

GAVIN

IS THE GLASS HALF FULL OR HALF EMPTY?

50 percent of consumers credit radio for their record purchases. Is that good or bad? Or does radio need more ammo? GAVIN poses the questions and gets the answers.

This Week.....

The new year brings news of a **Vallie/Gallup poll** that confirms what we all know: That radio helps sell records. **Fifty percent** of respondents said radio was the reason they bought their most recent record. But what does the figure mean? What can **radio** do



with this latest testament to its **strength**? In a time when radio faces more competition every day for the **ad dollar**, is 50 percent enough? We pose these questions to people in the know, and we trust their answers will help you do better business in 1994.

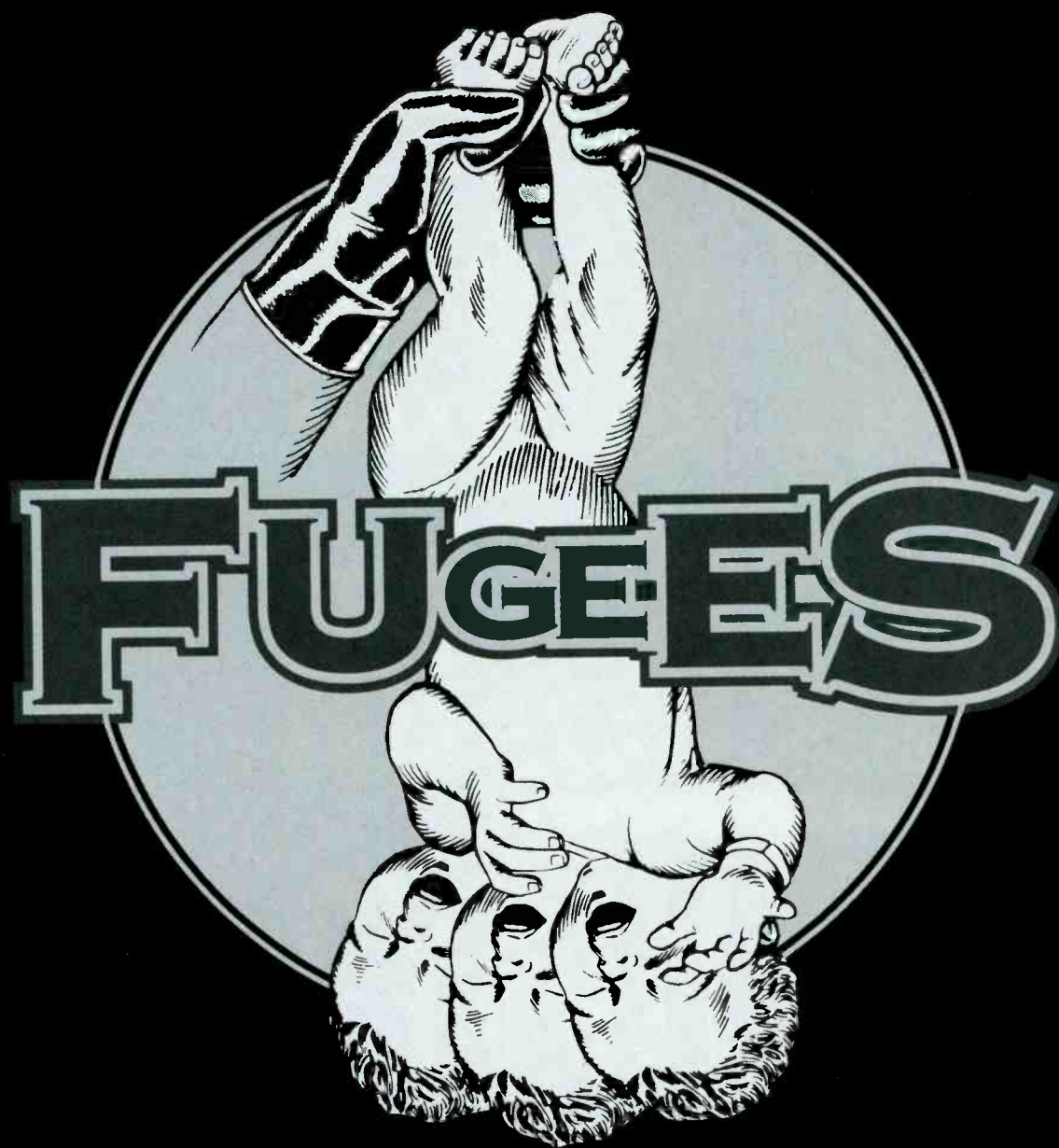
Howard Stern (above) continues to do **big biz**—and to ruffle feathers—as evidenced by our chronicle of his holidays in **News**. Radio stations continue to move from one owner to another; we pay special attention to a **New York classical outlet** gone “**pure rock**,” to a classic **Los Angeles** personality station that’s **dropping sports** for something called “**smart talk**,” and to an odd coupling of life-long rivals in **Boston**. And



Country stars, among them **Mary-Chapin Carpenter** (above, right), seek to ‘**Break the Silence**’ with a **radio campaign** for **AIDS** awareness. We welcome a new editor, **Bill Speed** (above, left), to our **Urban** and **Rap** ranks and announce a championship-caliber **keynote speaker** for our **1994 Gavin Seminar**. Our **60** Chart is up to speed, and the year is breaking big for last year’s queen, **Whitney Houston**, along with **Phil Collins** and **Richard Marx**. Oh, yes—the glass is always half full.



A NEW BIRTH IN HIP HOP.



“BOOF-BAF”

THE FIRST SINGLE FROM THE DEBUT ALBUM

“BLUNTED ON REALITY.”

FUGEES (TRANZLATOR CREW)



Produced by LeJam Productions, Inc. Management: DAS Communications

“Columbia” Reg. U.S. Pat. & Tm. Off. Marca Registrada./© 1993 Sony Music Entertainment Inc.

COLUMBIA

GAVIN AT A GLANCE

RECORD TO WATCH

TOP 40

NKOTB

"Dirty Dawg" (Columbia)

RAP

NAS

"It Ain't Hard To Tell" (Ruffhouse/Columbia)

URBAN

ZHANE

"Groove Thang" (Motown)

ADULT CONTEMPORARY

ROBBIE DUPREE

"Walking On Water" (Miramar)

COUNTRY

LEE ROY PARNELL

"I'm Holding My Own" (Arista)

A3



BILLY PILGRIM

(Atlantic)

JAZZ

BOB THIELE COLLECTIVE

Lion-Hearted (Red Baron)

ADULT ALTERNATIVE



SADAO WATANABE

A Night With Strings (Elektra)

ALTERNATIVE

THE LEVELLERS

"This Garden" (Elektra)

GAVIN ROCKS

CROWBAR

Fixation (Pavement)

MOST ADDED

TOP 40

PHIL COLLINS

"Everyday" (Atlantic)

RICHARD MARX

"Now And Forever" (Capitol)

RAP

CONTROVERSY

"2 Da Beat Y'all/Trunka Funk" (Libra)

NAS

"It Ain't Hard To Tell" (Ruffhouse/Columbia)

URBAN

ZHANE

"Groove Thang" (Motown)

TONY TONI TONE

"Lay Your Head On My Pillow" (Wing/Mercury)

ADULT CONTEMPORARY

RICHARD MARX

"Now And Forever" (Capitol)

PHIL COLLINS

"Everyday" (Atlantic)

COUNTRY

VINCE GILL

"Trying To Get Over You" (MCA)

LEE ROY PARNELL

"I'm Holding My Own" (Arista)

A3

PHILADELPHIA SOUNDTRACK

(Epic)

TORI AMOS

Under The Pink (Atlantic)

JAZZ

BILL WATROUS

The Music Of Johnny Mandel (GNP Crescendo)

OTHELLO MOLINEAUX

It's About Time (Big World)

ADULT ALTERNATIVE

OTHELLO MOLINEAUX

It's About Time (Big World)

BOB THOMPSON

The Magic In Your Heart (Ichiban)

ALTERNATIVE

COURSE OF EMPIRE

"Infested" (Zoo)

GAVIN ROCKS

KING'S X

"Dogman" (Atlantic)

THE SCORPIONS

Face The Heat (Mercury)

GAVIN HOT

TOP 40



HEART

"Will You Be There (In The Morning)?" (Capitol)

RAP

DE LA SOUL

"Ego Trippin' Part Two" (Tommy Boy)

URBAN



XSCAPE

"Understanding" (So So Def/Columbia)

ADULT CONTEMPORARY

PHIL COLLINS

"Everyday" (Atlantic)

COUNTRY

MARK CHESNUTT

"I Just Wanted You To Know" (MCA)

A3

CROWDED HOUSE

Together Alone (Capitol)

JAZZ

HENDRICK MEURKENS

A View For Manhattan (Concord Jazz)

ADULT ALTERNATIVE

WINDHAM HILL ARTISTS

A Winter's Solstice (Windham Hill)

ALTERNATIVE

CROWDED HOUSE

"Locked Out" (Capitol)

GAVIN ROCKS

STICK

"No Groovy" (Arista)

Inside.....

4 News

7 That's Sho-biz

13 **THE 50% SOLUTION**

The Vallie/Gallup poll looks good for radio. But is it enough ammo for sales forces? Beverly Mire looks at the numbers and calls up some names.

FORMATS

10 Top 40

12 Go Chart

14 Urban

16 Rap

19 Adult Contemporary

21 Chart Connections

22 Country

26 A³ Album Adult Alternative

28 A² Adult Alternative

30 Jazz

31 Rock profiles

32 Gavin Rocks

34 Alternative

NEXT WEEK



SUPER BILL

Words of wisdom from the only Gavin Seminar keynoter who can claim three Super Bowl rings: Bill Walsh. The coach will whet your appetite for the Seminar as he makes sage connections between sports and this business we call show.

GAVIN

Founded by Bill Gavin—1958

GAVIN is published 50 weeks a year on Friday of each week. Subscription Rates \$295 for 50 issues or \$165 for 25 issues. Subscription and circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved. Materials may not be reproduced in any form without the publisher's permission.
©1994 GAVIN, 140 Second Street, San Francisco, CA 94105

un A UNITED NEWSPAPERS PUBLICATION

"I consider football an art form as much as music is."

— coach Bill Walsh
see below

Howard's End of Year: Wild

BY BEN FONG-TORRES

Howard Stern made several million dollars on New Year's Eve for his pay-per-view "Miss Howard Stern" beauty pageant, saw his radio employer, Infinity Broadcasting Corp., suffer a potential financial setback because of the FCC's indecency fines against him and the company, guessed that he might actually get sacked by Infinity, signed another 10,000 copies of his best-seller, *Private Parts*, and had meetings with the Fox TV network about entering the late-night wars.

And how were *your* holidays?

For Stern, the climax, in more ways than one, had to be his raunchy New Year's Eve extravaganza, in which 50 women vied for a \$50,000 grand prize. Stern, of course, was the biggest winner of all. While his own E! network reported that the show drew 270,000 customers, paying \$39.95 to see the

program, Main Events, which marketed the one-hour, 50-minute show, expected sales of more than 300,000 for a \$12 million gross, with half that amount going to Stern and his production company.

The show may have cost Stern, however. In Los Angeles in mid-December, Stern and his agent, Don Buchwald, spoke with Fox, which has been looking for a late-night star since the Chevy Chase flameout last October. With affiliates pressuring the network for action, Fox executives began courting Stern.

However, Rupert Murdoch, who owns Fox, is said to have lost interest after seeing the show, which featured Stern, who made his entrance on a toilet, spewing all the obscenities he can't on radio, and which highlighted lesbians, nudity, graphic takeoffs on Michael Jackson and John Wayne Bobbitt (the latter served as a judge, along with Janis

Ian, Tiny Tim, a KKK member, ex-prize fighter Joe Frazier, and others), and scattered verbal attacks on the FCC. While Murdoch was said to be sensitive to the FCC, which has generally been supportive of his varied media interests, Buchwald said Stern had no interest in working with "the faint of heart."

In Los Angeles, Stern also reportedly met with Paramount and director Ivan Reitman to talk about possible future projects. Stern popped onto *The Tonight Show* December 17.

Stern's turn butted heads with a Rush Limbaugh visit on David Letterman's *Late Show*. While Stern boosted Leno's ratings to a 5.3/14 share—13 percent higher than Leno's weekly average, Letterman soared to a 7.3/20 share.

In the days before his Leno visit, Stern found himself embroiled in a mini-controversy over a book-signing. A West Hollywood

store, Book Soup, told Stern that it could not afford some \$14,000 in fees the city of West Hollywood was imposing for extra security.

A steamed Stern labeled the fees "selective enforcement." Moving to Vroman's in Pasadena, he drew some 10,000 fans to his signing December 16 and autographed thousands of books without incident.

For all his triumphs, however, Stern's year got a sour twist just before his New Year's Eve show, when the FCC announced that it was delaying a decision on Infinity's deals to buy three radio stations for an estimated total of \$170 million, pending reviews of indecency complaints against Stern. The delay could cost

Infinity, whose agreement for the purchase of KRTH/FM-Los Angeles included deadlines and a clause that pegged the price (reportedly \$110 million) to the station's financial performance in the year of the purchase. If the Beasley-owned station has an improved 1994, Infinity will have to pay for it.

Meantime, one FCC commissioner, James Quello, hinted that the Commission is looking into revoking one or more of Infinity's licenses because of Stern's indecency complaints.

Stern said he wouldn't be surprised if Infinity let him go. "I can't win against the government," he said. "How long is Infinity going to put up with this?"

GAVIN Keynote is a Super Bowl Winner

Bill Walsh, the football coach who won three Super Bowls with the San Francisco 49ers, will be a keynote speaker for GAVIN's 1994 Seminar.

Since leaving the Niners, Walsh has been a commentator on NBC-TV and is the head coach at Stanford University. In addition, Walsh regularly writes and speaks about sports, business, and communications.

Walsh, who says he listens to radio in the car—"News/talk when I go to work; music when I'm going home"—told GAVIN, "I consider football an art form as much as music is. There's the need for creativity and yet creativity that can be orchestrated. And then there's the final product."

In an essay for *Forbes* ASAP magazine, Walsh drew analogies between coaching a football team and managing a business.

"Every product has its season," he wrote. "A company must set a precise goal and then develop a long-term strategy to reach it. At the same time, as the program progresses, tactics must change and contingencies must be developed to meet unexpected twists and turns. The sales, marketing and management teams must be held together, their spirits kept high and their efforts coordinated for maximum effect."

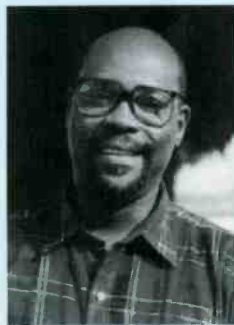
Announcements of other keynoters and special features of the 1994 GAVIN will be made in the next several issues.



Speed Gallops to GAVIN As Rap/Urban Editor

Bill Speed, a former editor at *Urban Network*, has joined GAVIN as editor of the Urban and Rap departments. He will be working with recently-appointed Rap associate editor The M.B. Mshaka and Urban associate editor John Martinucci.

"Bill isn't replacing anyone," says GAVIN CEO David Dalton. "He's an outright addition, and I can't think of a better



way of expressing GAVIN's renewed commitment to consolidating our strengths in Rap and reinvigorating our coverage of Urban music."

Speed's background encompasses radio, television and print. Born in Cleveland, he worked at KFRC-San Francisco in research and promotion while attending U.C. Berkeley in the early '70s. After starting up a radio

syndication service, he joined *Radio and Records*, where he became the paper's first Black Radio editor before leaving in 1981. At BET, he was one of the network's original producers. He was assistant managing editor at *Urban Network*.

While at *R&R*, Speed recalls, he met Bill and Janet Gavin. "From that point on, I had a good feeling about the magazine. It's well-respected and has been a leader in the industry for years. I'm thrilled to be part of its future history."

WNCN to New York: Roll Over, Beethoven

WNCN/FM-New York made what might sound like a simple format move—from longhair to longhair. But, in this case, longhair was classical music, and the new longhair is what the station—rechristened as WAXQ (Q 104.3)—is calling “pure rock,” with signature artists including Pearl Jam, Nirvana, Stone Temple Pilots, Aerosmith, and Pink Floyd.

“It’s an amalgam of hard rock and modern rock,” says GM Randy Bongarten of the format, the result of research by John Parikahl’s Joint Communications, who sought a music mix for 18-34 listeners.

Bongarten said Q 104.3 would serve “long-neglected rock fans who have had no station devoted exclusively to current pure rock music.” He said that classical music was “oversaturated” in the New York City

area.

WNCN had tried to carve a niche as a “young classic-music station” that employed Top 40 techniques to draw more listeners,” with limited success.

So, near midnight on December 17, Haydn’s “Farewell” Symphony ended its era, and, after ten minutes of a ticking, time-bomb sound effect, AC/DC took over with “Ain’t No Fun (Waiting Round to be a Millionaire).”

One interested listener was Elliott Forrest, an announcer on WNCN until that morning, when he and the staff learned of the format change.

“I have been asked to audition for the new format,” he wrote in the *New York Times*. But, he said, he’d spun the classics for seven years. “I can’t give up Mozart and Beethoven for Anthrax and Megadeath (*sic*) so easily.”

Country Stars Campaign For AIDS Awareness

Some four dozen Country artists have joined the fight against AIDS, by way of a series of blunt commercials for radio, TV and print.

The campaign, set for a January 13 launch, is called “Break the Silence,” and is led by Mary-Chapin Carpenter and Mark Chesnutt, who came up with the idea for the project after learning that AIDS was spreading twice as fast in rural areas as in urban.

“And it’s increasing fastest in the South and at alarmingly high rates among teenagers,” says a letter to radio stations from the campaign’s radio committee, signed by representatives of a dozen labels. “It’s time for the country consumer to be alerted about AIDS by *their* radio station.”

Stations are receiving a 15-track CD underwritten by MCA Records. Artists voicing :30 spots include George Jones, Johnny Cash,

Clint Black, John Michael Montgomery, Garth Brooks, Kathy Mattea, Joe Diffie, Marty Stuart, Lee Roy Parnell, Wynonna, Radney Foster, Charlie Daniels, Billy Ray Cyrus, Mark Miller, Lorrie Morgan, Emmylou Harris, and Chesnutt. In addition, Tammy Wynette, Kris Kristofferson, Willie Nelson, Dolly Parton, and the Kentucky Headhunters are part of “Break the Silence.”



Steve Rivers

KISS 108 is JAM'N

When Pyramid Broadcasting, owner of WXKS/FM-Boston (KISS 108) purchased crosstown competitor WJMN (JAM'N 94.5), company CEO Rich Balsbaugh breathed a heavy sigh of relief. “WZOU (the station’s former calls) and WJMN have been a thorn in my side for ten years,” he said. “These two stations have competed very, very viciously.”

To purchase his long-standing rival, Balsbaugh and company put down \$22 million, reportedly the largest amount paid for a Boston radio station. The combo will be run by KISS 108 general manager John Madison, and programming will be headed up by KISS program director Steve Rivers.

Since JAM'N's ratings sit at a healthy 5.8 (KISS 108 tops the market at 7.7), speculation is its urban-leaning format will stay in place, and the two competitors, though sleeping under the same roof, will still be in a ratings dogfight. “The strategy for us now is absolute dominance with a one-two punch,” Balsbaugh said.

—BEVERLY MIRE

\$20 Million Sale:

KMPC Goes Over The Whittinghill

With its sale to Cap Cities, KMPC-Los Angeles is going down as an all-sports station. New management is said to be aiming at a “smart talk” format aimed at 18 to 34 year-old ears.

But for those of a higher demo, KMPC will be remembered as one of the great personality stations of the '60s and '70s.

“It was the show of shows, the radio station of radio stations,” says Don Graham, the veteran promotion and marketing whiz. He ran down the DJ lineup of the early '60s: Dick (“Did you Whittinghill this morning?”) Whittinghill, Ira Cook, Roger Carroll, and Johnny Magnus, with Tess Russell running the music library of a most influential MOR (middle-of-the-road) station.

A&M Records, says

Graham, “should put up a monument to KMPC. Roger Carroll broke Tijuana Brass.”

In later years, such DJs as Gary Owens, Wink Martindale, and Robert W. Morgan continued the tradition, staying on as the station switched to a big-band and nostalgia sound.

In spring of 1992, KMPC turned to sports, but between the economy and the state of LA's pro teams, the station saw its ratings and revenues decline. Sources say Cap Cities is paying \$17 million for the license and another \$3 million for KMPC's transmitter property in North Hollywood.

While KMPC will retain some sports presence, carrying Angels, Clippers, and UCLA games, some station staffers expect to be pink-slipped by month's end.

Three Stations Sued: Sexual Harassment

Seven women who worked in sales at three radio stations in Santa Rosa, California, have sued the stations, claiming sexual harassment.

The stations—KXFX, KSRO, and KVVV—are owned by Fuller-Jeffries Broadcasting Company, which, along with operations manager James Kefford, were named as defendants.

Kefford said only that the matter was “a labor dispute,” but Patricia Gray, the attorney for the plaintiffs, claimed that Kefford once publicly gave one of her clients a gift wrapped with “sexually explicit photographs of nude men.” Also, said Gray, Kefford wrote a bawdy poem to one client, whose single status he allegedly teased in a cruel manner. And the suit charges that Kefford repeatedly touched the women in a sexually suggestive fashion, and told one to use her looks and body “to improve sales.”

Gray said that the women's protests and requests to station management for job reassignments met with deaf ears. “You'd think that given all the attention being paid to harassment issues,” she said, “that corporate leaders would think twice about such things.”

Happy 59th, Elvis Presley

Don't forget: Saturday is Elvis' birthday. He would've been 59.

And while the US Postal Service, which scored its biggest lickety-hit with its Elvis stamp last January, has moved on to upcoming



series including Nat King Cole, Robert Johnson, Muddy Waters, Howlin' Wolf, Bessie Smith, and Billie Holiday, Elvis continues to live and thrive in the commercial

world, with new product ranging from Chet Flippo's

majestic, by-the-book tour of *Graceland* (Collins San Francisco) to a series of plastic figurines from Hasbro Inc. (\$40-\$50 at Target, Toys R Us, and other chains).

Then, of course, there's the gala worldwide tribute concert planned for October 7 from Memphis. It's shaping up to be another great year for the King.

What a Difference Two Weeks Make

GAVIN took its usual two weeks off at year's end, and the world refused to stop spinning. Stations were bought and sold, changed formats, and banned lyrics; Michael Jackson continued to take a beating; Howard Stern made a few more million. Besides what we've covered elsewhere, here's what happened while we were out.

Michael Jackson: 'Don't Treat Me Like a Criminal'

The atmosphere around Michael Jackson continued to get more dangerous, to use a term of his own, but the word for the entertainer was defiant.

After months of attacks from accusers, including a small army of former employees, Jackson went from virtual hiding to high profile on December 22, taking to television to deliver a four-minute plea of innocence.

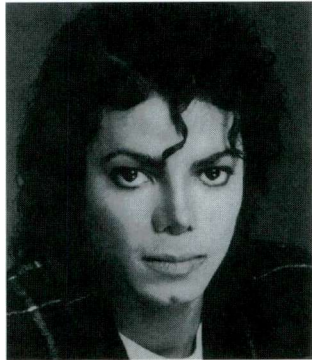
Speaking from his Neverland ranch in Santa Barbara county, Jackson declared himself "totally innocent" of charges of child molestation, described an examination of his private parts—dictated by his main accuser's description of Jackson's genitals—as "the most humiliating ordeal of my life," and decried the work of the "incredible, terrible mass media."

But Jackson, who never shied from using the media when he wanted promotion—i.e., the Oprah Winfrey interview—could not escape the spotlight, as he and his attorneys had to deal with a seemingly unending flow of bad news:

- A lawsuit from a group called the Children's Peace Foundation, charging Jackson and others with breach of contract and a "pervasive pattern of fraud" in merchandising deals;
- A suit accusing Jackson of stealing parts of other writers songs for compositions he claimed as his own;
- Several lawsuits asking for millions of dollars in damages resulting from Jackson's cancellations of various parts of his "Dangerous" tour, which he aborted after disclosing that

he was addicted to painkillers, and

- The first radio station to stop playing his music,



pending a resolution of the molestation allegations. KEZK-St. Louis said it didn't want its listeners to have to think about the charges Jackson is facing.

Meantime, the Western Region NAACP joined Jackson in criticizing the news media. In a press conference December 20, two days before Jackson's own message, the organization said that the star was being "tried and convicted in the press. We're not going to stand by any longer and allow this to happen."

'The Beat' Goes Off Violent Lyrics

Following WBLS-New York, KPWR and KACE-Los Angeles, and others, KKBT-FM (The Beat)-Los Angeles announced that it was dropping offensive words from rap songs. As did KPWR, The Beat met with members of Stop the Violence Increase the Peace, an advocacy group campaigning to cleanse the airwaves of such words as "nigga," "bitch" and "ho."

Bill Graham Documentary Set

Bill Graham Enterprises in San Francisco announced that it was producing a documentary film on the life and times of the late con-

cert producer.

Stages: The Life of Bill Graham, will be directed by Bill Couturie, producer of the Academy Award-winning film about the AIDS quit, *Common Threads*. The film will be based partly on *Bill Graham Presents*, the memoirs Graham had written with Robert Greenfield when Graham was killed in a helicopter crash in October, 1991.

His company previously produced *The Doors* with Oliver Stone, and for years has built and maintained a massive archive of video footage of Graham-produced concerts, dating back to the '70s.

Judge Blunts Payola Case

Charging government misconduct, a Los Angeles judge dealt a major blow to attempts to re-try the payola case against former independent promoter Joe Isgro which was opened four years ago.

"This is a case where the government's misconduct was as outrageous and egregious as anything that I have seen," said U.S. District Judge James M. Ideman.

In 1989 the government slapped Isgro with a 57-count indictment that charged him with racketeering, conspiring to defraud Columbia Records, and making payola payments to radio stations, among other counts. Isgro pleaded not guilty and said the government used him as a fall guy rather than go after major record company officials.

In 1990, Ideman dismissed the case, but in September 1992 a federal appeals court reinstated it.

Though he has stopped short of dismissing the case again, Ideman has ruled that Isgro's former tax lawyer, Dennis DiRicco, a key government witness, cannot give testimony, and that the government can't call any new witnesses. Without DiRicco's testimony, the government's case will lose a lot of steam.

OBITS:

Michael Clarke, Byrds Drummer

Michael Clarke, founding drummer of the Byrds, died December 19 of liver failure at his home in Treasure Island, Florida. He was 49.

Born in New York, Clarke was playing jazz when he was recruited by David Crosby to join a band that became the Byrds in 1964. He stayed with the band until 1968, later joined the Flying Burrito Brothers, and in recent years began to work under the Byrds' name, which led to disputes among the original band members. They reunited in 1991 when they were inducted into the Rock and Roll Hall of Fame.

Clarke, most recently

working as Michael Clarke's Byrds, was scheduled to perform New Year's Eve. The show went on—as a tribute to Clarke.

Howard King, Industry Lawyer

Howard King, an attorney whose clients included Stevie Wonder, Tom Waits, Warner Bros. and Capitol Records, and film stars and directors, died Christmas Day at his Los Angeles home. King, 48, died of an apparent heart attack.

King was in the news for his successful defense of Wonder in a copyright infringement suit over the song, "I Just Called to Say I Love You." He also won Tom Waits' suit against Frito-Lay for airing a commercial with a Waits' sound-alike.

CAMPAIGN OF THE WEEK



Gipsy Kings Love & Liberte

Since their 1987 stateside debut, the Gipsy Kings' hot-blooded music has been an instant add at Adult Alternative, Jazz-formatted and Latin stations. The five cousins from a gypsy community in the South of France have a huge

European following, and 15 gold and platinum albums. As 1993 ended, *Love & Liberte* was on Gavin Jazz's most added list, and Elektra Musician has already brought the band to America to support the release. Lead guitarist Nicolas Reyes says the Gipsy Kings are appealing because the "strong passionate elements in our music [are] made even stronger when you hear the voices, because it is a cry from so deep."

LABEL: Elektra Musician

RADIO: Track "No Vivire," was released to Latin stations. Adult Alternative and Jazz stations are playing multiple tracks.

TELEVISION: The group recently appeared on *The Tonight Show*, *David Letterman* and *MTV Latina*.

VIDEO: "Escucha Me" is being worked at conventional and Latin outlets. It was directed by Marcus Nispel (George Michael, Natalie Cole, Lisa Stansfield)

RETAIL: Co-op ads with national accounts, and key local outlets in New York, Los Angeles and Miami.

PRINT: Consumer ads in *Musician*, *L.A. Style*, *Interview* and *Latin press*.

TOUR: A December 13-17 promo tour included a half-time performance at the World Cup Exhibition Game in Miami, and television appearances in Miami and New York. The group will return to the states in mid-June for a month-long national tour.

OF SPECIAL INTEREST: The song "Sin Ella was featured in the film *Fearless*. The Gipsy Kings are the biggest selling French act in America in over 25 years. The group's debut album went gold, and since 1987 they've sold two million units here.

BY BEVERLY MIRE

THAT'S SHO-BIZ



ACCORDING TO
DAVE SHOLIN

SHO-BITZ

Happy New Year! While we were out: After 30 years with **Atlantic Records**, senior vice president **Arif Mardin** (below) re-upped with the label, signing a long-term contract. "I am immensely proud to



have been able to count Arif as an invaluable associate and a close friend for 30 years," said company co-chairman/co-CEO Ahmet Ertegun...In Music City, **Warner Bros. Nashville** vice president of promotion **Bill Mayne** was upped to senior vice president...**Dave Ervin** moved in as PD at A/C station **KBIG**-Los Angeles. He was in Cleveland at **WQAL**...**GAVIN** Award winner **Lou Simon** (left) was named senior director, A&R at **RCA Records**, up from director, market analysis/planning...**Rick Chertoff** (left) will head up **Blue Gorilla Records**,



which will be administered through **PolyGram's Atlas** label. **Blue Gorilla's** first signing is singer/songwriter **Joan Osborne**...**Laura Morgan** (left) was appointed director, alternative press at **A&M**. She was the label's West Coast publicist....And more currently: **Steve Shannon** and **D.C. Chymes**, who were fired from **WKQB**/FM-St. Louis after calling a woman listener a "nigger" over the air have returned to the station as new owner, **Zimmer Broadcasting**, takes over and switches format from Top 40 to Country. Local NAACP officials say they'll monitor the two but that they "wish them well." ...Veteran programmer **Mark Driscoll** has moved to Charlotte where he's vice president/operations of **Pyramid Broadcasting's WAQQ**/FM. GM **Jack Daniel** and PD **Mike Donovan** remain in place...There's new year's cheer going around at **KROQ**/FM-Los Angeles where **Gene Sandbloom** and **Darcy Sanders** have been upped to APD and MD respectively...There's both a new PD, **Jon Edwards**, and a new MD, **Samantha Starr**, at **WHZR**-Logansport, Ind...**Mark Summers**, most recently AM driver at **WLAN**-Lancaster, Penn., got his pink slip for the New Year and is looking. Prior to his stint at 'LAN, Summers did PM drive at **KQCR**/FM-Cedar Rapids, Iowa. He's looking for a drive slot, and you can reach him at (717) 394-7635...**Jerry Rubino** has exited **Radioactive Records** but will continue to act as music director at **WFDU**-Teaneck...**Charles M. Hillier** and **Mike Tyler** have been named to the **National Association of Broadcasters (NAB)** board of directors. Hillier is vice president/general manager of **WKQX**/FM-Chicago and Tyler is general sales manager of the Dallas-based **Jones Satellite Networks**...Speaking of the NAB, the association is accepting entries for its 1994 **Crystal Radio Awards** competition. For information call **Sara Lichtenberg** or **Lynn McReynolds** at (202) 429-5350...**ROTATIONS**: After six years at **GRP Records**, where she was most recently senior director of NAC promotion, **Deborah Lewow** has joined **Warner Bros.** as national promotion director for jazz and progressive music. Lewow has been in the music biz for 20 years, and has spent most of that time in jazz promotion...**Sub Pop's** new college rep is **Adam Berenstein**...**Dave Sanford** has joined **Want Ad** as promotion rep. He replaces **Jay Harding** who's moved on to **Reprise**...**Jayne Grodd** has been promoted to senior director, A&R administration and **Sheira Rosenberg** to director, advertising and merchandising at **ERG**. Grodd was director, A&R administration, **EMI Records** and Rosenberg was manager, advertising and merchandising for **ERG**...At **Sony Music**, **Richard Bengloff** has been appointed vice president, finance, **Sony Music Distribution** and **Richard Chechilo** was named vice president, sales and operations, **Sony Music Special Projects**...At **Milan Entertainment, Inc.**, **Jerri Meyer** has been named director of product development, **John Hudson** has taken the position of director of marketing and **Peter Suci** has been promoted to director of publicity. Meyer was director of operations and creative services at **Savage Records** and Hudson was Milan's director of product development. Suci has been with the company for a year. ●



It was anything but quiet during the holidays and in the dawning days of 1994. As expected, **Sean Phillips**, who was named acting PD at **KHKS (106.1 KISSFM)**-Dallas in October when **J.J. McKay** resigned, has officially been given the title. All the talk about Phillips bringing "**Mr. Ed**" Lambert from **Z104 (WZEE)-Madison** on board got fueled even further when Lambert announced his resignation from Z104 effective early next month. Look for a deal to be finalized as early as today (January 7). Though he won't say where he's headed, there were reports that Ed kept shouting, "**Go Emmitt**" while watching his **Wisconsin Badgers** bash **UCLA** in the **Rose Bowl**.

WHO AM I?

In 1981, my band hand-delivered a demo tape to **John Peel** in London, and though our early records had chart success, we resisted all offers of management and major record labels. We supported **Orchestral Manoeuvres In The Dark** on a major European tour, and once refused to play on **BBC TV's Top Of The Pops**. The words most often associated with my singing are ethereal and otherworldly. Who am I? See page 9 for the answer...

After five years in the City Of Brotherly Love, former **WIOQ (Q102)** PD **Mark Driscoll** heads south to join **Rich Balsbaugh's Pyramid** team as VP/OM of the company's newest property, **WAQQ-Charlotte, N.C.** The veteran programmer and production ace whose voice is heard on sweepers in numerous markets feels "the time is now for mainstream Top 40 to do its magic again." He will move his production firm to the **WAQQ** studios.



And talk about mainstream—that's exactly the direction **Rick Stacy** has taken **KKFR-Phoenix**. The switch from crossover to mainstream Top 40 was made the week before Christmas. Heard on the station: **Aerosmith**, **Blind Melon**, **Gin Blossoms** and **Bryan Adams**, along with **Ace Of Base**, **Robin S**, **Toni Braxton** and the usual suspects. New positioning statement: "*We Play The Hits! Power 92.*"

There was a frequency switch in St. Louis, as **Zimmer Broadcasting** moved **WKKX ("Kix Country")** from 104.1 to 106.5, the now former home of Top 40 **WKQB**, which was recently purchased by Zimmer. Also returning to **WKQB** for morning duties, **Steve (Shannon)** and **D.C. (Chymes)**, the duo that was axed after making controversial statements that angered the local chapter of **NAACP**.

In the wake of **Tracy Johnson** being let go as PD of **Q106 (KKLQ)**-San Diego, APD/MD **Tom Gjerdrum** departed the station a few days before Christmas. Earlier this week (January 4), came the news that longtime VP/GM **Bob Bolinger** has also left the building. Some are speculating Gjerdrum might be returning to the Midwest to replace the exiting "**Mr. Ed**" at **Z104**, but don't make a big wager on that one.

Steve Leeds, national alternative/video director at **PLG**, starts off the new year with VP stripes.

A vacant PD chair at **WJMO (JAMMIN 92)**-Cleveland as **Keith Clark** removes his nameplate from the door.

Listeners in Los Angeles who ordered **Howard Stern's** New Year's Eve pay-per-view special were offered a chance to get their money back by **Rick Dees**. Dees told his audience on **KIIS** last Monday (January 3) that if they thought the show was a rip-off to call him. Around 150 listeners were given a \$40 refund. Rick is offering the same deal on his "*Weekly Top 40*" show.

550's national director pop promo, **Neda "Leppard" Tobin** was spotted shopping for shades as she prepares to trade in snow for

sunshine and make the move west, headquartering in L.A. by early March. Joining the gang at 550 as associate director pop promo, based in New York is **Desiree Schuon**. If the last name sounds familiar it's because she is the better half of **MTV's Andy Schuon**.

KS104 (KQKS)-Denver PD **Chris Davis** names afternoon talent **Mary "Cha Cha" Chavez** as MD.

Several key promotions at **KROQ-Los Angeles** as PD **Kevin Weatherly** ups MD **Gene Sandbloom** to APD. Assistant music director **Darcy Sanders** replaces Sandbloom as MD.

As we go to press, we learn that **BOSS 97 (WBSS)-Atlantic City, N.J.** PD **Nick Giorno** exits. Getting the PD nod is APD/MD **Bob Burke**, who names **Alan Fox** as his assistant music director.

At **Hollywood Records**, VP marketing **Jim Martone** resigns effective early next month. No replacement has been announced.



Recently seen trading their secrets for success are l-r: **Gerry Thompson**, Epic Records' Washington, D.C. rep; Epic recording artist **Babyface**; **92Q (WERQ)-Baltimore** APD/MD **Kristie Weimar**; **Suzie Sponder**, the label's director, national singles promotion.

After five years at **KDWB-Minneapolis** handling nights and most recently PM drive, **Bobby Wilde** will leave by month's ends. Bobby is interested in doing the Top 40 "Wilde" thing and can be reached at (619) 949-3056.

Will **Larry King** be on radio at the end of 1994? A story in the *Washington Post* indicates that King's schedule is too hectic and he's leaning toward a weekly, rather than a daily, show. Larry was quoted as saying, "I love radio, but I don't need it."

WSEI-Olney, Illinois trades **Janet Jackson** for **Alan Jackson** and makes the switch from Top 40 to Hot Country. PD **D.W. Douglas** and MD **Shawn Clark** stay on board. **KJLS-Hays, Kansas** also leaves the Top 40 fold, opting for A/C. **Ken Billinger** is PD/OM of the now "Mix 103 FM," while **Todd Pittenger** exits.

Hold off on sending that T&R to **KLBQ-EI Dorado, Arkansas**. PD and morning personality **Kevin "Crash" Davis** won't be leaving as announced late last year.

WIOQ (Q102)-Philadelphia PD **Jefferson Ward** promotes assistant MD **Maurice DeVoe** to MD.

GAVIN sends sincere condolences to former record executive **Augie Blume** on the passing of his wife, **Nancy** on December 11. Nancy herself spent 35 years in the music industry, much of that time in promotion. She will be missed by her family and many friends.

Tom Joyner joins the growing list of air talents going national via satellite. He started off 1994 by rolling out in over 20 markets including Chicago, D.C., and St. Louis. The one-time "fly jock" is finding out that traveling via the bird isn't nearly as tiring.

SHO-TALK

On January 18, **RCA Records** will release **Antenna**, the label debut from that little 'ole Texas trio, **ZZ Top**. The album's title celebrates rock and roll radio, especially the high-powered Mexican border stations of the '50s and '60s that influenced the band and a whole generation of fans. On the new album, the group takes their trademark power sound into the '90s continuing their live studio recording tradition. The first single and video will be "Pincushion"...

Kings X have finished their new album with producer **Brendan O'Brien**, who's worked with **Pearl Jam**, **Stone Temple Pilots** and the **Red Hot Chili Peppers**. **Ty Taylor** wrote a song "Dogman" for which was inspired by **Rush Limbaugh**. The Texas rockers shot a video before the holidays and now a little rehearsing before some heavy touring...

Bits & Pieces: **Madonna's Live Down Under Girlie Show** aired



November 20 and earned **Home Box Office (HBO)** its second-highest rating of the year. Only the **Foreman-Bowe** fight topped her...**Nirvana** has asked **The Doughboys** to open for them on their European tour the 'boys just finished a Canadian tour opening for **Pearl Jam**...**Motley Crue** is set to release their new **Elektra** album, *Till Death Do Us Part*, with their new vocalist **John Corabi** who moved over from **The Scream**. Everyone the album is going to shock a lot of folks, it's so good...**Atlantic** recording artist **Rush** will kick off their new tour in Pensacola, Florida on January 22...Not only do **Joan Jett and the Blackhearts** have out the

first single and video for *Wayne's World II* and a new album on **Blackheart Records** entitled *Flashback*—in March she'll be releasing a new solo album on **Warner Bros.**

Records...Sometime in 1994 **Julien Temple** will release a new documentary on the **Sex Pistol's Sid Vicious** and his girlfriend **Nancy Spungen**. It will incorporate some lost footage that director Temple shot when he was a London Film School student... **Michael Schenker** spent the holidays in rehearsals with at least three of the original members of **UFO**, **Phil Mott**, **Paul Raymond** and **Pete Way**. The quartet performed seven shows throughout December in Germany while looking for a new label...**AC/DC** won't be releasing an album early this year after all. The band hung out in Los Angeles right before the holidays in search of a producer and it ended up being **American Recordings' Rick Rubin**...

Right before the holidays guitarist **Jimmy Page** put his hands in cement and signed his name on the Hollywood Rock Walk in Los Angeles. **The Black Crowes**, **Mick Fleetwood**, **Neal Schon**, members of **The Red Hot Chili Peppers**, **The Sweet** and **Tattoo Rodeo**, **Slash**, **Peter Dinklage** and **Eddie Van Halen** were on hand to watch the festivities. Page was just passing through L.A. on his way to tour Japan with **David Coverdale**...**President Bill Clinton** has always claimed that **Paul McCartney** is his favorite **Beatle**, and has been trying to work out a White House Concert for some time now. It just may happen in 1994, now that **McCartney's New World Order** tour is coming to a close...**Blue Oyster Cult** have re-recorded their hit "Don't Fear) The Reaper," for the TV movie version of **Stephen King's The Stand**. The band is working on a greatest hits package that'll be released this year...**MCA** is working on an 80-track, four-CD boxed set to be released in May in honor of **The Who's** 30th anniversary. There'll be 12 previously unreleased tracks...

Friends Of Radio

LARRY BUTLER



Vice president, artist relations, Warner Bros. Burbank, Calif.

Hometown:

Dayton, Ohio

What radio stations did you grow up listening to?

WING and WONE, the two AM Top 40 stations in Dayton during the late '50s and early '60s. Then, WEBN-Cincinnati during the late '60s and early '70s.

What was the first record you remember buying?

"Jim Dandy" by LaVerne Baker

If I owned a radio station...

I'd program all the best music from all formats—kind of sounds like '50s/'60s mainstream Top 40, doesn't it?

Who's the most memorable artist you've worked with?

U2. Even when we were out starting from scratch on the first couple of tours, you could see the vision and star quality from all four guys.

What's been your most memorable concert?

The first time I saw the Pretenders in Dallas. Chrissie Hynde has the best voice in rock today, bar none.

An artist not currently associated with the Warner Bros. family that you'd like to work with someday?

John Hiatt. I had the pleasure of working with him during his Geffen years. He is among the best singer/songwriters today.



Hip/po.pot/a.mus (hip´e pat´e mes) n., pl. **-/a.mus.es, -/a.mi´** (-mi´), or **-/a.mus** [L < Gr *hippopotamos*, lit., river horse < *hippos* (see HIPPO-) + *potamos*, river, orig., that which goes down < IE base *pet-, to fall, fly > FEATHER, Gr *pteryx*, wing] any of a family (Hippopotamyidae) of large, plant-eating, artiodactylous mammals with a heavy, thick-skinned, almost hairless body, short legs and stunted ears: they do not subscribe to GAVIN and have never made it out of the swamp.

**Don't get left
in the swamp!**

Subscribe to the eyes and ears of radio.

Tom Petty has released a new video for "Mary Jane's Last Dance." It features **Kim Basinger**, who's getting great reviews for her role as **Honey Horney** in *Wayne's World II*. The Petty video is actually a short film and it doesn't have any performance footage or lip synching...

Pro-Pain will embark on a European headline tour that will run through January and part of February. Their openers are **Life Of Agony**. They go into the studio in late February with an album scheduled to be released in late April. The New York trio are tentatively calling their album *The Truth Hurts*, according to bassist/vocalist **Gary Meskil**. The follow-up to *Foul Taste* is a heavier and will have more guitar embellishments. Some of the new songs are "Slap In The Face," "Cold," "Down In The Dumps" and "Put The Lights Out"...

Edgar Winter loaned "Frankenstein" to the *Wayne's World II* movie. "I knew the song would be a perfect enhancement to their craziness—they really capture the madness of rock n' roll. The monster lives again!" says Winter. The Texas-born keyboardist has just come off the road with his new band, which includes **Carmine Appice** and **John Duva**. "We went a lot of places throughout America," says Winter, "and we'll probably tour Europe at the end of spring '94." Winter is set to release a new album, *Not A Kid Anymore*, which he created at his home digital studio. The album was released around Christmas in Germany and will be out in the U.S. by spring...

The Grateful Dead's *From The Vaults* disc Volumes One and Two each sold more than 100,000 copies. Their latest release isn't exactly a new album, but a double CD recorded live at a show in Tampa in 1973. It's \$18.95 and is available only by calling 1-800-323-2300. The new series is called *Dick's Picks*, after **Dick Latvala**, the group's official recording archivist since 1985 ●

SHO-PIECES

ELTON JOHN

Besides the artists Elton John sings with on his album, *Duets*, he's also appeared on singles with Jennifer Rush, Aretha Franklin, Stevie Wonder, Dionne Warwick and Leslie Duncan.

VELVET UNDERGROUND

Maureen "Moe" Tucker, drummer for the recently re-united Velvet Underground, has spent the past two decades raising five children and working at a Wal-Mart in rural Georgia.

WAYLON JENNINGS

Waylon Jennings' 1977 album *Ol' Waylon* is the first album by a solo country musician to be certified platinum. Two years earlier, Jennings' album with his wife Jessi Colter, Tompall Glaser and Willie Nelson, titled *The Outlaws*, became the first album recorded in Nashville to sell a million copies.

QUEEN LATIFAH

Twenty-three-year-old



Queen Latifah's was born Dana Owens and grew up in Irvington, New Jersey.

HEART

One of the early milestones in Heart's success story came in the mid-'70s when Heart became a last minute substitution as the opening act for Rod Stewart at a concert in Montreal.

TRISHA YEARWOOD

Lisa Rebecas Gubernick, the author of *Get Hot Or Go Home: Trisha Yearwood The Making Of A Nashville Star*, is a senior

editor at, of all places, *Forbes Magazine*. Gubernick's last book was on investor and A&P founder Huntington Hartford.

PARENTAL ADVISORY

The group Parental Advisory is the first act to be released on Savvy Records, run by Pebbles and distributed by MCA. Pebbles is also an artist manager and has directed the career of the group TLC.

THE BAND

The Band started out by backing Ronie Hawkins as early as 1962, but it wasn't until Bob Dylan hired them in 1965 that they became well-known as his road band.

AARON NEVILLE

Olivor Stone is going to direct a film about Aaron Neville and his brothers. The first draft of a script has just been submitted by Stone to the Neville family for their input.

DOLLY PARTON

It's rumored that Dolly Parton will make \$2 million for her half-hour infomercial pitching Dolly Parton's Beauty Confidence Collection. The show will debut next month on a variety of television channels.

A TRIBE CALLED QUEST

Ali Shaeed and Muhammad of A Tribe Called Quest have completed work on a track for Gil Scott-Heron's new album, *Spirits*, due out early next year.

BILLY JOEL

Sixteen years ago this month Columbia Records released Billy Joel's first Gold single and #1, "Just The Way You Are."

JOHN MELLENCAMP

John Mellencamp recently made a generous donation to the University of Indiana



WHO AM I?: Cocteau Twin Elizabeth Fraser

for construction of a large indoor sports practice facility that will bear his name.

DIANA ROSS

Diana Ross' oldest sister, Barbara Ross-Lee was the first African-American woman to head a U.S. medical school, Ohio University's College of Osteopathic Medicine.

PHIL COLLINS

Since 1981 Phil Collins has had five solo albums and has worked on another five Genesis albums.

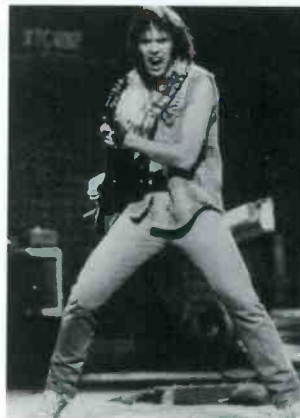
BRUCE HORNSBY

Bruce Hornsby wrote "Jacob's Ladder" a hit for Huey Lewis & The News in 1987 and "End Of The Innocence," the 1989 hit for Don Henley.

MEAT LOAF

Leslie Aday, the wife of Meat Loaf (Marvin Aday) says, "I don't mind being called Mrs. Loaf, and I don't mind being called Mrs. Meat Loaf, but I hate Mrs. Meat."

NEIL YOUNG



Spin Magazine has named Neil Young its Artist Of The Year for 1993. The publication cites Young as one who "reflects both a new-found popularity among younger grunge listeners and his enduring fame among Woodstock-era fans."

TRAVIS TRITT

On December 6, the Eagles (including Glenn Frey and Don Henley) joined Travis Tritt in, of all places, Winslow, Arizona, to make a video for Tritt's version of "Take It Easy" from the *Common Threads* album.

Sho-Blitz: Beverly Mire
Sho-Talk: Sheila Rene
Who Am I?: David Beran
Friends Of Radio #34:
Sheila René/A.M.Lai
Sho-Pieces: Ron Fell
Sho-Dates: Diane Rufer

Sho-Dates

Our Best Wishes and HAPPY BIRTHDAY To:

Norman Schmidt

WAFY-Middletown, MD 1/9

Crystal Gayle, Joan Baez, Jimmy Page

1/9

Allen Tibbetts

WRFC-Athens, GA 1/10

Jim Johnson

KHTR/FM-Pullman, WA 1/10

Stephen Prescott

WTSR-Trenton, NJ 1/10

Rod Stewart, Pat Benatar, Donald Fagen, Chris Smith

(Kris Kross) 1/10

Brian Zepp

WLCL-Cambridge, MN 1/11

Clarence Clemons, Naomi Judd

1/11

Kevin Peterson

KDWB/FM-Minneapolis, MN 1/12

Rush Limbaugh

1/12

Howard Stern

1/12

Samuel Sholin

1/12

William Lee Golden, Per Gessle (Roxette), Ricky Van Shelton

1/12

Bill Minckler

K103-Portland, OR 1/13

G.C. Kincer

WIFX-Jenkins, KY 1/13

Debby Baker

KFAT/FM-Corvallis, OR 1/13

Dawn Atkinson

Windham Hill Records 1/14

Hugo Cole

Chaos Records 1/14

Diane Allender

KCCK-Cedar Rapids, IA 1/14

Rob Fiend

Gavin 1/14

Billy Walker, Billie Jo Spears

1/14

Gene Knight

B100-San Diego, CA 1/15

Ron Ostlund

KSXY-Fresno, CA 1/15

Lee Adams

WHYL-Carlisle, PA 1/15

Wakeman

K92/FM-Destin, FL 1/15

Ed Pinka

Epic Records 1/15

Brian Landau

Elektra Entertainment 1/15

BIRTHS

Our CONGRATULATIONS to SKIP

EWING, singer/songwriter, and his wife,

ANGEL, on the birth of their daughter,

REBECCA LYNN. Born December 14 at

1:57 p.m., weighing 5 lbs. 8 1/2 oz. and 18

1/2 inches in length.

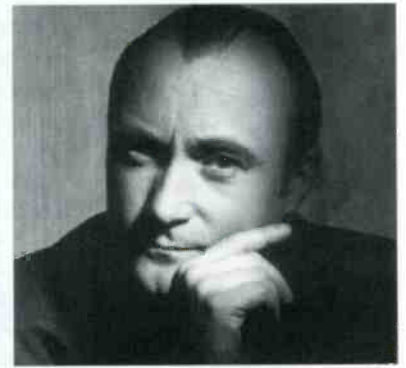
GAVIN TOP 40

EDITOR: DAVE SHOLIN
ASSOCIATE EDITOR: ANNETTE M. LAI



2W	LW	TW		WEEKS	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	HIT FACTOR
5	4	1	BRYAN ADAMS, ROD STEWART, STING - All For Love (A&M/Hollywood)	6	180	0	122	37	14	4	3	96%
3	3	2	MICHAEL BOLTON - Said I Loved You...But I Lied (Columbia)	9	169	0	116	40	9	3	1	98%
1	1	3	MARIAH CAREY - Hero (Columbia)	11	161	0	114	44	2	1	0	99%
2	2	4	BRYAN ADAMS - Please Forgive Me (A&M)	11	153	0	111	38	3	1	0	99%
10	7	5	TONI BRAXTON - Breathe Again (LaFace/Arista)	13	155	2	68	49	30	6	0	95%
7	6	6	10,000 MANIACS - Because The Night (Elektra)	10	149	2	58	56	25	7	1	93%
12	8	7	THE CRANBERRIES - Linger (Island/PLG)	11	155	6	40	64	37	6	2	91%
14	10	8	GIN BLOSSOMS - Found Out About You (A&M)	9	161	4	16	42	74	20	5	82%
24	14	9	DEF LEPPARD - Missed You In A Heartbeat (Mercury)	5	163	5	6	23	96	32	1	77%
20	16	10	AEROSMITH - Amazing (Geffen)	7	149	6	13	32	74	21	3	80%
9	9	11	JIMMY CLIFF - I Can See Clearly Now (Chaos)	12	114	1	32	42	29	9	1	90%
4	5	12	BILLY JOEL - All About Soul (Columbia)	10	98	0	45	37	14	1	1	98%
34	25	13	HEART - Will You Be There (In the Morning)? (Capitol)	4	157	9	1	11	65	59	12	49%
27	21	14	CELINE DION - The Power Of Love (550 Music/Epic)	8	143	11	8	20	62	35	7	63%
17	15	15	CULTURE BEAT - Mr. Vain (550 Music/Epic)	10	101	3	19	33	35	7	4	86%
18	17	16	SALT-N-PEPA - Shoop (Next Plateau/London/PLG)	15	80	5	39	18	9	9	0	83%
22	20	17	PEARL JAM - Daughter (Epic)	8	107	6	16	20	41	20	4	72%
19	18	18	UB40 - Higher Ground (Virgin)	13	108	5	4	19	57	18	5	74%
25	22	19	GABRIELLE - Dreams (London/PLG)	17	96	12	4	9	43	24	4	58%
13	12	20	BOBBY BROWN Duet With WHITNEY HOUSTON - Something In Common (MCA)	8	83	0	10	40	27	6	0	93%
11	11	21	TEVIN CAMPBELL - Can We Talk (Qwest/Warner Bros.)	13	76	2	26	29	14	4	1	91%
—	34	22	TOM PETTY & THE HEARTBREAKERS - Mary Jane's Last Dance (MCA)	4	116	12	5	5	23	47	24	28%
16	23	23	JOSHUA KADISON - Jessie (SBK/ERG)	14	85	3	6	33	26	13	4	76%
32	27	24	BABYFACE - Never Keeping Secrets (Epic)	8	91	3	7	7	34	26	14	53%
26	24	25	SNOOP DOGGY DOGG - What's My Name? (Death Row/Interscope)	9	55	0	14	11	14	7	9	71%
8	19	26	JANET JACKSON - Again (Virgin)	16	61	0	21	30	8	1	1	97%
—	35	27	LISA KEITH - I'm In Love (Perspective/A&M)	4	114	7	1	3	23	37	43	24%
NEW	28	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	2	135	39	1	1	8	47	39		7%
—	32	29	KATE BUSH - Rubberband Girl (Columbia)	4	121	2	1	1	18	51	48	17%
NEW	30	COLOR ME BADD - Choose (Giant/Reprise)	4	110	31	1	3	31	25	19		32%
NEW	31	WHITNEY HOUSTON - Queen Of The Night (Arista)	4	112	34	0	3	14	45	16		15%
NEW	32	HADDAWAY - Life (Everybody Needs Somebody To Love) (Arista)	3	111	28	0	2	9	42	30		10%
30	29	33	JACKSON BROWNE - I'm Alive (Elektra)	7	58	0	2	16	22	16	2	69%
29	30	34	D.R.S. - Gangsta Lean (Capitol)	11	38	0	14	9	11	4	0	89%
NEW	35	BREEDERS - Cannonball (4-AD/Elektra)	4	86	13	4	1	6	22	40		13%
6	13	36	PHIL COLLINS - Both Sides Of The Story (Atlantic)	10	34	0	12	16	4	2	0	94%
15	26	37	ACE OF BASE - All That She Wants (Arista)	17	29	1	6	18	2	0	2	90%
NEW	38	ROZALLA - I Love Music (Epic)	5	77	11	0	0	13	29	24		17%
23	28	39	HI-FIVE - Never Should Have Let You Go (Jive)	14	31	0	4	6	12	7	2	71%
NEW	40	LISETTE MELENDEZ - Goody Goody (Chaos)	7	51	7	1	5	16	9	13		43%

Most Added



PHIL COLLINS (111)

RICHARD MARX (105)

ROD STEWART (39)

ACE OF BASE (38)

WHITNEY HOUSTON (34)

Top New Entry



ROD STEWART From "MTV'S

UNPLUGGED"

"Having A Party"
(Warner Bros.)

Hot

HEART

"Will You Be There (In The Morning)?"
(Capitol)

Top Tip

ACE OF BASE

"The Sign"
(Arista)

Inside Top 40

There's nothing like vegging out for two weeks. I only missed two bowl games, but I caught every movie sequel. Now it's time to greet another new year, but why does it still feel like 1993? It always seems like the new year never really starts kicking in until the second or third week in January. In our December 10 edition, we highlighted some of the more memorable quotes from '93 and promised several more in this issue, so here goes:

"Unless you're ready to completely immerse yourself in this music,

Chartbound

	Reports	Adds	On Chart	Hit Factor	
* RICHARD MARX - "Now And Forever" (Capitol)	120	105	9	6	3%
* PHIL COLLINS - "Everyday" (Atlantic)	119	111	2	6	2%
U2 - "Stay (Faraway/So Close!)" (Island/PLG)	75	9	31	35	19%
US 3 - "Cantaloup" (Capitol)	60	15	13	32	27%

Total Reports This Week 211 Last Week 247.

Hit Factor is a percentage of stations playing a record which also have it Top 20. ie:

100 stations playing the record - 60 stations have it in their Top 20 - Hit Factor = 60%

Reports accepted Monday and Tuesday 8:30am - 4pm

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

RECORD TO WATCH

NKOTB
"Dirty Dawg"
(Columbia)

This fresh approach sets up NKOTB to turn the corner in '94.

Up & Coming

Reports	Adds	On Chart		
69	8	28	33	BIG HEAD TODD - Bittersweet (Giant/Reprise)
59	24	33	2	JOAN JETT & THE BLACKHEARTS - I Love Rock 'N Roll (Reprise)
57	3	27	27	GUNS N' ROSES - Estranged (Geffen)
55	1	31	23	SOUL ASYLUM - Somebody To Shove (Columbia)
53	13	22	18	BRUCE HORNSBY - Rainbow's Cadillac (RCA)
52	38	2	12	ACE OF BASE - The Sign (Arista)
50	4	19	27	STONE TEMPLE PILOTS - Creep (Atlantic)
48	6	17	25	FEM 2 FEM - Obsession (Critique/BMG)
45	5	29	11	FREDDIE MERCURY - Living On My Own (Hollywood)
44	15	18	11	SWV - You're Always On My Mind (RCA)
41	21	1	19	XSCAPE - Understanding (So So Def/Columbia)
35	8	13	14	CHANTE SAVAGE - Betcha'll Never Find (RCA)
34	3	18	13	ULTRA NATE - Show Me (Warner Bros.)
33	—	25	8	DONALD FAGEN - Snowbound (Reprise)
31	1	16	14	JOHN MELLENCAMP - When Jesus Left Birmingham (Mercury)
31	—	16	15	EARTH, WIND & FIRE - Spend The Night (Reprise)
27	2	21	4	INDIANS - Look Up To The Sky (Polydor/PLG)
27	24	—	3	* TONY TONI TONE - Lay Your Head On My Pillow (Wing/Mercury)
26	3	9	14	k.d. lang - Just Keep Moving (Sire/Warner Bros.)
23	3	3	17	COLLAGE - I'll Be Loving You (Metropolitan)
23	1	7	15	INNER CIRCLE - Rock With You (Big Beat/Atlantic)
23	3	11	9	LISA LISA - Skip To My Lu (Pendulum/ERG)
23	2	10	11	KENNY G - Sentimental (Arista)
22	2	3	17	DOMINO - Getto Jam (Outburst/RAL/Chaos)
22	1	11	10	P.M. DAWN - You Got Me Floatin' (Gee Street/Island/PLG)
21	7	3	11	TO BE CONTINUED... - One On One (eastwest/atlantic group)
20	—	8	12	SHAI - Yours (Gasoline Alley/MCA)
19	1	13	5	THE CONNELLS - Slackjawed (TVT)
18	10	—	8	ALL-4-ONE - So Much In Love (Blitz)
18	17	1	—	* NKOTB - Dirty Dawg (Columbia)
17	—	—	17	ZAPP & ROGER - Slow And Easy (Reprise)
16	1	7	8	INXS - Time (Atlantic)
16	9	6	1	LORI RUSO - Rolling Ocean (Major)
15	1	3	11	MINT CONOITION - U Send Me Swingin' (Perspective/A&M)
15	15	—	—	* TERENCE TRENT D'ARBY - Let Her Down Easy (Columbia)
12	—	4	8	BELLY - Gepetto (4-AD/Sire/Reprise)
12	8	—	4	* MARIAH CAREY - Without You (Columbia)
12	—	10	2	BOY GEORGE - Everything I Own (SBK/ERG)
11	5	1	5	A TRIBE CALLED QUEST - Award Tour (Jive)
10	—	1	9	2 PAC - Keep Ya Head Up (Interscope/Atlantic)
10	9	—	1	* MEAT LOAF - Rock 'N Roll Dreams Come True (MCA)

Dropped: #31-Meat Loaf ("Anything"), #33-Elton John & Kiki Dee, #36-Cher With Beavis & Butt-Head, #37-Prince, #38-Linda Ronstadt, #39-Xscape ("Kickin'"), #40-Zhane ("Hey"), Lemonheads, His Boy Eroy, Daryl Hall, R. Kelly, Don Henley, Jodeci, Michael Jackson, Queen Latifah, Funky Poets, Jade.

* Indicates Debut

you're better off doing Country because these listeners are so knowledgeable, they'll cut you no slack." —**Brian Phillips**, PD 99X (WNNX)-Atlanta, May 21.

"It's amazing, but if I didn't look at the return address, I'd have no idea what market I was listening to. I don't think we're doing a real good job of encouraging people into this business. Most of my staff is well out of the demo." —**Casey Keating**, PD KPLZ-Seattle, June 11.

"Great stations don't have formats, great stations transcend formats. The problem is people in other cities try to copy the format." —**Scott Shannon**, PD WPLJ-New York, August 6.

"I went out of my way to hire personalities. I don't want card-readers. I am willing to go on the air and let people make mistakes, because at least I know they're striving for something." —**Brian Burns**, PD WKSE-Buffalo, September 17.

"Programmers create the vibe for what's obvious and more than likely they are not out in the places where these records happen. They have their own idea of what a hit single is supposed to sound like. That's because we've all been brought up in the era of chorus/hook-whatever." —**Michael Plen**, senior VP, promotion, Virgin Records, September 24.

"I'm amazed that in this day and age any industry, not just ours, can afford to disregard a marketplace. It blows my mind. I don't understand it now and I'll never understand it." —**Scot D.J. Finck**, national singles director, A&M Records, November 19.

"Basic Top 40 principles are the proven fundamentals of radio. They can be applied in many situations and are not exclusive to a format." —**Kevin Weatherly**, PD KROQ-Los Angeles, December 3.

So much for reflection. In looking toward the 12 months directly ahead, it's impossible not to sense a certain optimism about Top 40 radio. It's at the highest point it's been for the last two to three years. Expect the debate regarding what is or isn't "mainstream" to continue, but in the end, if it's working, does it really matter? The musical shadings of a station seem less important than its dedication to finding and playing the hits for a particular audience. If it's a song accepted by a number of different audiences, the case can be made that it's "mass appeal."

Consider an increasingly vague interpretation of what determines a hit, the number of releases and the various responsibilities PDs have taken on the last three years. In this environment, music must remain a top priority. I can recall a time when

ARTIST PROFILE



CELINE DION

BIRTHPLACE: Charlemagne, Quebec, Canada (30 miles east of Montreal)

BIRTHDATE: March 30, 1968

LABEL: 550 Music/Epic

VICE PRESIDENT, POP/VIDEO PROMOTION: Hilary Shaev

LATEST ALBUM: The Colour Of My Love

CURRENT SINGLE: "The Power Of Love"

WHOSE MUSIC, ASIDE FROM YOUR OWN, ARE YOU LISTENING TO NOW?

"Annie Lennox, Bryan Adams and Elton John."

LIKES: "Being with my love, being on stage, shopping and buying gifts for my family, waterskiing."

DISLIKES: "Violence, violence, violence."

PROUDEST ACCOMPLISHMENT SO FAR: "Learning how to speak English in just two months."

CELINE ON HER MUSIC: "Since I understand the English language better now, I get more pleasure from recording and working with the producers. By doing that, I think the emotion and the end result are better."

IT'S SAID: "The Power Of Love marks a breakthrough in Celine's career. This record is selling and requesting far more and far earlier than any of her previous ones. It will stay on the radio for a long, long time."

—Hilary Shaev, VP, pop/video promotion, 550 Music

GAVIN GO CHART

2W	LW	TW	T40
7	4	1	BRYAN ADAMS, ROD STEWART, STING - All For Love (A&M/Hollywood)
3	1	2	MICHAEL BOLTON - Said I Loved You...But I Lied (Columbia)
1	2	3	BRYAN ADAMS - Please Forgive Me (A&M)
6	6	4	10,000 MANIACS - Because The Night (Elektra)
2	3	5	MARIAH CAREY - Hero (Columbia)
11	8	6	GIN BLOSSOMS - Found Out About You (A&M)
8	7	7	THE CRANBERRIES - Linger (Island/PLG)
16	13	8	DEF LEPPARD - Missed You In A Heartbeat (Mercury)
12	9	9	TONI BRAXTON - Breathe Again (LaFace/Arista)
25	16	10	HEART - Will You Be There (In the Morning)? (Capitol)
4	5	11	BILLY JOEL - All About Soul (Columbia)
17	14	12	AEROSMITH - Amazing (Geffen)
24	19	13	CELINE DION - The Power Of Love (550 Music/Epic)
10	10	14	BOBBY BROWN Duet With WHITNEY HOUSTON - Something In Common (MCA)
9	11	15	JIMMY CLIFF - I Can See Clearly Now (Chaos)
29	24	16	TOM PETTY & THE HEARTBREAKERS - Mary Jane's Last Dance (MCA)
22	21	17	PEARL JAM - Daughter (Epic)
19	18	18	UB40 - Higher Ground (Virgin)
15	15	19	JACKSON BROWNE - I'm Alive (Elektra)
33	26	20	KATE BUSH - Rubberband Girl (Columbia)
37	27	21	LISA KEITH - I'm In Love (Perspective/A&M)
—	36	22	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)
NEW		23	WHITNEY HOUSTON - Queen Of The Night (Arista)
23	23	24	CULTURE BEAT - Mr. Vain (550 Music/Epic)
18	25	25	JOSHUA KADISON - Jessie (SBK/ERG)
35	33	26	GABRIELLE - Dreams (London/PLG)
38	29	27	BABYFACE - Never Keeping Secrets (Epic)
14	17	28	TEVIN CAMPBELL - Can We Talk (Qwest/Warner Bros.)
NEW		29	PHIL COLLINS - Everyday (Atlantic)
—	35	30	U2 - Stay (Faraway/So Close!) (Island/PLG)
—	40	31	BREEDERS - Cannonball (4-AD/Elektra)
NEW		32	RICHARD MARX - Now & Forever (Capitol)
13	20	33	JANET JACKSON - Again (Virgin)
—	38	34	BIG HEAD TODD - Bittersweet (Giant/Reprise)
5	12	35	PHIL COLLINS - Both Sides Of The Story (Atlantic)
21	22	36	LINDA RONSTADT - Heartbeats Accelerating (Elektra)
NEW		37	HADDAWAY - Life (Everybody Needs Somebody To Love) (Arista)
NEW		38	SOUL ASYLUM - Somebody To Shove (Columbia)
39	37	39	SALT-N-PEPA - Shoop (Next Plateau/London/PLG)
20	28	40	ELTON JOHN & KIKI DEE - True Love (MCA)

"music director" was no more than a glorified term for someone who filed records and typed playlists. No longer. The best MDs find the time to listen because they love the gig. They aren't blinded by musical genre or what label a release happens to be on.

Find and play the hottest music available, and Top 40 can't help but prosper in '94.

The holiday break was kind to **Tom Petty (right) & The Heartbreakers**, who doubled their HIT FACTOR up to 28%. "Mary Jane's Last Dance" is generating top ten requests at WCIL-Carbondale, Ill. where it sits just outside the Top Ten at #11. It's also Top 20 for WUVA, WJAT/FM, WAAL/FM, WAVT, WMME/FM, WYNU92FM, WYHT, KKRL/FM, 102 ZOO, WDDJ,

Go Chart Most Added

PHIL COLLINS (63)

RICHARD MARX (59)

ACE OF BASE (27)

WIQQ, Z106.7, WXTQ, KKCK, KLIS, WNNO, KX92, KQKY, KTRS, etc.

Another 34 ADDs for **Whitney Houston's** "Queen Of The Night," which jumps to #14 at KPXR-Anchorage, getting 42 plays last week. Charts at #8 for WDJX-Louisville, #6 for KQLA-Manhattan, Kan., #9 for KIXY-San Angelo, Texas, #12 for KHKS-Dallas, #13 for KIIS-Los Angeles and #19 for Z100-Portland. New on: KDWB, WSTW, WWCP, WTIC/FM, TOWER 98, WWZ, KYYY, WBIZ, 98.9 KISS, SWEET 98, KDUK, KWIN, KTMT, etc.

When a song pulls in phones nearly every time it gets played, it's time to take notice. **US 3's** "Cantaloup" is on a roll, entering the Top 20 at PRO/FM, WPST, WSPK/FM, WKSE, 95.9KHI, WHHT, POWER 94.5, KISF, Q96, WHYT, KUBE and KDUK. Joe Dawson and Scott Thomas at KLYV-Dubuque, Iowa, list it at #7. ADDs include: KKXX-Bakersfield, WNDU-South Bend, KPXR-Anchorage, WFLY-Albany, XL106.7-Orlando, WFMF-Baton Rouge, WAOA-Melbourne, Fla. and the POWER PIG-Tampa.

XL93-Grand Forks, N.D., who was first to ADD **Ace Of Base's** (right) follow-up, "The Sign," takes it to Number One, with 54 spins. It also charts at the top for 104 KRBE-Houston. Also Top Ten at KHKS-Dallas #7 (44 spins), KUBE-Seattle #8 and KWWW-Wenatchee, Wash. #5. Among this week's MOST ADDED thanks to ADDs at: POWER 96, WKSS, KOTM, WNKO, WILL/FM, WQWZ, STAR 94, I-95, KGOT, KKFR, KISF, WQCY/FM, KQCR/FM, KIIS, Q106, KGOT and KAFX.

Some impressive Top 20 conversions on **Fem 2 Fem's** "Obsession," which scores a 17% HIT FACTOR. Strong for 98PXY-Rochester at #10, Q99-Salt Lake City #19, XL93-Grand Forks #16, WKSS-Hartford #19, KKFR-Phoenix #15, FUN 107-

Fairhaven, Mass. #19, WKSE-Buffalo #14, and others.

WHYT-Detroit and KJYK-Tucson (75 spins) are the first two to report **Xscape's** "Understanding" at Number One. Top Ten's include WPGC #9, FM102 #7, KUBE #3, Q96 #6, KHTN #8, MIX 93.5 #3, KDON #5, WJMN #4, HOT 97.7 #8, KMEL #2 and KSTN #4. Twenty-one ADDs include: WHHT, KYYY, WBPM, WSPK/FM, WFLY, WEOV/FM, TOWER 98, WFMF, KIXY, KYAA, KS104, KFFM, KDUK, KPSI and KLUC.

All-4-One's "So Much In Love" has built a solid base on the West Coast and it's starting to spread. Bob Perry, Trevor Carey and Pete Manriquez at HOT 97.7-San Jose are the first to chart it at Number One. It's also moving in an upward direction at KMEL #10, KJYK #7, Q96 #8, B95 #11, KHTN #13 and MIX 93.5 #15. ADDED at: WKSE, WWKF, FM102, POWER 94.5, WHYT, KUBE, POWER 106, KWIN, KSTN, etc.

Will **NKOTB** kick off 1994 with their first winner in a few years? A number of key programmers jumping out early think so. "Dirty Dawg" goes right on: KLUC-Las Vegas, KISF-Kansas City, WIZM/FM-La Crosse, Wis., WHYT-



Detroit, Z90-San Diego, KISS 108-Boston, WKSE-Buffalo, Z106.7-Evansville, Ind., WDEK-DeKalb, Ill., KCLD-St. Cloud, KDLK-Del Rio, Texas, KDON-Monterey/Salinas, KGRS-Burlington, Iowa, KKXX-Bakersfield, Calif., WAVT-Pottsville, Penn., WJAT/FM-Swainsboro, Ga. and KRRG-Laredo, Texas.

Mariah Carey's version of **Nilsson's** 1971 hit "Without You," is seeing significant growth with ADDs at: WSTW-Wilmington, WIFX-Jenkins, Ky., KDWB-Minneapolis, KQCR/FM-Cedar Rapids, Iowa and KIIS-Los Angeles among others.

A number of stations say they are ready to pop **Guns N' Roses'** cover of the **Skyliners'** 1959 hit, "Since I Don't Have You." ADDED at #7 at KKFR-Phoenix.

And yes, in our last issue of 1993 I predicted a comeback for the **Village People**. So what's Number One on the phones at WSNX-Grand Rapids, Michigan? "Y.M.C.A."



GO STATION PANEL: The GO Chart is based on reports by 135 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

At first glance, the result of the recent Vallie/Gallup survey on radio listening habits, which was originally done at the request of the National Association of Broadcasters was anti-climactic. No one was surprised that 50 percent of the respondents said radio influenced the last record they bought.

What may have been more surprising was the low scores MTV (six percent), record stores (four percent) and print (not mentioned) got. But when GAVIN called executives in both radio and records to ask how they felt about radio's 50 percent influence, and if the information could be used to persuade record companies to do more direct buying, we opened up a long-standing can of worms.

What we found most surprising was that a few of the people we talked to didn't want to be identified. The bottom line is that radio ad executives have to go for the buy, and record company executives have to go for airplay, and no one wants to upset the balance.

In theory, radio receives a lot of advertising dollars when retailers, armed with record company money, buy co-op ads. Record companies have approval over stations included in the buy, and often direct it. In some cases, however, the retailer and the record company feel that local newspapers will serve their needs better, and radio gets cut out completely.

So when an advertising executive goes searching for record money, he or she has two stops to make, and sometimes three or four—the label, the retailer, the local distributor and the concert promoter.

"It's good to hear that," said Ellen Miller, a senior account executive at WXRT-Chicago about the survey. "I'm glad radio showed so strongly because one of my problems is that labels continue to use print, because they say it's cheaper."

"I'm not surprised at the 50 percent figure," said a San Francisco-based ad executive who requested anonymity. "It shows what I know—we deserve more. But it isn't happening. The chains, like Musicland, Wherehouse and Tower, place buys, but except for some mini-buys it's not like branch managers are calling us. Stations like KMEL or Live 105, who own the franchise (format) in their market, might see some direct money, but the rest of us don't."

Emmis Broadcasting president Jeff Smulyan says some of the blame can be taken by salespeople. "Everyone knows radio drives

The 50% Solution

BY BEVERLY MIRE

record sales," he says. "We just don't do a good enough job pursuing the advertising dollars. When somebody doesn't buy, it's our job to work them until they do."

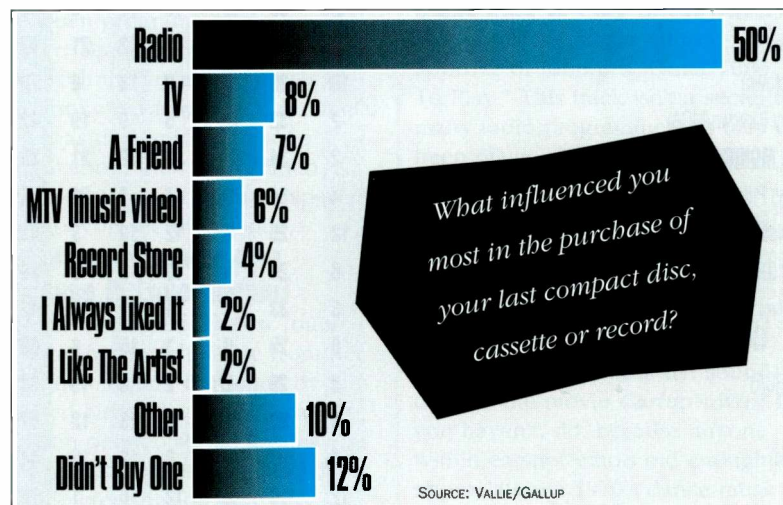
"Retailers have a hammer lock on the buys," says Mike Brandt, general sales manager at Live 105, who though his station pursues direct buys ("we would like it and they would be better served"), aggressively pursues retail dollars. "We try to influence them to spend money with us."

The label executives we spoke to also felt the figure was accurate. In fact, John Brodey, head of marketing and promotion at Giant

album sold a respectable amount during the overcrowded holiday season. "We made radio time buys in December and sales increased," Brodey says.

Still, a lot of Giant's ad buys go through the stores, and Brodey cautioned other companies to be careful where retailers place their ads. "If they throw money at stations that don't play the artist, it's not going to work," he says. "We do follow-up and watch where our money is going."

One thing that blocks radio from receiving direct buys, 50 percent or no, appears to be the perception that retailers give labels more bang for their bucks. An execu-



Records, says his company conducted its own survey when formulating a marketing plan for the latest Color Me Badd album, *Time and Chance*, and Vallie/Gallup's 50 percent figure was this close to what Giant came up with: 55 percent of their respondents said they were exposed to new music on the radio, and 51 percent said radio influenced their record purchases.

The end result of Giant's poll was beneficial to both the label and to radio. Direct buys helped boost the sale of an album that wasn't riding on a strong single or massive video play, plus the

tive who spoke at length about the issue but was insistent about remaining anonymous says record companies aren't a bottomless money pit. "We're not Coca-Cola or 7-Eleven," he said. "The industry makes a lot of money, but it's dwarfed by, say, the film industry."

His unshakable opinion is that when companies go to a chain, they get more exposure. As part of the package, a label might get such perks as "end caps," those big displays set up at the end of an aisle that grab the browser's eye. Radio, he also charges, is too expensive.

On the surface, alternative sta-

tion WXRT-Chicago appears to be a safe buy. It boasts a flexible format balanced by active listeners and under the direction of long-time PD Norm Winer, the station consistently hovers around a 3.0 in the Arbitron ratings. All these things don't separate it from the stigma that radio is a pricey buy.

WXRT's Miller combats that claim by tailoring special packages that offer special rates. Her "After Eight Budget Show" runs from 6 p.m.-3 a.m. and although she has gotten results with her innovative twelve 60-second, nine 30-second spot offer, the program is still not technically a direct buy because it's tied to tours, which brings in the concert promoter. But, Miller says, it can be considered a direct buy. "It's taken care of by the record company," she says, "so in that sense it comes from the label."

Though Miller's plan was a good one, it has ups and downs because of its dependence on the concert business. Right now, she doesn't have any direct buy money coming in. "It's slow," she concedes. "Not many tours come through Chicago at this time of the year."

Jim Wagner, vice president of sales at Warner Bros., doesn't think Vallie/Gallup's estimate is exactly right. "I think it's at least 13 percent low," he told GAVIN. However, even though he realizes radio influences record-buyers more than any other medium, he points to distributors as buying agents. "Radio stations are local in nature," he says. "Some local distributors allocate advertising dollars at the request of retailers. There's more record advertising on radio than stations realize."

Our ultimate question was, is the survey's findings a good thing for radio? "I'm not sure how it will help," offered Edens Broadcasting chairman/CEO Gary Edens. Will it help massage more money out of record labels, and help it dodge all the stops it now takes before getting to radio? The verdict, according to our survey is that radio's still going to have to share. "Radio is perishable," says a label executive. "Because it's formatted, it reaches a limited market as opposed to a general one. They should promote more at retail."

"The same statistics have been around for awhile," said Live 105's Brandt. "As for if we can use them effectively—I don't think so."

"The figure is amazing," said Miller, who wanted a copy of the survey to include in her ammunition stockpile, "I'm glad the point was made. But I'm still facing problems." ●

RAP RETAIL

SINGLES

2W	LW	TW	
—	11	1	SNOOP DOGGY DOGG - What's My Name? (Death Row/Interscope)
12	8	2	DOMINO - Getto Jam (Outburst/RAL/Chaos)
4	1	3	2 PAC - Keep Ya Head Up (Interscope/Atlantic)
3	2	4	A TRIBE CALLED QUEST - Award Tour (Jive)
8	5	5	QUEEN LATIFAH - U.N.I.T.Y. (Motown)
2	3	6	DAS EFX - Freakit (eastwest)
16	12	7	ICE CUBE - Really Doe (Priority)
11	10	8	JERU THE DAMAJA - Come Clean (Payday/FFRR)
5	7	9	SHAQUILLE O'NEAL - (I Know I Got) Skillz (Jive)
1	4	10	SALT-N-PEPA - Shoop (Next Plateau/London/PLG)
9	9	11	MC REN - Same Ol' S**t (Ruthless/Relativity)
7	—	12	EAZY-E - Real Compton City G's (Ruthless/Relativity)
6	6	13	SCARFACE - Now I Feel Ya (Rap-A-Lot/Priority)
NEW		14	TOO SHORT - Money In The Ghetto (Dangerous Music/Jive)
14	15	15	KRIS KROSS - I'm Real (Ruffhouse/Columbia)
18	17	16	SOULS OF MISCHIEF - 93 Til Infinity (Jive)
10	14	17	ERICK SERMON - Stay Real (Def Jam/Columbia)
19	19	18	M.C. LYTE - I Go On (First Priority/Atlantic)
21	20	19	FATHER - 69 (Uptown/MCA)
23	21	20	DADDY-O - Brooklyn Bounce (Brooktown/Island/PLG)
NEW		21	KRS-ONE - Sound Of Da Police (Jive)
22	22	22	WU-TANG CLAN - Protect Ya Neck (Wu-Tang/Loud/RCA)
—	24	23	TAG TEAM - Whoomp! (There It Is) (Bellmark)
15	16	24	DR. DRE - Let Me Ride (Death Row/Interscope/Priority/At)
NEW		25	JAZZY JEFF & FRESH PRINCE - I'm Looking For The One (To Be With Me) (Jive)

ALBUMS

2W	LW	TW	
2	1	1	SNOOP DOGGY DOGG - Doggystyle (Death Row/Interscope)
1	2	2	A TRIBE CALLED QUEST - Midnight Marauders (Jive)
—	9	3	ICE CUBE - Lethal Injection (Priority)
4	4	4	TOO SHORT - Get In Where You Fit In (Dangerous Music/Jive)
7	5	5	DAS EFX - Straight Up Sewaside (eastwest/atlantic group)
3	3	6	EAZY-E - It's On (Dr. Dre) 187um Killa (Ruthless/Relativity)
9	8	7	MC REN - Shock Of The Hour (Ruthless/Relativity)
6	7	8	SHAQUILLE O'NEAL - Shaq Diesel (Jive)
15	11	9	QUEEN LATIFAH - Black Reign (Motown)
5	6	10	ERICK SERMON - No Pressure (Def Jam/Columbia)
11	12	11	SPICE 1 - 187 He Wrote (Jive)
8	10	12	SCARFACE - The World Is Yours (Rap-A-Lot/Priority)
14	14	13	SALT-N-PEPA - Very Necessary (Next Plateau/London/PLG)
13	13	14	BLACK MOON - Enta Da Stage (Nervous)
12	15	15	WU-TANG CLAN - Enter The Wu-Tang (36 Chambers) (Wu-Tang/Loud/RCA)
16	16	16	2 PAC - Strictly 4 My N.I.G.G.A.Z... (Interscope/Atlantic)
10	17	17	KRS-ONE - Return Of Da Boom Bap (Jive)
19	18	18	DMG - Rigormortiz (Rap-A-Lot/Priority)
—	22	19	DOMINO - Domino (Outburst/RAL/Chaos)
—	21	20	DEL THEFUNKYHOMOSAPIEN - No Need For Alarm (Elektra)
17	20	21	SOULS OF MISCHIEF - 93 Til Infinity (Jive)
18	19	22	DR. DRE - The Chronic (Death Row/Interscope/Priority/At)
NEW		23	E-40 - The Mailman (Sic Wid It)
23	24	24	CYPRESS HILL - Black Sunday (Ruffhouse/Columbia)
24	25	25	DE LA SOUL - Buhloone Mind State (Tommy Boy)

from *Raincoat*). Love for the set echoes strong on "Long Beach Thang." What makes Domino different is that he takes the Long Beach twang and sways with it vocally throughout the album—definitely a new twist. The tightest example is "Getto Jam," the first, slammin' single. DJ Battlecat lays down some *niiiiice* jeepstyle beats with smooth piano and guitar accents. There's even a (sampled) D(own) L(ow) appearance by Caron Wheeler on "Sweet Potatoe Pie". Speakin' of dessert, Mr Jiggable Pie himself, AMG brings his irresistible signature raunch on "That's Real", a duet he produced. My picks are "Getto Jam," "Do You Qualify," and "Sweet Potatoe Pie." —THEMBISA MSHAKA

SHYHEIM AKA THE RUGGED CHILD "On and On" (Virgin)



Yet another young buck steps up to the mic and busts loose with the adolescent flavors. At 15, Shyheim comes off like a teenage Q-Tip on helium. He has a smooth delivery with just a hint of nasal twinge to betray his youthfulness. Like his fellow young guns, Illegal, Mobb Deep and Chi-Ali, Shyheim has several old veterans watchin' his back. *On and On* features June Lover of the Wu-Tang GP (Gladiator Posse) on the chorus and also gets the remix treatment from DJ Premier. Additional members of Wu-Tang drop in for the flipside track, *The B Side (Bring the Drama)*. Musically, both tracks favor that heavy, mid-tempo jazz vibe. Bass drum kicks, low-end bass boom, lilting organ and piano plus haunting horn fills abound. Radio-friendly versions of both tracks are included as well as an instrumental of *On and On*. Contact Kharma Kharma Carmonique Roberts at Virgin, (310) 278-1181. —SPENCEDOOKEY

ARTIST PROFILE



THE LEGION

THE LEGION ARE: Cules, Cee-Low, Chucky Smash

STRAIGHT OUTTA:

The East Bronx, New York

LABEL: One Love/Mercury

PROMOTION CONTACTS:

Jennifer Perry (One Love) or

Brian Samson (Mercury)

LATEST RELEASE: "Jingle

Jangle" featuring Black Sheep

ALBUM: Theme + Echo = Krill

THE TITLE MEANS:

'Theme' music of the '70s

Blaxploitation era + reverb

production styling from the Old

School days = The Shit (in

Legion lingo).

LITTLE-KNOWN FACT: Cules

and Dres went to elementary

school together in Queens, and

met each other as adults

through Chi-Ali.

MUSICAL INFLUENCES:

Curtis Mayfield, Isaac Hayes,

Leon Heywood

ON "HARDCORE": "It's not

how you dress or the words

you choose, but what you've

been through. Hardcore comes

from the heart".

THEY SAY: "We are old

school, hardcore, slammin' and

brand new all at the same time.

New rappers gotta come out

with designer clothes...but if

you like your hip-hop all about

rhyiming, skills, music, flow,

and flavor, you'll go for The

Legion.

GAVIN A/C

EDITOR: RON FELL
ASSOCIATE EDITOR: DIANE RUFER



2W	LW	TW		WEEKS	Reports	Adds	Heavy	Medium	Light	HIT FACTOR
1	1	1	MICHAEL BOLTON - Said I Loved You...But I Lied (Columbia)	9	173	0	156	16	1	99%
6	4	2	BRYAN ADAMS, ROD STEWART, STING - All For Love (A&M/Hollywood)	6	168	3	143	19	3	96%
10	9	3	CELINE DION - The Power Of Love (550 Music/Epic)	8	161	5	123	30	3	95%
2	2	4	BRYAN ADAMS - Please Forgive Me (A&M)	11	160	1	132	21	6	96%
3	3	5	BILLY JOEL - All About Soul (Columbia)	10	154	0	116	33	5	97%
7	5	6	LINDA RONSTADT - Heartbeats Accelerating (Elektra)	9	154	1	113	28	12	92%
16	10	7	TONI BRAXTON - Breathe Again (LaFace/Arista)	14	155	13	89	46	7	87%
17	13	8	JIMMY CLIFF - I Can See Clearly Now (Chaos)	13	131	10	62	50	9	85%
20	16	9	10,000 MANIACS - Because The Night (Elektra)	11	122	8	50	52	12	84%
19	17	10	ART GARFUNKEL Duet With JAMES TAYLOR - Crying In The Rain (Columbia)	8	116	6	44	54	12	84%
13	11	11	LITTLE TEXAS - What Might Have Been (Warner Bros.)	13	104	2	63	31	8	90%
4	6	12	MARIAH CAREY - Hero (Columbia)	11	138	0	95	32	11	92%
5	7	13	ELTON JOHN & KIKI DEE - True Love (MCA)	9	135	3	75	46	11	90%
8	8	14	JANET JACKSON - Again (Virgin)	12	132	3	73	44	12	89%
—	37	15	PHIL COLLINS - Everyday (Atlantic)	3	151	54	18	63	17	54%
9	12	16	JACKSON BROWNE - I'm Alive (Elektra)	11	108	0	33	54	21	81%
24	18	17	MICHAEL McDONALD - Hey Girl (Reprise)	8	98	6	32	52	8	86%
—	34	18	BRUCE HORNSBY - Rainbow's Cadillac (RCA)	3	125	22	8	64	33	58%
29	23	19	DARYL HALL - Stop Loving Me, Stop Loving You (Epic)	8	105	10	20	55	20	71%
25	22	20	JACK WAGNER - (You're The) Only One Who Knows (BFE/BMG)	13	81	0	22	48	11	86%
NEW	21	21	ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	3	125	43	7	52	23	47%
23	20	22	KIKI EBSEN - My Desire (Sin-Drome)	12	77	1	24	38	14	81%
—	32	23	SQUEEZE - Loving You Tonight (A&M)	4	92	15	6	52	19	63%
31	26	24	EARTH, WIND & FIRE - Spend The Night (Reprise)	9	74	1	13	46	14	80%
37	29	25	DONALD FAGEN - Snowbound (Reprise)	6	79	8	9	46	16	70%
14	19	26	KENNY G - Sentimental (Arista)	13	75	0	26	29	20	73%
33	28	27	TEVIN CAMPBELL - Can We Talk (Qwest/Warner Bros.)	11	75	1	9	47	18	75%
40	33	28	THE CRANBERRIES - Linger (Island/PLG)	6	82	18	12	37	15	60%
39	35	29	BETH NIELSEN CHAPMAN - Say It To Me Now (Reprise)	6	77	7	6	39	25	58%
38	31	30	AIMEE MANN - Stupid Thing (Imago)	6	67	4	6	46	11	78%
15	14	31	LORI RUSO - Rolling Ocean (Major)	15	76	0	19	38	19	75%
11	15	32	LAUREN CHRISTY - Steep (Mercury)	15	71	0	19	32	20	72%
28	24	33	CLIVE GRIFFIN - Commitment Of The Heart (550 Music/Epic)	11	64	3	10	46	5	88%
NEW	34	34	DOLLY PARTON & JAMES INGRAM - The Day I Fall In Love (Columbia)	3	81	20	3	37	21	49%
18	21	35	EXPOSE - As Long As I Can Dream (Arista)	15	65	0	17	29	19	71%
NEW	36	36	HEART - Will You Be There (In the Morning)? (Capitol)	3	91	37	4	33	18	41%
NEW	37	37	AARON ALLSTON - Always (Ultrax)	9	48	6	1	30	11	65%
NEW	38	38	OLETA ADAMS - The Day I Stopped Loving You (Fontana/Mercury)	6	47	2	0	26	19	55%
NEW	39	39	LISA KEITH - I'm In Love (Perspective/A&M)	4	44	3	1	20	20	48%
22	27	40	RICK ASTLEY - Hopelessly (RCA)	19	41	0	8	20	13	68%

Most Added

- RICHARD MARX (110)**
- PHIL COLLINS (54)**
- ROD STEWART (43)**
- HEART (37)**
- ROBBIE DUPREE (26)**

Top Tip

RICHARD MARX
"Now And Forever"
(Capitol)

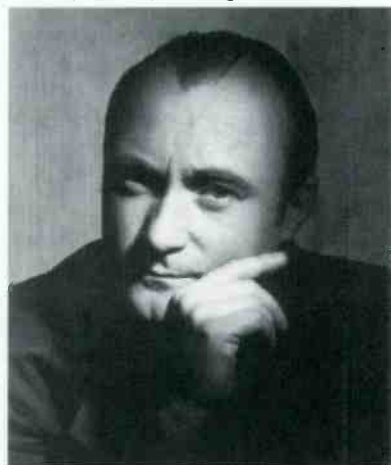
RECORD TO WATCH

ROBBIE DUPREE
"Walking On Water"
(Miramar)

Inside A/C

Nearly taking over #1 from **Michael Bolton**, the **Adams, Stewart and Sting** single, "All For Love," should be king of the hill by the time you read this. **Bolton's** 99% HIT FACTOR was enough to delay the inevitable.

The #16 to #9 move for **10,000 Maniac's** "Because The Night" comes with 84% of its total stations in quality rotation. Among the strongest believers are WTSX, WQTU, KEYW, WFRO, WHAI, KBOL, WITR, WCKQ and KATW.



Hottest track in the format is **Phil Collins'** (above) "Everyday," which moved from #34 to #15 during the holiday break. Only seven singles are being played by more A/C stations and it's #2 MOST ADDED with 54 new including KKLD, WLMX, KRNO, KBLQ, KFQD, WQID, KCRE, WQHQ and WTPI.

Highest debut is **Rod Stewart's** #21 with "Having A Party." With 43 ADDS this week it already has a 47% HIT FACTOR and party-hearty airplay from the likes of KBIG, WHMI, KELI, WKSQ, WCKQ, KOKO, WOBM, WTSX, WQLR, KYMG, KBOI and KFMO.

Chartbound

***RICHARD MARX** - "Now and Forever" (Capitol)

Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
121	110	2	4	7	5%	1

Total Reports:

This Week 184 Last Week 226

Hit Factor is a percentage of stations which will have it in Heavy or Medium rotation.

Reports accepted:

Monday at 8am through 3pm Tuesday

Station Reporting Phone: (415) 495-1990

Gavin Fax: (415) 495-2580

Gavin A/C #1 Hits From:

1/8/93 WHITNERY HOUSTON - "I Will Always Love You" (Arista)

1/11/91 SURFACE - "The First Time" (Columbia)

1/10/86 DIONNE WARWICK - "That's What Friends Are For" (Arista)

1/14/83 PATTI AUSTIN - "Baby Come Back" (Warner Bros.)

Up & Coming

Reports	Adds	
44	11	k.d. lang - Just Keep Moving (Sire/Warner Bros.)
33	4	HI-FIVE - Never Should Have Let You Go (Jive)
27	4	JOSHUA KADISON - Jessie (SBK/ERG)
26	26	* ROBBIE DUPREE - Walking On Water (Miramar)
25	2	FRANK SINATRA & BARBRA STREISAND - I've Got A Crush On You (Capitol)
23	3	RAY CHARLES - If I Could (Warner Bros.)
22	3	BOBBY BROWN Duet With WHITNEY HOUSTON - Something In Common (MCA)
21	7	* GIN BLOSSOMS - Found Out About You (A&M)
20	3	GEORGE BENSON - Lovin' On Borrowed Time (Warner Bros.)

Dropped: Phil Collins ("Both"), Bruce Hornsby, Carnie & Wendy Wilson, Meatloaf, Aaron Neville, Martin Newell & Andy Partridge, Boy George. * Indicates Debut

Plus Factor

	LW	TW	Increase
ROD STEWART From "MTV's Unplugged" - Having A Party (Warner Bros.)	1	47	46%
BRUCE HORNSBY - Rainbow's Cadillac (RCA)	23	58	35%
DOLLY PARTON & JAMES INGRAM - The Day I Fall In Love (Columbia)	16	49	33%
PHIL COLLINS - Everyday (Atlantic)	25	54	29%
RAY CHARLES - If I Could (Warner Bros.)	4	30	26%
LISA KEITH - I'm In Love (Perspective/A&M)	23	48	25%
HEART - Will You Be There (In the Morning)? (Capitol)	17	41	24%
SQUEEZE - Loving You Tonight (A&M)	43	63	20%
AARDN ALLSTON - Always (Ultrax)	49	65	16%
EARTH, WIND & FIRE - Spend The Night (Reprise)	65	80	15%
OLETA ADAMS - The Day I Stopped Loving You (Fontana/Mercury)	40	55	15%
k.d. lang - Just Keep Moving (Sire/Warner Bros.)	11	25	14%
DONALD FAGEN - Snowbound (Reprise)	57	70	13%
HI-FIVE - Never Should Have Let You Go (Jive)	20	33	13%
AIMEE MANN - Stupid Thing (Imago)	66	78	12%

Records which receive the greatest increase in Hit Factor

Check out the **Squeeze** run from #32 to #23. Sixty-three percent of all players report solid rotations including KSDN, KQMT, K99, WAHR, KVVN, WSKY, KSXY and WHAI.

Donald Fagen's "Snowbound" has weathered the holidays and clear skies are ahead as it goes from #37 to #29 to #25 on the chart with 70% of all players committed.



Dolly Parton and **James Ingram** (shown above with KBIG's Dave Verdery, KOST's Kim Amidon and Columbia's David Forman) are scoring big box office in A/C with their duet "The Day I Fall In Love." It's now charted at #34 with more than a third of the format on board.

Heart's back on the A/C chart after a few years absence. Their "Will You Be There (In The Morning)?" opens at #36 with 91 stations and 37 ADDED it this week

including KVIL, KLSY, WLEV, WQTU, WSTU, WHMS, KEYW/FM, KFQD, KKOR and WHSB.

Last issue's RECORD TO WATCH, **k.d. lang's** (below) "Just Keep Moving" from the *Even Cowgirls Get The Blues* soundtrack, roped in eleven ADDs bringing the total to 44 stations. Now on at WHAI, WCKQ, WMSQ, KLOZ, KOKO, KSDN, WPHM, KLZY, KIOO, KSHR and KCMT.

Robbie Dupree's "Walking On Water," the current RECORD TO WATCH, debuts in UP & COMING with 26 A/Cs. A few of those stations playing are WEM, WSKY, WSVV, KAYL, WHIZ, KBCQ, KQMT, KMCQ and KJNO.



New Releases

AARON NEVILLE
"I Owe You One" (A&M)

Yet another gem from his *Grand Tour* album, this is one of the most beautiful IOU's ever written.

DAN HILL with RIQUE FRANKS

"In Your Eyes" (Spontaneous)

Dan co-wrote this with Michael Masser for George Benson more than a decade ago, but this new duet version is fresh and worthy of your attention.

DARDEN SMITH"Little Victories"
(Chaos/Columbia)

A favorite track from his current album that should triumph in A/C radio and eventually exceed the play of his A/C debut, "Loving Arms."

**BEE GEES**"For Whom The Bell Tolls"
(Polydor/PLG)

Robin Gibb carries the lead vocals more often than brother Barry on this latest single from the group's *Size Isn't Everything* album. Well done, guys!

**BABYFACE**

"Never Keeping Secrets" (Epic)

Face's pillow-talkin' cool is just the ticket for this new single off his *The Cool In You* album. Sounds like those great ballads from his *Tender Love* album.

RICK ASTLEY

"The Ones You Love" (RCA)

Powerful, thought-provoking piece from Astley's *Body And Soul* album. Great production with elements of a gospel choir on the chorus.

ARTIST PROFILE

AARON ALLSTON

LABEL: Ultrax

PROMOTION CONTACT:

Tim Smith, Triple-Threat Entertainment, (818) 762-4309 FAX: (818) 762-2902

CURRENT SINGLE: "Always"

CURRENT ALBUM: Always

BIRTHDATE: October 20, 1968

BIRTHPLACE: Arizona

CURRENT RESIDENCE:

Salt Lake City

MUSICAL INFLUENCES:

Steve Wonder, Michael Jackson, Mariah Carey, Earth, Wind & Fire, James Ingram, Kenny Loggins.

FAVORITE RECORD BY

ANOTHER MUSICIAN: "It's Your Night" by James Ingram.

FAVORITE PASTIME: "Being with my family and friends, playing hoops and watching ESPN."

FAVORITE SPORTS TEAMS:

Utah Jazz and San Francisco 49ers.

FUTURE PLANS: Continue writing, producing and collaborating on many projects.

IF I WEREN'T A RECORDING ARTIST, I'D BE: "A scout for an NBA team or involved with team management."

HE SAYS: "The greatest joy is using your talents to lift people beyond the everyday struggles of life. I hope my music can lift the soul and heal the heart."

GAVIN COUNTRY

EDITOR: CYNDI HOELZLE
CONSULTING EDITOR: LISA SMITH



2W	LW	TW		WEEKS	Reports	Adds	Heavy	Medium	Light	HIT FACTOR
6	2	1	DOUG STONE - I Never Knew Love (Epic)	11	203	0	197	6	0	100%
10	9	2	CLAY WALKER - Live Until I Die (Giant)	10	203	0	187	16	0	100%
9	7	3	SHENANDOAH - I Wanna Be Loved Like That (RCA)	13	203	0	181	19	3	99%
8	8	4	WYNONNA - Is It Over Yet (Curb/MCA)	10	202	0	181	19	2	99%
15	11	5	CLINT BLACK - State Of Mind (RCA)	8	203	0	163	39	1	100%
4	3	6	SAWYER BROWN - The Boys And Me (Curb)	13	198	0	177	15	6	97%
14	12	7	BOY HOWDY - She'd Give Anything (Curb)	10	203	0	139	62	2	99%
17	15	8	JOE DIFFIE - John Deere Green (Epic)	9	203	1	129	68	6	97%
11	10	9	FAITH HILL - Wild One (Warner Bros.)	13	188	1	168	15	5	97%
18	16	10	TOBY KEITH - A Little Less Talk (And A Lot More Action) (Mercury)	8	203	0	85	114	4	98%
21	19	11	JOHN MICHAEL MONTGOMERY - I Swear (Atlantic)	5	203	0	82	120	1	100%
19	17	12	PATTY LOVELESS - You Will (Epic)	8	203	0	77	123	3	99%
13	13	13	AARON TIPPIN - The Call Of The Wild (RCA)	12	196	0	103	83	10	95%
20	20	14	BILLY DEAN - We Just Disagree (Liberty)	8	198	0	52	131	15	92%
25	22	15	GEORGE STRAIT - I'd Like To Have That One Back (MCA)	5	201	2	29	152	20	90%
22	23	16	STEVE WARINER - Drivin' And Cryin' (Arista)	9	195	6	38	128	29	85%
29	26	17	SUZY BOGGUSS - Hey Cinderella (Liberty)	5	197	2	20	157	20	90%
24	25	18	BROTHER PHELPS - Were You Really Livin' (Asylum)	9	192	3	17	138	37	81%
38	32	19	MARK CHESNUTT - I Just Wanted You To Know (MCA)	4	199	15	10	138	51	74%
28	27	20	DIAMOND RIO - Sawmill Road (Arista)	6	197	6	6	147	44	78%
39	33	21	BROOKS AND DUNN - Rock My World (Little Country Girl) (Arista)	4	197	8	12	131	54	73%
27	29	22	GEORGE JONES - High Tech Redneck (MCA)	9	190	8	11	130	49	74%
23	24	23	TRACY BYRD - Why Don't That Telephone Ring (MCA)	11	180	2	29	104	47	74%
36	34	24	COLLIN RAYE - That's My Story (Epic)	4	189	12	8	127	54	71%
30	30	25	McBRIDE & THE RIDE - No More Cryin' (MCA)	7	190	9	5	125	60	68%
5	6	26	DWIGHT YOAKAM - Fast As You (Reprise)	12	142	0	103	27	12	92%
37	36	27	JOHN ANDERSON - I've Got It Made (BNA Entertainment)	4	192	10	5	117	70	64%
31	31	28	BLACKHAWK - Goodbye Says It All (Arista)	8	185	14	7	120	58	69%
—	37	29	MARY CHAPIN CARPENTER - He Thinks He'll Keep Her (Columbia)	4	198	14	3	102	93	53%
7	5	30	BILLY RAY CYRUS - Somebody New (Mercury)	12	139	0	92	29	18	87%
—	39	31	ALABAMA - T.L.C. A.S.A.P. (RCA)	3	192	16	2	96	94	51%
—	38	32	REBA McENTIRE - They Asked About You (MCA)	3	193	18	2	93	98	49%
35	35	33	CONFEDERATE RAILROAD - She Never Cried (Atlantic)	6	182	11	7	81	94	48%
NEW	34	34	NEAL McCOY - No Doubt About It (Atlantic)	3	182	22	0	54	128	30%
2	1	35	TRISHA YEARWOOD - The Song Remembers When (MCA)	13	119	0	70	27	22	82%
40	40	36	SHAWN CAMP - Confessin' My Love (Warner Bros.)	8	149	8	3	76	70	53%
NEW	37	37	DARON NORWOOD - If It Wasn't For Her I Wouldn't Have You (Giant)	7	144	7	0	45	99	31%
NEW	38	38	VINCE GILL - Tryin' To Get Over You (MCA)	1	153	153	0	22	131	14%
3	4	39	DOUG SUPERNAW - I Don't Call Him Daddy (BNA Entertainment)	14	99	0	51	27	21	79%
NEW	40	40	TURNER NICHOLS - She Loves To Hear Me Rock (BNA Entertainment)	6	125	10	0	37	88	30%

Most Added

- VINCE GILL (153)
- LEE ROY PARNELL (129)
- MARTINA McBRIDE (124)
- RICKY VAN SHELTON (98)
- LITTLE TEXAS (64)

Top Requests

- DOUG STONE
- JOHN MICHAEL MONTGOMERY
- FAITH HILL
- CLAY WALKER
- WYNONNA

RECORD TO WATCH

LEE ROY PARNELL I'm Holding My Own (Arista)

132 stations get behind Lee Roy, including B105, WSIX, WSM, KPMS, KPLX, KNIX, WDAF, WOW, WPOC, KEBC, KSAN, etc.

Inside Country

RADIO HAPPENINGS...

Longtime **KMPS**-Seattle morning guy **Ichabod Caine** is moving to crosstown **KRPM**. The Emerald City will have to do without him for at least six months, though, while he sits out his no-compete clause... **WQKB**-Pittsburgh's Bill Macky has also moved down the block to program **WDSY**... **Eric Stevens** takes over the morning show at **KBUY**-Amarillo while **April Stevens** takes over as news director... **Doug Downs** has left **KYQQ**-Wichita. **Clint Roberts** is the new music director... **Rick Parrish** (Chyenne) has left **WTRS**-Ocala. **PD Tommy Rockwell** will be handling music, and **Pam Grey** moves from AM news to afternoon drive... **KMIT**-Mitchell's **Rodney Jay** is taking music calls Thursdays 9-11 CT... **WMPI**-Scottsburg's 4th Annual "We Care" auction, held the weekend of December 3, raised \$40,220 to buy clothes for needy children... **WGLR**-Lancaster held their 2nd annual holiday auction to benefit the needy throughout the area, raising more than \$3,400... **KICE**-Bend is getting ready to celebrate their 15th anniversary. Artists interested in contributing liners contact **Darrell Wayne** at (503) 388-3300.

ARTIST HAPPENINGS...

The lineup for the Country Radio Seminar's 25th Annual *New Faces* show has been announced.

Chartbound

	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* LEE ROY PARNELL - I'm Holding My Own (Arista)	132	129	—	5	127	4%	1
* MARTINA McBRIDE - Life #9 (RCA)	129	124	—	6	123	5%	1
CHRIS LEDOUX - For Your Love (Liberty)	115	20	—	18	97	16%	3
* RICKY VAN SHELTON - Where Was I (Columbia)	99	98	—	5	94	5%	1

Album Cuts

COMMON THREAD - I Can't Tell You Why (Gill)/Desperado (Black)/ Peaceful Easy Feeling (L.Texas)/Take It Easy (Tritt)/Tequila Sunrise (Jackson)/New Kid In Town (Yearwood)/Take It To The Limit (Bogguss)
GARTH BROOKS - Callin' Baton Rouge/Standing Outside...
GEORGE STRAIT - Lovebug
CLINT BLACK - Tuckered Out
GREG HART - Crying Shame

Total Reports:
This Week 203 Last Week 204
Hit Factor is a percentage of stations which will have the song in Heavy or Medium rotation.
Reports accepted:
Mondays - 8am through 5pm
Station Reporting Phone: (415) 495-1990
Gavin Fax: (415) 495-2580

LOOKING BACK AT '93

“Mass music formats are still working very well where they’re properly implemented.”

The top issue for radio last year had to be the industry’s response to the FCC’s rules permitting duopoly. By year’s end a great many stations had consolidated under these rules. In most markets any duopoly combination must not exceed 25% of the audience in average quarter hour share, so at the end of 1993 the question was, “What if the combination exceeds that level later—before or after the sale is approved.

This year the answer seemed to be “It doesn’t matter.” The combo simply must not exceed that figure in the most recent ratings period as measured by Arbitron (or in non-Arbitron markets by any other available recognized ratings service) prior to filing the sale.

Since the duopoly rule was implemented to compensate for an overpopulation of radio stations, which led to over half the industry losing money during the worst of the recent recession and because an unprecedented number of stations are still going bankrupt and/or dark, many duopoly deals have been designed to obtain economic advantages. This has resulted in a substantial loss of jobs in some markets.

Many operators have found that running groups of stations as cheaply as possible can result in a commensurate loss of audience and revenue, which can actually decrease profit. Interestingly, duopoly operators report that strategic plans for programming and selling the stations are necessary if improved bal-

ance sheets are to follow.

Also in 1993, under congressional mandate, the FCC quietly made the Motorola C-Quam stereo system the official national standard for AM stereo transmission, just as the number of AM stereo receivers in cars and trucks in the U.S. passed 20 million and continued increasing. Many AM broadcasters’ belief that there’s no point in investing in AM stereo because they believe there’s no public demand for it is foolish. AM stereo does sound much better than mono, and if you’re driving a vehicle with AM stereo and tune in to a stereo AM station you will hear the difference whether you even know what AM stereo is or not—and it will positively influence your listening.

In 1993, existing AM stations were given the opportunity to inform the FCC of their interest in migrating to the expanded band frequencies—1610 to 1700 kHz—to reduce interference on the AM band. Close to 1,000 AM stations wrote in; that’s just short of 20% of all AM stations, many of which don’t meet the FCC criteria for interference reduction and, oddly, including many who clearly would not benefit from the move.

The Commission then set about devising a table of allocations that would accommodate at best only about a third of these stations, after which it will announce exactly how qualifying stations are to obtain the opportunity to make this frequency migration. Those that do will be allowed five years of transitional

broadcasting on their old frequency, and license terms apparently will not require that the programming be identical before reducing interference by shutting down their old frequency for good.

In radio formats last year, we saw more Top 40 stations soften their sound into what they believe is “Hot A/C,” which often simply means Top 40 without the “hard edges” (which may presume to be the definition of A/C itself). It is not surprising that Top 40 stations making such a move often saw losses that led them to the view that Top 40 is dead. This happens every ten years and then someone goes back to real Top 40 and wins.

Country continued to be strong in most markets, but got enough new players that many markets have passed station saturation. AM continued to move toward talk and “niche” formats that often have no demonstrated audience, leading to the view that AM is dead. That opinion overlooks the fact that mass music formats are still working very well where they’re properly implemented. In addition, as the year ended, the all-sports format continued to perform poorly in most markets.



For 1994, please make a resolution to write me about your thoughts and concerns about our business. Send them c/o GAVIN. ●

CMT’s First
HOT SHOT PICK of 1994!

**Indian
OUTLAW**

Produced By: James Stroud
Co-produced By: Byron Gallimore

CURB
RECORDS

from
TIM MCGRAW

**Indian
OUTLAW**

**“FRESH”
“EXPLOSIVE”
QUICK PHONE
REACTION**

Going For Adds
JANUARY 14th

Up & Coming

Reports	Adds	Weeks	
92	9	4	CHARLIE FLOYD - Good Girls Go To Heaven (Liberty)
76	36	2	MARK O'CONNOR - The Devil Comes Back To Georgia (Warner Bros.)
74	6	7	THE MAVERICKS - What A Crying Shame (MCA)
67	8	7	KENNY CHESNEY - Whatever It Takes (Capricorn)
64	64	1	* LITTLE TEXAS - My Love (Atlantic)
63	6	3	RANDY TRAVIS - Wind In The Wire (Warner Bros.)
53	13	2	DENNIS ROBBINS - Mona Lisa On Cruise Control (Giant/Nashville)
50	50	1	* SAMMY KERSHAW - I Can't Reach Her Anymore (Mercury)
46	10	2	CIMMARON - Blacktop Road (Alpine)
36	2	3	KENTUCKY HEADHUNTERS w/ JOHNNIE JOHNSON - Stumblin' (Elektra)
35	35	1	* BELLAMYS - Not (Bellamy Bros.)
30	25	1	* HIGHWAY 101 - Who's Gonna Love You (Liberty)
28	—	4	LORI SMITH - Homeless Heart (615)

Dropped: #14-J.Berry, #18-H.Ketchum, #21-T.Tucker, #28-T.Tritt, Honky Tonk Angels (Dolly Loretta & Tammy). * Indicates Debut

Top Ten Videos

1. **SAWYER BROWN** - The Boys And Me (Curb)
2. **DOUG STONE** - I Never Knew Love (Epic)
3. **FAITH HILL** - Wild One (Warner Bros.)
4. **CLINT BLACK** - State Of Mind (RCA)
5. **DWIGHT YOAKAM** - Fast As You (Reprise)
6. **CLAY WALKER** - Live Until I Die (Giant)
7. **BOY HOWDY** - She'd Give Anything (Curb)
8. **TRISHA YEARWOOD** - The Song Remembers When (MCA)
9. **TOBY KEITH** - A Little Less Talk, A Lot More Action (Mercury)
10. **JOHN MICHAEL MONTGOMERY** - I Swear (Atlantic)

Courtesy of Country Music Television 

GUITAR GODS



Rock & Roll Hall of Famer Eddy recently stopped by **Junior Brown's** sold-out show at Nashville's Station Inn to see what all the fuss is about. **Junior** is touring in support of his *Curb* release *Guit With It*.

Scheduled to appear are: **John Berry**, **Gibson-Miller**, **Faith Hill**, **Toby Keith**, **Tim McGraw**, **Brother Phelps**, **Doug Supernaw**, **Clay Walker**, **Joy White** and **Lari White**. **Brooks & Dunn** will be this year's Super Faces... The 1994 CMA Awards will be held Wednesday, October 5... **Lorrie Morgan**, **Doug Stone** and **Marty Stuart** will host a two-hour prime-time special "Hot Country Jam" airing Saturday, February 19. Since you all will be at the **GAVIN Seminar**, be sure to set your VCRs... After his massively successful five-month North American tour, **Dwight Yoakam** is back to acting. He was recently on location filming *Roswell*,

a Showtime movie starring **Kyle MacLachlan** (Agent Cooper!) and **Martin Sheen**... Super Bowl Sunday will become "Rockin' Country Sunday" when **Wynonna**, **Travis Tritt**, **Tanya Tucker** and **Clint Black** tear up the halftime show... Congratulations to **Skip Ewing** and his wife **Angel** on the birth of their first child, **Rebecca Lynn**, on December 14...

INDUSTRY HAPPENINGS...

Big doings at Giant. **Nick Hunter** has announced the appointment of former CMT Program Manager **Bob Baker** to General Manager. **Chuck Rhodes** becomes Manager/National Field Promotion, **Jay Brooks** is the new Midwest rep and **Rick Moxley**, formerly Warner Bros. Southeast rep has been named to the new post of Associate National Manager... Capricorn ace **Rick Rockhill** leaves the label to become **Tari Laes'** new partner at Tandem... Congratulations to Warner Bros.' **Bill Mayne** and **Neal Spielberg**, who were recently upped to Sr VP/Promotion and National Director/Sales respectively... MCA Nashville has new digs, at 60 Music Square East, 37203. The main number remains the same, but you can reach the promo department at (615) 880-7346, fax (615) 880-7425.

#1 ONE YEAR AGO TODAY

GARTH BROOKS
Somewhere Other Than The Night

#1 FIVE YEARS AGO TODAY

ALABAMA -
Song Of The South

#1 TEN YEARS AGO TODAY

CHARLEY PRIDE
Every Heart Should Have One

PARTIES...

Warner Bros. recently threw a party for **Little Texas**, celebrating the gold certification of both their debut album, *First Time For Everything* and their latest *Big Time* at Market Street Beer in Nashville, while Liberty hosted a gold party for **Suzy Bogguss** and **Billy Dean** aboard a riverboat on the Cumberland River. **Jimmy Bowen** bestowed the honors on **Billy** for *Fire In The Dark* and **Suzy** got her gold plaque for *Voices In The Wind*. Atlantic chose Nashville's C&S Harley Davidson to host the platinum party for the **Confederate Railroad** bunch.

New Releases

VINCE GILL

"Tryin' To Get Over You" (MCA)

Vince, with his perfect tenor, just can't do anything wrong. No arguments, OK?

LEE ROY PARNELL

"I'm Holding My Own" (Arista)

Lee Roy has done a great job of finding songs that fit his style and range, like this one written by **Tony Arata** ("The Dance"). The tune has just the right amount of pride, and lets Lee Roy show off his slide guitar.

MARTINA MCBRIDE

"Life #9" (RCA)

Martina sounds stronger than ever on this rockin' followup to "My Baby Loves Me," written by **Kostas** and **Tony Perez**.

RICKY VAN SHELTON

"Where Was I" (Columbia)

Ricky does well with these midtempo, heavy back-beat songs. From his *A Bridge I Didn't Burn* album.

LITTLE TEXAS

"My Love" (Atlantic)

Little Texas starts off the year with one of the week's Most Added records, a soothing, harmony-filled love song that will appeal to your female listeners.

SAMMY KERSHAW

"I Can't Reach Her Anymore" (Mercury)

Between new babies and platinum albums, **Sammy's** had quite a streak of good luck lately. His latest single is firmly in the **Jones'** tradition, complete with lots of pathos and, of course, a clever turn of phrase.

ARTIST PROFILE



MARY-CHAPIN CARPENTER

LABEL: Columbia

PROMOTION VP:

Allen Butler

CURRENT SINGLE:

"He Thinks He'll Keep Her"

EDUCATION: Mary-Chapin

graduated from Brown

University in 1981 with a

Bachelor of Arts degree in

American Civilization.

LANGUAGES: During the CMA

Awards press conference in

1992, Mary-Chapin surprised

everyone by answering

questions posed by the

Japanese journalists in their

native language.

FUN FACT: After **Lyle Lovett**

married **Julia Roberts**, **Mary-**

Chapin changed the line "Lyle

Lovett's right beside me with

his hand upon my thigh" in "I

Feel Lucky" to "Julia's right

behind me saying, 'Girl, don't

even try.'"

SHE SAYS: "A lot of what has

happened to me has been

based on a combination of

fortuitous opportunities, a lot

of luck, and plenty of pratfalls,

falling on my face."

IT'S SAID: "Country meets

the suburbs, and old careless

love hooks up with genteel

angst at the **Chapin Cafe**...Her

melodies are resilient, her

lyrics bear a trace of **Ivy**

League irony and of paying

attention in poetry class—and

these days, isn't that nice?"

—Time Magazine



A³ New Releases

PHILADELPHIA SOUNDTRACK (Epic)

A³'s first unmitigated home run of 1994. Led by an astounding and somber reading by Bruce Springsteen, if there was ever a doubt as to Bruce's spell over radio, Philadelphia will dispell it. The most customized song of the lot, "Streets Of Philadelphia" is typical lone Springsteen—basic and stark—and it follows the movie's storyline with a riveting pallor. With the Springsteen song as a crown jewel, there are other major works on the soundtrack including an unreleased Peter Gabriel gem, "Lovetown" co-produced with Daniel Lanois. The Spin Doctors doctor up a faithful cover of John Fogerty's "Have You Ever Seen The Rain?" Neil Young presents the moody title track while the Indigo Girls resurrect Crazy Horse Danny Whitten's "I Don't Wanna Talk About It." Finally, Sade revives a Percy Mayfield blues number. This one looks, smells and feels like an A³ number one.



CROWDED HOUSE Together Alone (Capitol)

We're hard pressed to think of a band that combines progressive with melodic better than Crowded House. *Together Alone* is their boldest experience, stitching acoustic melody with layered electric eclectic. As usual, the unfolding lyrics and unique structures bear repeated listening, creating ample opportunities for "crowding" all dayparts with great music. Recorded at a makeshift New Zealand beach front studio, *Together Alone* is thirteen songs that are sometimes dreamy, sometimes quirky, sometimes edgy. "Nails In My Feet" is a pretty typical track,

identifiable and stylistically swirling. I like the odd sods like "Pineapple Head," "Catherine Wheels" and "Walking On The Spot," imagining how fresh-sounding these songs will sound on the radio.



TORI AMOS "God" (Atlantic)

Writers the calibre of John Lennon and Andy Partridge have tackled the task of petitioning mr. big with varying degrees of controversy and sarcasm. Here's a more humble approach, questioning but infinitely more delicate. Tori Amos has the chance to reach her widest adult audience yet, and the timing couldn't be better for all concerned. "God" is minimalist and progressive, a promising first track from an artist whose moment is at hand. Seize it!

BILLY PILGRIM "Get Me Out Of Here" (Atlantic)

Put "stir crazy" to four chords and you get "Get Me Out Of Here." While it's not polite to take pleasure in the misery of others, "Get Me Out Of Here" eloquently describes the feeling of being emotionally landlocked. Please note that like Freddy Jones, there is no Billy Pilgrim. Rather, the band is fronted by duo



Most Added

- PHILADELPHIA SOUNDTRACK (38)
- TORI AMOS (11)
- BILLY PILGRIM (7)
- CROWDED HOUSE (6)
- COUNTING CROWS (4)

Top Tip

E Broken Toy Shop (Polydor)
PHILADELPHIA SOUNDTRACK Various Artists (Epic)
A³'s favorite vowel debuts highest at #37. Look out for the Philadelphia Soundtrack! 38 out-of-the-box adds is a Gavin A³ record.

RECORD TO WATCH BILLY PILGRIM (Atlantic)

If you're looking for Billy, brush up on your Vonnegut because this Southeastern duo consists of Andrew Hyra and Kristian Bush.

Gridbound

- MORPHINE (Rykodisc)
- UNCLE TUPELO (Sire/Reprise)
- * LIBERTY HORSES (Gramavision)
- DEAD CAN DANCE (4-AD)
- PLAINSONG (Mesa)
- * CLIF EBERHARDT (Shanachie)
- ELTON JOHN (MCA)
- JAMES (Fontana/Mercury)
- * THE WALTONS (Warner Bros.)
- DAVID HALLEY (Dos)
- NANCI GRIFFITH (Elektra)
- * TORI AMOS (Atlantic)
- * HUFFAMOOSE (7 Records)

Dropped: #40 Patti Larkin, #42 Dave Alvin, #43 Al Stewart, #48 Richard Barone, Angela Strehli, Aimee Mann.

ARTIST PROFILE

MELISSA FERRICK



FROM: Ipswich, Mass.

LATEST RELEASE:

Massive Blur

LABEL: Atlantic

CONTACT: Bonnie Slifkin, 212-275-2247

MELISSA FERRICK TALKS ABOUT ALBUM'S TITLE: "The years are flying by. Oh my God, I'm twenty-three now. I toured as an unknown with Morrissey when I was 19. That was '91. Now it's '94. The years have turned into a massive blur."

THE STARK REALITY OF "HELLO DAD.": "Fortunately that song isn't completely real. I wrote it when I was 17 and growing up in Ipswich, the small town, north of Boston where they filmed *Witches Of Eastwick*. They shot the movie in a castle called Crane's Castle. Crane invented the toilet."

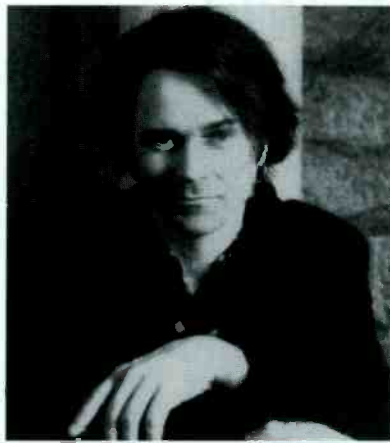
MELISSA, THE TRAINED MUSICIAN: "I played violin starting at age four for 11¹ years. Then I started playing trumpet, honestly, because it was the instrument you played in the back row. Even though I was the troublemaker, I kept at it. I ended up in a symphony playing in China."

HER 1994 RESOLUTION: "Touring is what I want to do, but getting an agent is as hard as getting a record deal. My goal is to get my band on the road."

Andrew Hyra and Kristian Bush. Billy, by the way, was the hero of Kurt Vonnegut's *Slaughterhouse Five*.

HUFFAMOOSE
(7 Records)

Huffamoose are an extremely hip-sounding quartet out of Philadelphia. Sporting the WXPN stamp of approval, actually the band has been gathering airplay well beyond the Philadelphia arena. Sounding like early Talking Heads, Huffamoose vaguely recall the innocently stark period of so-called new wave rock n roll. Using an intentionally sparse arsenal of instrumentation—drums, bass, muted guitar and detached vocals—Huffamoose's poetry and guitar work has a clever and vibrant uniqueness. We like "James," "Celeste" and "Mary."



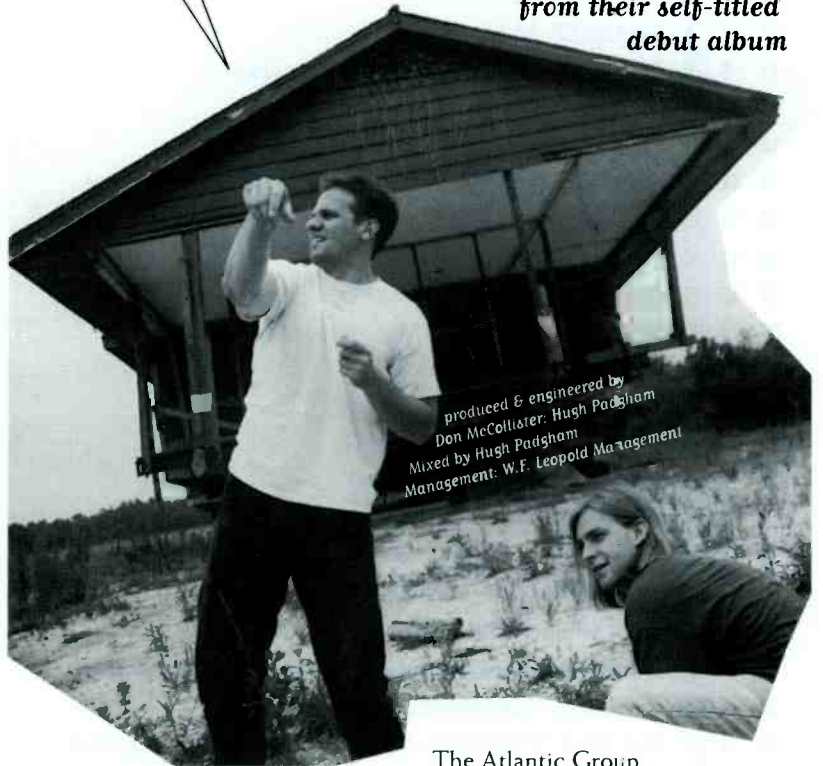
LAWRENCE GOWAN
...but you can call me Larry
(Anthem/Columbia-Canada)

For reasons unknown, Canada is becoming a real haven for progressive adult music. Whether the club audience is older, hipper or what, artists like The Boomers, Bruce Cockburn and Sarah McLachlan seem acclimated to the A³ groove. Veteran Canadian performer Lawrence Gowan (formerly Gowan?) has a voice like Terry Reid and a sophisticated, mature swagger to his brand of rock n roll. While you're ringing your friends in Canada trying to hustle up more Boomer discs, ask for a copy of Lawrence Gowan as well. Tracks include "Innocent," "Your Stone Walls," "Dancing On My Own Ground" and our fave, "Moonchild's Psychedelic Holiday."

billy pilgrim

get me out of here

the first single
from their self-titled
debut album



produced & engineered by
Don McColister, Hugh Padgham
Mixed by Hugh Padgham
Management: W.F. Leopold Management

The Atlantic Group

© 1994 Atlantic Recording Corp. A Time Warner Company



Michael JOHNATHON
a folksinger...a rock band...and a symphony

We didn't say it,
THEY did.

"Pete Seeger with a
PINK FLOYD attitude..."
SubTones Alternative Music Magazine

"ARENA FOLK..."
Asheville Citizen Times

"DYLAN meets the
MOODY BLUES..."
Associated Press

DREAMS OF FIRE
member of **NAIRD**

POETMAN RECORDS, USA
Michele Clarke Promotion 609-589-4229

TORI AMOS

produced by
Eric Rosse and Tori Amos

management: Arthur Spivak
Spivak Entertainment

GOD
UNDER THE PINK
the new album

GAVIN A²

ADULT ALTERNATIVE
EDITORS: KENT/KEITH
ZIMMERMAN



2W LW TW

- | | | | |
|------------|----|---|--|
| 1 | 1 | 1 | STANLEY CLARKE - East River Drive (Epic) |
| 2 | 2 | 2 | FOURPLAY - Between The Sheets (Warner Bros.) |
| 6 | 6 | 3 | RONNY JORDAN - The Quiet Revolution (4th & Broadway/Island) |
| 5 | 4 | 4 | BOBBY CALDWELL - Where Is Love (Sin-Drome) |
| 8 | 8 | 5 | ARTIE TRAUM - Letters From Joubee (Shanachie) |
| 3 | 3 | 6 | OTTMAR LIEBERT + LUNA NEGRA - The Hours Between Day + Night (Epic) |
| 4 | 5 | 7 | LARRY CORYELL - Fallen Angel (CTI) |
| 7 | 7 | 8 | CANDY DULFER - Sax-A-Go-Go (RCA) |
| 11 | 9 | 9 | BILL CUNLIFFE & FRIENDS - A Paul Simon Songbook (Discovery) |
| 12 | 10 | 10 | RANDY CRAWFORD - Don't Say It's Over (Warner Bros.) |
| 14 | 13 | 11 | WARREN BERNHARDT - Family Album (DMP) |
| 17 | 14 | 12 | JAZZ AT THE MOVIES BAND - A Man And A Woman Sax At The Movies (Discovery) |
| 9 | 12 | 13 | WARREN HILL - Devotion (RCA) |
| 10 | 11 | 14 | JOHN JARVIS - Balancing Act (Liberty) |
| 27 | 16 | 15 | ANDREAS VOLLENWEIDER - Eolian Minstrel (SBK/ERG) |
| 30 | 20 | 16 | CHARLES MICHAEL BROTMAN - Pacific Rendezvous (Brainchild) |
| 28 | 18 | 17 | ALEXANDER ZONJIC - Passion (Reprise) |
| 15 | 15 | 18 | RAMSEY LEWIS - Sky Islands (GRP) |
| 24 | 22 | 19 | OSCAR CASTRO-NEVES - Tropical Heart (JVC) |
| 23 | 17 | 20 | WAYNE HENDERSON - Sketches Of Life (PAR) |
| 16 | 23 | 21 | KENNY LOGGINS - Outside From The Redwoods (Columbia) |
| 13 | 19 | 22 | SPYRO GYRA - Dreams Beyond Control (GRP) |
| 34 | 29 | 23 | ALVIN DAVIS - Let It Blow (TriStar Music) |
| 29 | 24 | 24 | NANCEE KAHLER - Midnight Over Tokyo (Artifex) |
| 31 | 28 | 25 | FLYING MONKEY ORCHESTRA feat ROB MOUNSEY - Back In The Pool (Monkeyville) |
| 25 | 26 | 26 | GEORGE BENSON - Love Remembers (Warner Bros.) |
| 20 | 25 | 27 | BELA FLECK & THE FLECKTONES - Three Flew Over The Cuckoo's Nest (Warner Bros.) |
| 39 | 30 | 28 | CRAIG T. COOPER - Darkm'n (Valley Vue) |
| 19 | 21 | 29 | KENNY BLAKE - Since You Asked (Heads Up) |
| — | 35 | 30 | GIPSY KINGS - Love Liberte (Elektra/Musician) |
| 22 | 27 | 31 | BETH NIELSEN CHAPMAN - You Hold The Key (Reprise) |
| 26 | 32 | 32 | OLETA ADAMS - Evolution (Mercury) |
| 18 | 31 | 33 | DAVID LANZ AND PAUL SPEER - Bridge Of Dreams (Narada) |
| 21 | 33 | 34 | BLONKER - The Tree Of Life (Higher Octave) |
| 40 | 38 | 35 | IMAGES - ...Maybe The Moon (Fahrenheit) |
| — | 48 | 36 | WINDHAM HILL ARTISTS - A Winter's Solstice IV (Windham Hill) |
| 38 | 34 | 37 | CLIFFORD CARTER - Walkin' Into The Sun (Nova) |
| — | 47 | 38 | SPIRIT TRAVELER - Playing The Hits Of The Motor City (JVC) |
| 36 | 36 | 39 | PETER WHITE - Promenade (Sin-Drome) |
| — | 43 | 40 | MARCUS MILLER - The Sun Don't Lie (PRA) |
| 49 | 44 | 41 | NOEL POINTER - Never Lose Your Heart (Shanachie) |
| 42 | 40 | 42 | LIVING MIRRORS - In The Heart Of The Stone (Higher Octave) |
| 37 | 39 | 43 | BILLY JOE WALKER, JR. - Warm Front (Liberty) |
| 33 | 37 | 44 | LEX DE AZEVEDO - Moab (Aubergine) |
| 35 | 41 | 45 | ROBBIE DUPREE - Walking On Water (Miramar) |
| 48 | 45 | 46 | ROB MULLINS BAND - One Night In Houston (Audioquest) |
| 43 | 42 | 47 | STANLEY TURRENTINE - If I Could (Music Masters) |
| NEW | 48 | BOB THOMPSON - The Magic In Your Heart (Ichiban) | |
| 47 | 49 | 49 | k. d. lang - Even Cowgirls Get The Blues Soundtrack (Sire/Warner Bros.) |
| NEW | 50 | SADAO WATANABE - A Night With Strings (Elektra) | |

Most Added



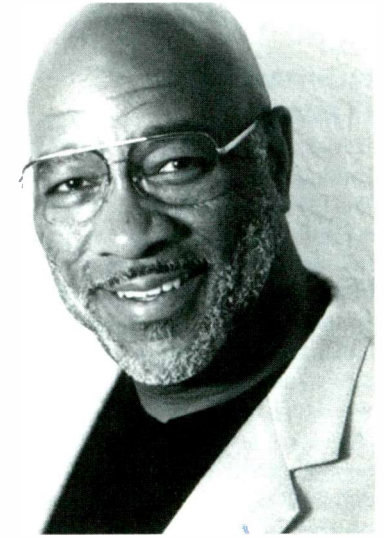
OTHELLO MOLINEAUX (5)
BOB THOMPSON (3)
FLYING MONKEY ORCH.(2)
MARCUS MILLER (2)
GIPSY KINGS (2)
SPIRIT TRAVELER (2)

RECORD TO WATCH

SADAO WATANABE
A Night With Strings
(Elektra)

A touch of A² class
debuts at #50.

Top Tip



BOB THOMPSON

The Magic In Your Heart (Ichiban)
1994's first debut at #48.

Chartbound

OTHELLO MOLINEAUX (Big World)
MICHAEL BOLTON (Columbia)
COME TOGETHER BEATLES TRIBUTE (NYC)
PHIL COLLINS (Atlantic)
FRANK SINATRA (Capitol)

Dropped: #46 Chip Davis, Philip Mathieu, Mary Black, Wind Machine, Lou Rawls, Paul Glasse.

TORCUATO MARIANO



Start the new year off right with
this year's hottest new NAC release.



PARADISE STATION

POST-BOP

2W	LW	TW	
1	1	1	RUSSELL MALONE - Black Butterfly (Columbia)
2	2	2	THE RAY BROWN TRIO - Bass Face (Telarc)
13	11	3	DEE DEE BRIDGEWATER - Keeping Tradition (Verve/PolyGram)
7	9	4	ELIANE ELIAS - Paullistana (Blue Note)
11	10	5	TONY BENNETT - Steppin' Out (Columbia)
9	4	6	MANHATTAN JAZZ QUINTET - Funky Strut (Sweet Basil/PPI Entertainment)
12	7	7	CEDAR WALTON - As Long As There's Music (Muse)
5	3	8	BUCK HILL - The Buck Stops Here (Muse)
6	5	9	GENE HARRIS QUARTET - A Little Piece Of Heaven (Concord Jazz)
3	6	10	ANTONIO HART - For Cannonball And Woody (Novus/RCA)
4	8	11	SHIRLEY HORN - Light Out Of Darkness (Verve/PolyGram)
8	12	12	GRP ALL-STAR BIG BAND - Dave Grusin Presents GRP All-Star Big Band Live! (GRP)
17	15	13	CRAIG HANDY - Introducing Three For All Plus One (Arabesque)
15	13	14	McCOY TYNER TRIO - Live At Sweet Basil (Sweet Basil/PPI Entertainment)
21	19	15	AHMAD JAMAL - Live In Paris 92 (Verve/PolyGram)
—	28	16	WALLACE RONEY - Crunchin' (Muse)
—	21	17	OSCAR PETERSON TRIO - Encore At The Blue Note (Telarc)
19	18	18	VINCENT HERRING - Dawnbird (Landmark)
23	16	19	JOE ROCCISANO ORCHESTRA - The Shape I'm In (Landmark)
14	20	20	ERNIE ANDREWS - No Regrets (Muse)
28	22	21	PETE JOLLY TRIO - Yours Truly (Bainbridge)
29	24	22	NAT ADDERLEY SEXTET - Work Song (Sweet Basil/PPI Entertainment)
26	23	23	JOE FORD - Today's Nights (BlueMoon)
18	17	24	CURTIS FULLER QUINTET - Blues-ette Part II (Savoy/Denon)
30	29	25	CASSANDRA WILSON - Blue Light 'Til Dawn (Blue Note)
25	26	26	STEVE GROSSMAN - Do It (Dreyfus Jazz)
NEW	27	27	JOSHUA BREAKSTONE QUARTET - Walk Don't Run (Evidence)
20	27	28	ROY HAYNES - When It Haynes, It Roars (Dreyfus Jazz)
10	14	29	JOSHUA REDMAN - Wish (Warner Bros.)
—	30	30	GERRY MULLIGAN with JANE DUBOC - Jazz Brazil Paraíso (Telarc)

COMMERCIAL ADULT

2W	LW	TW	
1	1	1	STANLEY CLARKE - East River Drive (Epic)
2	2	2	WARREN HILL - Devotion (RCA)
3	3	3	FOURPLAY - Between The Sheets (Warner Bros.)
4	4	4	BOBBY CALDWELL - Where Is Love (Sin-Drome)
5	5	5	RONNY JORDAN - The Quiet Revolution (4th & Broadway/Island)
8	8	6	RANDY CRAWFORD - Don't Say It's Over (Warner Bros.)
6	6	7	OTTMAR LIEBERT + LUNA NEGRA - The Hours Between Day + Night (Epic)
7	7	8	CANDY DULFER - Sax-A-Go-Go (RCA)
9	9	9	GEORGE BENSON - Love Remembers (Warner Bros.)
14	14	10	OLETA ADAMS - Evolution (Mercury)
13	13	11	KENNY LOGGINS - Outside From The Redwoods (Columbia)
12	17	12	SPYRO GYRA - Dreams Beyond Control (GRP)
10	10	13	PETER WHITE - Promenade (Sin-Drome)
11	11	14	BILLY JOE WALKER, JR. - Warm Front (Liberty)
15	12	15	LARRY CORYELL - Fallen Angel (CTI)
25	20	16	ARTIE TRAUM - Letters From Joubee (Shanachie)
20	15	17	JOHN JARVIS - Balancing Act (Liberty)
22	16	18	WARREN BERNHARDT - Family Album (DMP)
—	23	19	GIPSY KINGS - Love Liberte (Elektra/Musician)
19	18	20	RAMSEY LEWIS - Sky Islands (GRP)
27	22	21	JAZZ AT THE MOVIES BAND - A Man And A Woman Sax At The Movies (Discovery)
29	24	22	ALEXANDER ZONJIC - Passion (Reprise)
18	21	23	BETH NIELSEN CHAPMAN - You Hold The Key (Reprise)
24	19	24	BILL CUNLIFFE & FRIENDS - A Paul Simon Songbook (Discovery)
—	28	25	ALVIN DAVIS - Let It Blow (TriStar Music)
NEW	26	26	CRAIG T. COOPER - Darkm'n (Valley Vue)
NEW	27	27	PHIL COLLINS - Both Sides (Atlantic)
28	26	28	ANDREAS VOLLENWEIDER - Eolian Minstrel (SBK/ERG)
16	27	29	LEX DE AZEVEDO - Moab (Aubergine)
23	25	30	MICHAEL McDONALD - Blink Of An Eye (Reprise)

Jazz/Adult Alternative New Releases

MICHAEL MUSILLAMI GLASSART (EVIDENCE)

GlassArt is a hoppin', direct-to-two-track jazz guitar romp by Michael Musillami, currently entering the GAVIN Jazz chart at #41. In his formative days, Musillami gigged with organ trios and keyboard-less jazz bands, so he's used to dancing across the tightrope without a net. *GlassArt* locks into a few friendly "So What"-type bop grooves, but maintains an active energy level. For this demanding one-day, live studio date, Musillami brought in seasoned guns like bassist Ray Drummond, trumpet heavy Randy Brecker and sax/flautist Thomas Chapin. *GlassArt* has as many spacey moments as swinging ones, but it's hardly frantic or overly edgy. In fact, from an acoustic jazz point of view, it's as conventional as it is unconventional. Drummer Steve Johns has an especially light, yet swift touch and provides a lot of the session's brisk flight and motion. Musillami interacts smoothly with the primary soloists and rarely slips into easy chord background mode when he's out of the spotlight. We like the unpredictable "Out Of Balance" and the title cut's forceful bop. *GlassArt* is full of wacky chord changes and

tricky duet performances. Plus, recording direct to two track meant no overdubbing and any boo-boo meant starting the song all over again. One false move and *GlassArt* could have been smashed to bits.

VARIOUS ARTISTS COME TOGETHER, GUITAR TRIBUTE TO THE BEATLES (NYC)

Come Together, indie label NYC's Beatles tribute disc, stars a contemporary crop of current jazz guitar greats including Larry Coryell, Mark Whitfield and Toots Thielemans. The Beatles are a major compositional influence for many jazz players aged 40 or younger. In our Jazz/A2 profiles, the Beatles' names come up as often as Coltrane's and Cannonball's. *Come Together* boasts a strong lineup including: Ralph Towner's seasoned fusion of heady jazz and Moorish styling on the lush "Here There And Everywhere"; Toninho Horta's Samba reading of "She's Leaving Home" featuring violin, acoustic guitar and breezy Brazilian-styled background vocals; Zachary Breaux's "Eleanor Rigby," with its street-wise, rap flavored back-rhythms; Leni Stern's floating and at times vulnerable and fragile version of "Norwegian Wood." *Come Together* is clearly a double-format delight, and fear not, CT does not come off as derivative or Muzak in its approach and overall vibe.

I 9 9 4

Jump Back in the Pool with the Flying Monkeys!

25* GAVIN AA
47 MAC DEBUT
NEW & ACTIVE R&R

WQCD NEW YORK	KXDC MONTEREY
WLVE MIAMI	WCLK ATLANTA
KSJL SAN ANTONIO	WBUR BOSTON
WJJZ PHILADELPHIA	KMTN SEATTLE
WCLK ATLANTA	KCFE MINNEAPOLIS
KSBR MISSION VIEJO	KTNT OKLAHOMA CITY

flying monkey orchestra BACK IN THE POOL

CONTACT: MC PROMOTIONS 1.800.729.7450
MONKEYVILLE RECORDS 1.800.MONKEY.1

GAVIN JAZZ

JAZZ EDITORS:
KENT/KEITH
ZIMMERMAN



2W LW TW

1	1	1	RUSSELL MALONE - Black Butterfly (Columbia)
5	3	2	BUCK HILL - The Buck Stops Here (Muse)
2	2	3	THE RAY BROWN TRIO - Bass Face (Telarc)
4	4	4	ELIANE ELIAS - Paulistana (Blue Note)
6	6	5	ANTONIO HART - For Cannonball And Woody (Novus/RCA)
7	5	6	CEDAR WALTON - As Long As There's Music (Muse)
9	8	7	MANHATTAN JAZZ QUINTET - Funky Strut (Sweet Basil/PPI Entertainment)
11	9	8	CRAIG HANDY - Introducing Three For Ail Plus One (Arabesque)
17	17	9	DEE DEE BRIDGEWATER - Keeping Tradition (Verve/PolyGram)
3	7	10	SHIRLEY HORN - Light Out Of Darkness (Verve/PolyGram)
13	11	11	GENE HARRIS QUARTET - A Little Piece Of Heaven (Concord Jazz)
18	15	12	VINCENT HERRING - Dawnbird (Landmark)
10	10	13	TONY BENNETT - Steppin' Out (Columbia)
12	12	14	MCCOY TYNER TRIO - Live At Sweet Basil (Sweet Basil/PPI Entertainment)
14	13	15	GRP ALL-STAR BIG BAND - Dave Grusin Presents GRP All-Star Big Band Live! (GRP)
24	18	16	AHMAD JAMAL - Live In Paris 92 (Verve/PolyGram)
29	21	17	JOE ROCCISANO ORCHESTRA - The Shape I'm In (Landmark)
42	27	18	WALLACE RONEY - Crunchin' (Muse)
20	20	19	CASSANDRA WILSON - Blue Light 'Til Dawn (Blue Note)
16	16	20	CURTIS FULLER QUINTET - Blues-ette Part II (Savoy/Denon)
23	19	21	NAT ADDERLEY SEXTET - Work Song (Sweet Basil/PPI Entertainment)
28	22	22	OSCAR PETERSON TRIO - Encore At The Blue Note (Telarc)
30	26	23	JOE FORD - Today's Nights (Bluemoon)
25	25	24	ERNIE ANDREWS - No Regrets (Muse)
49	31	25	JOSHUA BREAKSTONE QUARTET - Walk Don't Run (Evidence)
32	28	26	PETE JOLLY TRIO - Yours Truly (Bainbridge)
22	24	27	ROY HAYNES - When It Haynes, It Roars (Dreyfus Jazz)
8	14	28	JOSHUA REDMAN - Wish (Warner Bros.)
15	23	29	ARTHUR TAYLOR'S WAILERS - Wailin' At The Vanguard (Verve/PolyGram)
36	30	30	CODY MOFFETT - Evidence (Telarc)
38	32	31	GERRY MULLIGAN with JANE DUBOC - Jazz Brazil Paraiso (Telarc)
—	46	32	HENDRIK MEURKENS - A View For Manhattan (Concord Jazz)
27	29	33	STEVE GROSSMAN - Do It (Dreyfus Jazz)
40	35	34	TONY CAMPISE - Ballads, Blues And Bebop (Heart Music)
—	39	35	BOBBY ENRIQUEZ - The Wildman Returns (Evidence)
—	41	36	SADAO WATANABE - A Night With Strings (Elektra)
—	42	37	SONNY ROLLINS - Old Flames (Milestone)
41	38	38	ANDRE PREVIN - What Headphones? (Angel/Capitol)
43	40	39	ROD WILLIAMS - Destiny Express (Muse)
21	34	40	JOE PASS - My Song (Telarc)
NEW	41		MICHAEL MUSILLAMI - Glassart (Evidence)
45	44	42	FRANK SINATRA - Duets (Reprise)
—	48	43	HUMBERTO RAMIREZ - Aspects (Tropijazz) (JZZ)
NEW	44		JACKIE McLEAN - The Jackie Mac Attack Live (Verve/PolyGram)
NEW	45		JOHN McLAUGHLIN - Time Remembered J. McLaughlin Plays B. Evans (Verve/PolyGram)
19	33	46	STANLEY TURRENTINE - If I Could (Music Masters)
44	47	47	MARK LADLEY TRIO - Evidence (Altenburgh)
—	50	48	CHARLIE WATTS - Warm And Tender (Continuum)
34	36	49	KENNY BLAKE - Since You Asked (Heads Up)
NEW	50		MARCUS MILLER - The Sun Don't Lie (PRA)

Most Added



BILL WATROUS (22)
OTHELLO MOLINEAUX (12)
LAFAYETTE HARRIS, JR. (9)
JIM HALL (8)
WALLACE RONEY (7)

Top Tip

MICHAEL MUSILLAMI

Glass Art
(Evidence)

Michael Musillami makes a smashing early year debut with Glass Art.

RECORD TO WATCH

BOB THIELE COLLECTIVE Lion-Hearted (Red Baron)

One of jazz's veteran producer/musicians is poised for some New Year's chart action.

Chartbound

LAFAYETTE HARRIS, JR. (Muse)

BOB THIELE COLLECTIVE (Red Baron)

RICKY FORD (Candid/DA)

CHRIS WHITE PROJECT (Muse)

* BILL WATROUS (GNP Crescendo)

OTHELLO MOLINEAUX (Big World)

ALI RYERSON (Red Baron)

DAVID MURRAY (Red Baron)

SCOTT HAMILTON (Concord Jazz)

* COME TOGETHER COLLECTON (NYC)

WARREN BERNHARDT (DMP)

Dropped: #37 T.S. Monk, #43 Sheila Jordan/Mark Murphy, #45 Eric Reed, #49 Benny Green Trio, Tom Lellis.

ARTIST PROFILE

JACKY TERRASSON



FROM: Paris

HOME: New York City

LABEL: unsigned

LATEST RELEASES:

AS LEADER: What's New (J.A.R.)

AS SIDEMAN: Wailin' At The Vanguard - Arthur Taylor's Wailers; Sax Storm - Ravi Coltrane, Antoine Roney

LATEST

ACCOMPLISHMENTS: Won the prestigious 1993

Thelonious Monk Piano

Competition in November.

Currently on tour with Betty Carter.

INFLUENCES: Monk, Miles, Bud, Herbie, Jamal, Jarrett

ON ANONYMITY: "When I first moved to New York three years ago, it was really tough—nobody knows you, it's tough to get gigs and you're not making any money. I didn't even have a piano to practice, so I had to sneak into schools to play."

ON THE MONK

COMPETITION: "I was preparing for my trio album for a couple weeks before the gig, and then had a rehearsal with Betty Carter the day before. I flew into D.C. and played the semifinals an hour after I got off the plane. The night of the finals I flew to California to start the tour with Betty, so I haven't really had a chance to let it sink in."

FUTURE PLANS: Jacky Terrasson Trio will perform at Bradley's in NYC January 17 - 22, 1994.—J. Olaine

GAVIN ROCKS

PROFILE EDITOR:
SHEILA RENÉ



ARTIST PROFILES

MEATHOOK SEED



LINEUP: Mitch Harris, guitars; Trevor Peres, vocals; Donald Tardy, drums; Shane Embury, bass on tour.

LABEL: Earache Records

RECORDED AT: Baby Monster Studios in New York City

PRODUCTION HELP: Napalm Death's sound engineer Steve Gurney and studio engineer Pete Coleman

MITCH HARRIS TALKS ABOUT:

THE ALBUM: "It just came out in November in the U.S. but it was out in Europe last March. Wherever I did press, which was only in England and Germany, it sold quite well.

THE PROJECT'S HIGHLIGHT: "It was definitely the final recording in the studio. I wrote eight tracks. Donald learned the drums quickly and Trevor did the vocals. It was killer because it was so easy going. There was no pressure, and if anyone had any ideas we didn't rule them out. I've been in the studio too many times when it was stressful. We were a little bit altered, but just set up a super atmosphere that comes through in the music."



THE SECOND MIX: "The first mix was a bit of a rush. There were a lot of things I wanted to put into the music that we just couldn't do. In the end

the album sounded too normal. We went in to mix with the proper technology and then we got samples which we didn't overdo, but introduced very subtly."

THE RECORDING TIME: "We did it all in three and one-half days. It was cool and I happen to think it's good to work under pressure without feeling the pressure."

WRITING: "I was going through a pretty bad patch and I was really depressed when I was writing these songs. I just let everything loose and didn't care about what anyone might think. It's all very personal stuff."



HIS FAVORITE TUNE: "Day of Conceiving." What I had in mind was to explain the atmosphere and not the action."

TREVOR PERES: "It was weird. I had all the music in mind and wasn't thinking about who was going to sing it. I was talking with Trevor one night and he told me he always wanted to sing. His influences are Tom Warrior, John Tardy and Henry Rollins. It fit perfectly."

THE BAND'S NAME: "I have this almost maternal fascination with having a son. At the moment I can't fulfill the dream because I want to be there and see him grow up. Even if I had a daughter I'd be so into it. It would make my life worthwhile."



Meathook Seed seemed like the perfect name. My Mom always told me that when I got around to having kids they'd be freaks

because I was such a bad kid myself. I'm pretty normal and down to earth but sometimes I do come out with some weird things."

THE ARTWORK: "It was walking down the street one day in Rhode Island and I saw it on a flyer on a signpost. I got this really special feeling and decided on the spot that it was what I needed for the album. I'd really like to someday meet the artist sometime"

PREDICTIONS FOR '94: "Most of today's bands seem to be moving away from where they started. The new Napalm project is different, the new Carcass is different. The scene is stagnating and we're trying to move away from it—but not too far. But you have to keep moving. Music is going to change a lot."

NEW NAPALM: "We're finished with the new Napalm Death album. We've matured songwriting-wise and we were not afraid to try something different. We decided to do whatever came from our heart, something very natural. The new progression wasn't forced at all. All the trademarks are still there."

Hard Rock Releases

PRONG Cleansing (Epic)

Having just received the pre-release cassette and a flyer informing me that *Cleansing* won't be in stores until January 25, it may be a little premature for reviewing, but after listening to the tape, I just couldn't help myself. The energetic metallic rock grooves on this tape will hardly keep radio from playing it until the assigned add date, so I don't feel guilty for being over anxious. *Cleansing* showcases Prong's imposing hard rock/metal sound which has become increasingly intriguing since their *Beg To Differ* and *Whose Fist Is It Anyway* albums. The former established them as a serious metal band that flirted with funky bass lines and other atypical rock styles. Those funk days are gone having been replaced by vigorous pools of industrial spuzz that allow Prong to explore different avenues of '90s hard rock. From the crunching riffs of "Another World Device" to inexhaustible guitar romps of "Test," Prong never deviates from churning fast-paced chunks of metalized industrial rock which will undoubtedly attract hard rock, metal and industrial listeners. Definitely not lacking in speed, the extreme guitar assaults of Tommy Victor complement his staunch vocals while keeping pace with Ted Parsons' drum bludgeoning and Paul Raven's (Killing Joke) bass slams. The industrial glaze which is most prominent on "Out Of This Misery" melds Prong's metallic music to a higher degree of grittiness, which will only increase the appetency of hard rock listeners. John Bechdel of Murder Inc. and Killing Joke shares his programming and sampling skills to heighten the industrial finish of Prong's complex musical wizardry. Be sure to check out "Whose Fist Is This Anyway," "Sublime," "Not Of This Earth," "Snap Your Fingers, Snap Your Neck," "No Question," "Broken Peace," "Home Rule" and "Cut Rate." Actually, all the tracks deserve a listen.

COURSE OF EMPIRE Infested (Zoo)

Most rock stations should have this contagious EP by now, giving your listeners a taste of Course Of Empire's unwavering current rock sound. The first cut, "Infested," features layers of edgy guitar riffs

which are supported by head banging tribal drumming that sounds a little like the drum scheme from The Cramps' "Bikini Girls With Machine Guns." Course Of Empire boasts a stern commanding rock sound that occasionally slips into uncharted realms of alternative rock blasts (most evident on the fourth track "Joy.") The second track is a remix of "Infested" which features a busty horn section and echoing lyrics that fade into obscure guitar twisted rhythms. Also included is a cover of Fear's "Let's Have A War," which is performed with punk rock lust and *Repo Man* flare. Course Of Empire will stir the malignant yearnings for heavy guitars in the most slothful listener. If you pride your station on playing current rock, you certainly don't want to miss this one.

CORPORATE DEATH Multi Death Compilation (Relapse)

Relapse Records have outdone themselves by offering a slew of some of the most ardent guitar-choking death metal bands to ever wield an ax. The *Relapse Multi Death Compilation* offers hard-core death metal bands who crank out some serious guitar grinds, vocal growls and quick-tempoed drumming. The results will convince any rock listeners that this is the ultimate in underground music. With their viciously hard-edged musical style and the occasional offending lyric, it's very unlikely that any of the bands featured will be played on commercial radio. So it's up to the college radio and the very daring commercial rocker to play the music that our mothers have always warned us about. This compilation includes death metal bands new and old as well as previously unreleased tracks from Incantation, Exit-13, Convulse (my fave), Mortician, Disrupt, Macabre and Phobia. Some bands are harder than others but they all display similar death metal traits including shrieking or growling vocals, low-end guitar grinds which occasionally break out into a jazz fusion jam like on Exit-13's "Societally Provoked Genocidal Contemplation." Hyper drumming is also used frequently. Don't miss Disrupt's "Mind Lock," Suffocation's "Human Waste" and Exit-13's "Diet For A New America." With 29 different hard-core death metal songs to choose from, this grisly CD is made for metal radio.

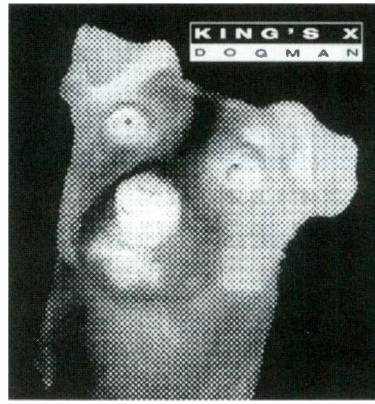
BY ROB FIEND

GAVIN ROCKS

ASSOCIATE EDITOR:
ROB FIEND



Most Added



KING'S X
SCORPIONS
INVOCATOR
STONE FREE
RAMONES
COURSE OF EMPIRE
FIGHT
Top Tip



SAM BLACK CHURCH

Let In Life
(Taang!)

"These Boston rockers thrash their way onto the chart becoming the highest debuting record for the first week of '94."

RECORD TO WATCH

CROWBAR
Crowbar
(Pavement)

"Crowbar's upward movement and unwaivering support from rock radio justifies their being this week's smokin' band."

Chartbound

- Life Of Agony** (Roadrunner) "This Time"
- Sleep** (Earache/Mosh) "Dragoraut"
- * **Greta** (Mercury) "Is It"
- Muzza Chunka** (Rowdy/Arista) "Fishy Pants"
- Fudge Tunnel** (Earache/Columbia) "10%"
- * **Stressball** (Pavement) "Dust"

Dropped: #47 Phil Collins, #48 Robert Plant, Melissa Etheridge

Rock Releases

KING'S X "Dogman" (Atlantic)

Houston's hard-rock trio has returned with a new single from their upcoming album *Dogman* scheduled for a January 25 release. Blending Jimi Hendrix style guitar grooves with raw '90s rock, King's X delivers an excellent hard rockin' tune that is sure to get many spins on college and commercial rock stations. "Dogman" launches into hip-swinging metallic guitar riffs that dive around vitalized drum bashing and well-executed bass vibes wrapped around harmonizing vocals. With the departure of their long time manager Sam Taylor, the creative gag has been lifted from King's X. Taylor's replacement, Ray Daniels, along with producer Brendan Obrien (Stone Temple Pilots, Pearl Jam, God), has allowed King's X's hard rock tendencies to emerge naturally. Once college radio begins to give "Dogman" generous airplay, it won't be long before commercial rock radio gets on the wagon.

DANZIG "Mother" (American/Reprise)



From the *Thrall-Demon-sweatlive* album comes the single "Mother" which you

all should have received and should be spinning. It's nothing new, but it represents current hard rock's infiltration of Album radio. The hard low-end guitar licks and heavy drumming along with Glenn Danzig's howling vocals make this single appealing to hard rock/metal listeners who thrive on current rock.

DANDELION Under My Skin (Ruffhouse/Columbia)

Look for Dandelion's first single of the year and give your listeners a taste of complex guitars layered with whirling riffs and hard-edged melodies. This single is another current rock band that has the potential to do well on college as well as on commercial rock radio stations. It's from the 1993 album *I Think I'm Gonna Be Sick*, which didn't really get the airplay it deserved on rock radio, because Dandelion was labeled "alternative." These guys rock regardless of what they're called and hard rock/metal listeners will get off on Dandelion's immense guitar digs, rhythmic drumming and riveting vocals. The B side features a very cool live cover of the Stones "Citadel," which rock listeners will get a kick out of. Check it out.

2W LW TH

- | | | | |
|------------|----|----|--|
| 1 | 1 | 1 | PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic) |
| 4 | 5 | 2 | STONE FREE - Pretenders, Clapton, Cure, Body Count, Belly (Reprise) |
| 3 | 3 | 3 | RUSH - Stick..., Coldfire, Animate (Atlantic) |
| 5 | 4 | 4 | NIRVANA - Heart Shaped, All Apologies, Rape Me, Serve (DGC) |
| 2 | 2 | 5 | GUNS N' ROSES - Estranged, Ain't It Fun (Geffen) |
| 7 | 7 | 6 | STONE TEMPLE PILOTS - Wicked Garden, Creep (Atlantic) |
| 8 | 8 | 7 | BEAVIS AND BUTT-HEAD - White Zombie, Megadeth (Geffen) |
| 14 | 10 | 8 | FIGHT - Immortal Sin, Little Crazy (Epic) |
| 11 | 11 | 9 | SCORPIONS - Alien Nation, Wrong (Mercury) |
| 15 | 13 | 10 | TOOL - Sober, Undertow (Zoo) |
| 16 | 15 | 11 | CANDLEBOX - Change, You (Maverick) |
| 19 | 16 | 12 | SMASHING PUMPKINS - Today, Cherub Rock, Mayonaise, Disarmed, Geek USA (Virgin) |
| 17 | 17 | 13 | BLIND MELON - No Rain, I Wonder, Tones Of Home (Capitol) |
| 22 | 18 | 14 | METALLICA - Sad, Roam, Nothing, Unforgiven, Sandman (Elektra) |
| 31 | 31 | 15 | STICK - No Groovy (Arista) |
| 24 | 23 | 16 | ANTHRAX - Black Lodge (Elektra) |
| 6 | 6 | 17 | AEROSMITH - Fever, Cryin', Rich, Edge, Get A Grip, Amazing (Geffen) |
| 12 | 12 | 18 | BROTHER CANE - That Don't Satisfy Me (Virgin) |
| 21 | 20 | 19 | SEPULTURA - Territory (Roadrunner/Epic) |
| 9 | 9 | 20 | CRY OF LOVE - Bad Thing (Columbia) |
| 27 | 26 | 21 | DANZIG - Mother (Def American/Reprise) |
| 33 | 32 | 22 | MOTORHEAD - Burner (ZYX/Motorhead) |
| 18 | 21 | 23 | HEART - Black On Black II (Capitol) |
| 30 | 29 | 24 | TAD - Grease Box (Giant/Mechanic) |
| 35 | 30 | 25 | WHITE ZOMBIE - Thunderkiss '65 (Geffen) |
| 10 | 22 | 26 | TOM PETTY & THE HEARTBREAKERS - Mary Jane's Last Dance (MCA) |
| 34 | 28 | 27 | STRIP MIND - Texas Radio Horror (Warner Bros./Reprise) |
| 13 | 14 | 28 | ALICE IN CHAINS - Down In A Hole (Columbia) |
| 26 | 27 | 29 | SCREAMING CHEETAH WHEELIES - Shakin' The Blues (Atlantic) |
| 23 | 25 | 30 | GIN BLOSSOMS - Found, Mrs. Rita, Soul Deep, Shut Up & Smoke, Lost Horizons (A&M) |
| 44 | 35 | 31 | TYPE O NEGATIVE - Christian Woman, Black, Set Me On Fire, Bloody Kisses (Roadrunner) |
| 36 | 24 | 32 | IAN MOORE - How Does It Feel, Nothing (Capricorn) |
| 46 | 44 | 33 | JUDGEMENT NIGHT - Onyx/Biohazard (Immortal) |
| 39 | 37 | 34 | CROWBAR - Fixation (Pavement) |
| 25 | 33 | 35 | JOE SATRIANI - All Alone (Relativity) |
| 20 | 19 | 36 | U2 - Lemon, Zooropa, Numb, Stay, Daddy's, Some Days (Island/PLG) |
| 12 | 12 | 37 | BROTHER CANE - That Don't Satisfy Me (Virgin) |
| 49 | 43 | 38 | MELVINS - Honey Bucket (Atlantic) |
| NEW | 39 | 39 | SAM BLACK CHURCH - The Right Fuel, Dance (Taang!) |
| 32 | 34 | 40 | CRACKER - Low, Movie Star, Nostalgia (Virgin) |
| 43 | 42 | 41 | PAW - Couldn't Know, Jessie, Gasoline, Lolita (A&M) |
| 28 | 38 | 42 | LENNY KRAVITZ - Is There Any Love In Your Heart (Virgin) |
| 29 | 36 | 43 | JOHN MELLENCAMP - What If..., Human Wheels, When Jesus... (Mercury) |
| 38 | 40 | 44 | JOHN HIATT - Perfectly Good Guitar (A&M) |
| NEW | 45 | 45 | MUTHA'S DAY OUT - My Soul Is Wet (Chrysalis/ERG) |
| — | 50 | 46 | PARADISE LOST - Remembrance, Embers Fire (Metal Blade) |
| NEW | 47 | 47 | CARCASS - Buried Dreams (EARACHE/COLUMBIA) |
| 40 | 41 | 48 | SOUL ASYLUM - Trace, Runaway Train, Black Gold, Somebody (Columbia) |
| 45 | 46 | 49 | APRIL WINE - That's Love (Import) |
| 41 | 45 | 50 | BIG HEAD TODD - Bittersweet, Broken Hearted (Giant/Reprise) |

Reports accepted Monday 9am - 5pm and Tuesday 9am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

IF YOU ARE DOING TV...

"The image that you put on your television commercial must be consistent with the image you want your listeners to have of the radio station."

There's new evidence that the image of your station's TV commercial must be carefully constructed to reflect the station's on-air image.

The Radio Network Association recently sponsored the "Imagery Transfer Study." Their primary interest was to find justification for heavy television advertisers to spend more of their budget in network radio, but the fallout of this study is significant for local sales and for the marketing of radio stations.

What the study proved was that a survey respondent, when hearing a TV soundtrack played on the radio, recalls the television visual. "This is a fantastic story for radio," says Dr. Tom Evans, VP research for Westwood One Radio Networks. "It proves the power of the word to generate images. The large increase in recent years of new media has not dulled the human mind to recall images."

The way I see it, the study suggests that the image that you put on your television commercial must be consistent with the image you want your listeners to have of the radio station. The visuals that are in your television commercial will become the visualization of your radio station. The research implication is clear: The image you want your listeners to have of your radio station must be seen on television. Further, the image you have on television must be supported by the audio you audience hears on your radio station.

Wayne Campbell, VP of marketing for Film House, the leading producer of television commercials for radio stations, says, "The icons selected must help people remember the format of the radio station." He adds, "The images selected must be true, unique, differentiated from other radio stations, and grounded in user benefit."

These factors, which are sort of standard operating procedure, have been proved within the Imagery Transfer Study. "Imagery Transfer" is defined as the "percentage of respondents who can correctly describe the prime visual elements in the commercial or campaign after

hearing only the audio." The theory behind imagery transfer assumes a memorable commercial, run frequently on TV, with a large audience that has seen and absorbed the theme and message. The repeated exposure will have built up a mental association between the sight and sound elements in the commercial. Hence, when radio listeners hear the television commercial's audio they associate the television sound and draw a mental picture.

There may be a case here to play your television commercial on your radio station to extend the visualization of the station! Certainly, it would be a cost effective way to extend the television advertising that the station pays so much for. Campbell says that many of Film House's clients pay the television commercial talent a fee to use their voices on the radio. Sometimes the whole soundtrack is played, sometimes just a portion of the soundtrack, and other times the same artist will cut liners and IDs for the station. The marketing sense of it is to be consistent in the image and extend the awareness of it.

Part of the Imagery Transfer Study showed radio's ability to have listeners create images as well as transfer them. Created images are those that did not appear in either the prepared audio tape or in the video portion of the television commercial. The created images are formed in the person's mind and may be based on an emotional response to the commercial. About 13 percent of the sample created images.

Ron Werth, who is senior VP/research for the Unistar Radio Networks, says, "The most significant finding in the new study is that it reinforces and supports that radio can be a strong element in a media mix."

The Imagery Transfer Study was conducted by Statistical Research, Inc. of Westfield, New Jersey. They are the research company that produces the network radio ratings through the highly respected RADAR reports. The study had a national sample of 858. The in-depth telephone interviews were

conducted last spring with a response rate of 60 percent, which is quite good in today's research environment.

A random digit dialing technique was used. An individual 18+ was randomly selected from the household. Each respondent was played two television commercials that were 20 to 30 second segments from a television spot for a long distance service, a fast food restaurant and an automobile manufacturer. The commercial was randomly placed first or second to avoid any bias that may have been introduced by placement.

Respondents were asked if they had a television and radio, in working order, in the household, and how much they viewed/listened to each medium on a typical day so that the sample could be segmented into lighter and heavier users of the medium. They were asked their attitude about advertising, and whether or not they use the product or service in the category advertised.

The video image was transferred in 76 percent of the cases for automobiles and long distance services and 75 percent for fast foods, but in the important 18-49 demo, the percentage of imagery transfer went up to 81 percent for fast food, 82 percent for automobiles and 79 percent for long distance services.

The practical implications that can be concluded from this study for a radio station about advertising on television are: (1) Radio can be highly efficient to reinforce a television campaign; (2) radio can extend the budget over a longer period, or fill the gaps between flights of television commercials.

"Advertisers can get more mileage out of a television campaign using radio," said Paul Bronstein, vice president of research for CBS Radio Networks. "Radio broadcasters



have sold this for years, but now there is research to support it."

For more information, contact the Radio Network Association. ●

GAVIN ALTERNATIVE

EDITOR: LINDA RYAN
ASSOCIATE ED: SEANA BARUTH



2W LW TW

- | | | | |
|------------|----|----|---|
| 2 | 2 | 1 | LEMONHEADS - Great Big No, Into Your Arms, Rest Assured, Paid (Atlantic) |
| 7 | 7 | 2 | PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic) |
| 6 | 5 | 3 | STONE FREE - Pretenders, Clapton, Cure, Body Count, Belly (Reprise) |
| 8 | 6 | 4 | TEENAGE FANCLUB - Hang On, Radio, Escher, The Cabbage, Tears (DGC) |
| 11 | 11 | 5 | JAMES - Laid, Sometimes, Say Something, No No (Fontana/Mercury) |
| 4 | 3 | 6 | KATE BUSH - Eat The Music, Rubberband Girl, Constellation (Columbia) |
| 5 | 4 | 7 | AFGHAN WHIGS - Debonair, Sweet, Jail, Curse (Elektra) |
| 3 | 8 | 8 | NIRVANA - Heart Shaped, All Apologies, Rape Me, Serve (DGC) |
| 1 | 1 | 9 | NO ALTERNATIVE COMPILATION - Soul Asylum, Nirvana, Bob Mould (Arista) |
| 9 | 14 | 10 | BREEDERS - Cannonball, Divine Hammer, Invisible Man (4-AD/Elektra) |
| 10 | 10 | 11 | COCTEAU TWINS - Evangeline, Summerhead, Bluebeard (Capitol) |
| 14 | 15 | 12 | SMASHING PUMPKINS - Today, Cherub Rock, Mayonaise, Disarmed, Geek USA (Virgin) |
| 15 | 13 | 13 | BLUR - Chemical World, Turn It Up, For Tomorrow, Pop Scene (SBK/ERG) |
| 20 | 18 | 14 | NICK HEYWARD - Kite, Caravan (Epic) |
| — | 28 | 15 | CROWDED HOUSE - Locked Out, In My Command (Capitol) |
| 13 | 9 | 16 | BORN TO CHOOSE - R.E.M./N.Merchant, Matthew Sweet (Rykodisc) |
| 17 | 17 | 17 | TOM WAITS - The Black Rider, November, 'Taint (Island/PLG) |
| 25 | 23 | 18 | COUNTING CROWS - Mr. Jones (DGC) |
| 19 | 19 | 19 | GIN BLOSSOMS - Found, Mrs. Rita, Soul Deep, Shut Up & Smoke, Lost Horizons (A&M) |
| 12 | 12 | 20 | SWERVEDRIVER - Duel, Never Lose, A Change Is, You Find (A&M) |
| 26 | 21 | 21 | SPINANES - Entire, Spitfire, Uneasy, Noel (Sub Pop) |
| 42 | 25 | 22 | COWBOY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (RCA) |
| 28 | 27 | 23 | ONE DOVE - White Love (Polydor/PLG) |
| — | 34 | 24 | STONE TEMPLE PILOTS - Creep, Wicked Garden, Plush (Atlantic) |
| — | 42 | 25 | RAMONES - Substitute (Radioactive) |
| 16 | 16 | 26 | DEAD CAN DANCE - Ubiquitous, Yulunga, Ariadne, Spider. (4-AD) |
| 18 | 20 | 27 | INXS - Full Moon, Dirty Hearts, I'm Only Looking (Atlantic) |
| 24 | 24 | 28 | CONCRETE BLONDE - Heal It Up, Close To Home, End Of The Line (Capitol) |
| 31 | 29 | 29 | MAE MOORE - Bohemia (TriStar Music) |
| NEW | 30 | 30 | BJORK - Big Time, Human Behaviour, Aeroplane, Violently Happy (Elektra) |
| 21 | 26 | 31 | BUFFALO TOM - Soda Jerk, Tree House, Latest Monkey (B.Banquet/eastwest) |
| NEW | 32 | 32 | POSSUM DIXON - Watch The Girl (Interscope/Atlantic) |
| 30 | 32 | 33 | CRACKER - Low, Movie Star, Nostalgia (Virgin) |
| 22 | 22 | 34 | POGUES - Tuesday Morning, Once Upon A Time (Chameleon/Elektra) |
| 35 | 35 | 35 | REDD KROSS - Jimmy's Fantasy, Lady In The Front Row (Mercury) |
| 36 | 36 | 36 | UNCLE TUPELO - Long, Give Back, Chickamauga, Fifteen (Sire/Reprise) |
| 41 | 41 | 37 | US 3 - Cantaloop (Capitol) |
| 44 | 44 | 38 | BOO RADLEYS - Barney, Lazarus, I Hang, Wishing, Lose The Fear (Columbia) |
| 34 | 39 | 39 | THE CONNELLS - Slackjawed, Hey You, 74-75 (TVT) |
| 40 | 40 | 40 | THE BOREDOMS - Hey Bore Hey, Okinawa, Pop Tatari (Reprise) |
| 27 | 38 | 41 | MACHINES OF LOVING GRACE - Butterfly Wings (Mammoth/Atlantic) |
| 37 | 37 | 42 | YO LA TENGO - Big Day, Motel 6, Nowhere, Whole (Matador/Atlantic) |
| 46 | 43 | 43 | TRIBE CALLED QUEST - Award Tour (Jive) |
| 47 | 47 | 44 | SHONEN KNIFE - Brown Mushrooms, Butterfly (Virgin) |
| 45 | 48 | 45 | U2 - Lemon, Zooropa, Numb, Stay, Daddy's, Some Days (Island/PLG) |
| 23 | 30 | 46 | 10,000 MANIACS - Because The Night (Elektra) |
| 29 | 31 | 47 | MAZZY STAR - Fade Into, She's My Baby, So Tonight, Blue Light (Capitol) |
| NEW | 48 | 48 | BECK - Loser (Geffen) |
| NEW | 49 | 49 | CHAPTERHOUSE - We Are The Beautiful (Dedicated/RCA) |
| 48 | 50 | 50 | KIRSTY MacCOLL - Titanic, Can't Stop, Angel (IRS) |

Most Added

COURSE OF EMPIRE (10)

JAWBOX (9)

BECK (9)

THE OTHER TWO (8)

CRACKER (7)

POSSUM DIXON (7)

Top Tip



BJORK

"Big Time Sensuality"
(Elektra)

Another hit track and Bjork redebuts at #30.

Top Requests

PEARL JAM

SMASHING PUMPKINS

THE BREEDERS

THE LEMONHEADS

STONE FREE (THE CURE)

RECORD TO WATCH

THE LEVELLERS

"This Garden"
(Elektra)

This one's so good, KEDJ, KBAC, KCRW, KCMU, etc. came in early.

Chartbound

BLIND MELON - "Tones Of Home" (Capitol)

CRASH TEST DUMMIES - "MMM MMM MMM"
(Arista)

DIG - "Believe" (Radioactive)

ARTIST PROFILE

LOIS



FROM: Washington, D.C.

LATEST RELEASE: Strumpet

LABEL: K

IT'S SAID: "Despite her genuine enthusiasm for the DIY/"K" aesthetic, Lois Maffeo, unlike so many contemporaries (not just on K but major labels as well), seems to have no need for kitsch, post-modernism, or cultural reference. Instead, she offers offhandedly inspired, romantically realist lyrics like this from 'Narcissus' (from her last album, *Butterfly Love*): 'I heard what you said, I know what you meant/I see what you mean, it's clear as cement/Cut down to the heart, so raw and complex/It's only the truth that love truly wrecks.'" I

—Alternative Press

SHE SAYS: "I'm a punk, I'm not a folkie. I play music that I guess doesn't sound much like punk rock, but it's definitely informed by punk rock, more than anything else."

—Lois Maffeo

THEY SAY: "Her songs aren't merely about love and low self-esteem (the familiar territory of girls' lives), but about retaining one's mental clarity in the midst of emotional turmoil (and boredom), about finding romance in one's own—rather than someone else's—soul."

—Gina Arnold, LA Weekly

FUN FACTS: Lois also recorded three singles with Yo-Yo studio's Pat Maley as the band Courtney Love, and Bratmobile's Molly Neuman plays drums on *Strumpet*.

swirling guitars. HYPNOTIC GROOVES.

the key to it all
is now in your hands...

we are the beautiful

Add date: January 17th

The lead track from
BLOOD MUSIC, the new album by

chapterhouse

stretch your mind...

DEDICATED ARISTA

© 1993 Dedicated
Manufactured and Distributed by Arista Records, Inc.
A Bertelsmann Music Group Company

COMMERCIAL RADIO

2W	LW	TW	
2	—	1	SMASHING PUMPKINS - Cherub Rock, Today, Mayonaise, Disarmed, Geek USA (Virgin)
1	—	2	KATE BUSH - Eat The Music, Rubberband Girl, Constellation (Columbia)
3	—	3	NIRVANA - Heart Shaped, All Apologies, Rape Me, Serve (DGC)
6	—	4	STONE FREE - Pretenders, Clapton, Cure, Body Count, Belly (Reprise)
5	—	5	GIN BLOSSOMS - Found, Mrs. Rita, Soul Deep, Shut Up & Smoke, Lost Horizons (A&M)
4	—	6	LEMONHEADS - Into Your Arms, Great Big, Rest Assured, Paid (Atlantic)
7	—	7	NO ALTERNATIVE COMPILATION - Soul Asylum, Nirvana, Bob Mould (Arista)
8	—	8	PEARL JAM - Go, Daughter, Rearview Mirror, Rats (Epic)
9	—	9	JAMES - Laid, Sometimes, Say Something, No No (Fontana/Mercury)
10	—	10	BORN TO CHOOSE - R.E.M./N.Merchant, Matthew Sweet (Rykodisc)
11	—	11	AFGHAN WHIGS - Debonair, Sweet, Jail, Curse (Elektra)
12	—	12	NICK HEYWARD - Kite, Caravan (Epic)
13	—	13	COUNTING CROWS - August & Everything After (DGC)
15	—	14	BREEDERS - Cannonball, Divine Hammer, Invisible Man (4-AD/Elektra)
NEW		15	CROWDED HOUSE - Locked Out, In My Command (Capitol)
16	—	16	U2 - Lemon, Zooropa, Numb, Stay, Daddy's, Some Days (Island/PLG)
29	—	17	STONE TEMPLE PILOTS - Wicked Garden, Plush (Atlantic)
20	—	18	ONE DOVE - White Love (Polydor/PLG)
19	—	19	TEENAGE FANCLUB - Hang On, Radio, Escher, The Cabbage, Tears (DGC)
NEW		20	CATHERINE WHEEL - Crank, Show/Mary, Confess, Rhythm, Pain (Fontana/Mercury)
26	—	21	SWERVEDRIVER - Duel, Never Lose, A Change Is, You Find (A&M)
NEW		22	KIRSTY MacCOLL - Titanic, Can't Stop, Angel (IRS)
23	—	23	BLUR - Chemical World, Turn It Up, For Tomorrow, Pop Scene (SBK/ERG)
NEW		24	BOO RADLEYS - Barney, Lazarus, I Hang, Wishing, Lose The Fear (Columbia)
18	—	25	INXS - Full Moon, Dirty Hearts, I'm Only Looking (Atlantic)
NEW		26	RAMONES - Substitute (Radioactive)
27	—	27	BLIND MELON - No Rain, I Wonder, Tones Of Home (Capitol)
28	—	28	BUFFALO TOM - Soda Jerk, Tree House, Latest Monkey (B.Banquet/eastwest)
NEW		29	COWBOY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (RCA)
25	—	30	US 3 - Cantaloop (Capitol)

COLLEGE RADIO

2W	LW	TW	
1	—	1	TOM WAITS - The Black Rider, November, 'Taint (Island/PLG)
2	—	2	NO ALTERNATIVE COMPILATION - Soul Asylum, Nirvana, Bob Mould (Arista)
7	—	3	TEENAGE FANCLUB - Hang On, Radio, Escher, The Cabbage, Tears (DGC)
4	—	4	AFGHAN WHIGS - Debonair, Sweet, Jail, Curse (Elektra)
5	—	5	SPINANES - Entire, Spitfire, Uneasy, Noel (Sub Pop)
3	—	6	COCTEAU TWINS - Evangeline, Summerhead, Bluebeard (Capitol)
14	—	7	THINKING FELLERS UNION - Undertaker, Father (Matador)
8	—	8	TRIBE CALLED QUEST - Award Tour (Jive)
9	—	9	THE BOREDOMS - Hey Bore Hey, Okinawa, Pop Tatar (Reprise)
6	—	10	SWERVEDRIVER - Duel, Never Lose, A Change Is, You Find (A&M)
NEW		11	COWBOY JUNKIES - Anniversary Song, Pale Sun, Crescent Moon (RCA)
12	—	12	UNCLE TUPELO - Long, Give Back, Chickamauga, Fifteen (Sire/Reprise)
13	—	13	SHONEN KNIFE - Brown Mushrooms, Butterfly (Virgin)
10	—	14	YO LA TENGO - Big Day, Motel 6, Nowhere, Whole (Matador/Atlantic)
NEW		15	CHAPTERHOUSE - We Are The Beautiful (Dedicated/RCA)
16	—	16	BORN TO CHOOSE - R.E.M./N.Merchant, Matthew Sweet (Rykodisc)
17	—	17	LEMONHEADS - Into Your Arms, Great Big, Rest Assured, Paid (Atlantic)
18	—	18	STONE FREE - Pretenders, Clapton, Cure, Body Count, Belly (Reprise)
NEW		19	BIKINI KILL - Pussy Whipped (Kill Rockstars)
NEW		20	SMALL 23 - True Zero, Noodles, Chopsocky (Alias)
NEW		21	SCRAWL - Mother, Drunken, Tell (Simple Machines)
21	—	22	KATE BUSH - Eat The Music, Rubberband Girl, Constellation (Columbia)
23	—	23	LOIS - Evening, Trouble, Wet, Strumpet (K)
27	—	24	BLUR - Chemical World, Turn It Up, For Tomorrow, Pop Scene (SBK/ERG)
NEW		25	THE EX AND TOM CORA - ...And The Weathermen Shrugged Their...(F.Column/Cargo)
19	—	26	NIRVANA - Heart Shaped, All Apologies, Rape Me, Serve (DGC)
NEW		27	CONCRETE BLONDE - Heal It Up, Close To Home, End Of The Line (Capitol)
NEW		28	MEDICINE - Never Click, Pink, Live (American/Reprise)
15	—	29	MUDHONEY - No Song III, In The Blood (Reprise)
24	—	30	TIGER TRAP - Sour, Sweetheart, Don't (K)

Inside Alternative

I hope you enjoyed your time off—I know I sure did! A whole lot of nothing went on and I haven't had that kind of luxury in quite some time.

Please check out the Yellow Pages and notice our new and improved reporting panel. You'll see some new names for GAVIN, as well as some that you haven't seen in a while.

Now that we're back, we're heading full speed ahead into the GAVIN Seminar, which is set for February 17-19. For any newcomers to the format, we (Alternative types) have a *Whenjagitin* party the night before (on the 16th) and an East vs. West softball game on Sunday (February 20th). Please keep these events in mind when you're making your travel plans! More details to follow.

Speaking of travel plans, who's not giving away a trip to *The Big Day Out* festival in Sydney, Australia?

Congratulations to **KROQ**-Los Angeles' **Gene Sandbloom** and **Darcy Sanders**, who've been upped to assistant program director and music director, respectively.

And more good news for **KDGE**-Dallas, as the *Tales From The Edge* CD the station recently released has been selling like crazy, pulling close to 2,000 units shortly before the Christmas holiday! Just to put that into perspective, it was the number one seller in the market, beating out, ahem, Tag Team, which racked up a mere 1,400 units.

In label news, **Jerry Rubino** turned in his resignation to Radioactive close to the holiday break, and is no longer with the label. Says Jerry, "It was kind of weird going for another job without the words merge, bankruptcy or consolidation figuring into the equation. But **Pellegrino Entertainment/S.I.N.** vice president **Tony Monte** told me of the company's decision to expand into the Alternative side of things, and here I am." For now, Rubino will continue to act as music director for WFDU-Teaneck, and is looking forward to playing for the East coast at the annual GAVIN Alternative softball game.

As many of you already know, former **Want Ad** promotion guy **Jay Harding** is now with Reprise Records. Taking Jay's place at the company is **Dave Sanford**, formerly with Relativity. Dave has moved to the West coast, where everyone is sure to call him Sandy. We already do.

And finally, Sub Pop announces they've hired a new college rep—**Adam Berenstein**, c'mon down! Adam, who is a Capricorn, can be reached at (206) 441-8441 Ext. 3026. Sub Pop has a killer **Mark Lanegan** album coming out soon, so you'll want to call and suck up to Adam or **Amy** in a big way.

New records making my heart swell with pride: **Redd Kross'** "Lady In The Front Row," **The Other Two's** "Selfish," **The Levellers'** "This Garden," that damn **Beck** song ("Loser") that you can never get out of your head, and the new **Therapy?** album, *Troublegum*. Gotta love the title, too.

New Releases

FURY IN THE SLAUGHTERHOUSE "Every Generation Got Its Own Disease" (RCA)

In their native country, Fury In The Slaughterhouse have the kind of reputation most bands only dream of: sold-out tours, four charted albums, music awards and a hot-selling live home video are just a few examples of the muscle this German group flexes at home. Now it's our turn. Fury In The Slaughterhouse's simmering sound is going to quietly set your playlist, your phones—maybe even your world—on fire. "Every Generation Got Its Own Disease" is one of those songs that sneaks up on you and completely envelopes you in its smoldering intensity. (And if that opening guitar riff sounds familiar—I don't know, I'm thinking Martha And The Muffins' "Echo Beach." What d'ya think?) The Furies debut American album, *Mono*, is set for release in mid-February. Until then, "Every Generation..." will have to tide you over.

—LINDA RYAN

REDD KROSS "Lady In The Front Row" (Mercury)

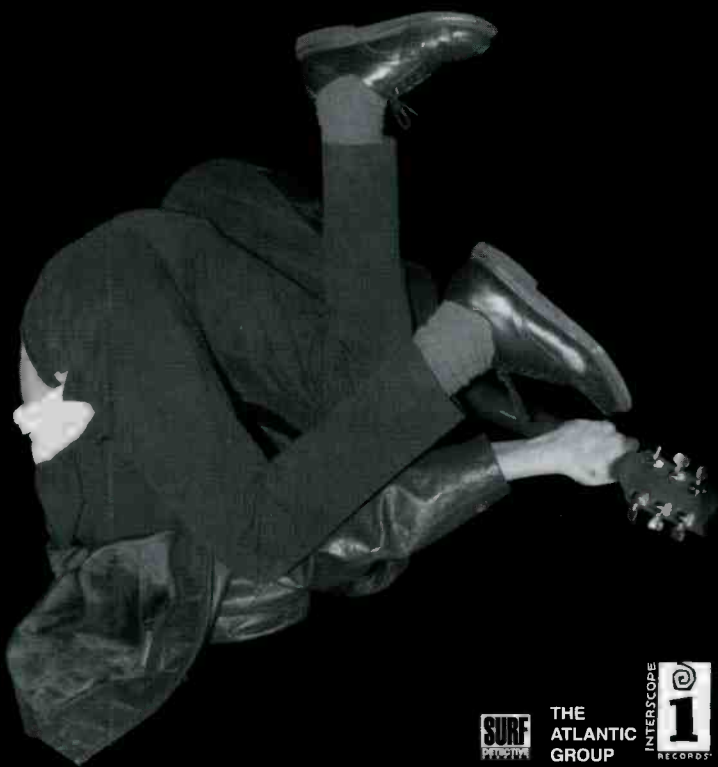
I'm thinking maybe they wrote this one about GAVIN's own **Seana Baruth**, as she's been the lady in the front row at plenty of Redd Kross shows. Then again, maybe not. What I can tell you for certain is that "Lady In The Front Row" is the follow-up single to the hit "Jimmy's Fantasy" (did you catch them perform it on *The Tonight Show?* Awesome.) and, in my humble opinion, is far better than said predecessor. Same fabulous fat hooks, blazing guitars, and harmonies to die for that make Redd Kross such a great band, only in a much larger context (i.e. the Beatles and Cheap Trick). This is one you'll actually enjoy playing, so do it.

—LINDA RYAN

POSSUM DIXON

watch the girl destroy me

THE NEW SINGLE FROM THE
POSSUM DIXON DEBUT ALBUM



SURF
PROMOTIONS

THE
ATLANTIC
GROUP

INTERSCOPE
RECORDS

THE OTHER TWO "Selfish" (Qwest/Reprise)

I like a band with a sense of humor, and The Other Two certainly qualify. Let's forget Joy Division for the moment, and start this story with the four-piece band, New Order. First, Bernard Sumner dipped his fingers in some Electronic paint, then Peter Hook attempted solo-dom—all of which left plenty of time to kill for Gillian Gilbert and Stephen Morris—the, ahem, other two. "Selfish" is an obvious, natural call for any station whose audience responds to bright, shiny dance pop, be it College, Commerical or Top 40, which is where this one will most likely land. In fact, this could be one of 1994's first Alternative/Top 40 crossovers.

—LINDA RYAN

SHERYL CROW "Leaving Las Vegas" (A&M)

And here's 1994's second big crossover hit, Sheryl Crow's "Leaving Las Vegas." Sheryl's already made an appearance on the A³ chart and wowed the audience at GAVIN's A³ Summit last August. Now it's Alternative radio's turn to be wowed. "Leaving Las Vegas" has a slow, hypnotic groove that entrances almost as thoroughly as her dusty, whiskey-soaked vocals. And hey, if you don't believe me, just ask the seven stations that jumped the gun and added this track early, including WDRE, WFNX, KEDG and KPOI. Check it out for yourself and claim genius when the track explodes.

—LINDA RYAN

Import Indie

SPEED THE PLOUGH Mason's Box (East Side Digital, 530 North Third Street, Minneapolis, MN 55401)

Those looking for a silver lining in the aftermath of the Feelies breakup (*sob*) will find it in Speed The Plough. Former Feelie bassist Brenda Sauter takes bass and most vocal duties, and this New Jersey-based outfit utilizes nine people to create a more string-oriented sound than the Feelies' percussive-heavy groove. "Lock And Key" begins things in a kickback fashion with Sauter's vulnerable vocals laid bare like a worm on the sidewalk after a steady rain. A buried banjo adds a folksy feel to the guitars, and the drums splash against the pane of Sauter's meaty bass line. An omnichord and woodwinds give "The Roof Is Off (The Stars Are There And It's Mighty Cold)" a fleeting feel. As former Trype John Baumgartner and Sauter's vocals twirl around each other, the woodwinds tiptoe around them, and all of the seemingly disparate elements mesh perfectly. Poetic lines like "In the mason's box I found/the chalk that marks the end of doubt" make "The Roof Is Off" my favorite track. Much of *Mason's Box* has a minstrel air—"Napoleon's" mandolin and tamborine, and the instrumental "Song's" lulling woodwinds and delicate keyboards create a sense of traveling musicians. "Follow Your Visions" has a Feeliesque progression and a forlorn sense tinged by Sauter's sober, beautifully self-harmonized vocals. An unspoken confidence and air of serenity hovers over STP's sound and takes some of

the sting out of the disbanding of you-know-who. —DAVID BERAN

TARNATION I'll Give You Something To Cry About! (Nuf Sed, Box 591075, San Francisco, CA 94159)

Just when I was preparing to inscribe 1993's top ten list in stone, along comes Tarnation, who've thrown order into chaos with their full-length debut, *I'll Give You Something To Cry About!* Tarnation (along with fellow latecomers Freakwater) have cemented the country presence in my top ten; their steel guitar-threaded, open sky/dry prairie sound conjures the aching loneliness so peculiar to (but still so rare in) country music. The key might be Paula Frazer's vocals; her smokey pipes resonate with suppressed intensity as it swings from dusky whispered pleading to yearning, full-throated supplication. While Tarnation's songs don't boast the emotional intricacy or oblique poetry presented by, say, a Mark Eitzel, they are compelling nonetheless, whether they're offering a character portrait (like the hopeless prostitute trapped in the "Big O Motel") or a simple tale of longing ("Do You Fancy Me"). I prefer the starker and acoustic tracks like "Do you Fancy Me" and "Christine." Tarnation's all-star cast includes: Paula, who has played briefly with Cloiter and Frightwig; Michelle Cernuto (SF Seals, Weenie Roast), Matt Sullivan from the Wannabe Texans and Lincoln Allen (also a former Seal). Tarnation. Buy it or I'll Give You Something To Cry About! —SEANA BARUTH

By Seana Baruth

GAVIN PICKS

Singles



JANET JACKSON Because Of Love (Virgin)

Raves everywhere about Janet's tour are keeping her profile high. Agreement was universal that this album would unload a bunch of hits, and here comes number four.



MEAT LOAF Rock 'N' Roll Dreams Come Through (MCA)

Among the most exciting comebacks in music history was last year's return of the now-slimmed down Meat Loaf. He turns in another stellar performance on a trademark Meat Loaf/Jim Steinman song. It was the obvious choice as the follow-up to the number one "I'd Do Anything For Love (But I Won't Do That)."

CE CE PENISTON I'm In The Mood (A&M)

Who better to get audiences in a groove mood than the one-time Miss Phoenix? Some very cool mixes are sure to keep this

track fresh all the way into summer. Nine ADDs in this week including: WPGC, KISF and HOT 97.

NICK HEYWARD Kite (Epic)

When Heyward was in the band Haircut 100 more than a decade ago, the label "alternative" wasn't used a whole lot. It was much easier then and still is to simply describe his music as pure pop. The vibe Nick sends out through the melody of this latest effort deserves to win him his first hit at Top 40.



MELISSA ETHERIDGE Come To My Window (Island/PLG)

Singer/songwriter extraordinaire, Melissa Etheridge is never short on provocative imagery in any of her songs. She delivers one of her most powerful yet, which is supported by an equally riveting video.

THE CURE Purple Haze (Reprise)

Jimi Hendrix's first hit from 1967 is a melody that's instantly recognizable to any rock fan. However, this version might take a little longer to decipher. Part of a tribute collection to a man who can arguably be called the "greatest guitarist of all-time" the single will be available for radio only.

By Dave Sholin

Albums

J. SPENCER Chimera (MoJazz)

Man, this jazz hip-hop connection is gathering more and more steam and is bound to be a hot topic at the upcoming GAVIN Seminar. Treading on sacred ground, J. Spencer's soprano sax combined Coltrane's *My Favorite Things* sound with the stirring studio rhythms of funk/hip hop, then laced it with smooth R&B vocal accents. *Chimera* has a spare, utilitarian studio sound that allows for plenty of space between the instrumentation and vocals. Bug your Motown rep for a copy of this highly addictive cult gem.

—KEITH ZIMMERMAN
LAFAYETTE HARRIS, JR.

Lafayette Is Here (Muse)

Finally! A new talent who isn't a guitar player. Just kidding, folks. *Lafayette Is Here* marks the sparkling

debut by pianist Lafayette Harris, Jr. which flexes between trio, quartet and quintet and is half standards and half originals. The trio segments are way cool and get our vote. "Dearly Beloved" leaps out as an early favorite, as Harris metes out equal doses of rhythm and melody on this toe-tapping selection. Harris' left hand stamps out some leaded accents on Ellington's "Satin Doll" as his right hand simultaneously crafts some sturdy improv lines. Harris is blessed with an ultra-hip rhythm section. Lonnie Plaxico delivers some swinging pendulum undertones on acoustic bass while drummer Cindy Blackman is adventurous and especially charismatic on drums, reminding us of early Tony Williams.

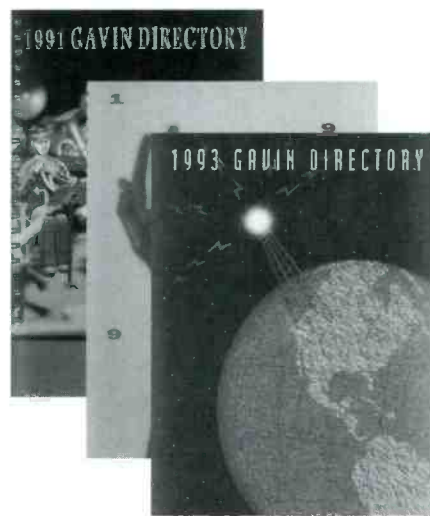
—KEITH ZIMMERMAN

QUEEN LATIFAH Black Reign (Motown)

When last we heard from the Queen on wax, she was on Tommy Boy. She's since made that move to Motown

and become an actress in film and television, building the Flavor Unit empire all the while. In the midst of all her success, Latifah's brother Lancelot H. Owens died in a tragic motorcycle accident. Now "Winki" as Latifah calls him watches over his sister as she shines on the most assertive, sensitive, mature album of her career. On *Black Reign* Latifah tells the world that she's never too busy to rock the party on the mellow tip with "U.N.I.T.Y." (strictly sweet, creamery butter) and "Black Hand Side," or on the rugged tip with "Rough" where her boys Treach, Heavy D and KRS-ONE kick strong flow. This album measures La's growth and is brimming with sassy vocals and smooth harmonies (peep "Listen 2 Me", "I Can't Understand", and "Just Another Day"). Lyrically, she hasn't missed a step. The Queen just keeps on givin'... So La—what's up on an all-live, straight-ahead jazz album? —THEMBISA MSHAKA

WONDERING HOW TO GET YOUR MESSAGE ACROSS THROUGHOUT NEXT YEAR?



1994 GAVIN SEMINAR

The year-round
marketing opportunity.
Closing soon.
Need we say more?

GAVIN 140 Second Street
San Francisco, CA 94105
Phone: (415) 495-1990 Fax: (415) 495-2580

EXECUTIVE
David Dalton (Chief Executive Officer), Ron Fell, Betty Hollars, Dave Sholin, Kent Zimmerman
EDITORIAL
Formats: Top 40 —

Dave Sholin (Editor), Annette M. Lai (Associate Editor), Adult Contemporary — Ron Fell (Editor), Diane Rufer (Associate Editor); Urban and Rap — Bill Speed (Editor) Thembisa

Mshaka (Associate Rap Editor) John Martinucci (Associate Urban Editor); Country — Cyndi Hoelzle (Editor), Lisa Smith (Consulting Editor), Elma Greer (Consultant), Alternative — Linda Ryan (Editor), Seana Baruth (Associate Editor); Gavin Rocks — Rob Fiend (Associate Editor) Sheila Rene

(Rock profile editor); A/Jazz/A — Kent Zimmerman (Editor); A/Jazz/A — Keith Zimmerman (Editor); Station Reporting Phone: (415) 495-1990; Station Reporting Fax: (415) 495-2580
Managing Editor Ben Fong-Torres Editorial Director Beverly Mire Production Director,

Manager Yellow Pages Of Radio Natalie Duitsman
Art Department: Dodie Shoemaker (Director), Peter Grame (Associate Director), Kim Danders Editorial Assistants David Beran, Rob Fiend, Ivan Rodriguez, Blanc Mall, Sandra Derian, Robin Manning, Kent

Lundberg
Contributing Editors Dr. Oren Harari, Eric Norberg, Rhody Bosley
ADMINISTRATION
General Manager Betty Hollars
Gavin Seminar Chief Coordinator Keith Zimmerman
Circulation Manager Diane Rufer

Manager, Gavin Radio Services Seana Baruth
Computer Services Geoff Marshall
Receptionist Sheila Rene
SALES & MARKETING
Lou Galliani (805) 542-9999 Fax: (805) 542-9997
Bob Galliani (415) 454-6161, Fax (415) 454-

8088; Rick Galliani (415) 459-3703, Fax (415) 485-1799; Urban/Rap Marketing John Austin (215) 424-6571, Fax (215) 424-5491; Country Marketing Lisa D'Addario (615) 333-9415, Fax (615) 333-9582; Classified Marketing Natalie Duitsman (415) 495-1990, Fax (415) 495-2580

JANET JACKSON
BECAUSE OF LOVE



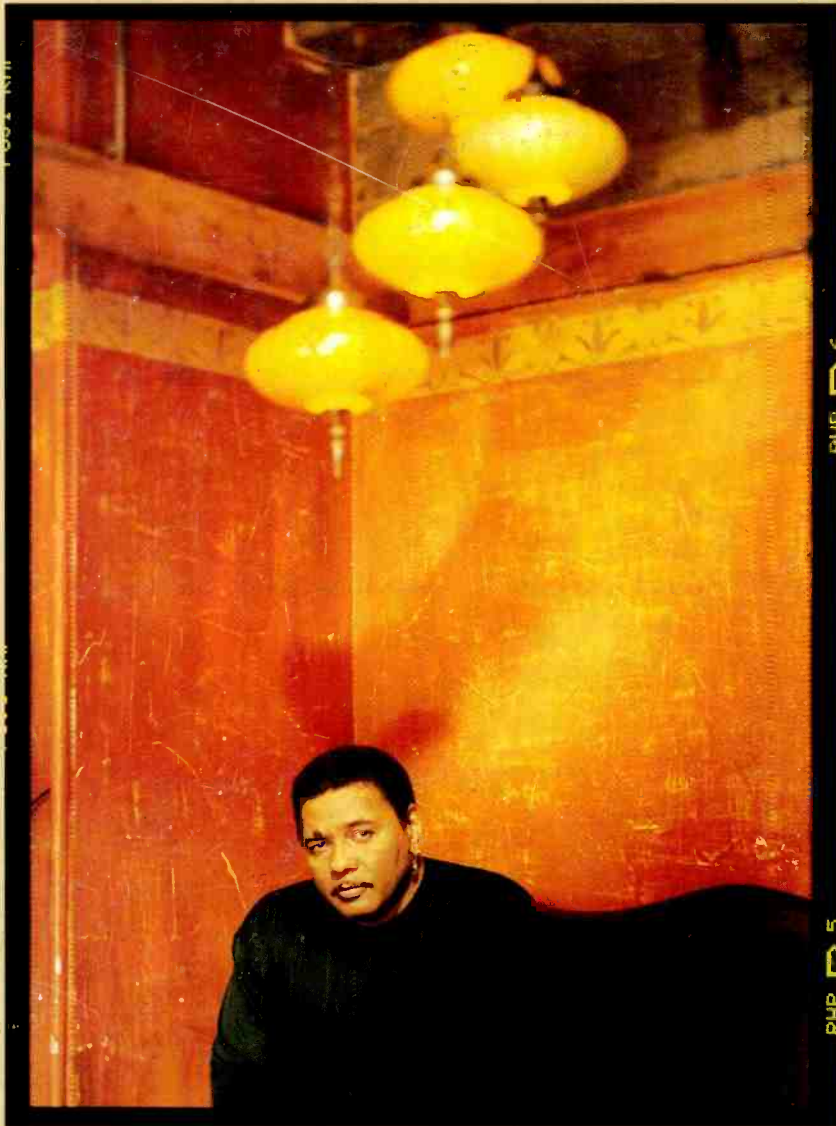
THE NEWEST HIT
FROM THE
MULTI-PLATINUM
ALBUM JANET.

PRODUCED BY JIMMY JAM &
TERRY LEWIS AND JANET JACKSON
MANAGEMENT: TRUDY GREEN/
HOWARD KAUFMAN



© 1993 VIRGIN RECORDS LTD.

Love always pays off



AARON NEVILLE

I Owe You One

The follow-up to the smash hits "DON'T TAKE AWAY MY HEAVEN"
and "DON'T FALL APART ON ME TONIGHT"

Written by the same team that brought you "SAVE THE BEST FOR LAST"

From the PLATINUM album THE GRAND TOUR [31454-0086-2/4]

Produced by Steve Lindsey Executive Producer: David Anderle Direction: Bill Graham Management



© 1993 A&M Records, Inc. All rights reserved.