternative” (as their jock said on the air) of 92X; and finally, at 96.5, KXPK “The Peak.”

In approximately twelve months, Denver has gone from sleepy to wired. Oh, and I was informed later that I didn’t even hear what “Alice” was doing. It’s like an entire radio market on alternative steroids. I made a mental note to devote a future column just on Denver. For now, here’s a flash wrap on the A3 Summit as viewed from the A1 note-pad.

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Look, non-moving targets! Take your best shot folks. The ducks from left to right: Chris Mays (KMTT), Ted Edwards (WNEW/FM), Me, Dave Martin (Radio Consultants Inc.)... The standing moving target; Dennis Constantine (Constantine Consulting)

Short Attention Span Music Reviews

First rate stuff you could deal with if we would just, for God's sake, cut to the chase.

Blink "It's Not My Fault" (Lime Records)
B.A.D. meets Echo & The Bunnymen meets P. Furs meets The Alarm.
Lisa Loeb "Do You Sleep" (Geffen)
Suzanne Vega meets Juliana Hatfield in a coffee shop and they write songs (relax Ted, it's hit...trust me).
Supergrass "Caught By The Fuzz" (Capitol)
Sex Pistols meets T. Rex meets the Kinks.
Candlebox "Simple Lesson" (Maverick)
Korn meets Nirvana meets STP meets Guns N Roses.
Ash "Jack Names The Planets" (Reprise)
Love & Rockets meets the Ramones.
Love & Rockets "Sweet FA" (American Recordings)
Love & Rockets meets Seals & Crofts (it's a hit, trust me)
Red Hot Chili Peppers "Warped" (Warner Brothers)
Jim Carroll meets Janes Addiction.
Eleven "Why" (Hollywood)
First thing I've heard in a while that doesn't sound like anything else.

Boy George

from the new album Cheapness And Beauty
"Funtime" produced by Jessica Corcoran

© 1995 Virgin Records Ltd

Gavin Alternative
Inside College

**The Jig Is Up**

So this is our first ever college radio special, and assembling it has certainly been draining. Special thanks are due to KALX's Anthony Bonet, WPRK's Lisa Blumining and WMU's Susan Krugelinski, while extra double special thanks go to Mr. Ben Goldberg at TAG. Because not everything written for the feature section of this issue fits in the allocated feature space, I will, over the next several weeks, run the remaining pieces in this column. We'll begin a piece in which Mr. Bonet informs us that:

**THE JIG IS UP: COLLEGE RADIO AND THE OUTING OF THE IN-JOKE**

**By Anthony Bonet**

Take heed, my brethren, the jig is up. If the disgracefully unscientific research I have conducted in the last few days is any indication, college radio has become as much a part of modern palanquins as Lancer to or Elvis sightings.

The original idea for this piece was that I should take a tape recorder and contact some random subjects on the subject of college radio, the hope being that the "Average Joe" would have some amusingly uninformed views on the subject. I would take their views, tape them, and assemble it has certainly been draining. Special thanks are due to KALX's Anthony Bonet, WPRK's Lisa Blumining and WMU's Susan Krugelinski, while extra double special thanks go to Mr. Ben Goldberg at TAG. Because not everything written for the feature section of this issue fits in the allocated feature space, I will, over the next several weeks, run the remaining pieces in this column. We'll begin a piece in which Mr. Bonet informs us that:

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The original idea for this piece was that I should take a tape recorder and contact some random subjects on the subject of college radio, the hope being that the "Average Joe" would have some amusingly uninformed views on the subject. I would take their views, tape them, and assemble them into a series of articles.

Unfortunately, almost everyone I interviewed had quite strong opinions which they were only too willing to verbalize into my microphone. First, a few words in regard to my methods: as I received no remuneration for this piece, I concentrated my research as pleasurable as possible. If the disgracefully unscientific research I have conducted in the past ten days and considered college radio a primary feature in the local radio landscape, then we-the cognoscenti-could snipe on the street interviews on the subject of college radio, the hope being that the "Average Joe" would have some amusingly uninformed views on the subject. I would take their views, tape them, and assemble them into a series of articles.

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GRETA ABOUT YOU

The New Single From The Album, THIS IS GRETA!

Direction: Bill Graham Management
Produced by Randy Stern and Greta
Mixed by Ed Stasium
most abused term in college radio” “punk” was the winner by a long shot (remember we’re in the East Bay here), although some runners-up were “brilliant,” “lo-fi,” “grunge,” and “kick-ass.”

When I asked, “What does lo-fi mean to you?” a surprising number of punters could approximate the term’s meaning—although one clean-cut guy asked if it had anything to do with Semper Fi.

Another said, “It’s good songs that sound crappy.” A clerk in a record store explained, “It’s just another college fad—like swallowing goldfish or streaking or cramming into telephone booths.”

Most of the people with whom I spoke credit college radio with being at the forefront of most exciting music trends of the last ten years. And interestingly, the people I interviewed seemed to unwittingly choose sides in the Great College Radio Programming Debate, a debate we previously thought argued only in the inner circle—by actual programmers at industry-only conventions and gatherings. Said one respondent, “I heard so many of my favorite bands for the first time on college radio—from R.E.M. to the Replacements to Nirvana—on and on.

However, someone else commented that “if college radio is doing it right, then it is at the vanguard of new music—combining styles to suggest new forms like jazz and hip-hop or world beat and techno. When they’re doing it wrong, they’re just junior versions of the big stations.”

Several transplants to the Bay Area spoke disparagingly of college radio in other parts of the country. The flaw they most often cited was their sense that these stations were just trying to be MTV apprentices; they gave high marks to stations who pressed at the edges of propriety, even when they themselves were offended. “If you hear some deep joy on a Japanese noise jag then (you know) you just change the station for a while. Chances are when you come back they’ll be playing [like] doo-wop or something.”

**ARTIST PROFILE**

**SOUTHERN CULTURE ON THE SKIDS**

**FROM:** Chapel Hill, North Carolina

**YEARS SINCE INCEPTION:** 10

**LATEST RELEASE:** Dirt Track Date

**LABEL:** DGC

**CONTACT:**
David Grant (310) 285-7953

**THEY ARE:** Mary Huff (bass), Rick Miller (vocals, guitar), Dave Hartman (drums)

**THEIR SOUND:** “We’re comin’ from a swamp pop thing, Slim Harpo, Lightnin’ Slim, Tony Joe White, CCR, Link Wray. We just kind of throw ‘em all together and try to have a good time with it.” —Rick Miller

**THEIR GENRE:** “Toe-sucking geek rock. Geeks are kinda like the people at fairs who bite the heads off live chickens—and sometimes our shows take on a carnival atmosphere.”

**AND THE TOE-SUCKING?**

Once, drummer Dave Hartman sucked the grungy, beer-stained, unclipped toes of a female fan. Miller elaborates: “He bit her toenail off with his teeth, but first he had to suck on it to soften the nail up.”

**ON “FRIED CHICKEN AND GASOLINE”:**

“It’s got the damn ring of truth to it...’Cause this band spends more time during the year navigating the asphalt than tendin’ to the garden, and as every truck-stop lizard knows—sooner or later your food starts smelling like your mode of transportation, and vice versa.” —Miller

**Continued on page 22**
COLLEGE KIDS KNOW SOMETHING YOU DON'T!

3 WEEKS POST-RELEASE KIDS SOUNDTRACK IS:
#1 GAVIN COLLEGE • #1 CMJ CORE CHART • #6 CMJ TOP 150

KIDS WHO ARE ALRIGHT:
#2 KCPR • #7 KVMR • #2 WDJM • #6 WUSR • #6 KCRW • #2 KWVA • #2 WJMD • #8 WUTK
#1 KCSU • #4 KZSC • #6 WNYU • #6 WUVT • #3 KDVS • #6 KZSU • #1 WPRK • #5 WVKR
#1 KJHK • #7 WBAI • #3 WSMU • #2 WXPL • #5 KTRU • #5 WCBN • #5 WTJU • #1 WZBC
#1 KUCI • #10 WCDB • #3 WUOG • #9 WXJM

DON'T BE AFRAID IT'S ONLY A SOUNDTRACK
As the 1995 - 1996 school year commences, college radio stations across the country will begin recruiting and training staff, and new, dewy-eyed or old-but-refreshed (i.e. forgetful) music directors will sweep out (and then sweep into) their offices. With artless enthusiasm and energy, these MDs will begin reviewing records, gathering messages, and picking up the phone to field the queries and promotions from Promotion’s Finest, an organized, efficient corps of engineers of various ranks, whose titles rely contain these two key words: “college” and “promotion.”

Initially, overwhelmed music directors might approach Promotion’s Finest with a certain amount of wariness. “Who are you people?” each MD will ask. “Why do you keep bothering me? Why on earth do you want to do promotion?” and “What could I possibly have in common with these contemptible corporate puppets?”

As the semester grinds on, however, the MDs will sort through the ranks of Promotion’s Finest; they’ll identify, bond with, and come to admire some of its members. At that point, many (now jaded) MDs’ songs will change. By November, the MD will begin to ask, “How can I get ______’s job?”

In order to speed the process, we at GAVIN have assembled a dossier on each member of Promotion’s Finest. Following are descriptions (and photos, when we’ve been able to catch the wily professionals on camera) of the group’s most elite. This painstakingly compiled report will provide the new MD with a wealth of information; after a quick read, he/she will be able to identify potential “friends.” Then with the statistics we’ve amassed on the PF, a forward-thinking MD can begin making the choices and lifestyle adjustments that will “guarantee” that soon-coveted job in the “industry.”

Jay Richard Harding
College/University Attended: Fresno State
Major: Radio/TV/Film
Extracurricular Activities: KFSR, KUSF
Musical Endeavors: none
Current Employer: Reprise Records

Jeffrey Aaron Sperper
College/University Attended: California Poly, San Luis Obispo
Major: Mathematics (English minor)
Extracurricular Activities: Tour Guide, WBAU
Musical Endeavors: Weldane
Current Employer: A&M Records

Charles Newingham
College/University Attended: San Francisco State
Major: Radio/TV/Film
Extracurricular Activities: KFSR
Musical Endeavors: none
Current Employer: Roadrunner Records

Thomas Francis Gates, Jr.
College/University Attended: Central Connecticut State
Major: Elementary Education
Extracurricular Activities: WFCS, Knitting Club, Boomerangers Local 142 Troop, Giraffe Rights Org.
Musical Endeavors: “bad hardcore”
Current Employer: Roadrunner Records

Robert Harry
College/University Attended: Cal State Northridge
Major: Political Science
Extracurricular Activities: Resident Assistant, Campus Tour Guide, WBAU
Musical Endeavors: none
Current Employer: McCarthy Promotion

Goldkläng
College/University Attended: Cal State Northridge
Major: Speech/Communication Extracurricular Activities: radio station, speech team, acting team
Musical Endeavors: “replacements cover band for about five minutes”
Current Employer: Warner Bros. Records

Scott Matthew Carter
College/University Attended: Cal Poly, San Luis Obispo
Major: Math/English minor
Extracurricular Activities: The Vegetables, Fuel, and Ikatia
Musical Endeavors: The Vegetables, Fuel, and paste
Current Employer: A&M Records

Michael Delitch
College/University Attended: Berklee College Of Music/Mass Communications
Major: Substance Experimentation/Mass Communications Extracurricular Activities: “tending to rodents, my hair and WERS.”
Current Employer: Triage International

Race Hearse
Current Employer: Atlantic Recording Corporation

Marc Simony
College/University Attended: Univ. of New Hampshire
Major: Communications (“NOT Communications”) Extracurricular Activities: “radio (WUNH), marathon sex (girlfriend)”
Musical Endeavors: “Squeeze Jesus
Current Employer: TVT Records

Carolyn Jane Wolfe
College/University Attended: Univ. of Vermont
Major: Psychology/Communications Extracurricular Activities: WRUV, student activities board
Musical Endeavors: Danbury High School Marching Band
Current Employer: Atlantic Recording Company

John Anthony Perrone
College/University Attended: Univ. of New Haven
Major: Communications/Real Men Record Labels Extracurricular Activities: WNHU, Student Activities Coordinator
Current Employer: Small Enterprizes

Department, May Day Coordinator Musical Endeavors: Small Enterprizes
Sociology
Extracurricular Activities: WRUV, student activities board
Musical Endeavors: Danbury High School Marching Band
Current Employer: Atlantic Recording Company

BY SEANA BARUTH

GAVIN SEPTEMBER 1, 1995
"When I came back he was gone," says mom Carolyn Wolfe. "A HERD OF DRAGMULES ATE MY BABY"
Continued from page 18

"One woman said that she feels like college radio helps to keep her open-minded: I used to think that My Bloody Valentine were annoying; now I want to hear their children."

Other respondents thought college radio was too easily manipulated. One guy with a great haircut at my local laundrette said, "It's embarrassing. (college radio) falls for every local laundrette said, "It's embarrassing; now I want to bear their children."

Perhaps my favorite answer to any of my inquiries was offered by a clerk in the check-out line at a Berkeley green grocer. "What does college radio mean to me? Hormones—raging hormones. These kids are constantly trying to get laid on the air, and you can tell, (College radio) has a great energy because of that. It isn't at all like the more adult community stations where they also play music that's outside of the mainstream. College radio has the obsessive energy of kids who just really need to get laid tonight. Not that you'd ever want to fuck any of the deejays—it's like the pindest little kid at a party on the make. You know? I mean, the pounding punk...the pulsing funk..." I found I had to pause and fan myself after his insightful words.

So it's plain that college radio is a given for a lot of people. It's also apparent that what most listeners like about college radio is the stuff that comes across accidentally: the endearing fuck-ups, the idiot enthusiasm, the sometimes nonsensical programming. It seems that the more we strive to be "pro," the less we're like ourselves and the less we fill a need. And, it's obvious that the unwashed masses are looking to college radio to dig under rocks and find the new and exciting things in an increasingly jaded age. I'll give my grocer (yes, cute and good haircut) the last word: "Lots of people think commercial alternative radio is, you know, okay. They like it well enough. But a smaller group of people think college radio is the shit, and they invest in it with that passion, whether as listeners or as programmers. It's not for everyone, but it's for you, there's nothing else like it.""
CKET
FROM
THE
CRYPT

SCREAM
DRACULA
SCREAM!

Add date September 11th
In stores October 10th
want it? need it? questions?
800-992-6553
SURVEY SAYS……

In an attempt to create a psychological profile of the members of Promotion's Finest, GAVIN conducted an in-depth survey. The results, which follow, suggest that the typical college radio promotions person is:

- Highly trained. 94.6% of the PF ranks worked in college radio, and an impressive number of them have worked extensively in other aspects of the industry.
- Reliable. PF reps will doggedly call and recall even the most frustrating stations.
- Uninfluenceable. Most PF reps report ignoring pressure to wear trendy shoes.
- Ruthless. Most PF reps are prepared to kill—Tori Spelling, that is.
- Adaptable. Most college reps, despite a menacing facade, are actually pussy cats who report listening to Neil Diamond and the Cranberries (the Cranberries!) in their private moments.

### Educational Background

- **Michael Wolf**
  - College/University Attended: Cornell University
  - Major: Communications
  - Extracurricular Activities: WRAS
  - Musical Endeavors: "No comment"

- **Matthew Franklin Smith**
  - College/University Attended: Middlebury College
  - Major: Art History
  - Extracurricular Activities: KGBG, pub crawling, skateboarding, KGBG
  - Musical Endeavors: none

- **Matthew Benjamin Macke**
  - College/University Attended: Wesleyan University
  - Major: Classical Civilization/Extracurricular Activities: WESU
  - Musical Endeavors: A Priori

- **Benjamin Goldberg**
  - College/University Attended: Harvard University
  - Major: Philosophy
  - Extracurricular Activities: Social, Focas, Catsbyson

- **Rose A. Braunstein**
  - College/University Attended: Parsons School of Design
  - Major: Sculpture
  - Extracurricular Activities: none

- **Gary Jay**
  - College/University Attended: University of Minnesota
  - Major: History
  - Extracurricular Activities: none

### Current Employers

- **Michael Wolf**
  - Current Employer: Columbia Records

- **Matthew Franklin Smith**
  - Current Employer: Priority

- **Gary Jay**
  - Current Employer: Geller/GDC

### Work Experience

- **Michael Wolf**
  - Worked at a non-Gavin station: 12.2%
  - Worked at a GAVIN-reporting radio station: 37.8%
  - Worked at a non-GAVIN station: 48.6%
  - Didn’t work in college radio: 4.4%

- **Matthew Franklin Smith**
  - Worked at a non-GAVIN station: 10.0%
  - Worked at a GAVIN-reporting radio station: 55.3%
  - Worked at a non-GAVIN station: 37.8%
  - Didn’t work in college radio: 5.3%

### Musical Endeavors

- **Michael Wolf**
  - Musical Endeavors: "No comment"

- **Matthew Franklin Smith**
  - Musical Endeavors: "No comment"

- **Gary Jay**
  - Musical Endeavors: none

- **Michael Wolf**
  - Musical Endeavors: none

- **Matthew Franklin Smith**
  - Musical Endeavors: none

### Extracurricular Activities

- **Matthew Franklin Smith**
  - Extracurricular Activities: WRAS

- **Gary Jay**
  - Extracurricular Activities: none

- **Michael Wolf**
  - Extracurricular Activities: none

### Future Aspirations

- **Michael Wolf**
  - To own his/her own label: 28.9%
  - To be an A&R person: 21.1%
  - Other: 13.2%

- **Matthew Franklin Smith**
  - To own his/her own label: 52.6%
  - To be an A&R person: 71.1%
  - Other: 10.5%

### Additional Information

- **Michael Wolf**
  - Comments: "No, just full-grown men. Wait!, that's just full-grown men...

- **Matthew Franklin Smith**
  - Comments: "Yes, the Garth Brooks model, 68104X.

- **Gary Jay**
  - Comments: "No, I just look around..."

- **Michael Wolf**
  - Comments: "I don’t think he’s EVER done it.

---

**Continued on page 28**
THE INBREDS

kombinator

featuring "Any Sense of Time"
We're told by our test group that the following crossword exercise is a bit of a brain teaser. Consequently, we've assembled a prize package to provide some incentive. The first contestant to deliver a completed puzzle to me (Seana) either via fax at (415) 495-2580 or in person at the CMJ convention will win a delicious collection of CDs including the forthcoming Velvet Underground box set (A&M), a limited edition Matador compilation, Rhino's John Coltrane box and much, much more!

**ACROSS**

2. Pansy Division's lyrics (rhymes with Pavement bassist)
3. Big-name Warner Bros. band's next live release, Evil...
5. Notoriously shady label
7. College editor nickname (init.)
9. Want hits (two names)
11. Sinister
13. Love's cherished asset
15. Knox caller/sizemate/drummer
17. Decendants' descendants
19. Fort Lauderdale cable
21. The second 'Jam
23. So bad, oh!
25. '60s musical; Pirner's pride
27. NCMD
29. Astbury, McCulloch, McArthur
31. Prolific Alabama band's middle name
33. -fi
35. Christina's real boss (init.)
37. Showbiz partner
39. Marilyn Monroe's singing style
41. Famous "brother" and emerging dinosaur
43. Seminal London -via -NYC female art/noise trio
45. Love/hate Eric@AT
47. New/old Sebadoh member
49. Team Dracul's mascot
51. "Mid '60s USA rock theatre phenomenon"
53. Polvo Ash Moonlight
55. Tupac's nemesis
57. Dated hip-hop slang
59. Served us lard (init.)
61. Kung-fu sword style
63. My Fair Lady protagonist
65. late '60s double-black disc (two of three words)

**DOWN**

2. Grohl's current drug-of-choice
3. Coveted status (abbr.)
5. Herb's avuncular employee
10. Smart hip-hop criminal (init.)
12. Indie lo-fi funk
16. (303) 247-7822
18. Brady bro and inspiration
19. Source of the windmill
22. Quarterly
24. Milkmen's fave fish
26. Provides Shelter (init.)
28. Lords Of Acid
30. Czarni and Dean have this in common
32. "No, my first name ain't baby, it's Janet, Ms. Jackson if you're...
34. Catalogue prefix for influential "indie"
35. Esquivel
38. Love (think Chris Knox)
40. Effman's earliest (init.)
41. Makin' it happen in Hollywood
44. Penn's answer to Echo (init.)
45. Rastafarian Image Limited
48. Your station (hopefully) doesn't climb their stairs
49. Replacement for Euro "Tabitha in trousers."
52. Lost college Imago release
54. Danzig deity
56. Fey
58. He knows Terry. Ken and Gerard
60. Eastern college AOR
61. Ubiquitous MD
62. Love's age
64. Phantom — Booth
68. Stout, lager, cider...
70. This land is your land
72. David Ryan and Nic Dalton are the other two members of this band (init.)

67. New Home labelmate
69. #1 with Rembrants
71. KK
73. Famous jack
75. Further home (nickname)
the first single from the National Lampoon's Senior Trip soundtrack
Why, of course! You are serving an essential function of your community as a source of artistic education and news-worthy chatter! But—and you are not singing, nor abusing your important public post by considering this—what about you? Don’t you deserve something for the hundreds of CDs you must review, the hours on the phone with Autotonic explaining that it must have gotten lost in the mail, the endless number of angry DJ’s for whom your playlist suggestions will never suffice? Why, of course you do! Here are a couple of suggestions on how you can make college work for you:

- Incorporate the names of obscure musicians into conversation, necessarily creating an Otherness with those to whom you speak. They may then gain the perspective to reassess their unsettled feelings about their own prejudices and the prejudices of those around them.

- Accept demonstration cassettes from tangential acquaintances and distant family members with glee. You are, after all, their shining beacon of hope in their attempts to escape the quagmire that is Dwarfish Throwing Night at their local tavern. Explain that you can put a song on cart for them and leave it for DJ’s to play. Obtain their addresses so that you can crash in their living rooms when Lollapalooza is in their city.

- Sturdy up relations with local skate-board passes through airplay of Token Entry, Subhumans, Crass, Youth of Today, and the Alternative Tentacles roster. Gravitate back and forth on your board posses through airplay of Token Entry, Subhumans, Crass, Youth of Today, and the Alternative Tentacles roster. Gravitate back and forth on your board posses through airplay of Token Entry, Subhumans, Crass, Youth of Today, and the Alternative Tentacles roster.

- Remember the bonus of being published concerning your local commercial alter-ego. Make drunken threats in large groups and they will even want to read it when they are done!

- CReD is also useful for one’s status as a local scenester. Think of it this way: big fish in a little pond, thanks to CReD!


THE CREDO MANIFESTO: STRAIGHT TALK
You poor sap. Didn’t know what you were getting into, didja? Tricked into the time-consuming, never-ending cycle of new music, were ya? Well, buck up, cowboy, it’s lucky you ran into us! Here’s a couple of quick and easy ways to utilize CReD (College Radio Experienced) to your advantage:

- Destabilize academic property through the introduction of CReD to the classroom environment. This will substan-tially change the way you present yourself in the eyes of professors and peers as one who searches for new methodologies toward counterpoint and distinction. Impress all your professors and your classmates by proving that you not only have, but you ARE CReD, something they knew nothing about.

If you are sly enough with your CReD you can even get away with writing big, huge papers on said CReD, and there-fore get class CReD. Hey, it’s like some famous dude once said, “Write what you know.” And if what you know is col-lege radio, then hit, kid.

If you are super-sly (like us) you can even get those industry types to do the work for you. They just love it if you give them the opportunity to really give your professor a piece of their mind, not to mention the bonus of being published and a bona fide source (works cited, bibliography, and what not) It makes them think they are useful and smart, and they will even want to read it when you’re done!

CReD is also useful for one’s status as a local scenester. Think of it this way: big fish in a little pond, thanks to CReD! That’s about it. Now, remember, these are only suggestions. Another option is to be Old School and get laid by pick-up artists. Remember, it’s your oyster, let’s see what kind of pearls you make. Good luck!

SPECIAL COLLEGE ISSUE
**Gavin A/C**

**Adult Contemporary**

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| Total Reports | This Week | 249 | Last Week | 246 |
| Editor | Ron Fell |
Associate Editor | Diane Ruffer |

**Chartbound**

| JOHN WAITE | "Alin No Sunshine" (Capitol) | 51 | 15 | 854 | -211 |
| NATALIE MERCHANT | "Carnival" (Elektra/EEG) | 60 | 18 | 947 | -282 |
| MICHAEL KLINE | "I Can't Leave Can't Stay" (Anthony Avenue) | 53 | 6 | 725 | +79 |
| JOHN WETTON | "You're Not the Only One" (Avalanche) | 51 | 24 | 863 | -321 |
| THE BLENDERS | "Jive Talkin'" (Orchard Lane) | 50 | 14 | 640 | -246 |
### Gavin Americana

**Top Tip Southern Culture on the Skids**

Call the Colonel, order up a bucket or two and let these guys (and gal) rock your world—Skid style. "Voodoo Cadillac" is a Greedence-y number that screams "play me now." Lots of fingerpickin' pickin' for the choosin' on this one.

#### Most Added

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**Big Sandy and His Fly-Rite Boys**

**Southern Culture on the Skids**

**Eric Taylor**

**Dick Curless**

**The Picketts**

**Jim Matt**

**Record to Watch**

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**Americana Inroads**

**Boulder To Birmingham**

This year’s ASCF Summit in Boulder, Colorado was by far, the biggest and best of Gavin’s adult radio bonanzas. While America’s presence may have been scoffed at by an alternative minority, the feedback from the live, thinking, music-loving audiophiles who attended our tent revival meeting proved our mission is being accepted and is full steam ahead. But more on that in a bit. I know you want some juicy musical highlights.

Thursday evening’s showcase at the Fox theater kicked off with the weekend with a bang. Hats off to the Zimmermen, who undoubtedly made the late concert impressive. Bill Graham smile down on them with the great bill of talent they assembled. Jonatha Brooke and the Story opened it up with selections from her lovely new album Plum. The Ben Folds Five’s wildly eccentric piano work followed, and led into a rousing performance by Joan Osborne. This sexy breath of fire is a genre-crossing talent to be reckoned with. Check her out.

Then, headliner Emmylou Harris took the stage with the Daniel Lanois band and you could just see the jaws dropping throughout the hall as they proceeded to perform new songs from Wrecking Ball, which will be released on Sept. 26. This event marked another incredible artistic venture for Emmylou, as she rocked out on certain numbers, and achieved the tranquil atmospheric sound Lanois is known for on others, especially on “May This Be Love.”

The quality music didn’t stop there, however. Those rowdy folks at Rounder had their suite at the Clarion jump to the natural harmonies of the Burns Sisters until the wee hours. Also on the Rounder side, their after hours show the next evening had the Delvantes rocking like bona-fide rock stars and the Blazers bringing the barrio to Boulder. It was non-stop all night. Just ask Brad Paul.

Saturday morning’s tent revival came off with a friendly, music-loving, we’re-on-a-mission-from-God kind of vibe. What else would you expect from a panel where everyone wore shades? With the common goal of getting radio to program Americana and prove that it works, the tent-filled crowd was lively and keen on participating.

**American Inroads by Rob Bleeststein**

**Boulder To Birmingham**

Enjoying the Boulder sunshine after the Son Volt performance are (lr) Gavin’s Kent Zimmerman, head Volt man Jay Fann, Gavin’s Rob Bleeststein, Son Volt’s Mike Heidorn, Warner Bros’ Nancy Stein and Volt bassist Dave Boquist.

Associate Editor Rob Bleeststein • Nashville Bureau Chief Cyndi Hoelzle

Americana reports accepted Monday 9am-5pm and Tuesday 9am-3pm

Nation Reporting Phone: (415) 495-9990 • Gavin Fax: (415) 495-2580
letter to laredo

FEATURING THE HIT, "ALL JUST TO GET TO YOU"
CATCH THE "JOE ELY HOUR AT TOWER TRAIN TOUR"
BROUGHT TO YOU BY AMTRAK APPEARING "LIVE" IN CONCERT
9/13 LOS ANGELES/TOWER AT SUNSET BLVD. • 9/15 SAN JOSE/TOWER AT S. BASCAM AVE.
9/16 SAN FRANCISCO/TOWER AT JONES ST. • 9/17 BERKLEY/TOWER AT DURANT ST.
9/19 DAVIS/TOWER AT F ST. • 9/20 PORTLAND/TOWER AT 102ND AVE.
9/22 SEATTLE/TOWER AT MERCER ST.

http://www.ely.com
MOST ADDED

MARIAN CAREY (COLUMBIA)
"Fantasy" (COLUMBIA)
SHAI (GASOLINE ALLEY/MCA)
"Come With Me" (GASOLINE ALLEY/MCA)
TINA MOORE (SCOTTI BROTHERS)
"All I Can Do" (SCOTTI BROTHERS)

TOP TIP

JANET JACKSON
"Runaway" (A&M)
Janet Jackson debuts on the UL chart this week. With a total of 772 spins this week, Janet Jackson climbs at 22. Stations reporting heavy spins include KMZ (46), WOCQ (29), WUSL (29) and WDZZ (29)

RECORD TO WATCH

JON B. featuring BABYFACE
"Pretty Girl" (Yab Yum/550 Music)
Jon B’s second single, “Pretty Girl”, is working its way onto the GAVIN chart. Early believers are WJBT (25), WPEG (25) and WESE (15)

Gavin Urban Landscape

Making Noise

The Regional View

west coast

Hate U" (Warner Bros./NPG)
Shaggy +21
"Boombastic" (Virgin)
Janet Jackson +20
"Runaway" (A&M)

southeast

Coolio +158
"Gangsta's Paradise" (MCA)
Janet Jackson +153
"Runaway" (A&M)

midwest

+85
"Hate U" (Warner Bros./NPG)
Mariah Carey +78
"Fantasy" (Columbia)
Brandy +73
"Brokenhearted" (Atlantic)

mid-Atlantic

Janet Jackson +123
"Runaway" (A&M)

southeast

Janet Jackson +153
"Runaway" (A&M)
Solo +67

"Heaven" (A&M/Perspective)

carolina/va

+72
"Hate U" (Warner Bros./NPG)
Brownstone +40
"I Can't Tell You Why" (MJJ/Epic)
Mariah Carey +39
"Fantasy" (Columbia)

Editor QUINCY McCoy • Urban Assistant STACY BAINES
Urban Reports accepted through Tuesday 3:00pm
Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2580

Gavin September 1, 1995
Soul II Soul

the first single and video
from the new album
Volume V-Believe

"Love Enuff" produced by Jazzie B for Funki Dred Productions
### Inside Country by Cyndi Hoelzle

**Wisdom From Boulder**

"When the sea was calm, all ships alike showed mastery in floating." —William Shakespeare

"If you're not paranoid, something is wrong." —Oren Harari

Certainly these two quotes, which I heard at last week's Gavin A3 Summit in Boulder, apply to our much beloved country music industry. With increased profits and competition, no one's job is the same as it was five years ago. "One of the best predictors of business failure is business success," said management consultant Oren Harari. "That's because of a little disease called complacency—which is lethal in this world.

I won't give away too much of Oren's presentation (as I am trying to get him to do a May Gavin Country Seminar in Los Angeles), but suffice to say that many of his insights from the world of business are painfully applicable to the music and entertainment business.

One thing I heard over and over at the Summit was the need for radio to stand and surprise—voiced by everyone from Harari to Emmylou Harris. Almost everyone in this business has stones of sitting as a younger spellbound by a great rock, or a great station—by the magic of radio.

I always hope to hear one thing by the magic of radio.

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I always hope to hear one thing by the magic of radio.
The Hutchens

"When you put talent with sibling harmonies... You have a star... and The Hutchens will be stars."  
Kevin O'Neal  
WXTU Philadelphia

"If, after hearing Knock, Knock, your toe is not tapping... you'd better check your pulse and call Dr. Jack."  
Kevin Scollin  
WWW Detroit

Addrs September 11th

KNOCK, KNOCK

The debut single from the forthcoming album, Knock, Knock #82857
Continued from page 40

undergoing triple bypass heart surgery as we go to press. We will keep you posted on her progress.

As tipped in the Gavin Friday Fax, Arista Nashville has hired Steve Schnur for the newly-created position of VP of Marketing/Artist Development. Schnur moves from New York, where he was Arista's VP/ National Promotion. Expect Schnur to help the label explore alternative means of marketing.

CMT Adds

BOBBIE CRYNER - I Just Can't Stand To Be Unhappy (MCA)
BRETT JAMES - If I Could See Love (Career)
CONFEDERATE RAILROAD - Bill's Laundromat, Bar And Grill (Atlantic)
LITTLE TEXAS - Life Goes On (Warner Bros.)
PERFECT STRANGER - I'm A Stranger Here Myself (Curb)
ELBY LYNNE - I'm Not The One (Magnatone)

Album Cuts

LEE ROY PARNELL - Squeeze Me In/The House Is Rockin'
ALABAMA - Spin The Wheel/In Pictures
OLAN MILLER - If The Camper's Rockin', Don't Bother Knockin'

Samantha Fish was being all through her recent platinum party. seen accepting a plaque for her #1 "Any Man Of Mine" are Gavin's Cyndi Hoelzle, Mercury Nashville president Luke Lewis and Twain.

Williams: "We're Counting (MCA)
51 30 1 1 1 2 2 BAKER AND MYERS - These Arms (MCA/Curb)
44 4 1 1 1 2 BILLY RAY CYRUS - The Fastest Horse (MCA)
43 16 2 PHILIP CLAYPOOL - Feel Like Makin', Jane (Curb)
37 1 1 HANK WILLIAMS JR. - Daytime Nights (MCA/Curb)
32 13 1 1 GEORGE BUCAS - Kisses Don't Lie (Capitol Nashville)
29 27 1 1 DAVID BALL - Honky Tonk Healin' (Warner Bros.)
27 3 2 GENE WATSON - His Back In Texas (Epic)
26 15 1 1 JEFF COLEY - Everyday (Polydor)
DROPPED: KSL-Klein Krauss, KZ-Mark Chesnutt, K6-Gene (Curb), K6-Perfect Stranger, K3 Lisa Brokop, K6-Stacey Dean Campbell, Holly Dunn, Carlene Carter, Billy Ray Cyrus

COUNTRY PICKS

GARTH BROOKS
"She's Every Woman" (Capitol Nashville)

TRACY BYRD
"Love Lessons" (MCA)

LEE ROY PARNELL
"When A Man Loves A Woman" (Career)

WASHINGTON
"Honey Tonk Healin" (Warner Bros.)

This sounds like it will be the sixth hit single from Ball's platinum disc Thats What I Think. It's exactly the kind of honkytonker that Ball does best.
Are you seeking that one special song to deliver instant phones and lasting power?

Look no further.

BRETT JAMES
If I Could See Love
From his Career Records debut album, BRETT JAMES
OFFICIAL AIRPLAY DATE: SEPTEMBER 18TH

We're making more than just great music. We're delivering Career Records.

Produced by Steve Bogard and Mike Clare

Management: Starstruck Entertainment
**ALBUM ADULT ALTERNATIVE**

**MOST ADDED**
- JUDE COLE (15/59 SPINS)
- LISA LOEB (11/32 SPINS)
- DRIVIN' N' CRYIN' (7/102 SPINS)
- GOO GOO DOLLS (6/169 SPINS)
- ROB LAUFER (6/118 SPINS)
- EMPIRE RECORDS (6/699 SPINS)

**TOP TIP**

**JONATHA BROOKE & THE STORY**

"Plumb (RItte Thumb)

"SOUTHERN CULTURE ON THE SKIDS"

"Dirt Track Date (DGC)"

"In the pocket American music."

Jonatha debuts strongly at #38 after an impressive debut at the Summit. Southern Culture On The Skids

**RECORD TO WATCH**

**PAUL BRADY**

"The 11 lived Is I1 Oat You Make It"

"(Mercury)"

Started in Seattle at KMTT, Paul Brady's "African beat" bounce was this year's top finisher on the GRIDdle.

**A3 Spin Trends**

1. JOE ELY +92
2. DRIVIN' N' CRYIN' +78
3. VIRTUOSITY SOUNDTRACK +77
4. PRETTY & TWISTED +53
5. JONATHA BROOKE & THE STORY +52
6. HEATHER NOVA +50

**This year's GAVIN A3 Summit was music, music, music. Sean Cookley of Songlines took a random poll as to some of the attendee's favorite performances. Here are some of the responses.**

Bruce Warren, WXPN/World Cafe: Ben Folds Five, Spearhead, Delevantes, Emmylou Harris

Merilee Kelly, KSCA: Spearhead, Joan Osborne, Son Volt

Dean Carlson, KMTT: Joan Osborne, Patty Larkin, Ben Folds Five

Jack Ashton, Discovery: Joan Osborne

Dennis Constantine, Constantine Consulting: Joan Osborne, Emmylou & Daniel, Jude Cole, Spearhead, John Hiatt.

Mike Marrone, KIOT: Toad The Wet Sprocket, Jewel

Shawn Taylor, WWAY: Joan Osborne, Daniel & Emmylou

Jim Olsen, WIFS: Spearhead, Ben Folds Five, Joan Osborne, Son Volt

Jennifer Vanderslice, WMX: Toad, Natalie Merchant, Edwin McCain, Terrell

Nancy Stein, Warner Bros.: Son Volt, Jewel

Bill Buchinsky, WNCW: Joan Osborne, Willy Porter

Mark Fishman, KMTN: Edwin McCain, Natalie Merchant

Tom Krumm, KLJU: Patty Larkin, Emmylou Harris, John Hiatt

Candy Pennetta, KVNF: Joan Osborne, Delevantes, Blazers, Patty Larkin

Benson, SBR: Joan Osborne, Son Volt, John Hiatt, Toad, Jewel

Jody Peterson, WNCS: Spearhead, Willy Porter

John Butler, Silvertone: Patty Larkin, Edwin McCain

J. B. Brenner, A&M: Spearhead

Kim Rowe, WCCL: Jonatha Brooke, Delevantes, Patty Larkin

James Evans, Interscope: Spearhead, Terrell

Laura Curtin, Epic: Joan Osborne, Juan Arden

Abby Goldstein, KERA: Daniel Lanois & Emmylou Harris, Joan Osborne

Joanne Orner, KTAO: Spearhead, Patty Larkin

Brad Rockmeyer, KTAO: Patty Larkin, Son Volt

Ned Horton, WRLT: Joan Osborne, Jude Cole

Norm Winer, WXRT: John Hiatt, Spearhead, Emmylou Harris, Natalie Merchant, Joan Osborne

Ken Anthony, Zoo: Joan Osborne, John Hiatt, Son Volt

Barbara Dacey, WMVY: Daniel Lanois and Emmylou Harris, Spearhead

Dave Sloan, DMX: Ben Folds Five, Spearhead, Emmylou Harris, Joan Osborne

Debuts at #43 after the third best score of 74 On The GRIDdle.

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### Gavin A3 Boomer Grid

**Artist** - **Title (Label)**

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**SPINS in **BLUE** are ADDS**

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**Already on over 35 stations!**

3 SONG EP
“DON’T THINK TWICE” FEATURING INDIGO GIRLS
“YOU’RE AGING WELL” FEATURING DARI WILLIAMS
“SUZANNE”

8125 GAVIN: #2 MOST ADDED
HARD: #2 MOST ADDED
FMQB: #1 MOST ADDED
LPNET: #2 MOST ADDED

**ALBUM TO RADIO**
**SEPTEMBER 18**

**STREET DATE**
**SEPTEMBER 26**
These people think

PAUL BRADY
"The World Is What You Make It"
is a hit record

Mike Mullaney, WXRV-Haverhill
Erika Smith, KZON-Phoenix
Jon Peterson, WRIT-Nashville
Steve Cole, KSPN-Aspen
Mike Marrone, KIOT-Santa Fe
Chris Douridas, KCRW-Santa Monica
Kim Alexander, WXPN-Philadelphia
Dean Carlson, KMTT-Seattle
Jody Denberg, KGSR-Austin
Ken Allen, KTHK-Reno
Sybil McGuire, WMWM-Madison
Paul Marszalek, KFOG-San Francisco

#1 on the GRIDdle at the Gavin A3 Summit '95
What do you think?
**Gavin Jazz**

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**Most Added**

- John Coltrane (25)
- Edward Simon (24)
- Caribbean Jazz Project (18)
- Nino Tempo (16)
- Bill Holman Band (16)
- Mel Martin (14)

**Top Tip**

**Bill Holman Band**

A View From The Side (JVC)

With 61 reports and 16 adds, Bill's Band takes top debut honors.

**Record to Watch**

Edward Simon

Asido Simon (Kakopolii)

The versatility of this 25-year-old, Venezuelan-born pianist, makes this debut our record to watch.

---

**On Z Corner** by Keith Zimmerman

The WAVE Gears Up For Fall

When Kerst and I roll into LAX or the Burbank airport, the first two things we do are learn how to use the rent-a-car air conditioner and tune into KTWV/The Wave. We spoke with PD Chris Brodie two Fridays ago, as he followed details to host 11 acts on a WAVE-sponsored stage during a weekend function in Westwood. We spoke about preparing for the upcoming Fall book.

The WAVE had a fine Spring book, so you must be gearing up for the big Fall book.

We had a wonderful spring. We went up to a 3.0+. Our bread and butter is 25-54, where we had a four share. This market is split by hair in terms of share and rank. We're top five 25-54—tied for fifth—but there have been times when a half a share will separate almost ten stations. That's how thin the pie is.

How about your target demo?

If I had to put a bullet in the middle of the target, it's 35-44. But we have strength above and below that. We used to consistently lean on the upper end, but it's very balanced. The amazing thing about the WAVE, and I'm sure you can draw this parallel with a lot of the other adult alternative stations, is that it's a beautiful male-female balance that's remarkably even. That's not something too many music-intensive stations can attest to.

How do you get your air personalities motivated before the diaries go out?

It's a continuing process. I don't think you can call a big meeting and say, "Okay team!" The game goes on every day and you're always setting yourself up for the next book. Whether it's air talent or sales staff or behind the scenes programming, we focus on the fact that we have a fine-tuned product and we need to get that message across on the air. We build excitement around the fact that everybody calls this music "WAVE music." Because of that, we have an incredibly strong brand name in the marketplace. What the air staff does is not only educate listeners about The WAVE music, but reinforces it.

In the middle of August, the pressure is on sales to bring in the revenue that these kind of numbers warrant. But then the pressure reverses back to me because we're doing 1996 budgets now. The Fall book impacts 1996 sales. It has no impact on this year, so there's an intense pressure for Fall. It sets up how your whole next year is going to go from a revenue standpoint.

How important is diary placement for The WAVE?

It's key. Our strengths are on the West and South bay end of Los Angeles. Orange County is very important to us. It contributes around one-third of the diaries, but we have some really passionate listeners there, and they tend to give us more time spent listening.

How about ethnic loyalty?

A solid number of average quarter reports are contributed by African-American diaries. They tend to be loyal listeners and we have a strong base there. It's a challenge to secure a Hispanic market. We're toying with some really passionate listeners there, and they tend to give us more time spent listening.

---

Editors Keith & Kent Zimmerman • Jazz reports accepted Thursday Only 9 am – 5 pm Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2580

Gavin September 1, 1995

48
FOLLOW-UP TO THEIR CRITICALLY ACCLAIMED DEBUT.

RADIO ADD DATE: 9/14/95

Jazz Chartbound

MEL MARTIN (Enja)
STEVE HOBBS (Candid)
PAAUL HELLER (Mons)
JOHN McLAUGHLIN (Verve)
PAAUL MOTIAN/ELECTRIC BEBOP BAND (UMT)
CLARKE/DIMEOLA/PINTY (I.R.S.)
WORLD TRIO (Integrity)
*JOE WILLIAMS (Monad)
*CECILIA SMITH (Brownstone)
*DAKOTA STATON (Verve)
*YELLLOWJACKETS (Warner Bros.)
*SEBASTION WHITAKER (Justice)
*MICHAEL PHILIP MOSSMAN (Clave)

Dropped: #39 Kenny Garrett, #42 "Papa" John DeFrancesco, #43 Etta James, #46 Bill Mays, #47 Olympia Brass Band

A2 Chartbound

GREGG KARUKAS (Fahrenheit)
PHILIPPE SAISSE (Verve)
ABRAHAM LABOUMIL (Integrity)
*TOM GABLE & 206 (HeadUp/Intemix)
CLARENCE CLEMENS (Zoo Entertainment)
BRIAN SIMPSON (Networthy)
CARIBBEAN JAZZ PROJECT (Heads Up)
TOWER OF POWER (Epic)
*SADAO WATANABE (VerveForecast)
*STEVAN PASERO with CHRISTOPHER BOCK (SugarHill)

Please note: All Chartbounders have upward Spin Trends.

Dropped: #39 Regina Carter, #48 Boyz II Men, #49 Van Morrison.

A2 Spin Trends

1. MARC ANTOINE +105
2. GREGG KARUKAS +90
3. STANLEY CLARKE +76
4. FOURPLAY +63
5. GRANT GEISSMAN +57
6. KEIKO MATSUI +54

Thank you for THREE #1 releases in a row!

Jon Hendricks Boppin' at the Blue Note
Oscar Peterson The More I See You
Ray Brown Some Of My Best Friends Are

LOOK FOR

Dave Brubeck
Young Lions & Old Tigers CD-83349
with special guests: Michael Brecker, Ronnie Butterworth, Roy Haygrove, Jon Hendricks, Joe Lavano, Christian McBride, James Moody, Garry Mulligan, Joshua Redman and George Shearing on your desks week of September 18th.

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Editors: KELLY & KENT ZIMMERMAN • Jazz reports accepted Thursday Only
9 am - 3 pm. Station Reporting Phone: (415) 495-1990 • Gavin Fax: (415) 495-2800

http://www.i uma.com/gavin/

B SHARP JAZZ QUARTET

THE BEST OF LOS ANGELES' YOUNG POST-BOP BANDS.

BILL KOHLHAASE Los Angeles Times
**Gavin A2**

### Most Added

- **FOURPLAY** (35/67 SPINS)
  - **TONY GABLE & 206** (17/11 SPINS)
  - **GRANT GEISSMAN** (20/195 SPINS)
  - **METRO** (10/0 SPINS)
  - **GREGG KARUKAS** (9/103 SPINS)
  - **STANLEY CLARKE** (15/163 SPINS)
  - **ALPHONSE MOUZON** (5/11 SPINS)

### Top Tip

- **GRANT GEISSMAN**
  - *Business As Usual* (Positive Music)

### Record to Watch

- **FOURPLAY**

  Elsner (Warner Bros.)

  Fourplay is off to a hot start, flitting with the chart.

---

### Gavin A2

**Continued from page 48**

...a lot of growth there, and it's one of our goals for the future.

As goes the morning, so goes the radio station?

Doesn't apply here. We need to have growth achieve something of a parity with 10:00 a.m. until midnight, but our goal in the morning is to kick a lot of people into a good mood. We want to start their days off comfortably and give them a more vibrant music mix. We have a morning personality with a very interesting track record in Los Angeles. Paul Crosswhite has always been associated with news, and has been in the market since the '70s during the KNX days. He has an authoritative feel of a newscaster, but at the same time he's friendly and very into the music. The WAVE's goals for mornings is to create what I call, "watercooler talk" — interesting tidbits someone will come away with besides hearing the music. An interesting slice of life thing while keeping music in the forefront. What are your strongest times?

Mid-day and afternoon drive. Nights are doing spectacularly too.

In one book we had a 48 percent increase in quarter hour at night.

As PD what aspects of your personality rub off on The WAVE?

I consider myself a "real" person. I like to think that I'm more of a grass roots person, and I'm not totally locked into the entertainment business, which is very easy to be in this town. I'd like to make that more of what music director Ralph Stewart does so I can keep my perspective as a listener. I know I'll get a lot of argument about this because there are many exceptions, but I also think it's important for a programmer to be in a demo. I feel as long as I have the listener psyche, I think it serves the station better. How long have you been PD at The WAVE?

It'll be six years in April. I've been in the same building going on 12 years because I was with KMRT prior. Some Monday mornings I drive into the parking lot and think, "What's it going to take to get me out of my office? An acrylene torch?" But I'm extremely lucky. The WAVE has been through four owners and some ups and downs, but our strengths are there and Westhingham is very much behind us.

**Jazz/A2 Picks**

- **PHILIPPE SAISSE**
  - Masques (Verve Forecast)

Way back in July of 1988, when we started covering Jazz A2 in Gavin, a Swiss pianist named Philippe Saisse recorded a sparkling record for Windham Hill called Masques. It had the sensitivity of WH records of that era plus something more. Oddly, we haven't heard from him since because he apparently became a busy session player. Until now. Seven years later, Masques presents a broader dynamic.

Saisse's keyboard sweetness is augmented by a large ensemble featuring New York session players like Andy Snitzer, Victor Bailey, Kirk Whalum and Chris Botti. Saisse has that same keen sense of economy and melody as Bob James. The rhythm sections and canned loops provide textural sensibility for A2.

---

**Last week Yellowjackets performed a stinging showcase at LA's Luna to celebrate their return to Warner Bros. Jazz with Dreamland. Seated left to right are the Yjs Bob Mintzer, Russell Ferrante, WIR Kennedy, Jimmy Haslip. Joining them are (standing L to R) the W.D. crew of Marylou Badeaux, Randall Kennedy, Kathie Charas, Chris Jonz, Jeff Levenson, Matt Pierson, Sally Poppe (of Gary Borman Mgmt) and Deborah Lewow.**
3RD FORCE

GAVIN AA 7*
R&R/NAC 7*
R&R/TRACKS 15*

"The best overall record I've seen in some time. Our #1 record for the past 3 weeks!"
BILL HARMS—WMTO

"My listener's can't wait for 'Here Comes The Night' from 3rd Force." 28 Spins Last Week!
STEVEN JAY—WIIE.

"...Force Of Nature is stinging with studio electricity and sampled dance grooves. Guest soloists like Craig Chaquico, Peter White and Boney James have taught Aura that new age is now just a state of mind." GAVIN REPORT

SHAHIN & SEPEHR

GAVIN AA 32*

"Accessible world music is an essential element of KKSF's mix. October Moon has it all—it's catchy and upbeat, with big tenor soaves and strong phones." STEVE FEINSTEIN—KKSF

JONATHAN CAIN

"PIANO WITH A VIEW"

Jonathan Cain has scaled the heights of pop stardom playing keyboards and singing with the band Journey. His instrumental debut Piano With A View expresses another side of life: the quiet, personal and romantic side. Watch for it...ON YOUR DESKS SEPTEMBER 18TH.
Key A2 tracks are "Francesca" (1), "The Puzzle" (6), "After The Rain" (8) also, try cuts 5, 7 and 9

We are counting on your support

GOING FOR A2 ADDS
THURSDAY, SEPTEMBER 14.
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For service and more information contact
GROOV MARKETING & CONSULTING (818) 883-5755 or KOKOPELLI RECORDS (505) 820-2110

STANLEY CLARKE
AT THE MOVIES (EPIC)

One of the advantages of adult alternative radio being primarily an instrumental music format is they get to dip into the sounds of cinematic ambiance. Many of today's highest-paid jazz musicians get that way through film scoring. Try to picture your favorite huge-budget action flick without the proper soundtrack music. Bruce Willis would look rather daft grabbing on to that airplane wing without swelling musical backing, just as Wesley Snipes might look kinda cheesy doing his bedroom scenes without a soulful love theme. At The Movies is a collection Stanley Clarke's greatest screen themes. Song for song, Clarke relies heavily on piccolo bass as his main solo vehicle. This set captures a full range of emotions, from the aurally scenic to the foreboding.

STEVAN PASERO/
CHRISTOPHER BOCK
ZBRA (SUGO)

Guitarist Stevan Pasero makes a few changes with his latest Zbra release. Pasero has given his percussion sidekick, Christopher Bock, equal billing, as well as veering his musical emphasis away from being exclusively flamenco. While one of the best tracks, "Call of the Wild" still resonates Moorish influences. "El Granada" sets a breezier A2 standard for the record. Pasero's hand has also grown to septet with the addition of a sax and trumpet frontline. Zack Johnson's alto sax has the precise commercial flow, and Dave Bendigkeit's flugelhorn adds a touch of jazz maturity to the arrangements. Bock's bed of exotic percussion (shakers, bongos, congas, bells, blocks, etc.) ensures a worldly vibe throughout Zbra.

SHAHIN & SEPEHR

FOR JAZZ/ADULT ALTERNATIVE

"Madison Rose" and slam just enough for the Quiet Storm set ("Feelin' Kinda Sexy"). Personally, we dig the meaner strains of Snitzer and Saisse's screaming Hammond on "Wolverine" and his Rhodes electric and grand piano combo on "Me & The Boyz." Two big thumbs up for Saisse's return!

EDWARD SIMON
(KOKOPELLI)

On the heels of the first anniversary of Herbie Mann's indie label, KokoPELLI, comes one of its finest new releases. Like pianist Michel Camilo, 25-year-old Edward Simon deftly blends Afro-Caribbean-Cuban with hard hop tinged with syncopated Latin accents. Having worked with Bobby Watson, Greg Osby, and Mann himself, Simon has developed a grounded style for his solo debut. In respect to mood and presentation, Simon's performances are serious and disciplined, with the opening track and closing pieces, "Colega" and "Teen's Romance," being the most spirited. Bassist Larry Grenadier puts on his best Charlie Haden sound for the date.

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From: Tehran, Iran
Latest Release: e
Label: Higher Octave

SEPEHR: "We're both from Iran, but we've been living in Washington D.C. for about 18 years. I work with the EPA during the day. Shahin and I met in high school in Tehran. Our parents worked in the government under the Shah's former rule."

SEPEHR: "The difference between us and most World artists is that we are Easterners who have been raised with Western music. I grew up in Tehran listening to Eric Clapton and Carlos Santana. We're interpreting Western music through the eyes of Easterners."

SEPEHR: "We also incorporated some of the Persian classical instruments in this record, like the santur, which is a hammer dulcimer, or the ney, a Middle Eastern flute, or the tonbak, which is the chalice drum. We wanted to blend Eastern instruments into a Western musical situation."

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GAVIN SEPTEMBER 1, 1995
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**MOST ADDED**

**EXCEL (37)**

Sven Gali (29)

Mind Over Four (23)

Shrine (22)

Vince Neil (18)

Benediction (16)

**TOP TIP**

Feel Lucky Punk - Mercury

Klover grabs this week's highest debut thanks in part to heavy spins from WCWP(12), KZIQ(10), KDUR(6), KQAL(6), and WKTQ(6).

**RECORD TO WATCH**

Seeking Refuge - Malicious

Vinyl/Capitol

The infectious grooves of this band will find their way to commercial rock radio. KUNV, KZAZ, KRBO, WKMH, WRTA, WMPG, WNED, WNUR, and WVOR are guilty of early spins.

**TOP REQUESTS**

Fears Factory

White Zombie

Kyuss

Testament

Down

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**Gavin Rocks**

**BY ROB FIEND**

**Pedal Off The Metal**

When Columbia Records' E.J. Johantgen called me last week about his promotion to product manager and move to Los Angeles, my first reaction was congratulatory. I was happy to see E.J. move up the corporate ladder but was disappointed to hear no one would be taking over his hard rock/metal duties. I was told that if Columbia Records has a hard rock/metal release "everybody will be taken care of." Whether that means Columbia's product will be worked by indies or someone else within the company is anyone's guess. I'm not picking on Columbia Records for not having a hard rock/metal rep but I am concerned because this is the fourth major label to officially close down their hard rock/metal department.

**American Recordings, Geffen Records and Warner Bros./Reprise Records**

no longer have "official" hard rock metal departments. They may have someone making the occasional "metal" promotion call or they may have COR and rock alternative stations playing more current rock, are some major labels' rock departments shifting their focus to this new trend and brushing metal under the rug? I asked some GAVIN Rocks reporters how they felt. "I feel abandoned," says WSGR-Por Huron's Mark Morden. "I think it sucks that another major label has shut down a major part of their rock department and then officially says nothing." says KZKR-Amarillo's Eric Staley. "Are their Top 40 guys going to work the next COC album?" Some directors feel that lack of hard rock/metal support within some labels is nothing new. "The message I get from this whole thing is the same message they've been sending me for the last year and a half," says KEVJ-Abiline's Joey Jones, "they (labels) haven't been calling me personally, they've been using indies. It was a special occasion if anybody from Columbia, Geffen, Warner Bros./Reprise or American ever gave me a call."

Because of the success some up-and-coming bands are enjoying with the rock alternative and COR stations, some labels see that there's money to be made in those formats than in metal.

"A lot of companies don't want to back up metal," says WRHU-Hempstead's John Larosa. "They're not willing to back up the hard rock/metal" bands they sign. "They want support something that they know will make money."

There are other dark elements that are keeping hard rock and metal down that are not beyond record labels' control, one of which is MTV. "Z-Rock and MTV are dictating what audiences supposedly want," says KWVA-Ugine's Stephen Woodward. "Not only are major labels shifting their focus toward rock alternative but so are indies. Metal is going back underground."

The fact that metal is getting the short end of the stick at some labels is nothing new and no real cause for alarm. The hard rock and metal format rarely surfaces from the underground, even though a couple of hard rock/metal bands become commercially acceptable each year. As alternative becomes more mainstream, listeners will be looking for an alternative and that's when hard rock/metal will start looking attractive to major labels again...KMSA-Grand Junction's Eric Pain is exiting the station to seek bigger and better things in Denver. Tracy Fiedler will replace Mr. Pain and can be reached from 11:00 a.m.-2:00 p.m. Mountain time Monday through Friday - (303)-248-1923.

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**Editors Note:**

Bob Fiedler - Rock reports accepted Monday 9 am - 5 pm and Tuesday 9am - 2pm.

Station Reporting Phone: (415) 495-1990

Gavin Fax: (415) 495-2580

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Singles

Dave Sholin is on vacation.

Picks by Annette M. Lai and Quincy McCoy

LISA MOORISH

"I'm Your Man"

(Gold Discs/London/Island)

The U.K.'s Lisa Moorish puts her own spin on Wham!'s 1986 top three hit, now that she was able to enlist guest vocal help from the song-writer himself, George Michael. Early believers include KUBE-Seattle and KZZU-Spokane. Pop and already a hit in the clubs, this is bound to inject life into your playlist.

—Annette M. Lai

MAYSAL

"What About Our Love"

GRP

The first time I heard Maysa she was spicing up Tom Scott's song, "Don't Get Any Better." Then I realized she was the same soulful singer who gave Incognito their funky sound. Now her first single on Blue Thumb, "What About Our Love," is hitting hard on stations around the landscape.

—Quincy McCoy

Albums

JOE ELY

Letter To Laredo (MCA)

Joe Ely steps up to the plate and knocks it clear out of the park on this, the best effort of his highly-esteemed career. Aided by the likes of Bruce Springsteen, Raul Malo, Jimmie Dale Gilmore and flamenco guitar virtuoso Tye, Letter To Laredo is well-crafted, sonic masterpiece. Steep guests on the single "All Just To Get To You" and Ely's take on Tom Russell's "Gallo Del Cielo" is a boot and a half. Ely's songwriting is on the climb also with "Saint Valentine" and "I Saw It In You." This is the album to take Ely over the top. Be a part of it.

—Quincy McCoy

CHAKA KHAN

"Love Me Still"

MCA

The combination of Chaka Khan's quiet storytelling and Bruce Hornsby's haunting melody makes this song a sure fire into your playlist. This song should go straight to the top of The Motion Picture Academy's list for best song.

—Quincy McCoy

Faith

"Fools Will Think She's Copy"

Arista/Bad Boy

Faith is on the climb also with this cut. "Fools Will Think She's Copy" is that commences with a pimpingly smooth beat to crescendo into a groove. This song is chased with the Bowie-esque "The Last Dictator."

—Eric Shea

DREAM THEATER

A Change Of Season

(EastWest/EGG)

Dream Theater delivers a collection of epic melodies that will keep your rock listeners entertained until their next full-length album comes out in 1996. The title track, which was written back in 1989 and includes seven different movements, lasts over 20 minutes. The latter part of the album consists of cover songs Dream Theater recorded live at Ronnie's Jazz Club in London. The tracks include renditions of songs by Elton John, Deep Purple, Led Zeppelin, Pink Floyd, Queen, Journey, Dixie Dregs and Genesis. From the title track to "The Big Medley," each song smoothly segues into another like a well produced show.

—Robert Fiedler

Gavin Picks

CAMPAIGN OF THE WEEK

ASHKARU Mother Tongue

Big campaigns aren't limited to big bands. Triloka/Worldly Music is putting an impressive push behind Canadian-based Ashkaru.

Label: Triloka/Worldly Music

Radio: Serviced to A3, college and NPR stations, and syndicated programs

Retail: National eadcast and listening post campaigns at Tower, Blockbuster, Strawberries and Media-Play. Album will also be serviced for an alternative store campaign in bookstores, new age shops and ethnic shops.

Video: Video campaign for September release of "Maray-Wollelaye," directed by Phillip Barker (Crash Test Dummies video), to 120 national and regional programs and specialty shows. Contact Endless Music (203) 670-4507.

Press: Critically praised in Canada (where band is based), including reviews in CMJ New Music Report, Dirty Linen, Toronto Star, Ottawa Citizen, Montreal Mirror, ID, Vox and Performer. Upcoming press breaks for U.S. debut CD include Jazzzz, Request and Rhythm Music magazine.

Tour: West Coast tour (Washington, Oregon and California) will begin in November, following Canadian tour. Special radio and retail programs to coincide with tour dates. Contact Ane Ruth at Triloka (505) 820-2833.

—Beverly More
BON JOVI

SOMETHING FOR THE PAIN

THE NEW SINGLE FROM "THESE DAYS"
you could be into you,
but you don't know what you're like

P.M.DAWN: **DOWNTOWN VENUS**

The new single & video from the forthcoming album **JESUS WEPT**

Written, Arranged, and Produced by P.M.DAWN