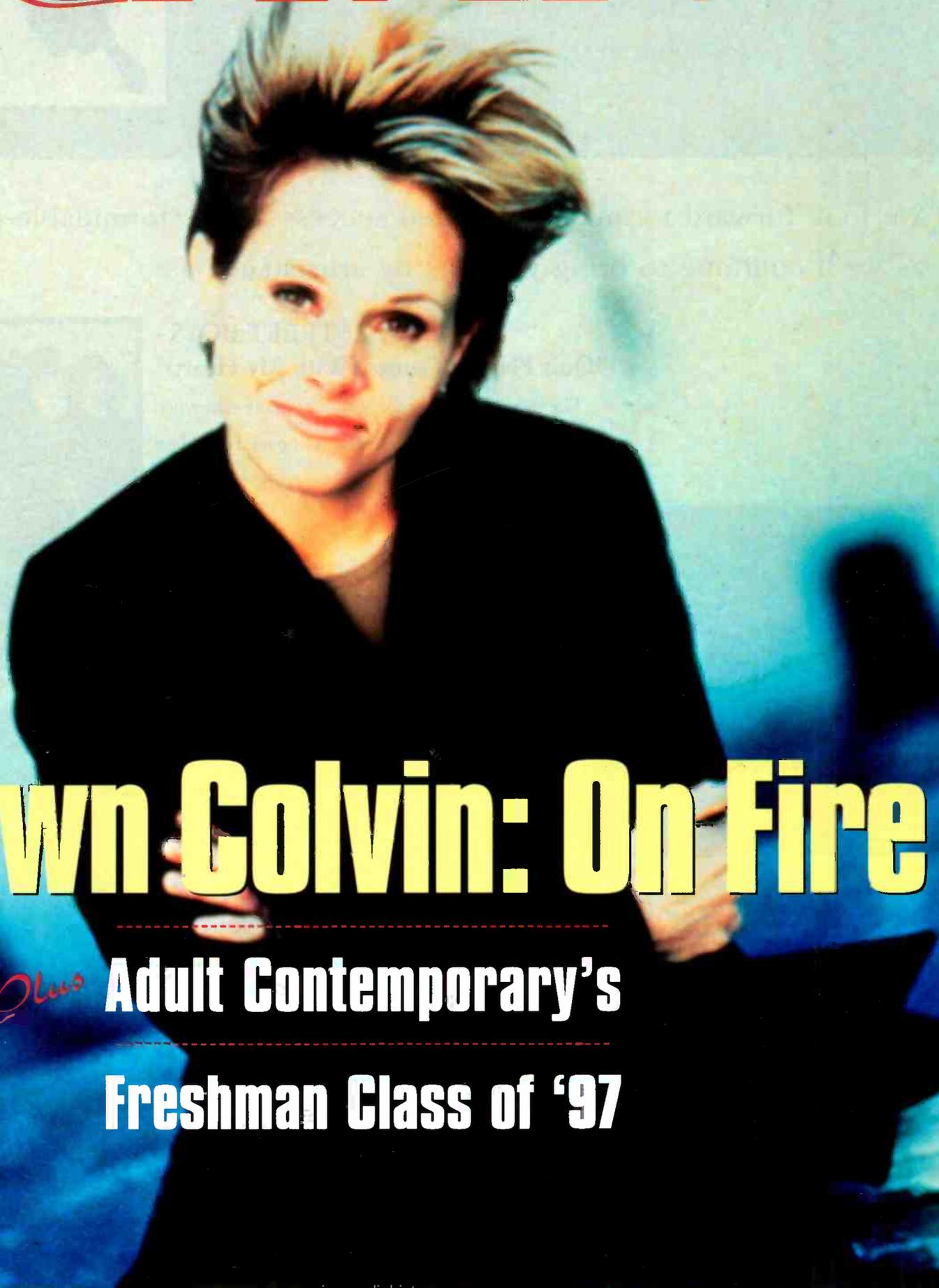


THE MOST TRUSTED NAME IN RADIO

ISSUE 2164

JULY 18 1997

# GAVIN



## Shawn Colvin: On Fire

*Plus* Adult Contemporary's

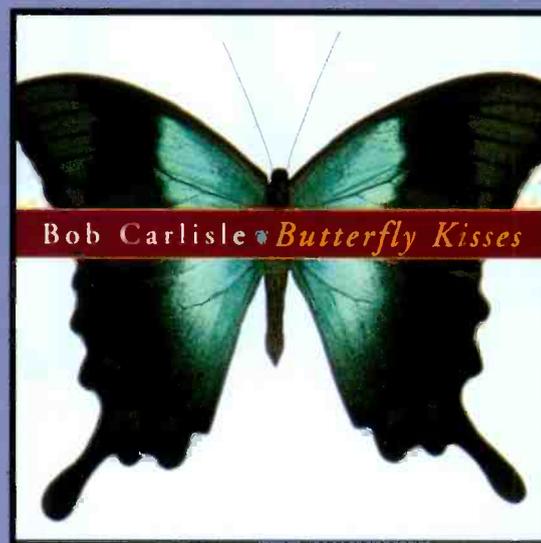
Freshman Class of '97

Jive Records would like to take this opportunity to say:

# THANK YOU!

to all our friends at A/C & HOT A/C radio

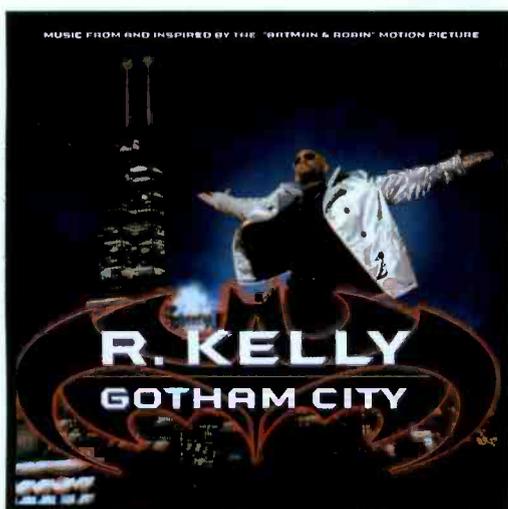
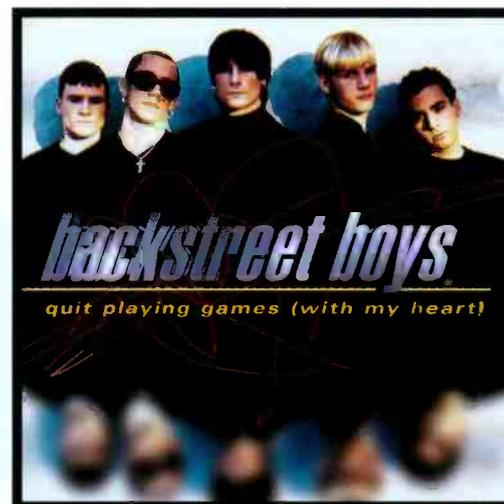
For helping make BOB CARLISLE'S "BUTTERFLY KISSES"  
CD PLATINUM and on its way to DOUBLE! & for making  
his song "Butterfly Kisses" the biggest song  
at A/C radio so far this year!



We look forward to much continued success at this formidable format  
as we'll continue to bring you hits by artists such as:

**BACKSTREET BOYS -  
"Quit Playing Games (With My Heart)"**

The debut single by the internationally renowned  
group that's already sold over 10 million  
records worldwide!



**R. KELLY - "Gotham City"**

From the "Batman & Robin" movie  
soundtrack & the follow up to his  
#2 A/C hit single "I Believe I Can Fly"

**KATHY TROCCOLI -  
"He'll Never Leave Me"**

Her most recent A/C hit  
that A/C radio made Top 20!



Coming soon from JIVE/essential/Reunion Records:

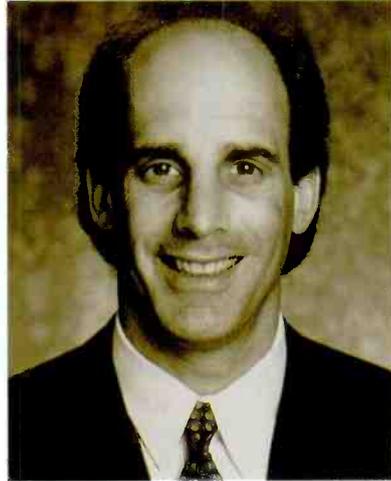
JARS OF CLAY, MICHAEL W. SMITH, JOE & more from BACKSTREET BOYS!

AS TOLD TO ELIOT TIEGEL

# Bruce Resnikoff

## On Hip-O's Place in the Music Kingdom

"I'm dealing with all the music I grew up with, as well as the music of generations before me and the current generation of kids who are exposed to new kinds of music as well," says Bruce Resnikoff, Executive Vice President and General Manager, Universal Music Special Markets, since 1995. The head of the year-old Hip-O label specializing in reissues and compilations started out as a real estate lawyer for one year "and absolutely hated it." At home, he turned to music, "and I began to reevaluate what I wanted to do." He found his new opportunity with MCA Records in business and legal affairs in 1983. He launched the MCA special markets and products division in 1986, was promoted from Director to Vice President in 1987 and Senior VP in 1990, with the added title of general manager two years later.



Bruce Resnikoff

director and actor Quentin Tarantino), or the soundtrack from John Waters' classic film *Pink Flamingos*. They tend to be a little outside the norm.

We also have our *Power Chord* (guitar) series, with a new live album out September 23 featuring tracks by Deep Purple, Joe Walsh, Asia, and Foreigner. For our four-volume *Cigar Classics* series we're planning numerous gift-type projects for the Christmas season. These are albums from different musical genres, and the concept was to create an atmosphere using clever packaging so you'd want to leave the CDs on your coffee table.

During our first year we had 48 releases in the marketplace. We plan doing another 48 this year. The music comes from such Universal-owned catalogs like Decca, MCA, Chess, Dot, GRP and Blue Thumb. We also have tracks from Geffen/DGC, and we have tracks from Impulse! on the drawing board.

At least 50 percent of our releases come from third party licensing.

We have found that classic rock radio drives a lot of our product, but it's also very difficult to target specific releases. When we can run specific contests on classic rock, it's very effective. We found that with the Pat Boone, Tarantino and *Pink Flamingos* releases, they got played on morning drive shows from rock to Top 40 to straight talk shows. (For an update on Boone, see the separate article in News.)

We've just begun to tap the Blue Thumb catalog with best of compilations by Ike and Tina Turner and the Pointer Sisters (which arrived in stores July 15.) They follow *Return to Hicksville* by Dan Hicks and His Hot Licks, which came out earlier.

When I started Hip-O, Rhino thought this was an attempt to rip off or spoof what they had accomplished. That's not what we were trying to do. I had talks with Harold Bronson and Richard Fooks, Rhino's owners, and they were not thrilled. We're not the first to try and capitalize on a member of the animal kingdom. There's Alligator and Koala, and if anything, Hip-O is a play on the word hip, not a play on Rhino. I also told them if I really wanted to spoof or rip-off their name, I would have called us Dino. We get along, but you won't find them wearing a Hip-O T-shirt anywhere.

What's our criteria for a release? It's commercial and critical viability. What is effective is when you can put certain music together, it hits home with somebody, it's packaged, marketed and exposed in a certain way, and it rings bells. **GAVIN**

**W**hen we formed Hip-O in June of 1996, the intention was to take our vast catalog and use that as a step to go farther. We wanted to build releases that could be based on concepts that were broader than what we had in the vaults. Hip-O also allowed us to acquire masters from other companies, which gave us a broader opportunity to enter the marketplace. We also had our own in-house distribution system.

In addition, we wanted to create something that was more or less non-traditional, something that was a little more fun and hip than the traditional reissue label. Like the Pat Boone heavy metal album or *The Tarantino Connection* (featuring songs from the films of writer,

## First Words

Adult Contemporary is music that lasts...and lasts. Some stations may not add many records, but when they do, they cement them to the playlist.

Gavin aims to highlight the more active stations willing to join us in championing new artists and fresh sounds; nevertheless, we have a track record which matches the solid nature of the format. This is Gavin's 22nd year covering A/C, and Ron Fell is only the second Adult Contemporary Editor, following Bill Gavin himself. And this is Gavin's 37th A/C special issue (Ron counts these things).

Some things do change. When Bill Gavin coined the term Adult Contemporary and created the first chart, there were 45 A/C stations, mostly on AM. Now, we are at an all-time high of 260 on our Gavin panel, providing a broad composite of adult

singles on radio. There are "hot" and "modern" overlaps, aiming to keep track of the shifts in demographics, and we will be providing further insights into those trends as they develop.

For now, in this issue, the hot topic is talent, and we are throwing the Gavin spotlight on some artists you should be listening for in the months to come.

*David Dalton*

David Dalton, CEO



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## NEXT WEEK ..... Independent Promotion

*Gavin salutes the hard-working independent promotion forces of the industry, and they tell us what makes their job tough, and why they stay at it.*

# GAVIN

Founded by Bill Gavin—1958

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# GAVIN NEWS

**"The first part of the year  
was the same old crap..."**

—Stan Goman, Tower Records

See Below

## Biz Has 'a Good Second Half of the First Half'

BY BEN FONG-TORRES

At the GAVIN Seminar in New Orleans in February, Russ Solomon, founder of Tower Records, addressed the flat state of the record biz:

"It sucks," he said. A solution? "We need to pay attention to the kids," Solomon said the industry needed a new crop of teen sensations.

Now, with SoundScan figures showing record sales up 5.4 percent over last year, Solomon's been proven right.

Sales boosts were led by two young, new acts: Spice Girls, whose U.S. debut album has sold 2.7 million

units since February, and LeAnn Rimes, the teen country sensation whose two



albums have sold 3.2 million in six months.

The late Notorious B.I.G. was also a major factor in the upswing, as his *Life After Death* double-CD sold 2.3 million sets.

And that's not to mention such other big sellers—and

relatively new names—as the Wallflowers, Jewel, No Doubt, Erykah Badu, Deana Carter, Hanson, and Bob Carlisle. (Celine Dion's *Falling Into You* has sold 2.4 million units so far in 1997, and the *Space Jam* soundtrack sold 2.3 million copies.)

The diversity of best-selling music, says Mike Shalett, CEO of SoundScan, is a healthy sign. "It means different audiences and tastes are being served," he said.

Tower Records' Senior Vice President, Stan Goman, said that sales have picked up noticeably since April. "The first part of the year was the same old crap," he said, "but...the second half of the first half was very encouraging."

## Restructuring Fever Hits Island Records

Island Records let some 16 employees go last week in what the company, which employs about 150, called a "restructuring" to "reallocate resources to the creative areas of the company in order to be more effective in the marketing and development of the artists."

The label, home to U2, the Cranberries, Melissa Etheridge, Local H, Tricky, Pulp, P.J. Harvey, the Isley Brothers, and Dru Hill, is part of the PolyGram Music Group, along with Mercury, A&M, Motown, London, Def Jam, Polydor/A&M (home of the Bee Gees), and PolyGram Classics & Jazz.

The dismissals, impacting field offices as well as New York and Los Angeles headquarters, primarily affected the sales and promotion departments, and were the first large-scale firings since last November, when some 400 PolyGram employees, worldwide, were laid off.

## Alliance Entertainment Reads Chapter 11

The buzz is true: Alliance Entertainment Corp., the music distribution giant that hoped to join the Big Six record companies, has filed for protection from creditors under Chapter 11 of the U.S. Bankruptcy Code.

The filing, made last Monday (July 14) in federal bankruptcy court in New York, excludes Red Ant Records, the Los Angeles-based label founded by Al Teller. The former MCA and CBS Records chief then sold the company to Alliance and became the parent company's Co-Chairman.

Alliance, founded in 1990, grew rapidly, acquiring smaller distributors and wholesaling music to some 11,000 record stores. As the music business flattened in recent years, retailers folded, and Alliance's sales dipped. It reported a net loss of \$148.7 million for 1996.

Also excluded in the filing is Castle Communications, the British-based catalog and re-issue label.

Teller launched his Red Ant Entertainment just a year ago, with a \$100 million bankroll, and then, less than two months later, folded it into Alliance, with dreams of becoming, as Alliance's Joseph Bianco said, "a major music powerhouse."

Teller says he's cut costs by closing warehouses and trimming staffs. "We aggressively attacked the costs and are making progress," he told the *Wall Street Journal*, "but the industry conditions never allowed us to turn the corner."

## ARBITRONS:

## New York Still Dancing

The Spring Arbitrons are rolling out, but in New York, most of the top stations are either dancing or standing pat. WQHT (Hot 97) held its Number One ranking with a flat 6.1, while WKTU also maintained, 4.8-4.7. Top 40 Z-100 trailed, but bounced up 3.1-3.5. A/C WLTW is the 25-54 champ, and in mornings, Howard Stern rules.

In Los Angeles, KSCA, whose demise as an A3 station drew lots of ink, has leapt up the rankings as a Mexican music station, going 3.5-4.4 in 12-plus to take third place, behind Spanish language KLVE and KKBT (The Beat), which dropped a full point. Meantime, KIIS/FM, KROQ, KOST, KYSR, and KRTH (K-Earth) all celebrated gains. The morning topper is

KLVE's Pepe Barreto, followed by KSCA's Almendarez Cuello, then Stern, on KLSX.

In Chicago, oldies WJMK, alternative WKQX, and Hot A/C WTMX had half-point boosts, while in San Francisco, oldies KFRC and sports KNBR made the biggest jumps.

In the Bay Area, KSAN, now a Susquehanna property and relocated to 107.7 FM, joins the classic rock/oldies battle; Bonneville's KOYT/FM, the former KPXX, has gone Top 40, KITS/FM has axed Alex Bennett and will bring in comic Johnny Steele, and a new all-sports station, "The Ticket," is coming from Susquehanna.

For the top market rankings, see Page 6.

## DreamWorks Nabs Bruce Tenenbaum

BY LAURA SWEZEY

Industry veteran Bruce Tenenbaum, President of the management firm Left Bank Organization, has been named to a key senior executive post at DreamWork Records.

Tenenbaum will be involved in long-range planning and growth of the company, and development areas of the company outside of A&R.

DreamWorks principal Lenny Waronker said, "We're thrilled to have someone of Bruce's caliber on board. We're counting on him to bring to DreamWorks the same kind of talent for growth and development he demonstrated at Left Bank,

MCA, and Atlantic. And we know it's going to be a lot of fun having him around."

Tenenbaum joined Left Bank Organization in 1995. The company's management



roster includes the Cranberries, John Mellencamp, En Vogue, the Bee Gees, and Deana Carter. Before joining Left Bank, Tenenbaum was Senior Vice

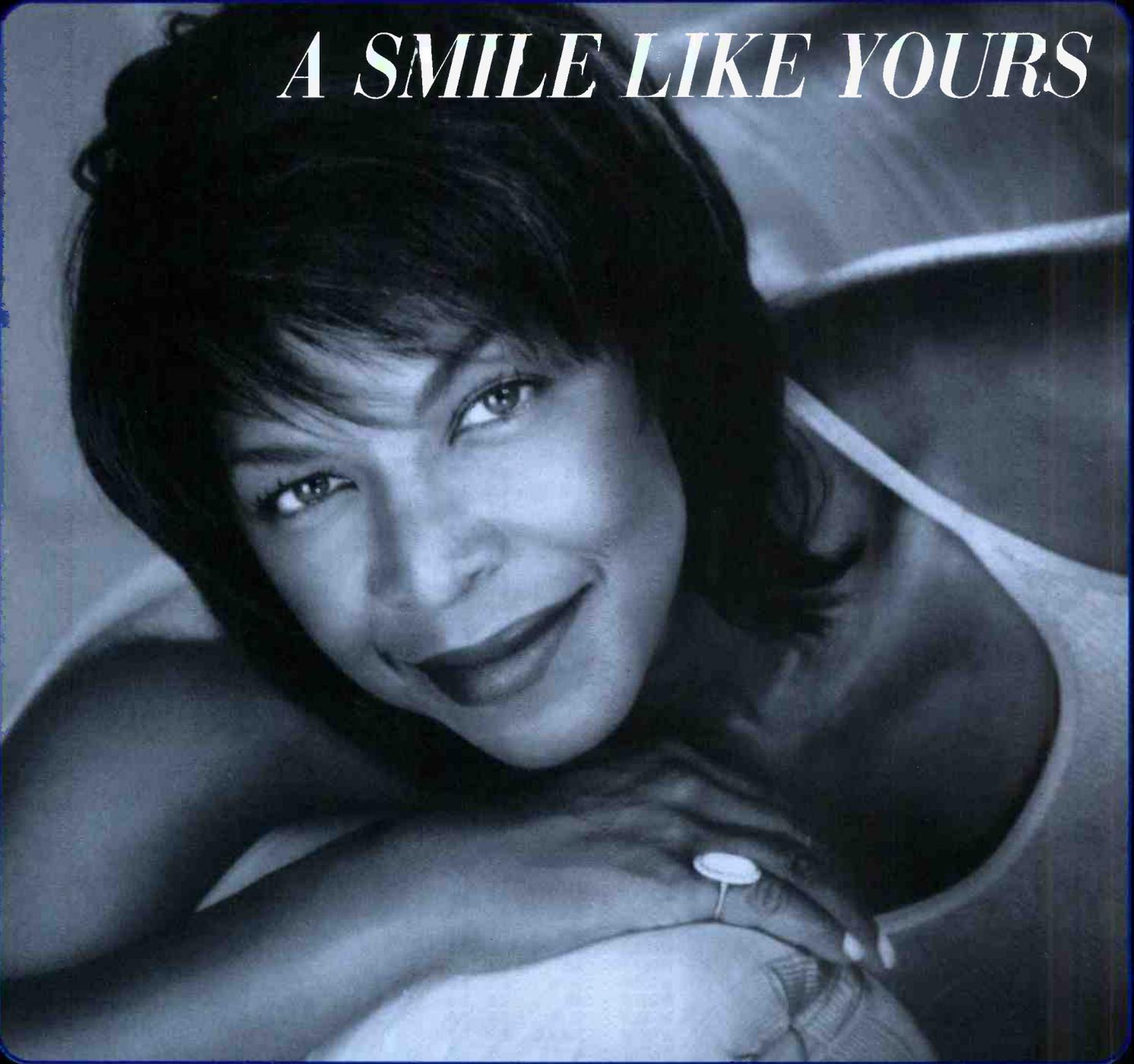
President of Promotion at MCA Records. He spent 12 years at Atlantic Records, where he began his career in college promotion, later occupying various posts.

In an unusual arrangement, Tenenbaum will continue to work with Left Bank artists as he makes the transition to DreamWorks.

GAVIN JULY 18, 1997

# NATALIE COLE

## A SMILE LIKE YOURS



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THE PREMIERE SINGLE FROM THE ORIGINAL SOUNDTRACK ALBUM  
TO THE RYSHER ENTERTAINMENT FILM *A SMILE LIKE YOURS*.

Written by Diane Warren Produced and arranged by Walter Afanasieff Co-produced by David Foster for Chartmaker Inc.  
courtesy of Sony Music Corporation courtesy of Atlantic Recording Corporation

FROM COAST TO COAST EVERYONE'S SMILING!

MAJOR MARKET AIRPLAY:

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LONG ISLAND	BALTIMORE	BUFFALO	INDIANAPOLIS	SALT LAKE CITY
BOSTON	NORFOLK	CLEVELAND	ST. LOUIS	PHOENIX
PROVIDENCE	ATLANTA	CINCINNATI	NEW ORLEANS	PORTLAND
PHILADELPHIA	MIAMI	MILWAUKEE	SAN ANTONIO	SACRAMENTO
PITTSBURGH	TEMPA	CHICAGO	DALLAS	LOS ANGELES

Greg Kinnear Lauren Holly

### A Smile Like Yours

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ALBUM IN STORES AUGUST 5  
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# BACKSTAGE

BY JAAN UHELSZKI

## LIKE, A STURGEON

If the *Globe* is any authority, **Courtney Love** will be joining **Madonna** in some upcoming venture. Remember two years ago the two divas came close to an out- and-out catfight at the MTV awards, and then there was the little incident at the 1995 Lollapalooza. Apparently the two have kissed and made up, since they were spotted at L. A.'s trendy Atlantic restaurant last week, talking up a storm—and, thanks to an over-solicitous waiter, we know it wasn't beauty tips the two were swapping over their seafood, as Madonna downed jeweled-toned Cosmopolitans, which, for the uninitiated is a vodka/triple sec/cranberry concoction that's all the rage. Love is apparently still walking the straight and narrow, since she had nary a drop of alcohol, but chain smoked throughout the meal, even though smoking is illegal in LA eateries, but what waiter would have the *gall* to tell Courtney Love she couldn't do something? P.S.: Love, who hasn't been granting interviews in quite a while, has agreed to grace the cover of the next *Lesbian News* and tell, if not all, quite a bit...



## R.E.M. SHOTS

**Michael Stipe** and **R.E.M.** were in San Francisco last week visiting local studios to firm up exactly where they will record their next album (sans longtime producer **Scott Litt**). Besides work, the band did pop into the Great American Music Hall to see **Tipsy** and **The Invisibl Skratch Picklz** before scattering to the four winds: Mike Mills to L.A. to return to work scoring the forthcoming **Vince (Swingers)** Vaughn vehicle, **A Cool, Dry Place**. Stipe resurfaced in Manhattan, where he was spotted for the second time in a month, hobnobbing with **Marilyn Manson**, who will not be involved in Stipe's *Velvet Goldmine* flick. They're just "good friends." And speaking of R.E.M., they have reportedly tapped **Screaming Trees** drummer **Barrett Martin** to join their touring band, which must mean they've planned a tour, right?



Marilyn Manson

## IF I HAD A HAMMETT

We're waiting eagerly for the new **Orbital/Kirk Hammett** collaboration of "Satan," which will not only appear on the soundtrack of *Spawn*, but will have the distinction of being played as the film's opening credits roll. Although the song sounds right up Hammett's alley, since he's such an avid collector of monster and horror movie paraphernalia, it's actually an updated remix of an Orbital song. Speaking of **Metallica**, the band are back at Sausalito's Plant for the next few months finishing-up work on their next album, affectionately dubbed *Unload*, since it's comprised mostly of stuff they recorded during there in 1995, while producing *Load*. We spotted Hammett and guitarist **Lars Ulrich** at Bix, one of San Francisco's more spectacular hangouts. (It's named after that jazz great **Bix Beiderbecke**.) Hammett, who was resplendent in a very subdued black suit, was nuzzling a graceful brunette, while Ulrich was all aglow in muted beige tones. The party popped corks and talked over a jazz trio...Ulrich was especially animated as he hung one slender arm over the back of his ornamental date, and used the other to tuck into a small silver bowl of Beluga caviar. What do you think they were celebrating?...Meatime, **Arne Frager**, the Plant's owner and proprietor, has launched his own label, PopMafia, with **KFOG/FM**-San Francisco's Operations Mgr., **Paul Marszalek**...

# Arbitron's Spring Has Sprung

## NEW YORK

		W'97	Sp'97
WQHT/F	Dance	6.1	6.1
WLTW/F	A/C	5.7	6.0
WCBS/F	Old	4.4	4.7
WKTU/F	Dance	4.8	4.7
WSKQ/F	Span	4.4	4.3
WRKS/F	Urb A/C	4.3	4.1
WXRK/F	Alt	3.6	3.8
WOR/A	Talk	3.4	3.6
WHTZ/F	Top 40	3.1	3.5
WINS/A	News	3.7	3.5
WQCD/F	SJ&V	3.1	3.4
WPAT/F	Span	3.4	3.2
WCBS/A	News	3.4	3.1
WQXR/F	Class	3.0	2.9
WABC/A	Talk	3.1	2.7
WBLS/F	Urb A/C	2.9	2.7
WPLJ/F	Top 40	2.6	2.6
WFAN/A	Spts	2.5	2.5
WQEW/A	Nost	1.8	2.1
WAXQ/F	Cl Rk	2.1	2.0

## LOS ANGELES

		W'97	Sp'97
KLVE/F	Span	6.0	6.6
KKBT/F	Urb	5.5	4.5
KSCA/F	Span	3.5	4.4
KPWR	D/T40	4.6	4.3
KRTH/F	Old	3.3	3.9
KIIS/F	Top 40	3.2	3.8
KROQ	Alt	3.4	3.8
KFI/A	Talk	4.3	3.7
KOST/F	A/C	3.2	3.6
KTWW/F	SJ&V	3.8	3.4
KABC/A	Talk	3.0	2.8
KYSR/F	Hot A/C	2.1	2.8
KCBS/F	Cl Rk	2.8	2.6
KLAX/F	Span	3.2	2.6
KTNQ/A	Span	2.1	2.5
KZLA/F	Contry	2.1	2.5
KBIG/F	A/C	2.7	2.4
KLAC/A	Nost	2.4	2.2
KLOS/F	Alb	2.3	2.2
KLSX/F	Talk	1.9	2.0

## CHICAGO

		W'97	Sp'97
WGN/A	Fl Svc	6.2	5.9
WGCI/F	Urb	5.5	5.6
WLIT/F	A/C	5.1	4.8
WBBM/F	Top 40	4.8	4.5
WBBM/A	News	4.1	4.2
WVAZ/F	Urb A/C	4.5	4.2
WLS/A	Talk	4.0	4.1
WJMK/F	Old	3.3	4.0
WNUA/F	SJ&V	3.5	3.9
WUSN/F	Contry	3.7	3.4
WKQX/F	Alt	2.8	3.3
WRCX/F	Alb	3.3	3.2
WOJO/F	Span	2.7	2.9
WXRT/F	Alt	2.9	2.9
WCKG/F	Cl Rk	2.6	2.8
WTMX/F	Hot A/C	2.2	2.7
WAIT/A	Nost	2.6	2.2
WEJM/F	Urb	2.0	2.1
WPNT/F	A/C	2.0	2.1
WLUP/F	Hot A/C	2.1	2.0

## SAN FRANCISCO

		W'97	Sp'97
KGO/A	N/T	7.0	6.5
KFRC/A/F	Old	3.5	4.4
KCBS/A	News	4.5	4.3
KNBR/A	Spts	3.1	4.3
KYLD/F	Dance	4.8	4.2
KMEL/F	Dance	4.1	3.9
KOIT/A/F	A/C	3.8	3.9
KKSF/F	SJ&V	3.7	3.6
K101/F	A/C	3.3	3.2
KBLX/F	SJ&V	3.2	3.0
KFOG/			
KFFG/F	A3	3.0	3.0
KLLC/F	Hot A/C	2.7	2.8
KBGG/F	Cl Rk	2.4	2.7
KSFO/A	Talk	2.2	2.6
KABL/A	Nost	2.1	2.5
KDFC/F	Class	2.6	2.5
KITS/F	Alt	1.8	2.1

		W'97	Sp'97
KOME/F	Alt	2.0	2.0
KSAN/F	Contry	1.8	1.9
KSJO/F	Rock	2.0	1.9

## PHILADELPHIA

		W'97	Sp'97
KYW/A	News	7.1	6.3
WYSP/F	Alb	5.5	6.3
WBEB/F	A/C	6.2	6.0
WGLF/F	Old	4.5	5.5
WUSL/F	Urb	6.2	5.0
WWDB/F	Talk	5.3	5.0
WDAS/F	Urb A/C	5.4	4.9
WMMR/F	Alb	3.5	4.5
WMGK/F	'70s	4.1	4.4
WPEN/A	Nost	5.0	4.0
WXTU/F	Contry	4.4	4.0
WJZZ/F	SJ&V	4.1	3.9
WPHI/F	Urb	2.7	3.9
WIOQ/F	Dance	4.5	3.6
WYXR/F	Hot A/C	2.6	3.5
WIPR/A	Spts	3.7	3.4
WPLY/F	Alt	2.8	2.7
WFLN/F	Class	3.2	2.6

## DETROIT

		W'97	Sp'97
WJLB/F	Urb	7.9	8.1
WNIC/F	A/C	6.8	7.2
WJR/A	Talk	6.2	5.9
WOMC/F	Old	5.9	5.8
WWJ/A	News	5.6	5.3
WKQI/F	Hot A/C	4.6	4.7
WMXD/F	Urb A/C	3.7	4.3
WRIF/F	Alb	4.7	4.2
WDRQ/F	Dance	3.0	3.8
WWWW/F	Contry	3.9	3.6
WCHB/F	Urb	3.2	3.6
WYCD/F	Contry	3.7	3.5
WYMW/F	SJ&V	3.3	3.2
WCSX/F	Cl Rk	3.1	3.1
WXYT/A	Talk	3.3	3.1
WQRS/F	Class	2.9	2.9
WHYT/F	Alt	2.5	2.5
CKWW/A	Nost	2.5	2.4
CIMX/F	Alt	1.4	1.8
WWBR/F	Rock	1.9	1.7

## WASHINGTON, D.C.

		W'97	Sp'97
WKYS/F	Urb	5.1	5.9
WHUR/F	Urb A/C	5.6	5.8
WPGC/F	Dance	6.5	5.8
WMZQ/F	Contry	4.5	5.0
WBIG/F	Old	4.5	4.7
WASH/F	A/C	3.8	4.6
WBZZ/A-F	Top 40	4.7	4.6
WGMS/F	Class	4.0	4.1
WMMJ/F	Urb A/C	4.2	4.1
WGAY/F	A/C	4.5	3.9
WRQX/F	SJ&V	3.9	3.7
WMAL/A	N/T	4.9	3.6
WWDC/F	Alb	3.0	3.5
WJZW/F	SJ&V	3.8	3.4
WTOP/A	News	2.9	2.9
WJFK/F	Talk	3.4	2.8
WHFS/F	Alt	2.3	2.6
WARW/F	Cl Rk	2.0	2.4
WAVA/F	Relig.	0.9	1.7
WTEM/A	Spts	1.1	1.0

## BOSTON

		W'97	Sp'97
WBZ/A	N/T	8.1	7.7
WJMN/F	Dance	5.8	6.3
WXKS/F	Top 40	6.0	6.2
WBCN/F	Alt	4.8	5.8
WRKO/A	N/T	6.2	5.8
WMJX/F	A/C	5.7	5.4
WODS/F	Old	4.8	4.9
WCRB/F	Class	5.1	4.4
WBMX/F	Hot A/C	3.9	4.2
WEEI/A	Spts	4.1	3.6
WKLB/F	Contry	3.1	3.5
WZLX/F	Cl Rk	3.5	3.4
WROR/F	Old	3.0	3.2
WAAF/F	Rock	2.9	2.9
WBOS/F	A3	3.2	2.7
WEGQ/F	'70s	2.0	2.7
WQAZ/F	SJ&V	2.0	1.8
WXKS/A	Nost	2.4	1.7
WFNX/F	Alt	1.7	1.5
WILD/A	Urb	1.2	1.1

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## Memo to the GM

# Words of Wisdom

If you haven't gotten to your copy of the July GAVIN GM yet, then you haven't seen these words of wisdom:

"Get serious. Create a real plan and a real strategy. Realize that you cannot borrow your short-term deal-to-deal radio salespeople to sell big, non-traditional business."—Alison Glander, President, Global Sales Development.

"In our evolving environment, a station's mission can change dramatically depending on what properties your company has acquired, the financial climate of the market, and what your competitor is doing."—John Martin, President, Critical Mass Media.

"Everything in the radio business right now is new. None of us have ever played simultaneous chess before. The competitive factors in many ways are less important than they used to be; we're more focused on moving forward with our group rather than looking over our shoulder..."—Lee Larsen, VP/GM, Jacor's four AM stations in Denver.



The Wait Is Over

# Paula Cole

*"I Don't  
Want To Wait"*

*From the gold album THIS FIRE*

PRODUCED BY PAULA COLE

MANAGEMENT: CARTER FOR STEREOTYPE MANAGEMENT

RECORDED AND MIXED BY ROGER MOUTENOT

**Adult Top 40 Monitor D-37\***  
**7TH GREATEST GAINER!**  
**R&R #2 Most Added 30\*-23\***

**Gavin AC Up & Coming**



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elevated blood pressure  
shortness of breath  
lightheadedness  
and powerful cravings...  
for more

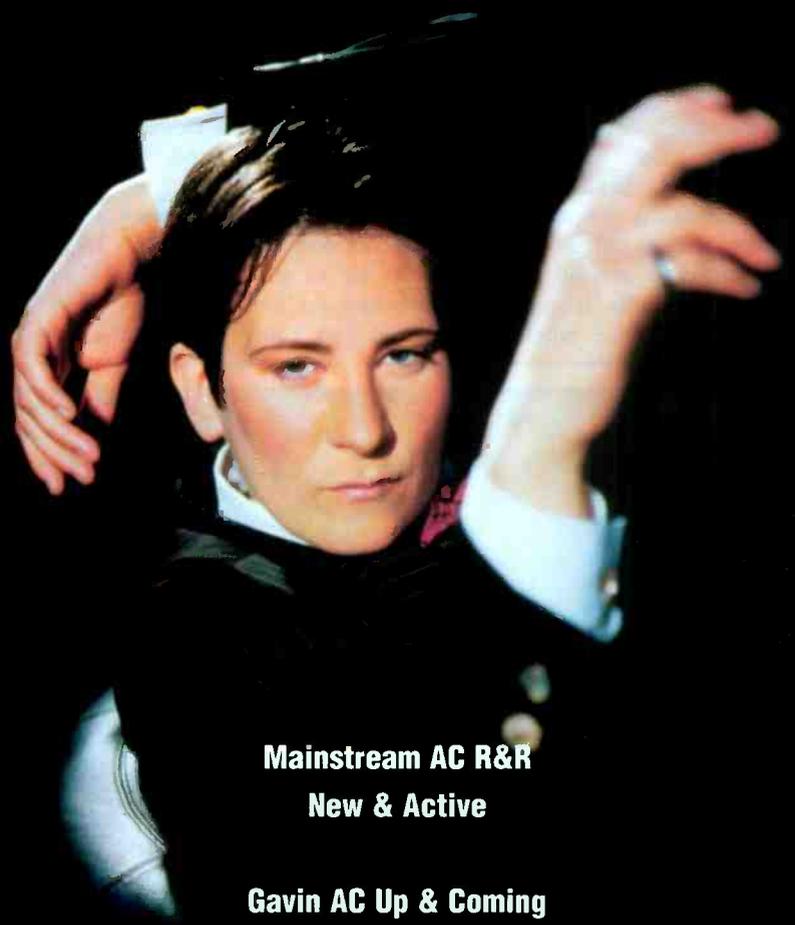
k.d. lang "the joker"

From the new album DRAG

Produced by: Craig Street and k.d. lang

Mixed by Patrick McCarthy

Management: Larry Wanagas, Bumstead Productions



**Mainstream AC R&R**  
**New & Active**

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# Pat Boone's Metal Didn't Strike Gold

BY ELIOT TIEGEL AND  
BEN FONG-TORRES

Pat Boone's heavy metal album, *In a Metal Mood: No More Mr. Nice Guy*, got him plenty of exposure on radio and TV, but whatever happened to the album itself?

Despite being dismissed by many critics and falling between various cracks in the fragmented world of contemporary radio, the album, in which Boone sang



metal classics with mostly jazz-pop arrangements, sold about 50,000 units, according to SoundScan, and got onto the Top 200 rankings one week in February.

In short, the hype didn't translate into heavy-duty sales. But, says Bruce Resnikoff, head of Hip-O Records, it helped Hip-O establish its offbeat image. "I wanted to get the message out that this is not your father's reissue label. Pat's

heavy metal record tended to brand the label as a little bit bizarre, a little bit off-center and willing to take risks."

Boone certainly did, putting on leather gear as part of his put-on. "He was somewhat surprised that not everybody got the joke," said Resnikoff. In fact, the Trinity Broadcasting Network canceled his weekly TV show, *Gospel America*. "He did go back on the air and discussed the issue, and he got a lot of positive feedback." (Despite a viewers poll favoring Boone's return by a ten-to-one margin, he is still in talks with the network.)

Will there be a volume two of *Metal Mood*? Resnikoff

laughed. "We made our statement," he said.

Boone, meantime, is ready to move on to other musical worlds. He told GAVIN about hopes to do "an Oreo album," in which he would do duets with Fats Domino and Little Richard. And, no, he wasn't kidding. And, along the lines of *In a Metal Mood*, Boone said he had an idea for an album "that's so obvious for me that I don't want to say what it

# Why I Love Being Indie

BY ERIC SHEA

I am a music lover. Everything I do is focused around music. In my spare time I listen to, read about, write about, watch, talk about, or create music. I have a hard time getting along with people who don't love music, because I live music. I always have. In my cake-and-eat-it world, I want a serious career in music and a serious *career* in music. In the colored-vinyl-paved world of indie, there is always room for both.

Think of all the people who have their cake and get to eat it. Mac and Laura from Superchunk also run Merge Records. Mark Robinson played in Unrest and Air Miami, but also runs the Teen Beat label. Calvin Johnson's played in Beat Happening, Dub Narcotic Sound System, and Halo Benders. He operates the K label. And don't forget Alan McGee, who put out his band, Bif Bang Pow, on his own Creation Records years before signing Oasis to his label.

Living in the "who erased my car" realm of college radio for three years, combined with three years as an editorial assistant at GAVIN, have helped to root my aspirations in the true direction of the music industry. I want to be like the guy who writes a book about Gram

Parsons instead of the guy who chases Blur around backstage with a video assistant and a microphone. I



also want to be like the guy who struggles really hard to write a great album instead of the guy who pierces his eyelids and paints his finger-



nails to write a flavor-of-the-week commercial-alternative single. That's why I jumped at the opportunity to make a record on an independent label.

People on the indie circuit tend to talk about how the record sounds, instead of how the record SoundScans. The indie-enthusiast format of college radio is the only format where people (can afford to) take risks by *not*

programming their station, or by adding artists on the sole basis of good taste. In 1997, the difference between college and commercial radio is the same difference between indie and major labels. It goes without saying (but desperately needs to be said) that this difference is a matter of soul.

With my band's first album on an indie label, I'm confident that my band and I have a better chance of someday writing and recording an *Exile on Main Street* or a *Sweetheart of the Rodeo*. On an indie label, my band and I have absolute say on the overall feel of the album, on how we want our songs to sound, what songs we want on the record (and in what order), and how we want the packaging to look. The unprocessed and undisturbed soul of creativity is the one and only true nourishment that feeds the confidence of artist development.

*Eric Shea's band Mover have just released their album, Original Recipe, on poster artist Frank Kozik's label, Man's Ruin. Shea, who took radio airplay reports at GAVIN until last month, runs the Popsceen club in San Francisco with Live 105 (KITS/FM)'s Aaron Axelsen. Call (415) 263-0365 or email: mansruin@sirius.com.*

**baby  
ALIVE**

**'I SAID HEY!  
WHY DON'T YOU LOVE ME?'**

**why  
don't  
you love  
me?**

**“Why Don't You Love Me? is a #1 hit. Baby Alive's the next big thing.”**  
— KROQ'S RODNEY BINGENHEIMER

**Their debut album  
WHAT IS IT?**

**Modern Rock Impact Date: July 7  
Top 40 Impact Date: July 21**

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"SENSE AND SENSUALITY"

PRODUCED BY MICHAEL BEINHORN.  
ADDITIONAL PRODUCTION AND MIX ON "NOBODY'S GIRL" BY  
JIMMY BRALOWER AND JEFF BOVA.  
MANAGEMENT: JEFF SCHOCK FOR ALLIANCE ARTISTS



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# THAT'S SHO-BIZ

## That's Sho Biz By Dave Sholin

Flash at presstime: **Sinclair Broadcast** scoops up the **Heritage Media Group** for a cool \$630 mil. Details and repercussions in News next week.

Downsizing continues in the record industry with **Island** becoming the latest to cut staff. Numerous execs at other labels predict further consolidation of the business through the end of the year. This despite a report in the *Wall Street Journal* of a 5% increase in sales for the first half of '97 vs. 1996. Scoring big were the newcomers, while many established acts have not met expectations.



Mainstream Top 40 is born again in San Francisco with the debut of **Bonneville's 295.7**. Modeled after sister **Z104 (WWZZ)** in D.C., it's very rhythmic, with everything from **No Mercy, Gina G Hanson, and Freak Nasty, to Jewel, the Cardigans, and No Doubt**. Many songs considered recurrent are brand new in the market, since they had virtually no exposure on any frequency. PD **Mike Edwards'** first hire is **WBHT-Wilkes-Barre, Pa.** APD/MD **Danny Ocean**, who gets similar duties and makes the market leap of the week.

In the wake of **Alliance Entertainment Corp.** filing Chapter 11, questions turn to the future of **Red Ant**, which is now searching for a buyer. Might this become reality sooner than some expect?



Following months of grueling negotiations, **GAVIN** was able to obtain an exclusive photo of **Columbia's Cheryl Khaner** and new hubby **Hugo Cole** of **Huge Ink, Ltd.** celebrating their wedding in the Big Apple. It's too bad these two don't look happy!

Surprise exit of the week came from Madison, Wis., where **Z104 PD John Harrison** has left the building. No word on where he's headed or who will run things in the interim. Music Coordinator and night slammer **Tom Dean** has been upped to MD.

Despite vehement denials, veteran **Live 105**-San Francisco morning personality **Alex Bennett** did his last show on the Bay Area's heritage alternative outlet

July 11. Expect a new show to debut Monday, July 21. Those expecting **Howard Stern** will likely be surprised.

Is a Midwesterner the odds-on-favorite to fill the vacant **WDRQ**-Detroit MD post?

Our deepest sympathies to **All Access Music Group's Ria Denver** and her husband **Joel** on the passing of Ria's mother, **Julia Sinclair**, earlier this week.

**A&M** ups National Promotion Director **Ross Grierson** to VP, Top 40 Promotion. He'll remain based in the Windy City.

In the wake of **WPNT**-Chicago OM/MD **Lorrin Palagi** exiting, could **Bonneville** be planning to launch yet another "Z-type Top 40," à la D.C. and S.F.? The company also closed on **WLUP/FM** this week.



**Jacor's** Director, Top 40 Programming, **BJ Harris**, gets a lesson first-hand in the true meaning of **Universal** artist **Samantha Cole's** debut single, "Happy With You."

**RCA** taps Denver-based **Revolution** rep **Artie Gentile** for similar duties in the Mile High City.

Lots of Dom flowing in Baltimore, where **Tom Calococci** and the staff at **92Q** take 12-plus honors and jump into double-digits with a 10 share! Double-digits also at **97ZOK**-Rockford, Ill., where **Scott Chase** and the crew tie active rocker **WXBX** for Number One, jumping 13.6 to 14.5. And they love Americana in Salinas/Monterey, Calif., where good ol' **KPIG (107 oink five)** is ranked Number One 25-54 with a 6.5.

Expect an official announcement soon naming former **Epic** rep **Pam Newman** as part of the revitalized **Sony Nashville** imprint **Monument Records'** promotion staff.

**WJBQ (97.9)**-Portland, Me. brings on **Keith Scott** from **WZRT**-Killington, Vt. for MD/nights. Scott replaces **Jay Matthews**, who takes a gig with **UPS**.

**KALC (Alice)**-Denver suspends their wake-up crew, **Jamie White, Frosty Stillwell, and Frank Kramer**. Apparently, they made some not-so-funny comments about someone who drowned after suffering a seizure.

**KGRS** morning talent/PD **Cosmo Leone** and Assistant News Director **Lisa Bertin** welcome the **BoDeans' Sam Llanas** to Burlington, Iowa for the **Steamboat Days Festival**, where the band played before a crowd of nearly 20,000.



## On the Air

**Charles M. Warfield** becomes VP/GM of **Evergreen's WDAS AM/FM**-Philadelphia...

**Empire Broadcasting System** names **Jim Riley** to GM of **WRNR/FM**-Graysonville, Md. Most recently, Riley was VP of Sales for **WRCQ/FM**-Fayetteville, N.C. At **WCIL**-Carbondale, Ill., PD **Chad Elliot** takes the mid-day shift from **Rich Bird**, who becomes the station's Creative Services Director.

APD/MD **Kato** moves from nights to p.m. drive, replacing **Brian R. Powell**, who transfers to sister station **WXIL/FM**. Weekender **Greggory Paul** takes evenings, and fellow weekender **Dave B. Goode** fills overnights for **Roger Gardner**, who steps into an off-air post...New MD at **PWR 94.5 (KJCK)**-Junction City, Kan. is **K.C. Garrett**. Former MD **Kevin Harvey** and PD **Todd Taylor** have exited. A search for Taylor's replacement begins...**WSNU**-Lock Haven, Pa. has a new MD. It's a.m. host **Holiday Owens**, who replaces **Brian Anderson**, who has left the station...**Shawn Stewart**, former MD of **Rev 105**-Minneapolis, joins **WXPB**-Philadelphia as AMD and Associate Producer of **World Cafe**...

**Z100**-New York's midday host **Lisa Taylor** signs a two-year extension... **Melissa Beatrice**, former Production Director at **Kiss 108 (WXKS/FM)**-Boston, is named Director of Marketing and Promotion at **106.1 Kiss/FM (KHKS)**-Dallas... **Chris Cassidy**, formerly of **Y107.9**-Chicago, joins suburban Chicago **WDKB (B95)** as Production Director and midday talent...Marketing vet **Audrey Jacobs** joins **Nationwide's KXGL/FM (The Eagle)**-San Diego as Promotions Director...

Promotion department changes at **WNCI**-Columbus, Ohio: **Ross Kuhns** is upped to Director, freeing former Promo head/APD/MD **Neal**

**Sharpe** to concentrate on programming. **LauraLee Brigode** moves from Programming Assistant to Promotion Asst...**Deveen Perry** comes from a Sales Operations Coordinator post with **WTMX**-Chicago to join **WPNT/FM** as Executive Assistant to VP/GM **Chuck Williams**, another 'TMX alum. The pair have worked together for 11 years.

**EMI Records** may be history, but **EMI-Capitol Entertainment Properties** (or **E-Prop**, as it's been dubbed) lives on. A host of new appointments is meant to reflect the company's broad design, which is to market the enormous music catalogs of both **EMI** and **Capitol** (the **Beatles, Garth Brooks, Frank Sinatra, and David Bowie**, to name a few). New execs include: **Mark Jaffe**, Senior VP of Product Development; **Jeff Peitzyk**, Senior VP Sales; **Tom Werman**, VP A&R; **Michael Tomlin**, VP Promotions; and **Justin Morris**, CFO...**Tara Griggs-Magee** is promoted to VP/GM of **Verity Records**, which is part of the **Benson Music Group**, which is, in turn, part of the **Zomba Group of Companies**...Happy Birthday (July 22) to **Nick Bull**, who becomes Senior Director of Promotion at **Velvet**; he'll work all formats. He comes from **EMI**, where he was Senior Director of Alternative. "Working with Nick Bull is one of those occupational hazards that I have so far not been able to avoid," jokes the label's **Mike Abbattista**. (Uh, at least we hope he's joking, that is.)...**Popular Records Group**, which originally gained its name as a dance music label, has added a Black Music Division. **Mark "Sexx" Skete** becomes VP of the new section, which will sign both artists and indie projects for release.

## In the Grooves

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Nick Bull

Sho-Case



WHITNEY HOUSTON/BRANDY

Whitney Houston and Brandy are currently filming a new version of Rodgers and Hammerstein's *Cinderella* for a *Wonderful World of Disney* presentation on ABC later this year. Houston plays the Fairy Godmother and Brandy portrays Cinderella.

Sho-Prep

BILLY JOEL

Earlier this year, Billy Joel received an honorary doctorate from Hofstra University. It was the third such honorary degree from a university for Billy Joel, who was a high school dropout in real life.

HANSON

The success of the Hansons is leading to nearly instant authorized and unauthorized biographies. The brothers have signed with Virgin Publishing for an authorized tome, but Archway Paperbacks will have their own Hanson bio in stores by September.

SHERYL CROW

Sheryl Crow has inked a deal with designer Tommy Hilfiger for a tour sponsorship from Hilfiger. In exchange, Crow will help develop and endorse a clothing line.

DURAN DURAN

Duran Duran takes its name from a character in the Jane Fonda film *Barbarella*, but not until this summer has the band ever referred to the film in any of its music. They've recently completed recording "Electric Barbarella" for their next album and have also already completed a video for the track.

MEAT LOAF

Meat Loaf is in Livingston, Montana, making a made-for-TV movie with Dennis Quaid called *Everything That Rises*.

10,000 MANIACS

Mary Ramsey of 10,000 Maniacs is not totally new to the band. She had been a backup singer for the group on some previous tours and has worked with a former Maniac, John Lombardo, in a duo called John & Mary.

BEE GEES

Paramount Pictures plans to celebrate the 20th anniversary of *Saturday Night Fever* by re-releasing the film this fall.

POWER STATION

Robert Palmer, Tony Thompson, Andy Taylor, and the late Bernard Edwards reformed their band Power Station and released a reunion album in the UK earlier this summer. Look for it to surface next month on Guardian here in the States.

MICHAEL BOLTON

Michael Bolton has written his first screenplay, a courtroom drama, and has sold it to Columbia/Tri-Star. Bolton hopes to co-produce and star in the eventual film. If he gets the part, Bolton would cut his famous tresses in order to look more like a conventional attorney. Sounds like a Pay-Per-View special in the works here.

Flashbacks

JULY 18, 1992

Whitney Houston and Bobby Brown marry.

JULY 18, 1995

George Michael is released from his long-term contract with Sony. He signs with Virgin worldwide, excepting North America, where he becomes the first artist on DreamWorks SKG.

JULY 19, 1980

David Bowie makes his stage acting debut in Denver in the title role of *The Elephant Man*.

JULY 21, 1983

Diana Ross performs a free concert in New York's Central Park. A torrential rainstorm forces an early end to the evening. Ross returns the following night with another concert.

JULY 23, 1984

After *Penthouse* publishes some old and risqué pictures of Vanessa Williams, she resigns her title as Miss America just two months before her term expires.

# CHICAGO'S

formerly known as the Independent Label Festival...now in its 5th year!!!

# NEW MUSIC

July 25-26, 1997; Chicago, Illinois  
Ramada Congress Hotel, Michigan Avenue

# FESTIVAL

Chicago's New Music Festival is going into its fifth year... Al Rose (Whitehouse), Cash Money (Touch and Go), Chain Suck (Wax Trax), Cubanate (Wax Trax), Drovers, Edith Frost (Drag City), Fig Dish (Mercury), Full on the Mouth (Pioneer), Glyn Styler (Truck Stop), Kurt ELLing (Blue Note), Liquid Soul (ARK 21), Love Kit (Ginger), Moonshine Willy (Bloodshot), Mystery Driver (Whitehouse), Ellis Paul (Rounder), Poster Children (Reprise), Shallow (Zero Hour), Swinger (Ginger), Tripl3fast, Von Freeman (Southport) are just some of the bands performing! Well over a hundred bands will be participating. Over a dozen panels will feature reps from Bloodshot Records, Invisible Records, MS Distribution, NACA, PGD, Wax Trax Records and WEA to name a few.

All information is subject to change.  
Showcase Only Pass \$35  
available at [TICKETMASTER](#)  
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by mail and at convention site

...of the Smashing Pumpkins and MC No Joke G of Fulflej onstage at last year's Scratchie Records Showcase.

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**MOST ADDED**

- JEWEL (52)**
- HANSON (32)**
- WILD ORCHID (29)**
- PAULA COLE (22)**
- 98° (17)**

**TOP TIP**

**DIANA KING**

*"Say a Little Prayer For You"*  
(WORK)

This Bacharach/David standard from the soundtrack of *My Best Friend's Wedding* appears to be headed up the chart for a third time.

**RECORD TO WATCH**

**AQUA**

*Barbie Girl* (MCA)

Danish import is poised to become one of Summer '97's most reactive records. Number One requests for weeks at



C-89-Seattle, and confirmed by Y100-Miami where MD Al Chio calls it nothing less than "enormous!"

# Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	<b>ROBYN</b> - Do You Know (What It Takes) (RCA)	13	158	0	6441	+120
2	<b>MEREDITH BROOKS</b> - Bitch (Capitol)	13	137	1	6105	+203
3	<b>THIRD EYE BLIND</b> - Semi-Charmed Life (Elektra/EEG)	15	157	4	5896	+367
4	<b>OMC</b> - How Bizarre (Mercury)	23	144	0	5894	+327
5	<b>HANSON</b> - MMMBop (Mercury)	17	147	0	5712	-582
6	<b>THE VERVE PIPE</b> - The Freshmen (RCA)	23	143	1	5597	+24
7	<b>SHAWN COLVIN</b> - Sunny Came Home (Columbia/CRG)	25	134	0	5592	-150
8	<b>BACKSTREET BOYS</b> - Quit Playing Games (With My Heart) (Jive)	12	152	1	5584	+586
9	<b>SISTER HAZEL</b> - All For You (Universal)	20	146	1	5580	+282
10	<b>SHERYL CROW</b> - A Change Would Do You Good (A&M)	12	142	1	4976	+238
11	<b>MARK MORRISON</b> - Return Of The Mack (Atlantic)	26	110	0	4600	-282
12	<b>WILL SMITH</b> - Men In Black (Columbia/CRG)	7	124	11	4141	+1094
13	<b>SPICE GIRLS</b> - Say You'll Be There (Virgin)	19	113	0	4064	-892
14	<b>EN VOGUE</b> - Whatever (eastwest/EEG)	9	128	1	3907	-94
15	<b>PUFF DADDY &amp; FAITH EVANS feat. 112</b> - I'll Be Missing You (Bad Boy/Arista)	9	105	7	3698	+501
16	<b>AZ YET</b> - Hard To Say I'm Sorry (LaFace/Arista)	27	90	0	3645	-72
17	<b>SPICE GIRLS</b> - 2 Become 1 (Virgin)	5	146	16	3579	+1336
18	<b>10,000 MANIACS</b> - More Than This (Geffen)	7	134	4	3371	+340
19	<b>THE WALLFLOWERS</b> - One Headlight (Interscope)	34	94	0	3279	-408
20	<b>SAVAGE GARDEN</b> - To The Moon & Back (Columbia/CRG)	8	121	1	3270	+403
21	<b>R. KELLY</b> - Gotham City (Jive)	6	112	2	3250	+93
22	<b>GINA G.</b> - Gimme Some Love (Eternal/Warner Bros.)	14	108	1	3042	-14
23	<b>SAVAGE GARDEN</b> - I Want You (Columbia/CRG)	25	85	0	2702	-197
24	<b>BABYFACE</b> - How Come, How Long (Epic)	9	95	1	2675	-58
25	<b>COUNTING CROWS</b> - Daylight Fading (DGC)	13	91	0	2632	-217
26	<b>DAVE MATTHEWS BAND</b> - Crash Into Me (RCA)	36	87	1	2596	+298
27	<b>THE WALLFLOWERS</b> - The Difference (Interscope)	9	113	13	2489	+743
28	<b>WHITE TOWN</b> - Your Woman (EMI)	22	78	0	2466	-633
29	<b>MATCHBOX 20</b> - Push (Lava/Atlantic)	6	108	13	2363	+438
30	<b>JAMIROQUAI</b> - Virtual Insanity (WORK)	10	101	2	2292	-19
31	<b>HANSON</b> - Where's The Love? (Mercury)	3	117	32	2118	N
32	<b>BLESSID UNION OF SOULS</b> - I Wanna Be There (EMI)	15	65	2	1954	-399
33	<b>MONICA</b> - For You I Will (Warner Sunset/Atlantic)	28	61	0	1931	-173
34	<b>BLACKSTREET</b> - Don't Leave Me (Interscope)	24	52	0	1856	-323
35	<b>DUNCAN SHEIK</b> - Barely Breathing (Atlantic)	36	52	0	1789	-96
36	<b>JEWEL</b> - You Were Meant For Me (Atlantic)	38	57	0	1744	-67
37	<b>JON BON JOVI</b> - Midnight In Chelsea (Mercury)	10	66	0	1732	-690
38	<b>TONIC</b> - If I Could Only See (Polydor/A&M)	20	81	12	1724	N
39	<b>INDIGO GIRLS</b> - Shame On You (Epic)	12	60	1	1652	-106
40	<b>PAULA COLE</b> - Where Have All The Cowboys Gone (Warner Bros.)	25	57	0	1548	-275

† = Daypart

Total Reports This Week 204 Last Week 203

Chartbound	Reports	Adds	SPINS	TREND
<b>JEWEL</b> - "Foolish Games" (Atlantic)	108	52	1422	+1039
<b>98°</b> - "Invisible Man" (Motown)	79	17	1542	+414
<b>PAULA COLE</b> - "I Don't Want to Wait" (Warner Bros.)	74	22	1099	+499
<b>MR. PRESIDENT</b> - "Coco Jamboo" (Warner Bros.)	68	13	1279	+376

## Inside Top 40

BY DAVE SHOLIN



# Championing Top 40 In Small Markets Midwest

Many of those employed today by the **Tom Ingstad Radio Group** were in grade school—or possibly hadn't even been born yet—when the company purchased its first facility, **KKXL/AM-Grand Forks**, in 1973. Nearly 25 years later, the firm boasts 26 properties, including nine recent acquisitions. **COO/VP Randy Holland** is the

more interesting is that it marks a return of **KKXL** to the Ingstad family. The stations were first sold to Minneapolis' **Vaughn Company** and have most recently been run by **Dave Ramage** and his **Excel Corporation**. This spring's devastating flood, preceded by a tower collapsing, have kept **KKXL** off the air for months, but Holland expects the station will be "up and running by the time we start our LMA, scheduled for August 1. We'll be at lower power for a couple of weeks, but hope to be at full strength by the beginning of September." The best news of all is that, according to Randy, **KKXL/FM** is "definitely staying Top 40." He hopes the staff will decide to remain in place.



Randy Holland

man CEO **Tom Ingstad** entrusts with running the company's day-to-day operation. And considering Holland's been on the Ingstad team since 1968, few would be more qualified. However, when Randy joined, it was to work for the late **Bob Ingstad, Sr.**, whose sons **Tom, James, and Robert** each run a separate radio group with the exception of four properties in Fargo (**KQWB, KLTA, KPFX, and WDAY**), which Tom and Jim own jointly, have since made the Ingstad name synonymous with Midwest radio.

It's obvious when looking at their portfolio that the **Tom Ingstad Group** is bullish when it comes to Top 40. In fact, they recently ventured outside the Midwest, and purchased **Yakima, Wash. Top 40 outlet KFFM**. Earlier this year, **TIRG** returned **WDAY (Y94)-Fargo** to its Top 40 roots. Holland also flipped **Rapid City, S.D. country outlet KRCS/FM Top 40** in January and reports response has been "very, very good, even with some signal problems, which will soon be corrected."

We caught up with Holland the other day in his Twin Cities home office. He was just back from a road trip to Grand Forks, home to six of those nine new properties mentioned earlier. What makes this purchase even

Holland says his company judges response by revenue. **Y94**, he admits, was a case of it being "far more successful as a Top 40 than an also-ran Hot A/C," the direction chosen by the previous owners. In his view, they made the switch because "our A/C, **KLTA**, was out-performing them, and they thought they could do better. But they didn't. I firmly believe that if you're first in a format and doing it right, you really

Editor: DAVE SHOLIN • Associate Editor: ANNETTE M. LAI

Top 40 reports accepted Mondays and Tuesdays 8:30 a.m.-4 p.m.

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## AOL's Robert Pittman to Keynote The NAB Radio Show



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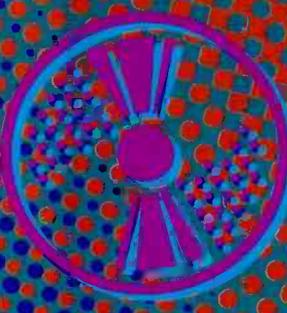
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Succeeding in a New Era of Radio



NEW ORLEANS



## Up &amp; Coming

Reports	Adds	SPINS	TRENDS	
58	2	1341	+178	<b>DJ COMPANY</b> - Rhythm Of Love (Crave)
57	2	1201	+62	<b>NO MERCY</b> - When I Die (Arista)
54	10	1075	+37	<b>THE MIGHTY MIGHTY BOSSTONES</b> - The Impression That I Get (Mercury)
51	6	1162	+294	<b>GOD'S PROPERTY</b> featuring <b>KIRK FRANKLIN</b> - Slomp (B-Rite/Interscope)
49	11	859	+209	<b>DIANA KING</b> - Say A Little Prayer For You (WORX)
44	6	873	+90	<b>LeANN RIMES</b> - How Do I Live (MCG/Curb)
38	3	740	+99	<b>ABRA MOORE</b> - Four Leaf Clover (Arista Austin)
37	1	844	-14	<b>FIVESTONES</b> - Turn The Radio Up (Midnight Fantasy)
37	12	534	+226	<b>DUNCAN SHEIK</b> - She Runs Away (Atlantic)
33	29	106	+69	* <b>WILD ORCHID</b> - Supernatural (RCA)
31	3	696	-14	<b>PAT BENATAR</b> - Strawberry Wine (Life Is Sweet) (CMC International)
31	6	581	+210	<b>U2</b> - Last Night On Earth (Island)
28	1	1030	+105	<b>CHANGING FACES</b> - G.H.E.T.T.O.U.T. (Big Beat/Atlantic)
27	—	609	-1	<b>JONNY LANG</b> - Lie To Me (A&M)
26	3	897	+65	<b>THE NOTORIOUS B.I.G.</b> - Mo Money Mo Problems (Bad Boy/Arista)
26	1	682	+78	<b>BONE THUGS N' HARMONY</b> - Look Into My Eyes (Relativity/Ruthless)
26	—	546	-21	<b>ALISHA'S ATTIC</b> - I Am, I Feel (Mercury)
25	2	584	+49	<b>38 SPECIAL</b> - Fade To Blue (Razor & Tie)
25	4	446	+122	<b>NIGHT RANGER</b> - Forever All Over Again (Columbia/CRG)
22	12	301	+96	<b>LIVE</b> - Turn My Head (Radioactive)
20	—	481	+47	<b>LAURNEA</b> - Can't Let Go (Yab Yum/Epic)
19	2	416	+71	<b>MISSY 'MISDIEMANDY' ELLIOTT</b> - Supa Dupa (The Pain) (The Gold Mine, Inc./eastwest)
19	9	344	+80	<b>MONACO</b> - What Do You Want From Me? (Polydor/A&M)
19	5	344	+75	<b>SARAH McLACHLAN</b> - Building A Mystery (Arista)
19	5	298	+61	<b>LIL' SUZY</b> - Can't Get You Out Of My Mind (Metropolitan)
19	2	291	+66	<b>RYAN DOWNE</b> - What Am I Gonna Do (Rocket/A&M)
18	—	358	-21	<b>SPIES</b> - Goldenman (Edel America)
18	1	349	+174	<b>COOLIO</b> featuring <b>THE 40 THEVZ</b> - C U When You Get There (Tommy Boy)
17	2	542	-10	<b>CORINA</b> - Summertime (Columbia/CRG)
17	2	363	+114	<b>SNEAKER PIMPS</b> - 6 Underground (Virgin)
16	4	329	+50	<b>TRIO</b> - Da Da Da (Mercury)
16	2	260	-28	<b>BENIE MAN</b> featuring <b>CHEVELLE FRANKLYN</b> - Dancehall Queen (Island Jamaica)
15	5	336	+217	<b>GINUWINE</b> - When Doves Cry (550 Music)
15	1	282	+29	<b>ZIGGY MARLEY &amp; THE MELODY MAKERS</b> - People Get Ready (Elektra/EEG)
15	5	228	-2	<b>SQUIRREL NUT ZIPPERS</b> - Hell (Mammoth)
15	5	196	+69	* <b>INXS</b> - Don't Lose Your Head (Mercury)
14	4	367	+108	<b>INOJ</b> - Love You Down (So So Def/Columbia/CRG)
14	1	321	+78	<b>DRU HILL</b> - Never Make A Promise (Island)
14	2	315	+72	<b>STYX</b> - Paradise (CMC International)
14	2	290	+103	<b>LIL' KIM</b> - Not Tonight (Undeas/Big Beat/Atlantic)
14	1	266	+25	<b>DESPERATE MEN</b> - In Your Dreams (DM)
14	4	191	+107	* <b>JOE</b> - The Love Scene (Jive)
13	1	251	+83	<b>FOOL'S GARDEN</b> - Lemon Tree (Intercoad/Universal)
13	2	202	+37	<b>SONIC DREAM</b> - Don't Go Breakin' My Heart (Interhit)
13	5	192	+132	* <b>INNER CIRCLE</b> - Tell Me (What You Want Me to Do) (Sound Bwoy)
13	4	158	+71	<b>LISA STANSFIELD</b> - Never, Never Gonna Give You Up (Arista)
13	5	145	+40	* <b>FIONA APPLE</b> - Criminal (Clean Slate/WORX)
12	1	194	+4	<b>KIM RICHEY</b> - I Know (Mercury)
12	4	168	+78	<b>PETER CETERA</b> - Do You Love Me That Much (River North)
12	11	87	+47	* <b>JON B.</b> - Don't Say (Yab Yum/550 Music)
11	1	323	+86	<b>SCARFACE</b> - Smile (featuring 2 Pac and Johnny P) (Rap-A-Lot/Noo Trybe)
11	—	275	+23	<b>k-Ci &amp; JoJo</b> - You Bring Me Up (MCA)
11	1	249	+75	<b>SWV</b> featuring <b>PUFF DADDY</b> - Someone (RCA)
11	—	240	+19	<b>ADINA HOWARD</b> - (Freak) And U Know It (eastwest/EEG)
11	2	165	+137	* <b>WEATHERVANE</b> - Roll Like Thunder (Soup Can Music)
10	3	278	-2	* <b>NATASHA HAGEN</b> - You & You (Quality)
10	2	223	+60	* <b>MICHAEL BOLTON</b> - Go The Distance (Columbia/CRG)
10	5	201	+127	* <b>OASIS</b> - Do You Know What I Mean (Epic)
10	3	172	+51	* <b>BLACKSTREET</b> - Fix (Interscope)
10	4	131	+68	* <b>SUBLIME</b> - Wrong Way (MCA)
10	9	59	+32	* <b>Cravin' Melon</b> - Sweet Tea (Mercury)

Dropped: #33-Bob Carlisle, #40-Rome, Aerosmith, Del Amitri, Culture Beat, Kyle Vincent, Damage, Shades, Big Head Todd & the Monsters, Dana Harris.

\* Indicates Debut

have to screw things up to fail."

Keeping it small and private has so far spelled success for his organization, and that's unlikely to change. As for further expansion, Holland says new acquisitions will be carefully planned. "We have to attain certain dollar figures with multiple stations or why bother," he explains. In addition to crediting his staff for making his Top 40 operations successful and profitable, Randy is also quick to praise the efforts of consultants **Mark Bolke** of **Bill Richards Radio Consulting** and **Jeff Johnson** of **Alan Burns and Associates**.

And for those who might question the value of small markets, Holland offers this reminder: "The money you put in the bank in Rapid City is just as green as the money in New York City. It's not surprising to see companies like **Jacor** buying up properties in places like Cheyenne, Wyoming." ●

## Signals & Detections

**Aqua, Aqua, Aqua.** "Barbie Girl" brings in Number One phones for **C-89**-Seattle and

**Y100**-Miami. And the word is starting to spread, with just three spins at **WKSE**-Buffalo generating phones, and some initial play at **Z104**-Washington, D.C.... **LeAnn Rimes'** "How Do I Live" is prov-



ing a winner. Number seven requests and growing at **104 KRBE**-Houston, where MD **Jay Michaels** reports "Number One single sales. We've moved it into heavy rotation, and it's now on our nightly countdown." **KHOM**-New Orleans PD **Bill Thorman** reports the song at number two on their phones, where, by the way, Aqua is Number One in requests after less than a week of play. Bill says, "It's the hottest song on the station."

## ARTIST PROFILE

### ABRA MOORE



#### BIRTHPLACE AND BIRTHDATE:

Mission Bay, Calif., June 8

#### LABEL: Arista Austin

SENIOR VP, PROMOTION,  
ARISTA: Richard Palmese

CURRENT SINGLE: "Four Leaf  
Clover"

CURRENT ALBUM: *Strangest  
Places*

#### MAJOR MUSICAL INFLUENCES:

Chet Baker and Billie Holiday

#### FAVORITE RECORD BY ANOTHER

ARTIST: *Damn the Torpedoes* by  
Tom Petty.

#### THINGS THAT MAKE YOU

HAPPY: "Nice people."

#### THINGS THAT MAKE YOU SAD:

"Mean, selfish people."

#### FAVORITE WAY TO RELAX:

"Swimming."

#### FAVORITE JUNK FOOD:

"McDonald's apple pie."

#### FAVORITE MOVIE OF ALL-TIME:

"The Last Waltz."

#### IF YOU COULDN'T BE A

MUSICIAN, YOU'D BE:

"...a wildlife rescue person, a  
clown, or a ballerina."

#### TOUR PLANS:

"I'll be part of the Lilith Fair tour.

In July, I'm opening shows for

Third-Eye Blind; and in August, will  
be the opener for Collective Soul."

#### MOORE ON HER MUSIC:

"It's happy, hopeful, honest,  
straight-from-the-heart music."

#### IT'S SAID:

"The songs Moore unveiled are  
challenging, listenable, and  
bristling with hooks in all the right  
places. Moreover, they reflect a  
sense of growth and a wider  
perspective that is refreshing,  
coming from a self-described  
former 'folk hippie chick'." —  
*Austin American-Statesman*,  
March 17, 1997

# GO Chart

## GO MOST ADDED

**JEWEL (28)**  
**HANSON (19)**  
**PAULA COLE (15)**

**GO STATION PANEL:** The GO Chart is based on reports by 110 GAVIN correspondents who are not part of *Radio & Record's* or *Billboard's* panels. Underlines indicate upward movement, while blue entries highlight a stronger performance than on the main Top 40 chart.

TW		SPINS	TREND
1	<b>ROBYN</b> - Do You Know (What It Takes) (RCA)	3645	+100
2	<b>SISTER HAZEL</b> - All For You (Universal)	3613	+248
3	<b>THIRD EYE BLIND</b> - Semi-Charmed Life (Elektra/EEG)	3442	+321
4	<b>SHERYL CROW</b> - A Change Would Do You Good (A&M)	3370	+221
5	<b>MEREDITH BROOKS</b> - Bitch (Capitol)	3235	+196
6	<b>OMC</b> - How Bizarre (Mercury)	3114	+199
7	<b>THE VERVE PIPE</b> - The Freshmen (RCA)	3079	+38
8	<b>HANSON</b> - MMMBop (Mercury)	3061	-59
9	<b>SHAWN COLVIN</b> - Sunny Came Home (Columbia/CRG)	3012	+111
10	<b>BACKSTREET BOYS</b> - Quit Playing Games (With My Heart) (Jive)	2934	+413
11	<b>10,000 MANIACS</b> - More Than This (Geffen)	2410	+310
12	<b>SPICE GIRLS</b> - Say You'll Be There (Virgin)	2255	+19
13	<b>SAVAGE GARDEN</b> - To The Moon & Back (Columbia/CRG)	2253	+275
14	<b>EN VOGUE</b> - Whatever (eastwest/EEG)	2179	+156
15	<b>GINA G.</b> - Gimme Some Love (Eternal/Warner Bros.)	2120	+211
16	<b>COUNTING CROWS</b> - Daylight Fading (DGC)	2059	+193
17	<b>MARK MORRISON</b> - Return Of The Mack (Atlantic)	1972	+77
18	<b>R. KELLY</b> - Gotham City (Jive)	1844	+331
19	<b>SPICE GIRLS</b> - 2 Become 1 (Virgin)	1802	+776
20	<b>WILL SMITH</b> - Men In Black (Columbia/CRG)	1758	+538
21	<b>JAMIROQUAI</b> - Virtual Insanity (WORK)	1657	+76
22	<b>BABYFACE</b> - How Come, How Long (Epic)	1655	+86
23	<b>THE WALLFLOWERS</b> - The Difference (Interscope)	1585	+540
24	<b>AZ YET</b> - Hard To Say I'm Sorry (LaFace/Arista)	1581	+80
25	<b>THE WALLFLOWERS</b> - One Headlight (Interscope)	1542	-41
26	<b>JON BON JOVI</b> - Midnight In Chelsea (Mercury)	1464	+45
27	<b>SAVAGE GARDEN</b> - I Want You (Columbia/CRG)	1446	+120
28	<b>MATCHBOX 20</b> - Push (Lava/Atlantic)	1378	+266
29	<b>INDIGO GIRLS</b> - Shame On You (Epic)	1371	+40
30	<b>PUFF DADDY &amp; FAITH EVANS feat. 112</b> - I'll Be Missing You (Bad Boy/Arista)	1346	+331
31	<b>DAVE MATTHEWS BAND</b> - Crash Into Me (RCA)	1297	+249
32	<b>BLESSID UNION OF SOULS</b> - I Wanna Be There (EMI)	1245	+33
33	<b>WHITE TOWN</b> - Your Woman (EMI)	1237	-42
34	<b>TONIC</b> - If I Could Only See (Polydor/A&M)	1090	<b>NEW</b>
35	<b>HANSON</b> - Where's The Love? (Mercury)	1080	<b>NEW</b>
36	<b>PAUL McCARTNEY</b> - The World Tonight (Capitol)	1047	+50
37	<b>BOB CARLISLE</b> - Butterfly Kisses (DMG)	950	-108
38	<b>PAULA COLE</b> - Where Have All The Cowboys Gone (Warner Bros.)	928	+56
39	<b>CULTURE BEAT</b> - Take Me Away (Interhit)	898	+6
40	<b>JEWEL</b> - Foolish Games (Atlantic)	891	<b>NEW</b>

## Crossover

### URBAN/DANCE

**DJ COMPANY** - "Rhythm of Love" (Crave)  
**GOD'S PROPERTY feat. KIRK FRANKLIN** - "Stomp" (B-Rite/Interscope)  
**GINUWINE** - "When Doves Cry" (550 Music)  
**MAXWELL** - "Whenever, Wherever, Whatever" (Columbia/CRG)

### ALTERNATIVE

**SARAH McLACHLAN** - "Building a Mystery" (Arista)  
**LIVE** - "Turn My Head" (Radioactive)  
**THE MIGHTY MIGHTY BOSSTONES** - "The Impression That I Get" (Mercury)  
**ABRA MOORE** - "Four Leaf Clover" (Arista Austin)  
**U2** - "Last Night on Earth" (Island)  
**MONACO** - "What Do You Want From Me?" (Polydor/A&M)

## Sho-Dates

### July 20

**Ruthi Celis** Nervous Records  
**Chris Cornell** (Soundgarden), **Santana**, **Kim Carnes**, **Radney Foster**, **TG Sheppard**

### July 21

**Greg Gavin**  
**Katie Eyerly** KMEL-San Francisco  
**Bill Catino** Capitol Records  
**Joe Reichling** Arista Records  
**Barbara Kelly**  
**Holly Palmer**, **Cat Stevens**, **Sara Carter**, **Jim Martin** (Faith No More), **Eliot Sloan** (Blessid Union Of Souls)

### July 22

**Cosmo Leone** KGRS-Burlington, ID  
**Jo Interante** ABC Radio  
**Nick Bull** VeVel Records  
**Michael Baran** (James Young Group), **Don Henley**, **Rick Davies** (Supertramp)

### July 23

**Dana Lundon** JET/FM-Erie, Pa.  
**Tony Joe White**, **Tim Kellitt** (Simply Red), **Sam Walters** (Color Me Badd), **Martin Gore** (Depeche Mode)

### July 24

**B.J. Harris** WFLZ-Tampa  
**Mike Pike** WKTJ-Farmington, Me.  
**Pam Tillis**

### July 25

**Scott Shannon** WPLJ-New York, NY  
**Bill Richards** Consultant  
**Lynn Malsby** (Klymaxx), **Marty Brown**, **Doug Corella** (Verve Pipe)

### July 26

**Tom Holt** WWLI/FM-Providence, R.I.  
**Jim Ryan** WLTW-New York  
**Mick Jagger**

WEDDING BELLS rang July 12 in Boston for **Charlie Walk**, VP of Promotion for Columbia Records, and **Lauran Miller**.

...WEDDING BELLS rang July 12 for **Margaret Fotinos**, Editorial Administrator for Microsoft Music Central On-line, and **Michael Morearty**. Best wishes & congratulations.

## Laugh Tracks

### David Letterman tells some killer jokes:

*O.J. Simpson's house was auctioned off for \$2.6 million. Over the weekend, the Bekins truck was outside the house, loading up all of O.J.'s alibis.*

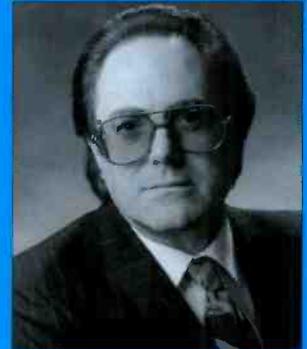
*Because O.J. defaulted on the mortgage, he does not see a dime from that property. But, to be fair, the other property in Brentwood—on that one, he made a killing.*

*Don't kid yourself. O.J. had a first-rate real estate agency handling the deal: the Trial of the Century 21.*

*As kind of a farewell party...O.J. decides to throw himself a 50th birthday party. Listen to this: 100 friends show up. Here's the problem I have with this. I don't have 100 friends—and I haven't killed anybody!*

# Friends of Radio

## Carl Strube



President, Critique Records, Boston

**Hometown:** Bath, Maine

**What radio stations did you grow up listening to?**

*WMEX-Boston, WKBW-Buffalo, and WPTR-Albany.*

**What stations do you listen to now?**

*I switch around from music to talk. [I listen to] all formats of music to keep up with the latest trends.*

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

*The Fiona Apple CD. It caught my ear on a Tower listening station, and it was priced right for a new developing artist.*

**The Critique projects you're most excited about right now and why?**

*Damage. They have unbelievable talent and songs. These guys have unlimited worldwide appeal.*

**If you could sign anyone to your label today, who would it be and why?**

*A "new" Babyface, because I so admire his all-around talent as an artist, producer, and writer, as well as his sense for what the public wants.*

**Your proudest career achievement so far:**

*The ability we've had to grow Critique with hard work and great music.*

**Future ambitions:**

*To see Critique grow and grow!*

**MOST ADDED**

**JEWEL (49)**

**R. KELLY (30)**

**KENNY LOGGINS (43)**

**BLAKE McSHANE (20)**

**HANSON (19)**

**TOP TIP**

**BELINDA CARLISLE**

*"In Too Deep"*  
(ARK21)

Ready to chart next week thanks to 18 Adds including WWSE, WKWK, 3WM, WCBH, as well as top spins from KIZZ (30), KTHO (26), WCZT (21), KTDY (24), WCKQ (22) and WZDQ (25).

**RECORD TO WATCH**

**DUNCAN SHEIK**

*"She Runs Away"*  
(Atlantic)

On the heels of "Barely Breathing," this fresh Sheik track is registering key calls from a myriad of A/C's like WDBZ, WBMX, WWNK, WMTX, K99, KPLZ, KRUZ, and WMC.

# Gavin A/C

Adult Contemporary

## Inside A/C



BY RON FELL

## Welcome New A/C Reporters

Here are the latest additions to the GAVIN Adult Contemporary panel:

**Dennis Fuller**, Program Director, **KGRC**, 329 Maine, Quincy, IL 6230; phone (217) 224-4102, fax (217) 228-7361.

**Pat Paxton**, Program Director, **Rich Anhorn**, APD/MD, **KHMX**, 1990 Post Oak Blvd. #2300, Houston, TX 77056; phone (713) 790-0965, fax (713) 297-0356.

**Tim Murphy**, Program Director, **KIMX**, 302 S. 2nd St. #203, Laramie, WY 82070; phone (307) 745-5208, fax (307) 745-8570.

**Ed Perkins**, OM/MD, **KQIS/FM**, 320 N. Parkerson, Crowley, LA 70526; phone (318) 989-1024, fax (318) 267-4386.

**John Hall**, Program Director, **WATD**, 130 Enterprise Drive, Marshfield, MA, 02050; phone (617) 837-1166, fax (617) 837-1978.

**Mike Sutphin**, Program Director, **WHEO**, Rt. 1, Box 75, Stuart, VA 24171; phone (540) 694-3114, fax (540) 694-2241.

**John Stuart**, Program Director/Music Director, **WMJJ**, 530 Beacon Parkway West, Birmingham, AL 35209; phone (205) 942-9600 x3302, fax (205) 290-8145.

No longer reporting to GAVIN's A/C chart are **KACW**, **KBJJ**, **WEBS**, **KOLS**, **WBBE**, **KILLY**, **WOBM**, and **KMGQ**.

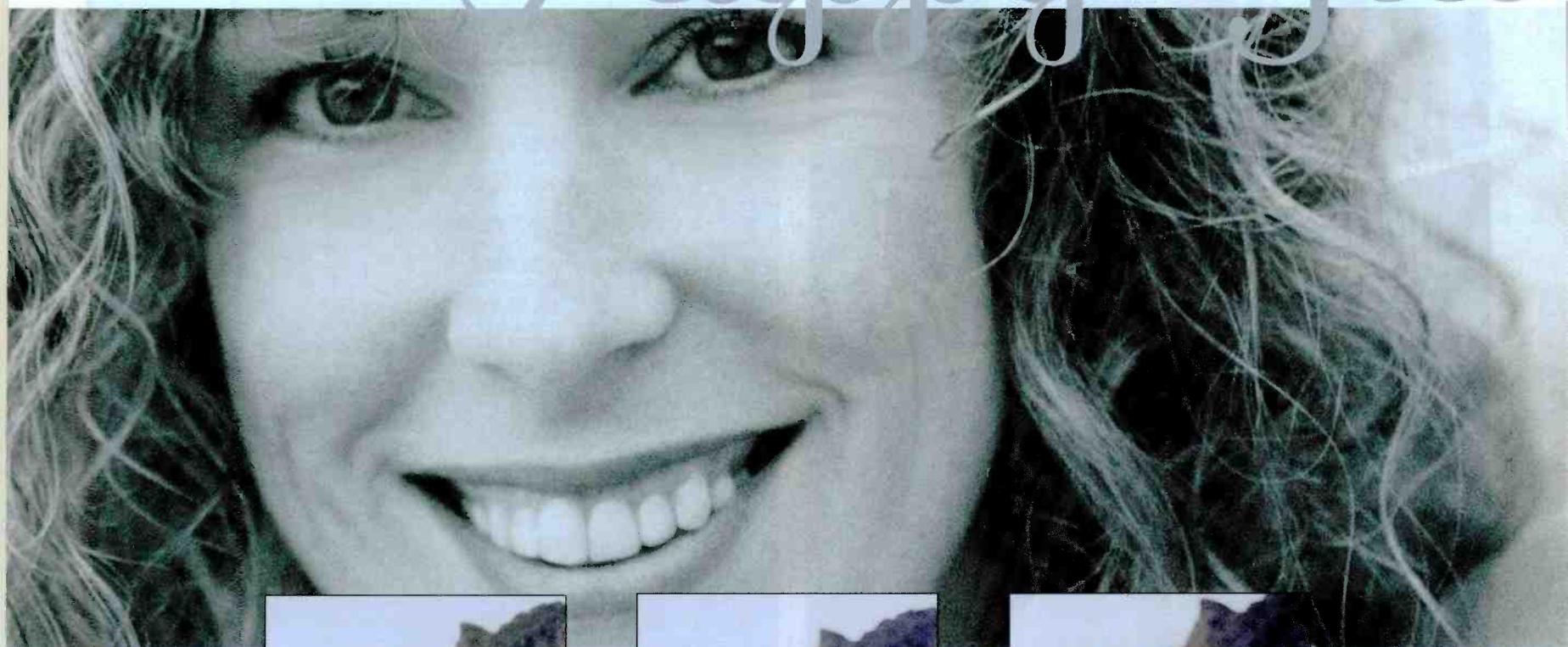
TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	<b>SHAWN COLVIN</b> - Sunny Came Home (Columbia/CRG)	26	167	0	4733	-104	92	34	28	10
2	<b>SHERYL CROW</b> - A Change Would Do You Good (A&M)	12	136	2	4126	+165	96	23	13	2
3	<b>MICHAEL BOLTON</b> - Go The Distance (Columbia/CRG)	13	165	2	4047	-67	71	44	40	8
4	<b>PAUL CARRACK</b> - For Once In Our Lives (ARK 21)	10	167	1	4036	+251	72	42	31	21
5	<b>JAMES TAYLOR</b> - Little More Time With You (Columbia/CRG)	9	152	3	3667	+16	61	42	39	8
6	MONICA - For You I Will (Warner Sunset/Atlantic)	18	147	1	3483	-123	53	49	27	17
7	<b>SISTER HAZEL</b> - All For You (Universal)	14	108	6	3363	+249	76	14	11	5
8	<b>PETER CETERA</b> - Do You Love Me That Much (River North)	14	140	2	3340	-120	56	34	39	10
9	<b>STYX</b> - Paradise (CMC International)	11	147	9	3104	+209	46	32	41	22
10	PAUL McCARTNEY - The World Tonight (Capitol)	10	127	0	3104	-134	57	31	30	7
11	HANSON - MMMBop (Mercury)	18	107	0	3048	-557	58	27	17	4
12	BOB CARLISLE - Butterfly Kisses (DMG)	13	145	0	3045	-1115	41	38	39	23
13	CHICAGO - Here In My Heart (Reprise)	16	129	0	2887	-464	36	39	42	11
14	<b>SWING OUT SISTER</b> - Somewhere In The World (Mercury/Pure)	7	138	5	2756	+244	33	38	34	27
15	<b>THE VERVE PIPE</b> - The Freshmen (RCA)	14	93	3	2698	+231	51	23	16	3
16	<b>10,000 MANIACS</b> - More Than This (Geffen)	11	130	12	2590	+480	24	41	42	18
17	BEE GEES - Alone (Polydor/A&M)	18	112	0	2488	-505	31	35	29	15
18	JEWEL - You Were Meant For Me (Atlantic)	38	107	0	2438	-286	33	31	27	12
19	THE WALLFLOWERS - One Headlight (Interscope)	28	78	0	2368	-114	49	16	8	4
20	<b>OMC</b> - How Bizarre (Mercury)	23	93	5	2321	+299	39	24	17	9
21	<b>AZ YET</b> - Hard To Say I'm Sorry (LaFace/Arista)	22	117	7	2304	+285	19	37	37	22
22	<b>THIRD EYE BLIND</b> - Semi-Charmed Life (Elektra/EEG)	10	82	3	2229	+288	39	19	18	6
23	<b>MICHAEL ENGLISH</b> - Why Didn't I? (Curb)	7	121	6	2226	+189	14	39	39	24
24	JON BON JOVI - Midnight In Chelsea (Mercury)	10	108	3	2191	-97	22	39	30	15
25	<b>LeANN RIMES</b> - How Do I Live (MCG/Curb)	9	116	9	2150	+308	15	38	36	24
26	DUNCAN SHEIK - Barely Breathing (Atlantic)	36	81	1	2082	-216	36	14	19	9
27	TONI BRAXTON - I Don't Want To (LaFace/Arista)	20	96	1	1971	-303	20	25	34	16
28	BLESSID UNION OF SOULS - I Wanna Be There (EMI)	14	79	1	1720	-379	19	28	18	13
29	SAVAGE GARDEN - I Want You (Columbia/CRG)	28	67	0	1702	-208	26	22	10	8
30	RENEGADE BLUE - Who's Your Lover Now? (Magnet)	27	78	1	1687	-52	22	26	22	8
31	<b>COUNTING CROWS</b> - Daylight Fading (DGC)	10	79	4	1652	+98	19	23	23	10
32	<b>JEWEL</b> - Foolish Games (Atlantic)	5	109	49	1631	N	7	18	38	33
33	<b>KATHY TROCCOLI</b> - He'll Never Leave Me (Reunion/Jive)	10	98	2	1583	-36	3	25	40	24
34	PAULA COLE - Where Have All The Cowboys Gone (Warner Bros.)	25	65	0	1575	-183	26	11	15	11
35	<b>INDIGO GIRLS</b> - Shame On You (Epic)	11	67	6	1490	+161	20	20	13	10
36	DAVE MATTHEWS BAND - Crash Into Me (RCA)	37	54	1	1481	-43	24	16	8	5
37	<b>FIVESTONES</b> - Turn The Radio Up (Midnight Fantasy)	9	85	4	1401	+91	5	19	40	20
38	<b>KENNY LOGGINS</b> - I Am Not... (Columbia/CRG)	3	101	28	1392	N	0	17	38	39
39	<b>R. KELLY</b> - Gotham City (Jive)	3	93	30	1349	N	3	19	32	32
40	<b>DEL AMITRI</b> - Not Where It's At (A&M)	11	74	4	1346	+69	8	19	33	14

Chartbound	Reports	Adds	SPINS	TREND
<b>BELINDA CARLISLE</b> - "In Too Deep" (ARK21)	78	18	973	+308
<b>NATALIE COLE</b> - "A Smile Like Yours" (Elektra/EEG)	77	8	1235	+223
<b>WEATHERVANE</b> - "Roll Like Thunder" (Soup Can Music)	70	3	1129	+169
<b>NO MERCY</b> - "When I Die" (Arista)	69	14	936	+229
<b>JAMIE AND THE JURY</b> - "Holidin' Onto Someone Else" (Rocktopia)	67	2	1132	+156
<b>SAVAGE GARDEN</b> - "To The Moon & Back" (Columbia/CRG)	65	6	1185	+176

Total Reports This Week: 243 Last Week: 248  
 Editor: **RON FELL**  
 Associate Editor: **ANNETTE M. LAI**  
 A/C reports accepted: Mondays  
 8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.  
 Station Reporting Phone: (415) 495-1990  
 GAVIN Fax: (415) 495-2580

Beth Nielsen Chapman

# Happy Girl



Her new album: *sand and water*

Produced by: Rodney Crowell/Beth Nielsen Chapman Management: Herb Jordan for Jordan East Entertainment [www.RepriseRec.com](http://www.RepriseRec.com)  ©1997 Reprise Records

# steel pulse

## 'Brown Eyed Girl'

A Van Morrison Classic In A Reggae Style

Impacting July 21

rick braun

Gavin's NAC Artist Of The Year 1996

'love will find a way'

Impacting July 21

Distributed by Atlantic Records  
Label Contact: (888) 275 0979 ext. 5951

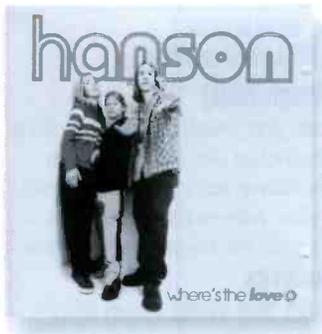
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## A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
63	4	1002	+115	<b>ART GARFUNKEL</b> - Daydream (Sony/Columbia)
62	2	884	-21	<b>MARY GRIFFIN</b> - Just No Other Way (To Love Me) (Curb)
53	4	783	+43	<b>TAJ MAHAL</b> - Mr. Pitiful (High Street/Windham Hill)
50	6	761	+61	<b>BILLY VERA &amp; THE BEATERS</b> - La-La For What's Her Name (Pool Party)
49	17	812	+273	<b>BACKSTREET BOYS</b> - Quit Playing Games (With My Heart) (Jive)
47	1	709	+19	<b>MARY BLACK</b> - One And Only (Giffhorse/Curb)
46	3	1082	+67	<b>ROBYN</b> - Do You Know (What It Takes) (RCA)
46	19	641	+270	<b>HANSON</b> - Where's The Love? (Mercury)
44	12	811	+224	<b>THE WALLFLOWERS</b> - The Difference (Interscope)
43	1	1179	+109	<b>MEREDITH BROOKS</b> - Bitch (Capitol)
40	3	514	+24	<b>DOC CASTLE</b> - The Following Fifty Years (Coast)
38	8	440	+89	<b>KIM RICHEY</b> - I Know (Mercury)
37	2	444	+24	<b>MARTY BALIN</b> - Can't Forget The Night (Trove)
37	2	556	-5	<b>PAT BENATAR</b> - Strawberry Wine (Life Is Sweet) (CMC International)
36	1	506	+5	<b>JAMIE WALTERS</b> - I'd Do Anything For You (Atlantic)
36	3	484	+61	<b>NIGHT RANGER</b> - Forever All Over Again (Columbia/CRG)
35	6	456	+65	<b>RICK MONROE</b> - Rainy Day (Divorce)
33	9	455	+251	<b>DUNCAN SHEIK</b> - She Runs Away (Atlantic)
32	10	584	+286	<b>SPICE GIRLS</b> - 2 Become 1 (Virgin)
28	9	378	+142	<b>PAULA COLE</b> - I Don't Want To Wait (Warner Bros.)
27	2	308	+13	<b>NANCY WILSON</b> - Sweet Love (Columbia/CRG)
26	4	411	+73	<b>ABRA MOORE</b> - Four Leaf Clover (Arista Austin)
25	3	282	+28	<b>SUE BRENNER</b> - Maybe My Heart Sees (Coast)
24	4	299	+34	<b>AMERICAN GREASE</b> - Whatcha Gonna Do (Coast)
23	4	260	+17	<b>MELISSA FINDER</b> - Tell Me How You Feel (Brocade)
23	1	295	+9	<b>k.d. lang</b> - The Joker (Warner Bros.)
22	12	237	+127	<b>TIN DRUM</b> - Lay Your Hand (CMG)
21	3	386	+126	<b>TONIC</b> - If I Could Only See (Polydor/A&M)
21	5	361	+94	<b>MATCHBOX 20</b> - Push (Lava/Atlantic)
20	7	215	+76	<b>MICHAEL LINGTON with BOBBY CALDWELL</b> - Tell It Like It Is (Nu Groove)
20	12	299	+212 *	<b>AMY GRANT</b> - Takes A Little Time (A&M)
20	20	199	+199 *	<b>BLAKE McSHANE</b> - Want It All Right Now (Titanic)
19	9	363	+231 *	<b>SARAH McLACHLAN</b> - Building A Mystery (Arista)
19	2	256	+23	<b>ANDI HARRISON</b> - Butterflies & Demons (Nosirrah/Coast)
18	2	185	+47	<b>ALL-4-ONE</b> - I Turn To You (Blitz/Atlantic/Warner Sunset)
17	3	289	+54	<b>MEXICO 70</b> - I Want You (Red Ant)
17	2	213	+39	<b>KHANI COLE</b> - Someone To Lay Down Beside Me (Fahrenheit)
16	3	141	+23	<b>BOBBY SKY</b> - My Favorite Song (Future)
15	15	132	+132 *	<b>TEXAS</b> - Say What You Want (Mercury)
14	2	123	+23	<b>JOOSE</b> - Your Love Is So Nice (Flavor Unit/EastWest/EEG)
13	5	137	+65 *	<b>LIGHTHOUSE FAMILY</b> - Lifted (A&M)
12	2	112	+23	<b>CINNAMON</b> - Me As Helen Of Troy (Island)
11	6	91	+41 *	<b>KENNY ROGERS feat. ALL-4-ONE</b> - Write Your Name (Across My Heart) (Magnatone)

**Dropped:** Whitney (My Heart), K. Vincent, Mac Charles, Amanda Marshall, Jamiroquai, Sublime, Bryan Adams (18), and Babyface.

\* Indicates Debut



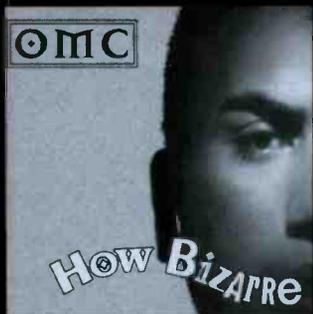
# Hanson

"Where's The Love"

Gavin AC: **Up & Coming, 46/19, 641 Spins**

Monitor Top 40: **24\*** Debut (Airpower Pick)

R&R Top 40: **44\*-27\***



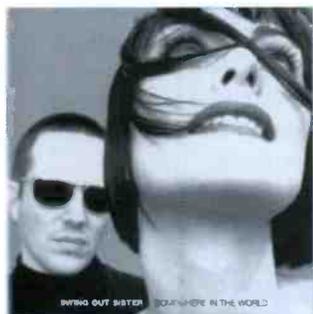
# OMC

"How Bizarre"

Gavin AC: **25\*-20\***  
**2,321 Spins**

Monitor Adult Top 40: **13\***

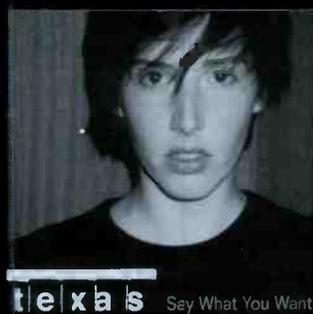
R&R Hot AC: **10\***



# Swing Out Sister

"Somewhere In The World"

Gavin AC: **16\*-14\*, 138 Stations, 2,756 Spins** • R&R: **24\*-22\***



# Texas

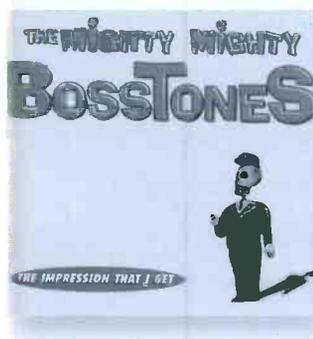
"Say What You Want"

Gavin AC: **Up & Coming**

Early believers:

**WMTX/Tampa WTMX/Chicago**

WEIM	WTTR	KOKO	KOJM
WHAI	WZDQ	KSCB	KNTI
WPXZ	KAYL	KELI	KGY
WSNN	KIXR		



# Mighty Mighty Bosstones

**ON YOUR DESK NOW!**

"The Impression That I Get"

**Most Added R&R Hot A/C**

On: **WDBZ**/New York, **WBMX**/Boston, **WLNK**/Charlotte, **KLLC**/San Francisco, **KFMB**/San Diego, **WLUP**/Chicago, **KALC**/Denver, **KBBT**/Portland, and many more...

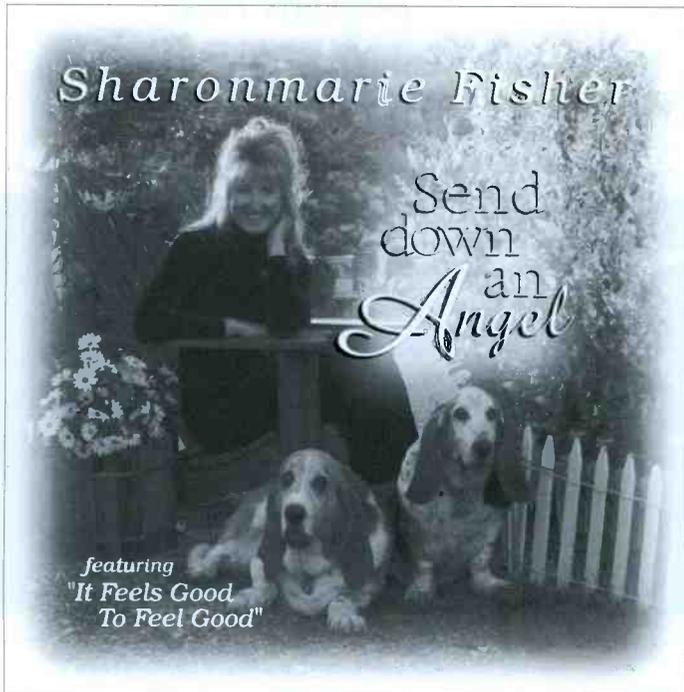


MERCURY AC E-MAIL: 104633.532@COMPUSERVE.COM

# Sharonmarie Fisher

## "It Feels Good To Feel Good"

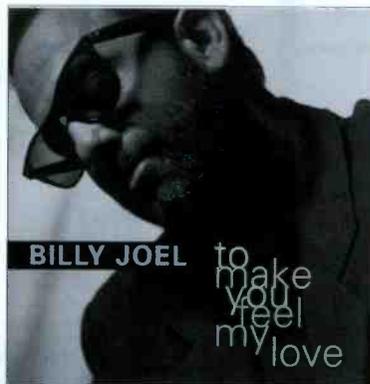
The debut single from her album



Fastball Records  
Michael P. Mitchell  
(818) 597-0670

National Record Promotions  
Larry Weir / Masika Swain (213) 852-1869

### A/C PICKS



**BILLY JOEL**  
"To Make You Feel My Love"  
(Columbia/CRG)

The distinctive musical signatures of both Billy Joel and Bob Dylan, the song's composer, are all over this wonderful piece of music. For his third volume of *Greatest Hits*, Joel pays tribute to one of America's greatest songwriters by recording this new song which captures Dylan's lyrical essence in Joel's pop troubador style.

**STEEL PULSE**  
"Brown Eyed Girl" (Mesa/ARG)

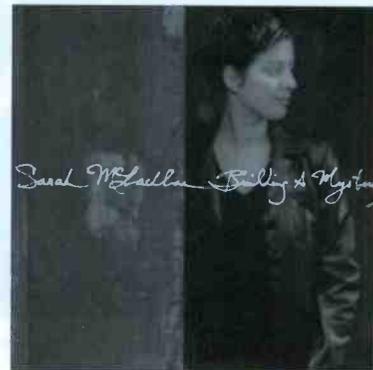
Steel Pulse is back with a really popish reggae treatment of Van Morrison's often-recorded standard. Plenty of staccato horns give this very familiar tune spicy seasoning and Caribbean credibility.

**RICK BRAUN**  
"Love Will Find a Way"  
(Blue Moon/ARG)

A Smooth Jazz staple, trumpeter Rick Braun branches out into A/C with this very classy track that showcases a tasty vibe with not just the horn, but also with his talents as a vocalist.

**MONACO**  
"What Do You Want From Me?"  
(Polydor/A&M)

Monaco, the latest incarnation from New Order's Peter Hook, is an energized, modern English sound that's heavy on hooks (no pun intended). Its singalong style gives the song its pop appeal.



**SARAH MCLACHLAN**  
"Building a Mystery" (Arista)

Vampirical imagery abounds in this haunting, enigmatic song about the pitfalls and virtues of developing a persona of indefinable proportions.

# Attention A/C Music & Program Directors!!

IN THIS  
WEEK'S  
ISSUE

WHO WILL  
RECEIVE IT?  
Every Gavin,  
R&R, and  
Billboard A/C  
reporter!

## the Gavin CD

S A M P L E R

featuring new music from

- |                                   |                                       |
|-----------------------------------|---------------------------------------|
| <b>The Wilsons</b> (Mercury)      | <b>Beth Nielsen Chapman</b> (Reprise) |
| <b>Buster Poindexter</b> (Island) | <b>Hubert Kah</b> (Curb)              |
| <b>Amy Grant</b> (A&M)            | <b>Boz Scaggs</b> (Virgin)            |
| <b>dEUS</b> (Bang!/Island)        | <b>Kenny Rogers</b> (Magnatone)       |
| <b>10,000 Maniacs</b> (Geffen)    | <b>Brian Howe</b> (Touchwood)         |
| <b>John Tesh</b> (GTS/PolyGram)   | <b>Zrazy</b> (Pure)                   |
| <b>Suzy K</b> (Coyote)            | <b>Renegade Blue</b> (Magnet)         |

GAVIN



Curb Records says  
thank you to Gavin  
and the Gavin A/C stations  
for a great start to 1997!  
There's more great music  
to come...

## Michael English

**"Why Didn't I"**

Gavin #23\* R&F #23\*

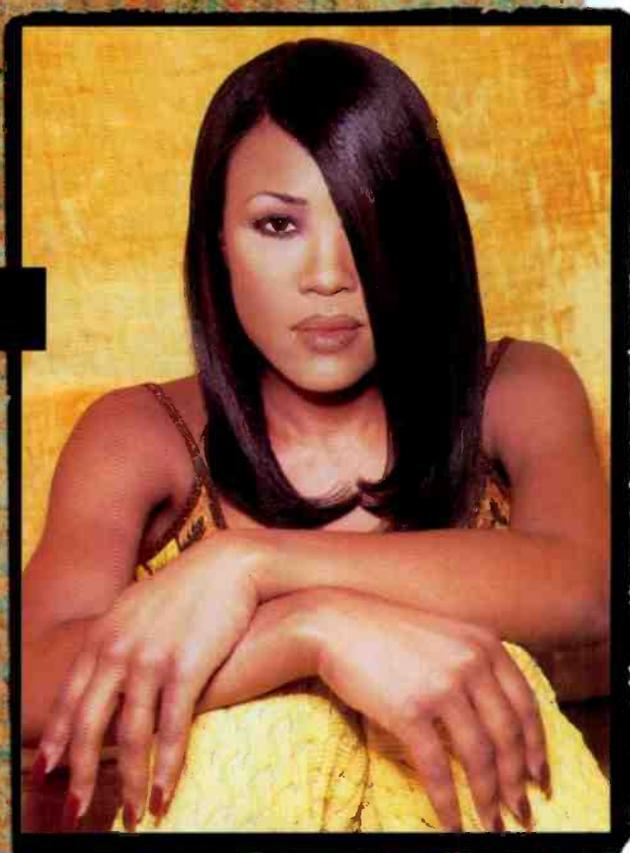
Over 100 Stations Strong!

## Mary Griffin

**"Just No Other Way"**

Gavin A/C Up & Coming

R&R Urban A/C - Most Added!!!



## Mary Black

**"One & Only"**

The Debut single from the album "SHINE"  
Gavin A/C Up & Coming  
Look for Ireland's #1 selling Pop Female  
Artist on the LILITH FAIR TOUR in August

**CURB**  
RECORDS

Look for upcoming releases from  
Joey Lawrence & Hubert Kah

**ARTIST PROFILE**

**LINDA EDER**



**LABEL:** Atlantic

**PROMOTION CONTACT:**

Mary Conroy

**CURRENT ALBUM:** *It's Time*

**HOMETOWN:** "Tucson, Ariz., but now I live in New York."

**MUSICAL INFLUENCES:**

"Opera singer Eileen Farrell and Barbra Streisand."

**LAST CD YOU PURCHASED:**

"The Best of Kenny Loggins."

**THINGS THAT MAKE YOU HAPPY:**

"Horses, dogs, funny and fun

people, daylight savings time, and being in the country."

**THINGS THAT MAKE YOU SAD:**

"Being trapped in a big city, pollution, and my parents getting older."

**FAVORITE MOVIE OF ALL-TIME:**

"International Velvet."

**IF YOU WEREN'T A RECORDING**

**ARTIST, YOU'D BE:** "...a painter, a writer, a veterinarian."

**MOST TREASURED POSSESSION:**

"Frank."

**WHO'S THE MOST INTERESTING**

**PERSON YOU KNOW OR WOULD LIKE TO KNOW?** "Katherine

Hepburn. I would love to sit down and be able to talk to her."

**AMBITIONS LEFT TO FULFILL:**

"To write a book, do more theater (maybe a [dramatic] play), and play Carnegie Hall."

**EDER ON HER MUSIC:** "I sing for

the audience, and it makes me feel better than I am."

**S/P/W**

**SPINS PER WEEK PER STATION**

<b>SISTER HAZEL</b> - All For You (Universal)	31.14
<b>THE WALLFLOWERS</b> - One Headlight (Interscope)	30.36
<b>SHERYL CROW</b> - A Change Would Do You Good (A&M)	30.34
<b>THE VERVE PIPE</b> - The Freshmen (RCA)	29.01
<b>HANSON</b> - MMMBop (Mercury)	28.49
<b>SHAWN COLVIN</b> - Sunny Came Home (Columbia/CRG)	28.34
<b>DAVE MATTHEWS BAND</b> - Crash Into Me (RCA)	27.43
<b>MEREDITH BROOKS</b> - Bitch (Capitol)	27.42
<b>THIRD EYE BLIND</b> - Semi-Charmed Life (Elektra/EEG)	27.18
<b>DUNCAN SHEIK</b> - Barely Breathing (Atlantic)	25.70

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

**SPINCREASES**

**RANKED INCREASE IN TOTAL SPINS**

<b>JEWEL</b> - Foolish Games (Atlantic)	876
<b>KENNY LOGGINS</b> - I Am Not... (Columbia/CRG)	606
<b>10,000 MANIACS</b> - More Than This (Geffen)	480
<b>R. KELLY</b> - Gotham City (Jive)	477
<b>LeANN RIMES</b> - How Do I Live (MCG/Curb)	308
<b>BELINDA CARLISLE</b> - In Too Deep (ARK 21)	308
<b>OMC</b> - How Bizarre (Mercury)	299
<b>THIRD EYE BLIND</b> - Semi-Charmed Life (Elektra/EEG)	288
<b>SPICE GIRLS</b> - 2 Become 1 (Virgin)	286
<b>AZ YET</b> - Hard To Say I'm Sorry (LaFace/Arista)	285

**Trust.**  
It's a simple Thing.

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# "LET'S STAY TOGETHER"

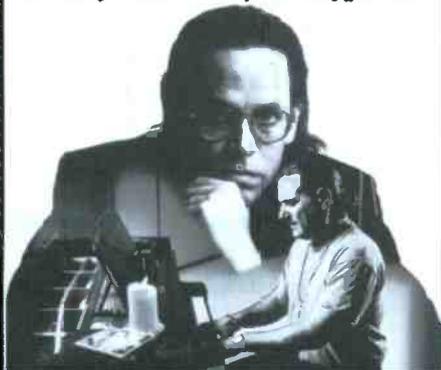
FEATURING

*Michael McDonald, Don Henley, Richard Marx,  
Bill Champlin, Paulette Brown & David Pack on Vocals  
Backed by Joe Sample, David Garfield, Steve Ferrone, Steve  
Lukather, Benmont Tench, Nathan East & Michael Landau*

## ADULT SUMMER SMASH

FROM A TRIBUTE CD LIKE NO OTHER

TRIBUTE TO JEFF  
*David Garfield and Friends Play Tribute to Jeff Porcaro*



DAVID GARFIELD & FRIENDS  
FEATURING 74 GUEST STARS

INCLUDING:

*David Benoit, Larry Carlton, Bill Champlin, Vinnie Colaiuta, Peter Erskine, Steve Ferrone, Steve Gadd, Jimmy Haslip, Don Henley, Jim Keltner, Steve Lukather, Richard Marx, Michael McDonald, David Pack, Simon Phillips, Michael Paulo, Bernard Purdie, Joe Sample, Boz Scaggs, Tom Scott, Benmont Tench, Eddie Van Halen, Dave Weckl ...and 51 more of Jeff's friends we'd need much more room to mention!*

CD Pro On Your Desk Next Week

# GOING FOR ADDS AUGUST 4 & 5

50% of Artist Royalties Will Be Donated To Jeff Porcaro's 3 Children

ONLY AN EXTRAORDINARY MUSICIAN LIKE JEFF PORCARO COULD  
INSPIRE SUCH AN EXTRAORDINARY GATHERING OF TALENT

Donna Brake Promotion p/615.297.5969 - Kevin or Jill At McD p/805.498.7090



COOL. CONTEMPORARY. CONTAGIOUS

Distributed by All American Music Group Through Warner Elektra Atlantic Corp.

# THE CLASS OF '97: ADULT CONTEMPORARY'S

**T**he only thing more difficult than breaking songs at A/C radio is breaking brand new artists at A/C radio. If only because the majority of A/C playlists are short and laden with known commodities, getting airplay for unknowns is daunting.

But, in an attempt to bolster the format and its role in making hits and stars, I've nominated a Freshman Class of '97 for your consideration. To qualify for the Class of '97, an act must be completely new to the format in the past year and show excellent potential for further hits in the format.

By no stretch of the imagination am I thinking these new acts are exclusive to Adult Contemporary radio. Some may indeed be thought of as secondarily an A/C act, but their strength as A/C-viable was a considered qualification. The bottom line is that these acts are new and



they've thankfully freshened the sound of A/C radio.

## HANSON

Tulsa-born brothers Zachary (11), Taylor (14), and Isaac (16) Hanson have come a long way since their first performance at a street fair in their hometown in 1992. The Oklahoma pop prodigies scored an impromptu streetcorner audition during a SXSW weekend in Austin, Texas that resulted in their discovery

by Mercury Records.

Prior to their discovery, the boys had written more than a 100 songs and had made two self-distributed albums.

After a little pre-release exposure from none other than the mighty WPLJ-New York, Hanson's debut Mercury Records single, "MMMBop" got its first official exposure in mid-February at the GAVIN seminar in New Orleans, where it topped Top 40's Juke Box Jury and won the Adult Contemporary contest as well, winning out against 14 other songs including tracks from Monica, Kyle Vincent, Cyndi Lauper, Chicago, Dishwalla, Jooze, and Sister Hazel.

The first single, "MMMBop," began its trip to the top of the charts in late February. Not only has it become a top three single in A/C with a spin commitment of better than 30 a week from an otherwise reluctant format, but the single dom-

inated Top 40 charts in the month of June, topping even the mighty Spice Girls' "Say You'll Be There."

## BOB CARLISLE

*"Butterfly Kisses" was not originally intended for release. I wrote it as a gift for my daughter. My wife forced me to put it on the album. Even though I wrote it for my own child, it's very much (written) for all of you, too."*

Bob Carlisle

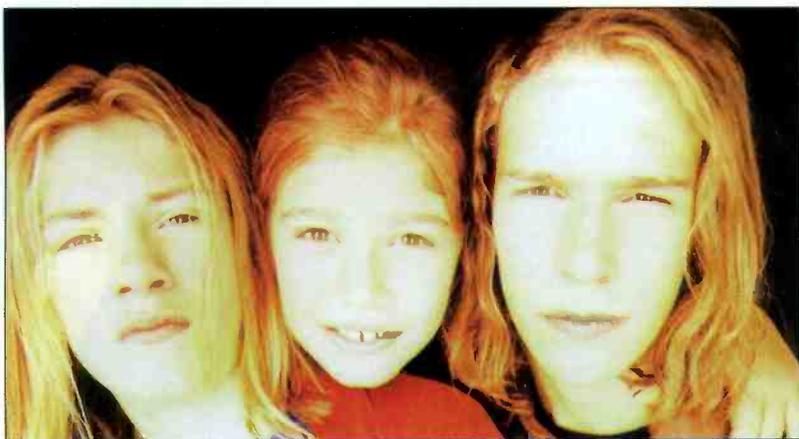
GAVIN June 13, 1997

The Bob Carlisle story is one which is inextricably linked to the sugary, over-the-top, sentimental, paternal serenade, "Butterfly Kisses," which hit a responsive chord among radio



listeners like no other song in recent pop music history.

The song, probably the most requested song at radio this year,



was written about his daughter Brooke, and his thoughts on eventually giving her away in marriage someday.

Carlisle, a journeyman, Nashville-based, 40-year old singer/songwriter, had written hits for Dolly Parton ("Why'd You Come Here Looking Like That?") and Ty England ("Redneck Son"), before "Butterfly Kisses" was released last Fall. It sold first at Christian bookstores on its original label, Diadem Music Group (DMG).

*"The A/C independent promoter Donna Brake gave me a copy of 'Butterfly Kisses' last October. We tested it and the phones went crazy. When we picked up the syndicated Delilah. After Dark Love Songs program a few weeks later, I wanted to make sure the show also had a copy for all its stations. Donna and the label, DMG, got it to Delilah and it was on in a matter of days, and it spread like crazy.*

*I ran into Jack Satter from Jive at the GAVIN Seminar last February and told him about the record, and I'm thrilled that they picked it up and ran with it. At WKWK, we've probably played "Butterfly Kisses" more than 1,000 times since early October."*

**Doug Daniels, Program Director  
WKWK-Wheeling, West Virginia**

Early airplay from the likes of WKWK and major market leaders like WPLJ-New York and WAKS-Tampa gave early confirmation of the song's universal appeal and by March, the "Butterfly Kisses" phenomenon was in full bloom.

*Butterfly Kisses, (Shades of Grace), the album on which "Butterfly Kisses" can be found, has been one of the biggest selling albums of the year since its release this spring, competing with Wu Tang Clan, Spice Girls, Hanson, the Notorious B.I.G. and Mary J. Blige.*

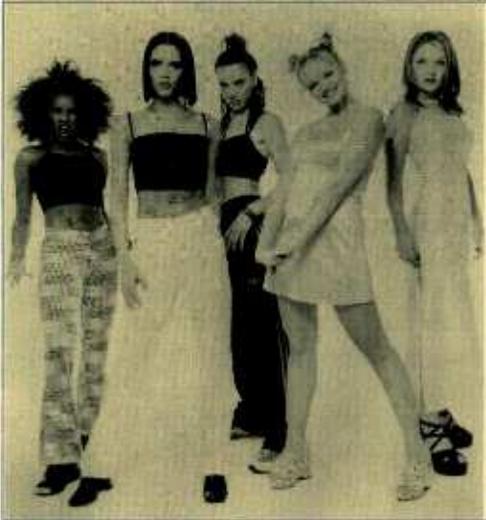
They say imitation is a sincere form of flattery, so it's worth noting that the song's universal appeal has led to at least two country cover versions and has even reawakened the long-dormant concept of "answer" songs as well.

## SPICE GIRLS

*"These 'wannabes' are quickly becoming the 'it' girls."*

Ron Fell, April 4, 1997

Five attractive women with a repertoire of infectious pop songs is not a bad start. Whether manufactured



or not, the Spice Girls have exceeded the hype all along their meteoric rise to the top of the world's pop charts.

The women and their management know the importance of being where the action is. Their initial exposure came last year in their homeland, England, where they had multiple hits and sold more than a million copies of their debut album, even before launching their Stateside campaign. One single, "Wannabe," has sold two million copies in the UK alone.

Many of us got our first exposure to Spice Girls at the GAVIN Seminar in New Orleans this past February when they held court at a midnight reception at the Hyatt. The buzz was unbelievable, and the curious among us packed the room to meet 'n' greet them.

Mel B. (Brown), Mel C. (Chisholm), Victoria Adams, Geri (Halliwell), and Emma Bunton were put together last year to make a hormonally-potent, feisty, frisky, and pop-centric quintet that has now topped charts in 30 countries. They have become icons for a "Girl Power" movement.

Now, not only are there Spice Girls singles and an album (with another on the way), but there are books, a long-form video, and a movie, a la *Hard Day's Night*, in the works.

## MEREDITH BROOKS

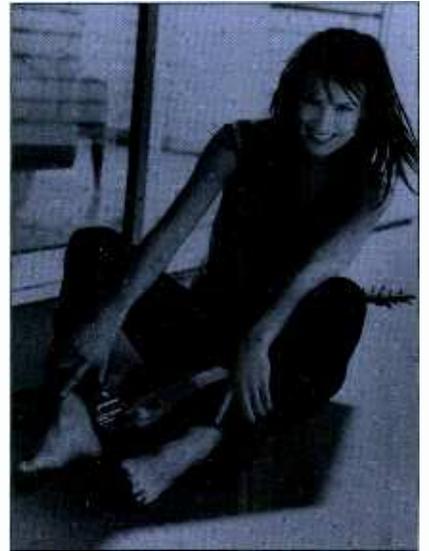
The angry girl next door, Meredith Brooks, and her debut single, "Bitch," are on top of the world these days. That's a far cry from her rural Oregon roots and her brief, late '80s run in the Graces, an all-female trio she formed with former Go-Go Charlotte Caffey.

Brooks' Capitol Records debut album, *Blurring the Edges*, does just that as she pushes the envelope, and, despite its title, the album is focused and insightful in its directness and purpose.

With the newfound success of the single, the album may put to rest some of the unfortunate comparisons between Brooks and the mega-platinum Alanis Morissette. As Brooks' music gets more and more airplay, fans and even doubters are becoming the biggest of believers in the strengths of their dissimilarities.

"Bitch," for all its superficial titillation and potential as a femi-Nazi anthem, is really nothing more than a kaleidoscopic dissertation on the potential for a woman to be multi-

faceted. Brooks, who's got a decade of professional performing under her belt, has a healthy grasp of the entertainment value of good, lyrically provocative songs, and "Bitch" is



just the linchpin in her multi-spoked wheel o' music.

Brooks' repertoire is loaded with tension and angst, but it can, and should be appreciated as the psycho-babble of a thoughtful singer/songwriter with a wonderful talent for storytelling and narration.

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Look for Meredith Brooks to be a constant chartmaker in a multitude of formats. Her talent is one that defies formatics, and I expect her to eventually have the kind of A/C success she's now enjoying in the more contemporary formats like Top 40. She begins her first big-time concert tour early next month in Portland, Oregon and will hit 15 North American cities.

## SISTER HAZEL

Gainesville, Florida-based Sister Hazel is an "overnight success" story that took four years to arrive. The group proudly takes its name from a celebrated black minister in their hometown who runs a rescue mission. "Her tireless efforts, positive impact, and unconditional regard for everyone represented the spirit of the band," says lead vocalist Ken Block.

"Our early influences range from Van Morrison to Van Halen, the Eagles, Allman Brothers, Fleetwood Mac, and James Taylor," says bassist Jeff Beres.

After selling 11,000 copies of their

first two self-titled and self-distributed albums, the band toured as an opening act for Hootie & the



Blowfish, Dave Matthews Band, and Alanis Morissette. Last year Sister Hazel signed on with upstart Universal Records which launched *...Somewhere More Familiar* at the GAVIN Seminar in New Orleans.

A/C tested the single "All For You" at GAVIN's A/C Juke Box Jury, where it came in second among 15

entries, behind Hanson's "MMMBop." The song, written in the early '90s by Block and guitarist Andrew Copeland before they became part of Sister Hazel, has been a staple of the band's sound from the very beginning. "It was important to maintain the organic, acoustic quality of the song while adding a lot of textures, colors, and electric guitar energy to it."

"All For You" makes an interesting point about the nature of the GAVIN A/C chart and how GAVIN differs from other A/C charts. The perception is that this track is exclusively a Hot A/C track, and there's also an unfounded assumption that GAVIN's chart is strictly "mainstream." Well, "All For You" has already penetrated the top 15 on GAVIN's chart with nearly 3,000 spins and a play rate of better than 30 plays a week from its 97 stations.

## KYLE VINCENT

Kyle Vincent, a Trent Reznor look-alike, makes no excuses for his fascination with the '70s. "I was totally raised on '70s pop radio—Elton

John, Raspberries, Jackson 5, and all those one-hit wonders," says Vincent. "I never heard a Led Zeppelin song until I was 20 years old."

Vincent, a product of Berkeley, California, began his musical sojourn as a pre-teen playing the saxophone, then played bass in a



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Berkeley teen punk band before drifting to Los Angeles to join a power pop band called Candy.

Vincent's Carport/Hollywood Records debut album was recorded using a lot of technology that would have been considered state-of-the-art equipment and with, as Vincent proclaims, "real people playing real instruments."

*"Here's the ultimate slacker anthem presented with a surprisingly enterprising and vibrant attitude."*

Ron Fell, March 21, 1997

The lead single, "Wake Me Up (When the World's Worth Waking Up For)" is on its way to becoming one of the most played singles in Hollywood Records' history. The song has been embraced by Adult Contemporary radio, where it has been charted nationally since May 2, and a solid Top 20 contender during June.

Vincent, an active environmentalist and dedicated animal rightist and vegetarian, doesn't take himself too seriously when it comes to his burgeoning career as a recording artist. "I know I'm not the hippest guy," he admits. "These songs aren't going to change the world, but I don't think I'll ever get tired of hearing a good pop song, and I think there are other people out there who feel the same way."

Vincent is ready if critics load up on his music. "If it's too sweet, you're too sour," he reasons.

## SAVAGE GARDEN

Savage Garden, named for Anne Rice's description of the private world of vampires, is a Brisbane, Australia duo: vocalist Darren Hayes and keyboardist-guitarist Daniel Jones. The pair began on the club circuit in Australia as classic rockers, but soon tired of its style and structure. They re-grouped, going "underground," as they refer to their temporary retreat. The result of their sabbatical is a fresher, more atmospheric, more danceable music.

*"There's not enough of this perky kind of music on the air these days. So leave it to this Australian band to pop with an obsessive/possessively*

*vibrant debut."*

Ron Fell, January 11, 1997

Savage Garden's debut, dance/pop single, "I Want You," a pure fantasy trip, was Australia's biggest-selling



single of last year. It has been a staple for American radio this past few months, having reached Number One at Top 40 and number seven in A/C. Its successor, "To the Moon and Back," has compounded the group's reputation as pop craftsmen and is moving just as quickly towards eventually lofty chart numbers in both formats.

As with some of the others in this distinguished class, Savage Garden make no apologies for their fondness of past pop genres. Hayes recently told the *New York Times*, "We grew up in the '70s, watched *Star Wars*, listened to Depeche Mode, bought *Thriller*. Every cliché, it's all there. But I would like to think that beneath all of the stylistic or critical definitions—a return to the '80s, whatever people are calling it—that it's still basically good songs."

The duo has arranged a seven-piece band to back them on their first tour of Australia. Later this year, after three singles have been released in the States, the group hopes to launch a modest, selected tour of North America.

## JOOSE

*"It was bound to happen. Someone covers a Garth Brooks hit in a soulfully elegant, highly harmonic arrangement. It's a credit to both the song's basics and the new group's talent that the end result is so attractive."*

Ron Fell, February 21, 1997

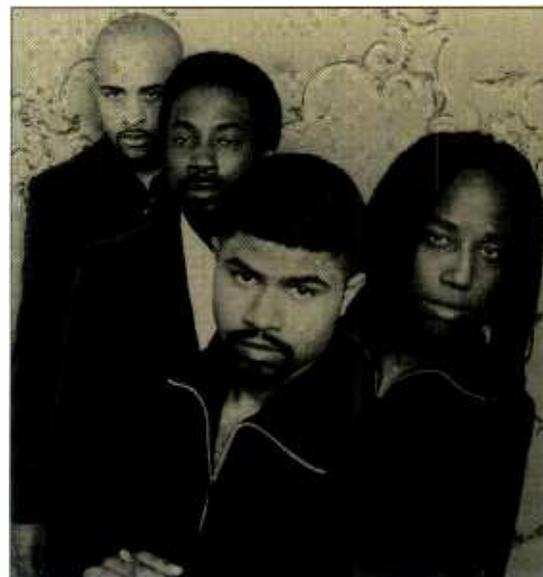
Joose, four clean-cut guys from Oklahoma City, were all over the

GAVIN Seminar in New Orleans, doin' the meet 'n' greet in advance of their very first single, "If Tomorrow Never Comes," an unlikely, but absolutely fabulous cover of the early Garth Brooks hit.

Throughout the Spring, the track and Joose (Trell Lewis, Jay Farmer, Rocky McKaufman, and Leonardo Pettis) worked their way onto a majority of playlists in three formats (Urban, Top 40, and Adult Contemporary). With the group's self-titled debut album just released and more tracks from which to choose, the broader talents of this quartet are now apparent. Check out the follow-up single "Your Love Is So Nice," and other potential singles like "Rain" and "Always."

## MARY GRIFFIN

When Mary Griffin took the stage to showcase her considerable talents as a singer at this year's A/C awards luncheon at the Seminar in New Orleans, no one in the audience knew anything about this beautiful native of the Big Easy. Making her Curb Records debut in front of a few hundred radio and music executives and performing in advance of legendary Moody Blues vocalist Justin Hayward must have been a daunting task. But her sheer tal-



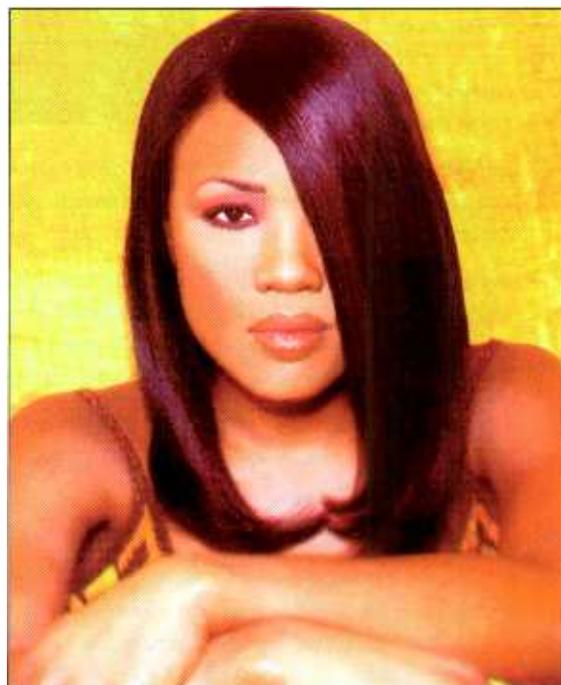
ent as a singer overcame all challenges to win the day.

Griffin grew up in Monroe, Louisiana, and attended Grambling University, where she earned degrees in child psychology and vocal performance before gigging with the likes of Luther Vandross, Whitney Houston, and gospel greats BeBe & CeCe Winans.

"In a world of manufactured and groomed talent, Mary's a working class, single mom who's raising her child while scratching out a career in the music business," says Curb Vice President Claire Parr.

After her dazzling showcase at GAVIN, Griffin had to wait just a few weeks for the April release of her debut single, "Just No Other Way," which is advancing the soon-to-be-released album, *For the First Time*. ●

Editorial assistance by Annette M. Lai



# SHAWN COLVIN

## IT'S ALL ABOUT WHAT LIFE THROWS AT YOU

**M**ultiple Grammy-winner Shawn Colvin's latest album, *A Few Small Repairs*, has registered hit music simultaneously in A3, Top 40, and A/C. In an era when artists often have to earmark just one format for focus, Colvin has soared through three with her provocative, often cynical take on how quickly the sparks of a contentious relationship can turn a happy home into a raging house on fire.

The forty-ish Colvin's "overnight" success has taken half her life. The Vermillion, South Dakota native has pursued a musical wanderlust that has taken her through myriad musical genres as well as a host of diverse locales and venue along her personal yellow brick road to stardom, fronting such bands as American Tap, the Shawn Colvin Band, and the Dixie Diesels.

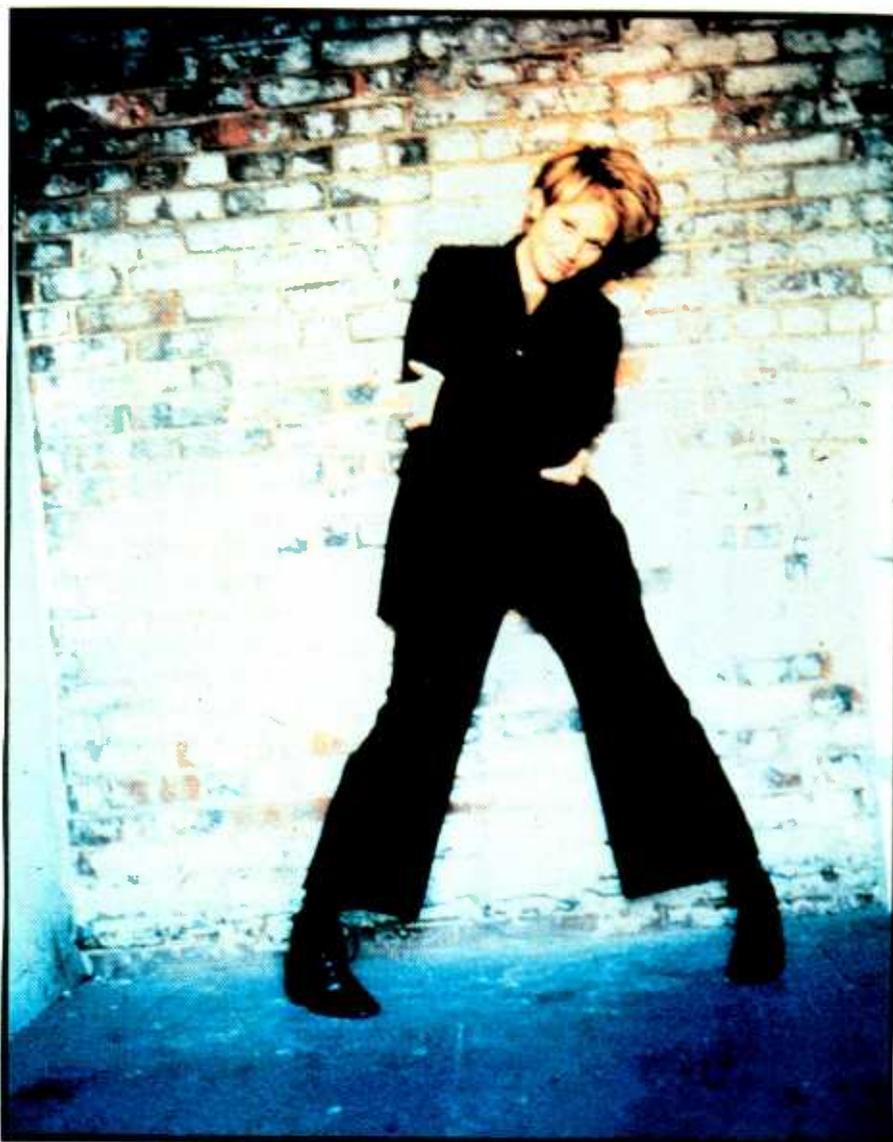
In 1989, Columbia Records released Colvin's debut album, *Steady On*, to critical acclaim. It went on to win a Grammy for Best Contemporary Folk Album.

Succeeding albums like 1992's *Fat City* (produced by Larry Klein) and 1994's *Cover Girl* helped spread the word on Colvin, but it wasn't until this year's *A Few Small Repairs* that Colvin's career kicked into high gear with the hit singles "Get Out of This House" and "Sunny Came Home."

I talked with Colvin just before her first appearance on the Lillith Fair concert series.

*How many years were you a professional singer before signing with Columbia and making the first album, Steady On?*

I received my first \$40 check in '75 in Carbondale, Illinois when I was still a teenager. I played solo, then in a trio, then a full band, then a country swing band in Texas.



Then I went to California and to New York, where I was in a country rock band and soloed. My folk thing didn't start until later.

*Who were your role models as you were getting your career together?*

Joni Mitchell was first and foremost. I was always in awe of her.

Now I look at how people handle their careers. Music is still important. I don't care if someone is a jerk or a slob. If they move me, what am I gonna do?

It was a thrill to induct Joni Mitchell at the Rock and Roll Hall of Fame. I'm even somewhat grateful that she wasn't there. I've never been more scared. I felt I had to do something eloquent and I was challenged. I was quaking.

*Was her missing the induction in any way in sympathy with the statements of her*

*friend Neil Young, who actually boycotted the evening?*

I didn't talk to her. I know she was spending a lot of time with her recently found daughter. But it's no secret that she was unhappy that she wasn't inducted earlier.

*Your father's a psychologist. That's got to help you write the kind of intrapersonal songs you write.*

He's a clinical psychologist, more of a B.F. Skinner type who's into research with monkeys and M&Ms, but it comes from a similar place. He'd quit the newspaper business for a new career in psychology. It wasn't a mid-life crisis thing, but we moved twice because of it and then he ended up with a degree and became a professor at the School of Medicine at Southern Illinois.

*You've had bouts with depression and alcoholism. Are those experiences responsible for some of your lyrics' emotional depth?*

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Sure. It becomes a question of what is your makeup and why? How much of you is bio-chemical and how much is environmental and why are artists so overly sensitive? On my best days, I have a lot of insight and am able to cut through things, and I'm not afraid to express emotions. You know, you don't have to search too far in the artistic community to find things like depression and alcoholism. I was lucky enough to learn how to stop and find what I needed to change.

*What do you remember from those earliest days getting airplay, visiting stations, meetin' & greetin' people?*

There wasn't much airplay with the first album (*Steady On*). VH1 was great, though. Their format was almost alternative then. The "Steady On" video was in the top 20 at one time. You'd turn on the TV and see Jane Siberry and the Subdudes.

I went to a lot of radio stations laying groundwork. It was a humbling experience. Some of these guys were completely unprepared for me. They'd rustle up a bio and set up a tape recorder to do an interview that I'm sure never ran.

*Your first album won a Grammy in 1990. Was there any concern that you'd be typecast as a folkie?*

I was concerned. But I didn't feel that Grammy was inappropriate. I was up against Suzanne Vega and Indigo Girls, among others.

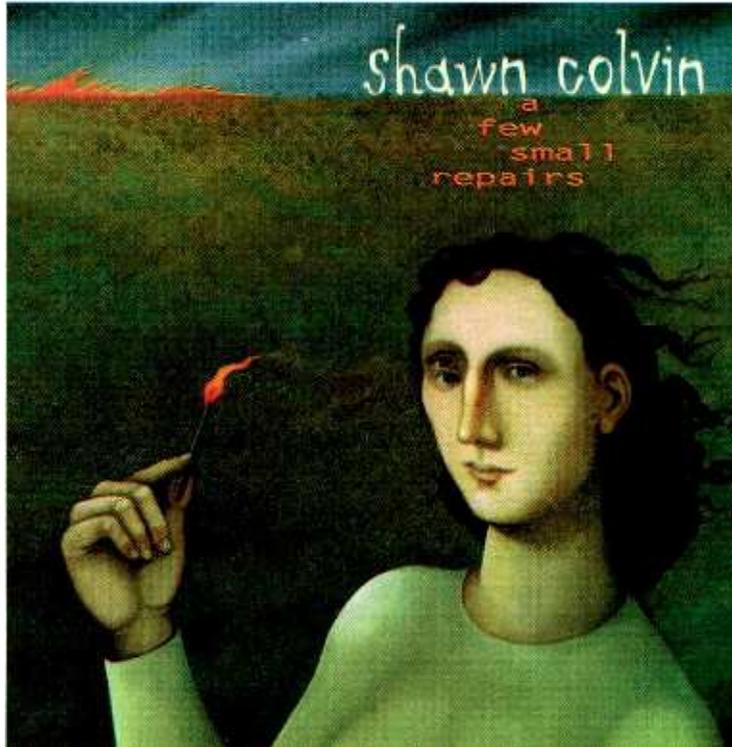
*You've just had a Number One single with "Sunny Came Home." What did you expect from this song when you'd completed recording it?*

I'd never had a Number One record. I wanted several good, radio-worthy tracks. I was totally in love with "Sunny" and John Leventhal and I considered it one of the singles. We'd play various tracks for friends and associates, and many good friends said that's the song. I wasn't always sure, but when I see the audience singing the chorus, it's surreal.

*It's fairly well-known that the tough new songs on A Few Small Repairs drew a lot of their inspiration from your divorce. Regarding "Sunny," did setting the house on fire ever really enter your mind?*

No. The woman on the cover inspired the song. You don't know why she did it, but as far as I'm concerned, probably all women have ideas about why they'd burn down the house, although hopefully they don't do it.

*They say experience is a great teacher. As your personal life gets richer and richer in experiences, do you think your writing can get even better?*



Yeah. I'll learn to use less to say more.

*You, Mary Chapin Carpenter, and Rosanne Cash are somehow linked categorically. Are you happy with the association, and if so, have you three ever worked together on anything in the studio or on stage?*

Yeah. We worked together at the Bob Dylan tribute concert at Madison Square Garden a few years ago. We all have last names that end in C. We've all recorded for Columbia. We're three women who sing in a style that's certainly been influenced by folk and country, and we cross formats. Chapin got a toehold in country and took that for a ride.

*How do you feel about the multi-format airplay you've been getting with this album? Do you like all the niche programming, as opposed to the broader formats of earlier days?*

I haven't studied all these breakouts of radio. It's my responsibility to learn. But when you start out as a radio orphan with your record company, I guess I just sort of went "whatever," and concentrated on my music, not trying to figure it out. I'm grateful that radio has given me a home lately, and without question GAVIN, and your stations have been right there from the beginning.

*Where do you want to go, and what do you want to do in the future?*

I like recording and I hate traveling eight months of the year. I know I have to, though. I've scored a movie for Victoria Tennant called *Edie and Pen* starring Stockard Channing, Jennifer Tilly, and Scott Glenn that you can now rent at the video store. It was a great and different experience for me.

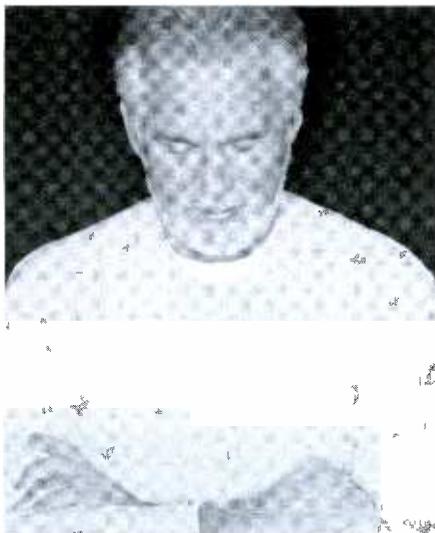
*You're planning on getting married again later this year.*

That's the idea.

*Might that lead to a more cheerful or blissful album?*

I don't know. Bruce Springsteen's "Tunnel of Love" was an outstanding song. It wasn't blissful, but it didn't say "marriage sucks." It was thoughtful and could have been about a couple that stayed together, even though they didn't. The conflict and the affection spoke to the reality of relationships. Paul Simon has also addressed being in a relationship and life in your forties.

I think it's all about what life throws at you. ●



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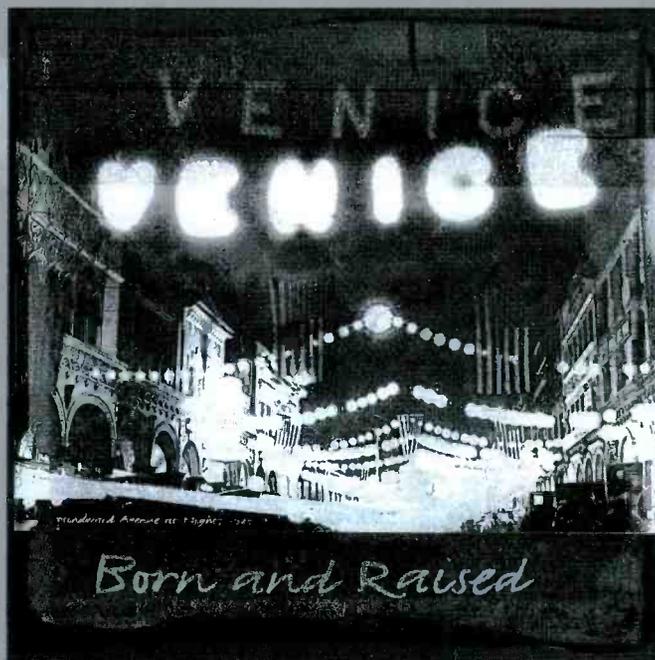
—R&R

*"This band's harmonies are extremely engaging...Spies on the road have told us these guys are for real—check it out."*

—GAVIN

*"The vocal harmonies of Venice are about as gorgeous as you can get—Born and Raised captures that magic perfectly."*

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**FRIDAY, JULY 18th**  
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**FRI. & SAT., AUGUST 8th & 9th**  
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# The Complete Fox Theatre LINE-UP



World Party



*Thursday, August 14*

Jars of Clay



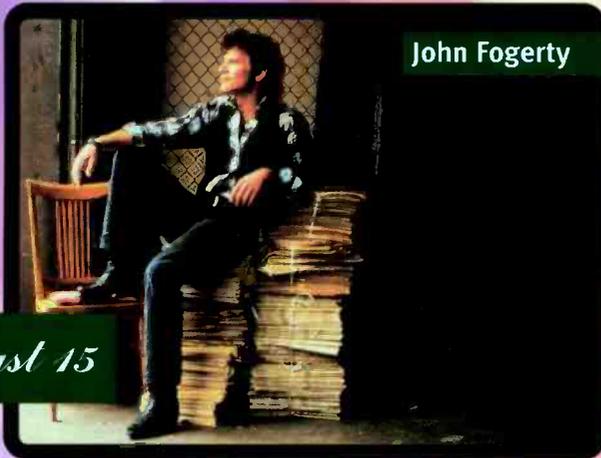
Laura Love



Venice



John Fogerty



*Friday, August 15*

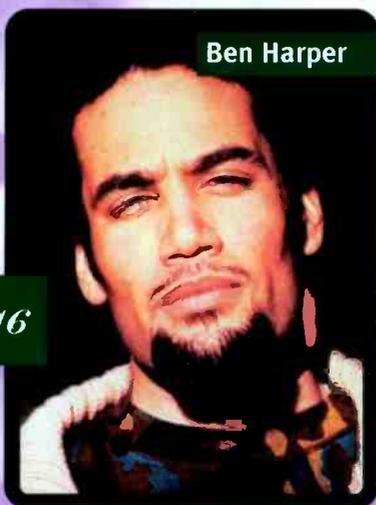
Big Blue Hearts



Old 97's



Ben Harper

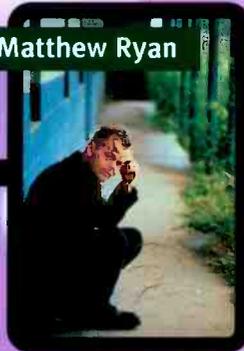


*Saturday, August 16*

Beth Orton



Matthew Ryan



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# The Complete Summit AGENDA



## Thursday, August 14

### 9 a.m.

Caddyshack/Tin Cup Session • *The Kid Leo Invitational Golf Tournament*

### 10:30 a.m.

Registration & Credential Session • *GAVIN A3 Summit Registration featuring Jam TV*

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The Summit goes downtown to the music of Boulder's own, Fool's Progress. Meet and greet your radio pals in a new Summit locale, terrorize the locals, hear some music, eat some lunch, and get some shopping in before it all gets crazy.

### 2:45-4:30 p.m.

Aircheck Clinic • *Playback & Evaluation*

Hosted by Lauren MacLeash of Cities 97/KTCZ. An informal chat session where stations submit promos, morning show bits, and special features.

### 4:00-5:30 p.m.

Trivia Session • *The SBR Trivia Bowl*

How many vestal virgins in "A Whiter Shade of Pale"? This gameshow is another Summit first. We'll pit regional radio and music teams against each other, testing their music and industry knowledge in an authentic gameshow setting. There'll be bells, whistles, and buzzers—the whole deal.

### Midnight ETC Lounge

Midnight After Hours Lounge • featuring Revolution recording artist Greg Garing

Greg Garing has blown away many a veteran songwriter. "Orbison meets Orbital" is one description. An incredible journey from trad folk to trip-hop.

## Friday, August 15

### 8:30-9:30 a.m.

Manager's Session • *Presented by GAVIN GM*

Radio's upper management dissects the changing face of broadcasting during this Q&A breakfast.

### 9-10 a.m.

Breakfast Session • Michele Clark Promotions and Mercury Nashville presents Neal Coty



### 10-11 a.m.

Keynote Speaker Dan Mason, President of CBS Radio

Dan Mason was named President of CBS Radio in November, 1995. He shares responsibility for operation of the group's 77 radio stations with CBS Radio Chairman/CEO Mel

Karrizazin. Dan Mason's view from the top will give us all valuable perspective on where radio is headed.

### 11 a.m.-noon

Trends & Lifestyle Session • *Lifestyles of the Ordinary & Anonymous*

Who are these people—your listeners—and, besides listening to radio and buying music, how are they spending their money and leisure time? Try to stump our forecaster, Kim Long of the *American Forecaster*



*Almanac*. Co-hosted by Kerit Zimmerman.

### Noon-1:30 p.m.

Lunch Session • RCA Recording artists Behan Johnson

Monica Behan meets Deron Johnson, combining acoustic songwriting with a unique blend of beats and city rhythms.

### 1:30-2:45 p.m.

Concert Session • *How Live Bands Fit Into the Competitive Radio Arena*

When it comes to staging live radio-sponsored concert events, it's more than a jungle, it's war out there. Mediating and juggling the viewpoints of managers, label heads, promoters, and radio stations is Chuck Morris, Manager of Big Head Todd. Hot topic, so expect fireworks as well as positive solutions.

### 2:45-4 p.m.

Formats Session • *Us and Them*

This is the session where we discuss our place in the 1997 format food chain. Compare and contrast listeners of A3, Alternative, Classic Rock, Modern A/C, and AOR with statistical and qualitative data from Bob Michiels of Arbitron/Scarborough.

### 4-5:15 p.m.



Promotion & Marketing Session • *Developing Your Annual Promotion Plan*

A fundamental review of planning and budgeting tactics designed to integrate sales, programming, and promotion needs for the entire year, plus, an introduction to an effective fact sheet monitoring system. A great session for beginners with a few new tricks for advanced broadcast marketing professionals. Hosted by Doug

Harris of CRN International

### 5:15 p.m.

Dog Days of Summer • featuring Columbia recording artists Dog's Eye View in the Pavilion



Be it iced tea, iced cappuccino, lemonade, frozen daiquiri, or margaritas, quench your thirst with a favorite summer cooler. Then get your fill of Dog's Eye View

live, previewing their new album, *Daisy*, along with first album favorites.

## Saturday, August 16

### 9-10 a.m.

Breakfast and Music • MCA recording artist Kami Lyle Minnesota raised, Berklee School of Music trained, Kami Lyle is a storyteller influenced by Chet Baker. Her new album, *Blue Cinderella*, was produced by Hugh Padgham.

### 10-11:10 a.m.

Talent Session • *On Mornings in the Morning*

One of the vexing aspects of adult radio programming: how to assemble the ingredients for a great morning show. Mark Ramsey of Nova Marketing Group, a morning show researcher, has been peeking under the hood of Alternative and A3 longer than any researcher.

### 11:15-12:30 p.m.

Research Session • *The GAVIN/Paragon Research Diary Keepsers Phantom Cume Research Project*

Phantom cume. It troubles every station during ratings time. A diary keeper listens to your station but neglects to mark your call letters down. Besides analyzing the process, you can question actual diary keepers in a live focus group setting regarding the secrets, lies, and habits of keeping a diary. Moderated by Mike Henry of Paragon Research.

### 1:00 p.m.

Lunch Session • Atlantic recording artist Madeleine



Peyroux with special guest Cyrus Chestnut "A bewitching blend of jazz, folk, and blues. The most exciting, involving vocal performance of the year."—Time Magazine.

### 2:30 p.m.

Music Evaluation Session • *On the GRIDDLE*

Music selected by WXPB's Bruce Warren, evaluated by the entire room using the United Artists Network technology, incorporating "real listener" feedback culled from the local Denver area. Co-hosted by the Zimmermen.

### 4 p.m.

Post-Summit Bash in the Pavillion • Featuring Arista Austin recording artist Abra Moore

One of Austin's finest (and that's saying lots), Abra Moore is also one of this year's fastest rising stars.

### Midnight ETC Lounge

Midnight After Hours Lounge • Featuring Capitol recording artist Jeb Loy Nichols

Jeb Loy Nichols will perform intimate selections ("rural and soul music with a lilting Delta sway") from his upcoming new album, *Lovers Knot*.

### 2 a.m.

Late Night Hospitality • Featuring TVT recording artists Royal Finger Bowl

Royal Finger Bowl, the toast of New Orleans, bring some Crescent City shenanigans to Colorado.



**MOST ADDED**

**WORLD PARTY (12/48 reports)**

**THE DELEVANTES (11/13 reports)**

**STIR (10/15 reports)**

**SARAH McLACHLAN (9/64 reports)**

**JACKOPIERCE (9/11 reports)**

**TOP TIP**

**EDWIN McCain**

*"See the Sky Again"*  
(Lava/Atlantic)

Highest debut at #40 and our #6 Spin Trend with 275 spins, +57. Now relax, Bonnie.

**RECORD TO WATCH**

**RON SEXSMITH**

*Other Songs*  
(Interscope)

Canadian Ron Sexsmith has gathered worldwide acclaim and dedicated airplay with a distinct pocket of tastemakers. Our favorite track, "Strawberry Blonde."

# Gavin A3

Blue entries highlight a stronger performance than on the combined A3

EDITORS:

KENT/KEITH ZIMMERMAN



LW	TW	COMBINED
1	1	PAUL McCARTNEY (Capitol)
5	2	SARAH McLACHLAN (Nettwerk/Arista)
2	3	THE WALLFLOWERS (Interscope)
4	4	JOHN FOGERTY (Warner Bros.)
3	5	ABRA MOORE (Arista Austin)
6	6	TOAD THE WET SPROCKET (Columbia/CRG)
7	7	DAVE MATTHEWS BAND (RCA)
8	8	INDIGO GIRLS (Epic)
9	9	SHERYL CROW (A&M)
11	10	JOHN HIATT (Capitol)
12	11	BLUES TRAVELER (A&M)
10	12	BIG HEAD TODD & THE MONSTERS (Revolution)
22	13	ZIGGY MARLEY & THE MELODY MAKERS (Elektra/EEG)
17	14	10,000 MANIACS (Geffen)
16	15	U2 (Island)
15	16	BEN HARPER (Virgin)
13	17	SISTER HAZEL (Universal)
14	18	MATCHBOX 20 (Lava/Atlantic)
18	19	COLLECTIVE SOUL (Atlantic)
25	20	FIONA APPLE (Clean Slate/WORK)
20	21	SHERRI JACKSON (Hybrid)
31	22	DAR WILLIAMS (Razor & Tie)
21	23	WORLD PARTY (Enclave)
23	24	THIRD EYE BLIND (Elektra/EEG)
19	25	DEL AMITRI (A&M)
28	26	SHAWN COLVIN (Columbia/CRG)
32	27	DAVID BYRNE (Luaka Bop/Warner Bros.)
36	28	RICKIE LEE JONES (Reprise)
33	29	JAMES McMURTRY (Sugar Hill)
34	30	HUFFAMOOSE (Interscope)
29	31	PAULA COLE (Warner Bros.)
30	32	LAURA LOVE (Mercury)
24	33	MICHAEL PENN (Epic)
26	34	SON VOLT (Warner Bros.)
27	35	BOZ SCAGGS (Virgin)
43	36	TONIC (A&M)
37	37	TAJ MAHAL (Private Music)
35	38	k.d. lang (Warner Bros.)
41	39	WIDESPREAD PANIC (Capricorn)
<b>NEW</b>	40	EDWIN McCain (Atlantic)
42	41	JAMES TAYLOR (Columbia/CRG)
40	42	KATELL KEINEG (Elektra/EEG)
46	43	MARCIA BALL (Rounder)
38	44	FOOL'S PROGRESS (Capricorn)
44	45	JONNY LANG (A&M)
48	46	VENICE (Vanguard)
<b>NEW</b>	47	WILLIAM TOPLEY (Mercury)
39	48	STEVE WINWOOD (Virgin)
<b>NEW</b>	49	BETH ORTON (Dedicated)
45	50	JAYHAWKS (American/Reprise)

LW	TW	COMMERCIAL
1	1	PAUL McCARTNEY (Capitol)
2	2	THE WALLFLOWERS (Interscope)
4	3	SARAH McLACHLAN (Nettwerk/Arista)
3	4	ABRA MOORE (Arista Austin)
7	5	JOHN FOGERTY (Warner Bros.)
8	6	SHERYL CROW (A&M)
5	7	TOAD THE WET SPROCKET (Columbia/CRG)
6	8	DAVE MATTHEWS BAND (RCA)
9	9	INDIGO GIRLS (Epic)
12	10	BLUES TRAVELER (A&M)
10	11	BIG HEAD TODD & THE MONSTERS (Revolution)
11	12	MATCHBOX 20 (Lava/Atlantic)
14	13	U2 (Island)
15	14	FIONA APPLE (Clean Slate/WORK)
17	15	JOHN HIATT (Capitol)
13	16	SISTER HAZEL (Universal)
16	17	DEL AMITRI (A&M)
23	18	SHERRI JACKSON (Hybrid)
25	19	ZIGGY MARLEY & THE MELODY MAKERS (Elektra/EEG)
21	20	SHAWN COLVIN (Columbia/CRG)
19	21	COLLECTIVE SOUL (Atlantic)
20	22	THIRD EYE BLIND (Elektra/EEG)
26	23	10,000 MANIACS (Geffen)
18	24	PAULA COLE (Warner Bros.)
24	25	WORLD PARTY (Enclave)
28	26	BEN HARPER (Virgin)
22	27	BOZ SCAGGS (Virgin)
40	28	DAR WILLIAMS (Razor & Tie)
31	29	WIDESPREAD PANIC (Capricorn)
33	30	HUFFAMOOSE (Interscope)
29	31	SON VOLT (Warner Bros.)
35	32	TONIC (A&M)
38	33	RICKIE LEE JONES (Reprise)
37	34	DAVID BYRNE (Luaka Bop/Warner Bros.)
34	35	JONNY LANG (A&M)
36	36	JAMES McMURTRY (Sugar Hill)
32	37	WILLIAM TOPLEY (Mercury)
42	38	EDWIN McCain (Atlantic)
39	39	JAMES TAYLOR (Columbia/CRG)
27	40	MICHAEL PENN (Epic)
45	41	LAURA LOVE (Mercury)
43	42	COUNTING CROWS (DGC)
30	43	STEVE WINWOOD (Virgin)
<b>NEW</b>	44	BIG BLUE HEARTS (Geffen)
<b>NEW</b>	45	LIVE (Radioactive)
41	46	FOOL'S PROGRESS (Capricorn)
44	47	JAYHAWKS (American/Reprise)
48	48	VAN MORRISON (A&M)
—	49	VENICE (Vanguard)
47	50	ROBERT EARL KEEN (Arista Austin)

LW	TW	NON-COMMERCIAL
3	1	DAR WILLIAMS (Razor & Tie)
4	2	JOHN HIATT (Capitol)
1	3	BEN HARPER (Virgin)
6	4	TAJ MAHAL (Private Music)
2	5	LAURA LOVE (Mercury)
12	6	ZIGGY MARLEY & THE MELODY MAKERS (Elektra/EEG)
11	7	WORLD PARTY (Enclave)
10	8	k.d. lang (Warner Bros.)
16	9	JAMES McMURTRY (Sugar Hill)
5	10	KATELL KEINEG (Elektra/EEG)
9	11	JOHN FOGERTY (Warner Bros.)
13	12	MARCIA BALL (Rounder)
8	13	PAUL McCARTNEY (Capitol)
18	14	RICKIE LEE JONES (Reprise)
7	15	INDIGO GIRLS (Epic)
15	16	DAVID BYRNE (Luaka Bop/Warner Bros.)
23	17	10,000 MANIACS (Geffen)
25	18	SARAH McLACHLAN (Nettwerk/Arista)
17	19	SHERRI JACKSON (Hybrid)
14	20	MICHAEL PENN (Epic)
24	21	MAIA SHARP (ARK 21)
27	22	BETH ORTON (Dedicated)
19	23	LAURA NYRO (Astor Place Recordings)
21	24	TOAD THE WET SPROCKET (Columbia/CRG)
40	25	RON SEXSMITH (Interscope)
20	26	ABRA MOORE (Arista Austin)
26	27	SINEAD O'CONNOR (Chrysalis/EMI)
29	28	HUFFAMOOSE (Interscope)
30	29	VENICE (Vanguard)
28	30	LEO KOTTKE (Private Music)
22	31	SON VOLT (Warner Bros.)
31	32	JAMES TAYLOR (Columbia/CRG)
<b>NEW</b>	33	BLUES TRAVELER (A&M)
<b>NEW</b>	34	WILCO (Reprise)
33	35	FOOL'S PROGRESS (Capricorn)
47	36	BLUE MOUNTAIN (Roadrunner)
<b>NEW</b>	37	ROBERT EARL KEEN (Arista Austin)
<b>NEW</b>	38	BRAD (Epic)
35	39	JAYHAWKS (American/Reprise)
45	40	BEN FOLDS FIVE (550 Music)
<b>NEW</b>	41	UB40 (Virgin)
46	42	MAURA O'CONNELL (Hannibal)
43	43	DEL AMITRI (A&M)
44	44	JULIE MILLER (HighTone)
41	45	BIG HEAD TODD & THE MONSTERS (Revolution)
42	46	KIM RICHEY (Mercury)
<b>NEW</b>	47	BIG BLUE HEARTS (Geffen)
48	48	BLUE RODEO (Sire Records Group)
32	49	BOZ SCAGGS (Virgin)
34	50	ALISON KRAUSS & UNION STATION (Rounder)

## Extension 606 BY KENT ZIMMERMAN

### Turn to Page 32 and 33 for Six Months of Blood and Sweat

#### A WORD ON THIS YEAR'S DAY MEETINGS

Well, we did it. One month to the very day before this year's **GAVIN A3 Summit**, and we're able to proclaim that 98% of all events are in stone. I say 98% because you never know about this business. That 2% spontaneity factor can be awfully strong, but for the 98%, not only are we

talking about the **Fox Theatre** line-ups, but all of the panels and on-site music also seems set.

At the risk of sounding premature, I'd like to offer a few behind-the-scenes insights and maybe even a few words of thanks. In trying to put together the best gathering possible,

the temptation for Keith and I is always to insulate ourselves and belt it out on our own. But over the past few years, we have found the process evolving. Especially with booking music, you learn to follow your heart, which is why some of our choices may seem bold, strange, and maybe even sometimes a little pedestrian. But we've managed to maintain a pretty fair track record so far, so keep your fingers crossed and hope that the music is as dramatic as we envision it.

As for the day meetings, there will be major changes. First off, special thanks to **John Bradley** and **Dave Rahn**. Back in October, they approached us with a willingness to

help out on the meeting front. They—as did we—saw room for improvement on the quality of these gatherings. After four years, our traditional ideas had run their course. This year we needed innovation, so after several weekly conference calls and meetings with Dave and John (and with **GAVIN GM's Sandy Skeie** and our CEO **David Dalton**), during which ideas were proposed, floated, launched, and ridiculed, we looked at what had survived, and implemented them. The result will be more *outside* professional perspectives than ever before.

Music aside for the moment, here's what you can expect this August:

Keynote speaker **Dan Mason** of

# LAURA LOVE



*octoroon*

the new track  
**ALL THE PUSH IN'**  
from the critically acclaimed  
debut album *octoroon*

"...a voice rich with dark shadings and rural twang."

- *Time Magazine*

"Afrocentric, alternative folk with a Celtic vibe..."

- *Billboard*

"...infectious funk and world-beat-influenced songs..."

- *Dirty Linen*



## Laura Love and her band are on tour now:

7/11 Kent, WA

7/19 Grass Valley, CA

7/24 Nashville, TN

7/25 Chattanooga, TN

7/31 Portland, OR

8/9 Haines, AK

8/14 Boulder, CO

8/17 Wheeling, WV

8/21 New York, NY

8/22 Alexandria, VA

8/23 & 24 Philadelphia, PA

9/11-13 Canada

9/20 Detroit, MI

9/26 & 27 Bloomington, IN

9/28 Lafayette, IN

Management: Mary McFaul, McFaul Booking & Management  
Executive Producer: Dave Wilkes

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a PolyGram company

# Gavin A3 Boomer Grid

EDITORS:  
KENT/KEITH  
ZIMMERMAN



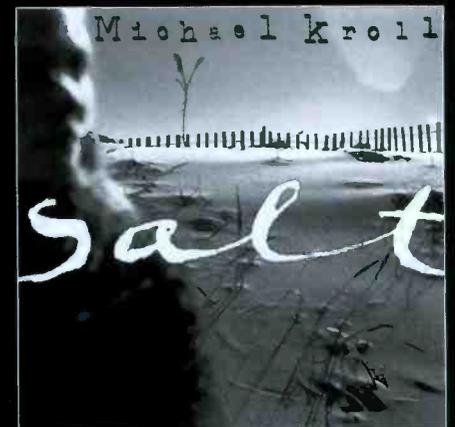
TW	Title (Label)	Spins	Trend	CDR	KACV	KBCO	KBR	KBRW	KEPC	KFAN	KFGC	KFRD	KGRC	KGSR	KHKK	KKZV	KLCC	KLRO	KMMS	KMTT	KNBA	KOTR	KPFT	KPIG	KRCL	KROK	KRSH	KRVM	KSMF	KSPN	KSUT	KTAD	KTCZ	KTHY
1	PAUL McCARTNEY (Capitol)	927	-32	18	17	17	21		5		23	12	18	20	22	17	7	25	22	35	15	4	7	14	2	13	20	20	13	15	25	22		
2	SARAH McLACHLAN (Neltwerk/Arista)	877	+111	30	17	15	19	9	11	5	22	25	22	21	18	12	14	23	7	5					24	24	15	13	7	7	12	10		
3	THE WALLFLOWERS (Interscope)	859	+11	13	18	33	18				20	13		21	8	23		6	23						38	28		10			34	8		
4	JOHN FOGERTY (Warner Bros.)	812	+39	28	18		18		10	15	25		28	20	6	10	4	16	22	7		9	7	15	5	26	21	10	20	12	12	25	12	
5	ABRA MOORE (Arista/Auslin)	746	-50	23		15	19			20	12	7		11	4	22		23	14	9	16				38	14	10	20	6	10	10	9		
6	TOAD THE WET SPROCKET (Columbia/CRC)	736	-21	31			19		9	15	12	13	11	10	24		22	14	25	6	9				38	22	15	20		8	6	8		
7	DAVE MATTHEWS BAND (RCA)	722	-2	23	18	18	12			10	8	6	18	10		17		14	8	15				3	55	12				11	7			
8	INDIGO GIRLS (Epic)	721	-17	13		22	12				16			21		18	7		14	24	15		9	4	37	8	20	10	13	7	6	9	17	
9	SHERYL CROW (A&M)	687	+27	30		24	11			15	25			6	22				24						38	33	10			26	8			
10	JOHN HATT (Capitol)	639	+104	10	17		8		5	5	10	23		10	6		7	7	8	9	15		7	14	9	24	27	15	20	13	15	12	17	
11	BLUES TRAVELER (A&M)	636	+126	14	17		19				15	6		21		21		13	22	24		14		3	6	32	27	15	20	11	19			
12	BIG HEAD TODD & THE MONSTERS (Revolution)	594	-9		18	31	12			15	14	23	20		5	19		15		9	7	9			33	17	15	13	4	4	17	17		
13	ZIGGY MARLEY & THE MELODY MAKERS (Elektra/EEG)	533	+93	22	17	15	10		11		6		21	6		7			3	15	4	7		3	25	15	8	20	7	13	9			
14	10,000 MAMMALS (Geffen)	515	+42		18		9		9	15		12		22		9				12	4	4		3	31	13	15		4	9	6	9		
15	U2 (Island)	513	+26	31	18	7	17			23	4	9	20	9	15					9		9			30	29	20			6	2			
16	BEN HARPER (Virgin)	511	+20	8	12		5	21	12	10		7	9	5		7	7	8	7			14	4	3	5	6	10	6	13	6	9	9		
17	SISTER HAZEL (Universal)	498	-7			19	20			10		12				9					16				33	6	10		4	20	8			
18	MATCHBOX 20 (Lava/Atlantic)	480	-13			13	22					18				14				13	3				38	15				9				
19	COLLECTIVE SOUL (Atlantic)	478	+5		17	9	20				9	28	11		7		20								30	8	15		8	5				
20	FIONA APPLE (Clean Slate/WORK)	475	+47	13	17	14	19				3	14		11		18		6	8	7		6			26	23	15	20			7			
21	SHERRI JACKSON (Hybrid)	473	+22	22	7				8	10		7		11			7	13	14	11	8	4		4	2	11	15	5	20	8	6	7		
22	DAR WILLIAMS (Razor & Tie)	470	+107		6		6		10	5		24					5	3	8		7	7	4	6	3	9	10	7	13	12	11			
23	WORLD PARTY (Enclave)	464	+17		17		10	9		10				21		5		12	10	7	14	2		3		15	15	13	7	11				
24	THIRD EYE BLIND (Elektra/EEG)	434	-5		7	24							28			8				9					32	4			4					
25	DEL AMITRI (A&M)	420	-40	12		8	11			5		12		11		8			22	9					32	12	10	13	7	7	7			
26	SHAWN COLVIN (Columbia/CRC)	409	+10			12				10	7				9	23									31	7			5	9				
27	DAVID BYRNE (Luaka Bop/Warner Bros.)	403	+42		9		6				8		11		7	7		7	9	11	10	7		6	13	8	10	2	13	12	8			
28	RICKIE LEE JONES (Reprise)	387	+55	5	14		6	17				23		10	5		5		14	9	7	10	4		3	9	10	10	4	7	8			
29	JAMES McMURTRY (Sugar Hill)	384	+35		18					20				9		5		14			14	7	14	7			7	8	13	9				
30	HUFFAMOOSE (Interscope)	371	+28	22	18		11		6		7	15		9		8				12	7	12			25	10		5	7					
31	PAULA COLE (Warner Bros.)	363	-21	4		16	12		6			24		10	11	10				8	6				26	19	15	13	4	7				
32	LAURA LOVE (Mercury)	351	-17						12					7							10	12	7	13	4		5	10	14	6	10			
33	MICHAEL PENN (Epic)	327	-106				3								6			16			11	2		3	16		7	10	8	7				
34	SON VOLT (Warner Bros.)	325	-83				3	4	20			7	11				6	19			14	7	6	3		10		6	6	8				
35	BOZ SCAGGS (Virgin)	323	-81						15	11			11	23		5				10				11		7	15	2	13	8	22	20		
36	TONIC (A&M)	320	+45			9						13						20							32				4					
37	TAJ MAHAL (Private Music)	318	+10				6	8					5			7					10	4	9	2		5	8	14	6					
38	k.d. lang (Warner Bros.)	318	-19	7	9		11								6						15	4	7	5	3	12		13	4	6	9			
39	WIDESPREAD PANIC (Capricorn)	299	+14	10	9		9		10	23		9	8			9	7	5	7					3	13	10	15		4	5	7			
40	EDWIN McCAIN (Atlantic)	275	NEW	9								9				9	7	5	7							11	15	10	5	9				
41	JAMES TAYLOR (Columbia/CRC)	274	-9						5		10			23		4							4	3		12	10	20	10	8	7			
42	KATELL KEINEG (Elektra/EEG)	273	-13						12		10						5				10	6	2			9	10	2	8	5				
43	MARCIA BALL (Rounder)	272	+25		9				5	5				12		7					7	4	5	7				10	7	7				
44	FOOL'S PROGRESS (Capricorn)	261	-47		18	8			9	10						9					6		4			13		6		6				
45	JONNY LANG (A&M)	244	-17			13	8			20	19			11		14			14	10	15			11		6	10	2	4	14	15			
46	VENICE (Vanguard)	238	+10		6					20	16						4	13			16	7		2		15		10	11					
47	WILLIAM TOPLEY (Mercury)	230	+7			13				15	13			8	4			11	22		7			7	15	10				7				
48	STEVE WINWOOD (Virgin)	227	-75			6			12	5	5		18		23		4	16	21					3		13	10			11	6			
49	BETH ORTON (Dedicated)	224	NEW				3	12						9			5					10		3		7	10	6	9	8				
50	JAYHAWKS (American/Reprise)	213	-37				14															11	12	4		12	10		6	10	7			

# Michael Kroll

Spinning at: KAFR, KAXE, KBSU, KERA, KFAN, KFLX, KPFT, KRVM, KUWR, KVNF, KXGO, WCBE, WCBR, WEBX, WERU, WHFC, WKZE, WMKY, WMWV, WNCW & WRRX

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16 days

# WHISKEYTOWN



The First Track From The New Album

## *Strangers Almanac*

Produced, Engineered & Mixed by Jim Scott  
Management: Chris Roldan & Jenni Sperandeo/Jacknife

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# Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KTUN	KUNR	KXPT	KZZO	WAFS	WBOS	WBZC	WCEB	WCLZ	WDET	WEEK	WEEK	WFKY	WFLV	WIS	WKZE	WMAX	WMMM	WMMY	WNCB	WNCW	WNCU	WOFX	WRLT	WRIR	WRKX	WRSI	WVTV	WVOD	WVLE	WVFN	WVRT	WVTV	WVFP	
PAUL McCARTNEY (Capitol)	20	7	23		10	30			13		16	24	5	4	20	16		26	15	11		15	34	24	8	25	18		7	16	17	23	8		
SARAH McLACHLAN (Network/Arista)	13		8	53	13	30	8		5		14			10	21	12	22	20	6	18	8		15	22	6	20	6	24	14	26	6	11	25	11	
THE WALLFLOWERS (Interscope)	10	6	35	58		45					9				22		50	15	8	13						36	40	73	8	17	9				
JOHN Fogerty (Warner Bros.)	20	7	19		5			6	5	6	22	24	9	8	15	16		23	4			15	15	25	22	24	18			15	15	20	13		
ABRA MOORE (Arista Austin)	20	6	14		9	30		9	6	5	12	50	9	8	22	16	9	13	4			6	16	6	10	20	6	28	12	15	6	11	10	9	
TOAD THE WET SPROCKET (Columbia/CRG)	20		26		9		10		5						22	16	33		6	26	8	15	17	4	8	12		17	44	18	10	23	12		
DAVE MATTHEWS BAND (RCA)			27	53		30									20	41	24	7				6	34	28	19		41	26	60	7	9	16			
INDIGO GIRLS (Epic)	13	7	16		9	30	12		6			24	9	9	21	16	18	15	15	14	16		13	4	6	9	18	15	18	15	7	18	13		
SHERYL CROW (A&M)			8	52		45			6						18	33	7	14	19			34	9	20		40	31	31			17				
JOHN HIATT (Capitol)	20	7			9			6	7	13			9	5	12	16		14		11	16	15		16	21		18			7	10	24	13		
BLUES TRAVELER (A&M)	20		12		5				5		17	7	1		17		14	14	18	8		17	23	11	20			13		16	9	22	9		
BIG HEAD TODD & THE MONSTERS (Revolution)	13			6		9			7	7	36				24		23	7	14			16	25						14		22	25	6		
ZIGGY MARLEY & THE MELODY MAKERS (Elektra/EEG)	20	6		4	7	12	6	4	5	12		5	5	15	12		13	14	12	16	6	6	16			12			7	9	9	7	9		
10,000 MANIACS (Geffen)		7		34	5	7	10	3	6						18	12	17		4	15	4	6	15			22		25	27	18		23	7		
U2 (Island)			13		5				7		8				11			11	7	21		8	26				12	23	16	13	25	22			
BEN HARPER (Virgin)	13	7					9	9		15	16	24	9	4	12	16		8	4	10	16	15		6	21		12		7	12	7	9			
SISTER HAZEL (Universal)		6	28	28		45	7					36			9		18	8			4	8			22		43		42	4					
MATCHBOX 20 (Lava/Atlantic)			29			45			4						23		22	13	14			25	6		6		30	14	46		10	21			
COLLECTIVE SOUL (Atlantic)			13	42	5										17		12	23		11		40	20				25	15	16		18	10			
FIONA APPLE (Clean Slate/WORK)	20		15			30			7						19				6	14			17		9		25	33	6	5		8			
SHERRI JACKSON (Hybrid)	20	7			5	7		9		5	13	50	5	5	10	12		7	7	9	8	15	16	7	11	10			4	7		9			
DAR WILLIAMS (Razor & Tie)	13	7			9	7		3	5	7	13		5	8	5	12		7	3	10	16	15	5	8	12	18			9	24		15	9		
WORLD PARTY (Enclave)	13	7			14	7		3		14	24	24	9	4	12	12		4	9	8	15	10	17		12			6	10	12	12				
THIRD EYE BLIND (Elektra/EEG)			15	50		45	7			14	13				10		19		4	13		10					41	17	48		13				
DEL AMITRI (A&M)	13	6	14		11		8		6		16	7	5		15	6		14					17			6		6	6	21	18	27			
SHAWN COLVIN (Columbia/CRG)			27	44		45								5	9		33		15			8	9			41		46		7					
DAVID BYRNE (Luaka Bop/Warner Bros.)	13	7			5			6		11	12		9	5	9	6		5	16	8	15		17	16		12			6	12	11	12			
RICKIE LEE JONES (Reprise)	10	7				5	9	7	14	13		9	10	10	12			8	5	14	8	3				12			6			9			
JAMES McMURTRY (Sugar Hill)		6			4		8	9	6	15	22		9	4	10	16			4	10	16	15				12			16			8			
HUFFAMOOSE (Interscope)		6	14					9			13		1	4	13	12	14	16	5	10	4	6	7						10		12	12			
PAULA COLE (Warner Bros.)	13				7				7				8	6		37		13	6				10			22		7	10		11	8			
LAURA LOVE (Mercury)	10	7				9	6		10	13	17	9	4		16							16	15		5	15					5	6			
MICHAEL PENN (Epic)	10	7			10			9		1	13	24	9	5	10	12				4		4	6		17			12		5	8	12	9		
SON VOLT (Warner Bros.)		7				9			14	7	9	9	10	6			7	7			16			17	8		18			9		9			
BOZ SCAGGS (Virgin)	13	6					6			7			1	9		6					16		8	7	14	9	18		5						
TONIC (A&M)		5	15	46		30					8												20				26	31	20				25		
TAJ MAHAL (Private Music)	7						9	6	14	17	7	1	2	5	12		7	1			16	15			14		12		17			12			
k.d. lang (Warner Bros.)	13	7			11			3		13			1	5	7	16		14	6	8	16	15		7					5			11			
WIDESPREAD PANIC (Capricorn)									7		9	24	1		11		8	5	17				10	9					7	13		6			
EDWIN MCCAIN (Atlantic)	10	5	13			30			3			5		11	12		8	6				3	17	7				6	4		21	6			
JAMES TAYLOR (Columbia/CRG)	20	7				7			8		13			8		16			15			6		17			6		17						
KATELL KEINEG (Elektra/EEG)		7			9	11	3		15	12		9	5	14	12				3		16	3	6						6	3		6	12		
MARCIA BALL (Rounder)		6			6	2	6		11	13			5	2		12			1		8	3		6	8	12								12	
FOOL'S PROGRESS (Capricorn)				20	4	11			6		23				12	16		14		14	4		5	16	8								9		
JONNY LANG (A&M)									8								12		11					4	8										
VENICE (Vanguard)	10	6			5		3	11		8	7				6				4			15		17											
WILLIAM TOPLEY (Mercury)					4			5		13	50				5				6							6						9			
STEVE WINWOOD (Virgin)		6						9					5		12												6						9		
BETH ORTON (Dedicated)	10	7			9		10	3		6	16		9	4						11									11			11	10		
JAYHAWKS (American/Reprise)		6			10			9				7	9	8	10					4	8	8			12	10	18				8				

CBS Radio is the President of the biggest radio group in America, and he's speaking to us! We're dealing with lifestyle and trends with **Kim Long** of the **American Forecaster**, an expert in product minutiae and information retrieval. That idea came out of our published A3 PD roundtable. **Bob Michaels** of **Arbitron** kindly approached us about providing qualitative information and research, so we proposed examining the entire competitive adult radio spectrum. As for promotion planning, we've heard **Doug Harris** of **CRN International** described as "a marketing genius." Manager **Chuck Morris** will deal with radio-sponsored concerts, a subject we got several calls about. **Mark Ramsey** of **Nova Marketing** is already preparing a radio questionnaire and gathering feedback to prep you

**MOST ADDED**

**DWIGHT YOAKAM (25)**  
**MICHAEL MARTIN MURPHEY (22)**  
**THE DELEVANTES (17)**  
**LAURIE LEWIS (15)**  
**BIG BLUE HEARTS (12)**  
**BLUE RODEO (11)**

**TOP TIP****THE DELEVANTES**

*Postcards From Along the Way*  
 (Capitol Nashville)  
 Radio's response to the harmony-rich Delevantes has been as immediate as expected. *Postcards From Along the Way* debuts this week at #19.

**RECORD TO WATCH****DWIGHT YOAKAM**

*Under the Covers (Reprise)*  
 The second coming of the Hillbilly Cat takes a songwriting detour with this album of covers, done with many twists and turns. Strong points are the bluegrass treatments given to the Clash's "Train In Vain" and the Stones' "The Last Time."

# Gavin Americana™

LW	TW		Reports	Adds
1	1	<b>JOY LYNN WHITE</b> - The Lucky Few (Little Dog)	56	0
2	2	<b>DALE WATSON</b> - I Hate These Songs (HighTone)	55	0
11	3	<b>MARCIA BALL</b> - Let Me Play With Your Poodle (Rounder)	62	5
4	4	<b>R.B. MORRIS</b> - Take That Ride (Oh Boy!)	62	0
8	5	<b>JAMES McMURTRY</b> - It Had To Happen (Sugar Hill)	58	1
3	6	ALISON KRAUSS & UNION STATION - So Long So Wrong (Rounder)	55	0
7	7	<b>TOM RUSSELL</b> - The Long Way Around (HighTone)	56	0
10	8	<b>BIG SANDY &amp; HIS FLY-RITE BOYS</b> - Feelin' Kinda Lucky (HighTone)	56	2
12	9	<b>JOHN FOGERTY</b> - Blue Moon Swamp (Warner Bros.)	46	1
5	10	ASLEEP AT THE WHEEL - Back To The Future Now (Lucky Dog/Epic)	54	0
6	11	DARRELL SCOTT - Aloha From Nashville (Sugar Hill)	53	1
9	12	ROBERT EARL KEEN - Picnic (Arista Austin)	48	0
16	13	<b>BRUCE HENDERSON</b> - The Wheels Roll (Paradigm)	54	1
15	14	<b>LEO KOTTKE</b> - Standing In My Shoes (Private Music)	47	0
18	15	<b>BLUE MOUNTAIN</b> - Home Grown (Roadrunner)	51	3
23	16	<b>DALE ANN BRADLEY</b> - East Kentucky Morning (Pinecastle)	47	5
13	17	SON VOLT - Straightaways (Warner Bros.)	46	0
14	18	JULIE MILLER - Blue Pony (HighTone)	46	0
N	19	<b>THE DELEVANTES</b> - Postcards From Along The Way (Capitol Nashville)	48	17
21	20	<b>RICHARD GREENE &amp; THE GRASS IS GREENER</b> - Sales Tax Toddle (Rebel)	43	2
24	21	<b>MAURA O'CONNELL</b> - Wandering Home (Hannibal)	44	2
17	22	JACK INGRAM - Livin' Or Dyin' (Rising Tide)	39	0
20	23	<b>BOB CHEEVERS</b> - Gettysburg to Graceland (Back 9)	44	1
30	24	<b>DAR WILLIAMS</b> - End of the Summer (Razor & Tie)	41	7
19	25	KIM RICHEY - Bitter Sweet (Mercury)	36	0
33	26	<b>THE HACKBERRY RAMBLERS</b> - Deep Water (Hot Biscuits)	45	6
N	27	<b>BIG BLUE HEARTS</b> - Big Blue Hearts (Geffen)	38	12
26	28	ADIE GREY - Grandpa's Advice (Hey Baby)	35	1
22	29	BILL AND BONNIE HEARNE - Diamonds In The Rough (Warner Western)	33	0
25	30	VARIOUS ARTISTS - Live At The Iron Horse Vol. 1 (Signature Sounds)	35	0
N	31	<b>ED PETERSEN</b> - Somewhere South of Here (Tangible)	35	4
34	32	<b>DUKE LEVINE</b> - Lava (Rounder)	35	3
35	33	<b>GRIEVOUS ANGELS</b> - New City Of Sin (Bloodshot)	30	1
27	34	VARIOUS ARTISTS - Traveller Soundtrack (Asylum)	30	0
29	35	JOHN PRINE - Live On Tour (Oh Boy!)	30	0
40	36	<b>JONI BISHOP</b> - Threads (BWE)	31	1
38	37	<b>OLD 97'S</b> - Too Far To Care (Elektra/EEG)	29	3
28	38	THE LONESOME STRANGERS - Land Of Opportunity (Little Dog)	28	0
N	39	<b>TAJ MAHAL</b> - Senor Blues (Private Music)	24	4
N	40	<b>RED DIRT RANGERS</b> - Oklahoma Territory (RDR)	29	1

## Americana Inroads

BY ROB BLEETSTEIN



### Getting Into the Pines

The word is out. Yes, folks, not only are we ready to stick our necks out on a limb, but we're about to embark on an adventure *In the Pines*. The invites have been sent, space is limited, and I want to encourage every radio person involved with Americana to make it a top priority to attend this gathering in the glorious outdoors at Squam Lake in New Hampshire on September 18-20.

Styled as a retreat, *In the Pines* will serve as an informative and educational forum for the format, as well as being a fun-filled time that will be chock full of performances from many of Americana's favorites and up and comers. This event is being held specifically for you, the Americana radio programmer, along with enthusiasts from other avenues of the industry. Notice that we are avoiding words like "convention" and "showcase," because this event will be anything but conventional, and the performers in attendance will be given a chance to do their thing in a rather intimate setting.

Get your registrations in early so that we can get to work on your travel plans, as your participation

in this event is crucial to its success, as well as the growth and influence of the format.

**PIGS IN SPACE**

**Laura Ellen** at **KPIG/FM** faxed me an e-mail she received from the folks at **NASA**. It read: "Just wanted to say thanks for the great music. We are here on the ground floor at master control for the NASA Select TV, controlling the video for the Pathfinder and the Space Shuttle, and the room is filled with PIG! You're the best the U.S. has to offer."

**AROUND THE DIAL**

**Wildcat Stevens** is the new Music Director at **WJVO/FM**. His call times are Monday-Friday, 10:30 a.m.-3:30 p.m. CST...**Cathy Gilbert** takes over the music reins at **KGNU/FM**. Her call times are on Fridays from 9 a.m.-noon...**Steve Coffman** has taken over MD duties at **KYKM/FM**. His call times are Tuesdays and Wednesdays from 2-5 p.m. CST...**Patsy Gray** is the new Americana correspondent taking over the *Fat Sundays* at **KCSS/FM**. Her call times are Thursdays, 9 a.m.-noon and Fridays, noon-3 p.m. CST. ●

### RADIO FILE

Please welcome the following stations to the Americana panel:

**KVOO/FM**

4590 E. 29th St.  
 Tulsa, OK 74114  
 (918) 743-7814  
 Fax: (918) 743-7613  
 Contact: Scott Woodson  
 Music Call Times: Wednesdays, 4-6 p.m. CST

**DISH CD**

2901 Third Ave., Suite 400  
 Seattle, WA 98121  
 (206) 256-2565  
 Fax: (206) 441-5667  
 Contact: Michael Zamora  
 Music Call Times: Wednesdays, 10 a.m.-2 p.m. PST

Editor: ROB BLEETSTEIN

Americana reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-3 p.m.  
 Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580  
 E-mail: pwr glide@well.com

### Chartbound

**MINDY JOSTYN** (Palmetto)  
**LAURIE LEWIS** (Rounder)  
**PAT MACDONALD** (ARK 21)  
**JOHN HIATT** (Capitol)  
**DWIGHT YOAKAM** (Reprise)

**MANHATTAN TRANSFER** (Atlantic)  
**MICHAEL MARTIN MURPHEY** (Warner Western)  
**DARRELL McCALL** (Arlap)  
**Dropped:** #31 Bekka & Billy, #32 Bill Frisell,  
 #36 Guy Clark, #37 John Stewart, #39 Carol Elliott.

# Gavin Country

REPORTS THIS WEEK: 204 LAST WEEK: 204

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
1	1	<b>GEORGE STRAIT</b> - Carrying Your Love With Me (MCA)	9	204	0	7581	+42	144	58	2	0
2	2	<b>TRACE ADKINS</b> - I Left Something Turned On At Home (Capitol Nashville)	14	204	0	7382	+194	133	64	6	1
3	3	<b>PAM TILLIS</b> - All The Good Ones Are... (Arista)	14	204	0	7255	+230	129	63	11	1
5	4	<b>LONESTAR</b> - Come Cryin' To Me (BNA Records)	13	203	0	6816	+359	105	68	29	1
7	5	<b>TRACY LAWRENCE</b> - How A Cowgirl Says Goodbye (Atlantic)	8	204	2	6574	+572	88	82	30	3
6	6	<b>MICHAEL PETERSON</b> - Drink, Swear, Steal, And Lie (Reprise)	11	204	0	6527	+479	86	80	36	2
11	7	<b>CLINT BLACK &amp; MARTINA McBRIDE</b> - Still Holding On (RCA)	8	203	0	5863	+448	54	81	62	6
8	8	<b>JOHN BERRY</b> - I Will, If You Will (Capitol Nashville)	15	200	1	5727	+127	59	74	57	10
10	9	<b>TRACY BYRD</b> - Don't Love Make A Diamond Shine (MCA)	12	203	2	5627	+198	52	78	59	14
15	10	<b>KENNY CHESNEY</b> - She's Got It All (BNA Records)	10	204	2	5609	+513	40	86	73	5
17	11	<b>TRISHA YEARWOOD</b> - How Do I Live (MCA)	8	202	5	5490	+756	45	72	69	16
4	12	REBA McENTIRE - I'd Rather Ride Around With You (MCA)	13	173	0	5483	-1390	92	40	24	17
13	13	<b>RICOCHET</b> - He Left A Lot To Be Desired (Columbia/CRG)	13	203	2	5321	+155	36	79	78	10
16	14	<b>JOHN MICHAEL MONTGOMERY</b> - How Was I To Know (Atlantic)	7	204	1	5252	+353	30	81	80	13
18	15	<b>TOBY KEITH</b> - We Were In Love (Mercury)	7	204	1	5172	+453	27	80	86	11
20	16	<b>COLLIN RAYE</b> - What The Heart Wants (Epic)	8	201	4	4723	+509	19	69	89	24
23	17	<b>DIAMOND RIO</b> - How Your Love Makes Me Feel (Arista)	8	199	7	4579	+633	19	61	94	25
21	18	<b>NEAL McCOY</b> - The Shake (Atlantic)	10	190	8	4538	+364	26	67	65	32
14	19	RICK TREVINO - I Only Get This Way With You (Columbia/CRG)	19	152	0	4508	-634	60	48	27	17
22	20	<b>ALABAMA</b> - Dancin' Shaggin' On The Boulevard (RCA)	5	202	1	4489	+419	11	64	98	29
27	21	<b>ALAN JACKSON</b> - There Goes (Arista)	3	198	9	4266	+784	6	65	93	34
25	22	<b>DAVID KERSH</b> - Day In, Day Out (Curb)	10	188	5	3913	+274	12	50	78	47
30	23	<b>LEE ANN WOMACK</b> - The Fool (Decca)	5	196	5	3775	+584	7	40	92	57
29	24	<b>LILA McCANN</b> - Down Came A Blackbird (Asylum)	11	172	7	3478	+238	13	43	66	50
32	25	<b>THE BUFFALO CLUB</b> - Nothin' Less Than Love (Rising Tide)	8	186	13	3293	+511	2	34	84	66
31	26	<b>SHERRIE AUSTIN</b> - Lucky In Love (Arista)	10	170	3	3246	+177	7	43	60	60
9	27	DEANA CARTER - Count Me In (Capitol Nashville)	18	133	0	3140	-2345	41	18	27	47
33	28	<b>LORRIE MORGAN</b> - Go Away (BNA Records)	4	179	17	3063	+608	2	24	86	67
39	29	<b>VINCE GILL</b> - You And You Alone (MCA)	2	182	35	2961	+898	0	21	84	77
38	30	<b>BILLY RAY CYRUS</b> - It's All The Same (Mercury)	5	177	31	2901	+730	1	20	83	73
37	31	<b>JOHN ANDERSON</b> - Somebody Slap Me (Mercury)	4	181	23	2873	+701	2	20	74	85
34	32	<b>BLACKHAWK</b> - Hole In My Heart (Arista)	5	164	18	2780	+419	4	28	66	66
36	33	<b>DAVID LEE MURPHY</b> - All Lit Up In Love (MCA)	4	173	25	2765	+566	2	24	62	85
35	34	<b>SAWYER BROWN</b> - This Night Won't Last Forever (Curb)	5	167	21	2751	+472	1	26	69	71
19	35	MARK CHESNUTT - Let It Rain (Decca)	18	111	0	2549	-2152	33	16	22	40
24	36	SONS OF THE DESERT - Whatever Comes First (Epic)	22	89	2	2188	-1607	19	19	36	15
44	37	<b>TANYA TUCKER</b> - Ridin' Out The Heartache (Capitol Nashville)	4	131	16	2131	+406	1	16	54	60
43	38	<b>MILA MASON</b> - That's The Kinda Love (That I'm Talking About) (Atlantic)	6	115	8	1900	+137	1	18	46	50
46	39	<b>JOE DIFFIE</b> - Somethin' Like This (Epic)	5	130	21	1832	+391	0	13	41	76
—	40	<b>KEVIN SHARP</b> - If You Love Somebody (Asylum)	1	126	110	1709	<b>NEW</b>	1	5	44	76
—	41	<b>TRAVIS TRITT &amp; LARI WHITE</b> - Helping Me Get Over You (Warner Bros.)	2	127	74	1524	<b>NEW</b>	0	3	37	87
—	42	<b>SARA EVANS</b> - Three Chords And The Truth (RCA)	3	104	24	1368	<b>NEW</b>	1	2	33	68
48	43	BURNIN' DAYLIGHT - Live To Love Again (Curb)	7	80	6	1280	-119	1	9	34	36
—	44	<b>KIPPI BRANNON</b> - I'd Be With You (Curb/Universal)	6	101	12	1231	<b>NEW</b>	1	5	27	68
49	45	LeANN RIMES - How Do I Live (MCG/Curb)	7	67	3	1165	-65	4	9	24	30
—	46	<b>CHELY WRIGHT</b> - Shut Up And Drive (MCA)	1	81	60	1049	<b>NEW</b>	1	3	22	55
—	47	<b>DEAN MILLER</b> - Nowhere USA (Capitol Nashville)	2	85	31	1031	<b>NEW</b>	0	2	24	59
—	48	<b>M.C.POTTS</b> - I'm So Sorry (Critique/BMG)	7	62	2	962	<b>NEW</b>	1	7	22	32
—	49	<b>TAMMY GRAHAM</b> - Cool Water (Career)	2	68	14	947	<b>NEW</b>	0	3	23	42
—	50	<b>DWIGHT YOAKAM</b> - Claudette (Reprise)	2	68	16	845	<b>NEW</b>	0	1	22	45

## Top Ten Up & Coming

Rpts.	Adds	Spins	Wks	
68	58	638	1	* <b>JASON SELLERS</b> - I'm Your Man (BNA Records)
65	8	835	4	<b>BLAKE &amp; BRIAN</b> - Another Perfect Day (MCG/Curb)
60	14	725	2	<b>JACK INGRAM</b> - Flutter (Rising Tide)
59	10	817	3	<b>MARY CHAPIN CARPENTER</b> - Keeping... (Columbia/CRG)
45	3	580	3	<b>CARYL MACK PARKER</b> - It's Good To Be Me (Magnatone)

Rpts.	Adds	Spins	Weeks	
43	10	539	2	<b>JOHN AND AUDREY WIGGINS</b> - Crazy Love (Mercury)
41	7	518	2	<b>DARYLE SINGLETARY</b> - Even The Wind (Giant)
40	—	571	6	<b>SHELLY STREETER</b> - White Lace, Promises (Long Arm)
38	8	423	2	<b>NOEL HAGGARD</b> - Tell Me Something About Tulsa (Atlantic)

## Most Added

**KEVIN SHARP (110)**  
 "If You Love Somebody" (Asylum)  
**TRAVIS TRITT & LARI WHITE (74)**  
 "Helping Me Get Over You" (WB)

**CHELY WRIGHT (60)**  
 "Shut Up And Drive" (MCA)  
**JASON SELLERS (58)**  
 "I'm Your Man" (BNA)



**VINCE GILL (35)**  
 "You And You Alone" (MCA)

## Spinincreases

**ALAN JACKSON +784**  
 "There Goes" (Arista)  
**TRISHA YEARWOOD +756**  
 "How Do I Live" (MCA)  
**DIAMOND RIO +633**  
 "How Your Love Makes..." (Arista)  
**LEE ANN WOMACK +584**  
 "The Fool" (Decca)  
**TRACY LAWRENCE +572**  
 "How A Cowgirl Says Goodbye" (Atlantic)

## Top Requests

**GEORGE STRAIT**  
 "Carrying Your Love With Me" (MCA)  
**TRISHA YEARWOOD**  
 "How Do I Live" (MCA)  
**TIM MCGRAW**  
 "It's Your Love" (Curb)  
**LILA McCANN**  
 "Down Came A..." (Asylum)  
**MICHAEL PETERSON**  
 "Drink, Swear, Steal..." (Reprise)

## Record to Watch

**KEVIN SHARP**  
 "If You Love Somebody" (Asylum)  
**WE SAY:**  
 "There is no doubt this guy is a star. His first two singles hit the top of the charts, and "If You Love Somebody" should add to an already impressive run of Number Ones."

**RADIO SAYS:** "After seeing Kevin Sharp perform this song in front of 25,000 screaming fans, it was very apparent to me this song needs NO research. I added it to my playlist immediately!" —Dave Steele, KFGE-Lincoln, Neb. PD  
**STATS:** Highest debut at #40/Most Added with 110 stations/Over 50% of the panel on board the first week

**Country Notes** BY JAMIE MATTESON

**Fantastic Fall: Part 2**

Last week began our peek into what's in store for country music this fall. Here's a continuing look at what's around the corner.

**ATLANTIC RECORDS**

**Sneak Peek for Fall:**



•Mila Mason will deliver her second album. Mila plans to co-write several of the songs.

**Mila Mason**

•Look for a new album from Neal McCoy—his best to date—being produced by Kyle Lehning (Randy Travis, Bryan White).

•John Michael Montgomery will release a *Greatest Hits* package.

•*Old Dogs*, a collaborative project from legends Bobby Bare, Mel Tillis, Waylon Jennings, and Jerry Reed, will include songs written by Shel Silverstein (who wrote "A Boy Named Sue" for Johnny Cash).

•Look for a new album from Confederate Railroad. The album will be produced by Csaba Pecotz (John Michael Montgomery).

**DECCA RECORDS**

**Sneak Peek for Fall:**



•Rhett Akins is back! Rhett will release a new album, produced by James Stroud. This is Rhett's third album,

**Rhett Akins**

and there is a video planned for the first single, "More Than Everything."

•Mark Chesnutt and Gary Allan will be part of the Crown Royal Tour that kicks off this fall.

**MAGNATONE RECORDS**

**Sneak Peek for Fall:**

• Billy Montana will be recording his second project, due for release later this year.

**COLUMBIA RECORDS**

**Sneak Peek for Fall:**

• Rick Trevino will begin recording his fourth album.



• Wade Hayes' still untitled next album is due out this fall. In



**Wade Hayes**

addition to songs written by Hayes, contributors include Mark D. Sanders, Steve Diamond,

Paul Nelson and Larry Boone, and Jim McBride.

**ALMO SOUNDS**

**Sneak Peek for Fall:**

•Almo presents Mullins-Black, an exciting trio comprised of two sisters, Lee Ann and Angel Mullins, and Craig Black. The first single should be released in late fall. Garth Fundis is producing the album, which will be released in early 1998.

**INTERSOUND**

**Sneak Peek for Fall:**

•Look for an Eddie Rabbitt project that will include six classic cuts and six new songs. The first single will be "Great Old American Town."

•*The Crystal Gayle Story*, a double disc set that contains 30 tracks including all of her 19 Number One hits, several rare recordings, and four new tracks, is set for Fall release.

**WARNER BROS.**

**Sneak Peek for Fall:**

•New mom Faith Hill will deliver her new album.

•Look for the new WB movie, *Fire Down Below*, starring Steven Segal and featuring the music of Travis Tritt. This action film is set in the coal mines of Kentucky.

•Bill Engvall's "The Not So Funny Early Years" will include never before heard material, including Bill's performance as the opening act at his high school prom.

• *Common Dreads: A Salute to the Music of Bob Marley* features a bevy of country stars for this one-of-a-kind tribute album. The project is being produced by Josh Leo and Ziggy Marley.

**CAPITOL RECORDS**

**Sneak Peek for Fall:**

• New album coming from Trace Adkins, titled *Big Time*.

•Deana Carter continues as opening act on the Alan Jackson tour. ●

**PROfile**

**Todd Berry**



**LABEL/COMPANY:** Career Records  
**POSITION:** Regional Promotion

**Manager East/Southeast.**

**HOW LONG?** 2 1/2 years

**WHAT DO YOU LIKE MOST ABOUT YOUR JOB?** Being part of the process. Getting a great song on a cassette and a few months later hearing those guys doing the countdown saying "Here's this week's Number One song." There's not a feeling like that in the world!

**LEAST?** Being away from my family when I'm on the road.

**THE EARLY YEARS:**

**BORN IN:** Meridian, Miss.

**GREW UP IN:** Meriden, Miss.

**BEFORE WORKING FOR A RECORD LABEL, I WORKED AT:** WZZK-Birmingham.

**JOB TITLE AND RESPONSIBILITY:** Music Director.

**WHAT IS YOUR FAVORITE SONG OF ALL-TIME?** "Luckenbach Texas," Waylon Jennings.

**WHAT ALBUM/CD IN YOUR COLLECTION ARE YOU MOST ASHAMED OF?** New Kids on the Block (hey, it was free!)

**DIDYAKNOW?** I've seen Barney 42,173 times since my son's birth.

**IF I WORKED FOR A RADIO STATION, I WOULD:** ...Love to do an overnight show on a 50,000 watt clear channel AM with a wall full of Buck Owens, Merle Haggard, and Gene Watson records. Wow!

**MOTTO TO WORK & LIVE BY:** Love who you are, love what you do, love who you work with...and love your family. Life's too short to live it any other way!

**SHOWCASE SHINDIG**

Epic Records hosted a mega-showcase in Las Vegas last weekend to preview their new duo the Kinleys. The 200+ attendees were knocked out by the sound and vision of the Kinley twins, Jennifer and Heather. The pair's debut single, "Please," is at radio now, and the video is already a Pick Hit on CMT (as well as being featured on the Gavin's July Video Magazine). Keep your eyes and ears open for this one, it's gonna be hotter than the temperature was in Sin City!



**FEATHER ME!** Epic's Rob Dalton and Jack Lameier were flocked by a bevy of showgirl beauties during the Kinley's Las Vegas showcase.



**NICE LOOK!** Epic's Rob Dalton models this fall's fashions, complete with super chic shower cap and designer Elvis glasses!



**Not just spare change!** WXXQ's Jesse Garcia and his wife Judy show off the chunk of change they won at the slots!



**KRJC's Sean Marx and WRBQ's Ronnie Lane offer Gavin's Jamie Matteson some tips on how to be a winner!**

Editor: JAMIE MATTESON Consulting Editor: LISA SMITH Chart Editor: JEFF HOUSE

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

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**MOST ADDED**

- GEEZER (57)
- STEM (46)
- FILTER/CRYSTAL METHOD (45)
- PIPE (41)
- FAT (39)
- FLAMBOOKEE (39)
- ALICE COOPER (39)

**TOP TIP**

**GALACTIC COWBOYS**  
*The Horse That Bud Bought* (Metal Blade)  
 The Galactic Cowboys gallop onto the chart thanks in part to generous spins from WELH(30), WMBH(16), KOFX(10), WSGR(9), and WRBC(8).

**RECORD TO WATCH**

**STRIFE**  
*In This Defiance* (Victory)  
 Strife's latest effort showcases an extremely gnarly sound with guest contributions by Sepultura's Igor Cavalera, the Deftones' Chino, and Fear Factory's Dino. *In This Defiance* contains jagged slabs of metallic hard rock and a heavy dose of unified angst.

# Gavin Rocks

TW		SPINS	TREND
1	SEVENDUST - Seven Dust (TVT)	540	-18
2	TESTAMENT - Demonic (Mayhem/Fierce)	523	+30
3	MEGADETH - Trust (Capitol)	492	-49
4	NAPALM DEATH - Inside the Torn Apart (Earache)	476	+43
5	SNOT - Get Some (Geffen)	457	+25
6	OZZFEST - Sepultura-"Attitude" (Red Ant/Ozz)	442	-44
7	LIMP BIZKIT - Three Dollar Bill Y'all\$ (Flip/Interscope)	416	-14
8	BRUCE DICKINSON - Accident of Birth (CMC International)	392	-22
9	FLOTSAM AND JETSAM - High (Metal Blade)	373	-18
10	MOTLEY CRUE - Swine Sampler (Elektra/EEG)	364	-23
11	PANTERA - 101 Proof (Elektra Entertainment Grp.)	338	+80
12	MACHINE HEAD - The More Things Change... (Roadrunner)	334	-22
13	W.A.S.P. - Kill Fuck Die (Castle)	327	-14
14	THE MISFITS - American Psycho (Geffen)	318	+4
15	CRUSHED - Crushed (911)	314	+50
16	FALL FROM GRACE - Fall From Grace (Mayhem/Fierce)	301	+46
17	PRIMUS - The Brown Album (Interscope)	274	+3
18	QUEENSRYCHE - Here In the Now Frontier (EMI)	272	-19
19	SUGAR RAY - Floored (Lava/Atlantic)	268	+4
20	CAST IRON HIKE - Watch It Burn (Victory)	253	+17
21	FEAR FACTORY - Remanufacture (Roadrunner)	249	-8
22	INTEGRITY - Seasons In the Size of Days (Victory)	239	+11
23	FAITH NO MORE - Album of the Year (Slash/Reprise)	233	+28
24	N17 - Trust No One (Slipdisc)	230	+38
25	POWERFACE - The Method (Heavy Jack)	221	+10
26	FATES WARNING - Pleasant Shade of Grey (Metal Blade)	216	-9
27	ROLLINS BAND - Come In and Burn (Dreamworks)	212	-21
28	JIMMIE'S CHICKEN SHACK - High (A&M)	211	+24
29	SNAPCASE - Progression Through Unlearning (Victory)	197	-14
30	GLENN TIPTON - Baptizm of Fire (Atlantic)	190	-19
31	SLO BURN - Amazing the Amusing (Malicious Vinyl/Red Ant)	186	+9
32	GWAR - Carnival of Chaos (Metal Blade)	185	+2
33	OBITUARY - Back from the Dead (Roadrunner)	184	-29
34	SOAK - Soak (Interscope)	180	+1
35	SICK OF IT ALL - Built To Last (eastwest/EEG)	179	+21
36	FAT - Fat EP (A&M)	162	-10
37	20 DEAD FLOWER CHILDREN - Candy Toy Guns and Television (Overature)	158	+47
38	MARAYA - Counter Culture (80 West)	151	+3
39	GALACTIC COWBOYS - The Horse That Bud Bought (Metal Blade)	147	NEW
40	AMORPHIS - My Kantele (Relapse)	147	-11
41	GRIP INC. - Nemesis (Metal Blade)	145	-16
42	PIST*ON - Number One (Mayhem/Atlantic)	139	-3
43	SKUNK ANANSIE - Milk is My Sugar (Epic)	138	-5
44	COAL CHAMBER - Coal Chamber (Roadrunner)	131	-22
45	MINDSET - Mindset (Noise)	128	-22
46	SUGARTOOTH - The Sounds of Solid (Geffen)	127	-31
47	FORBIDDEN - Green (Pavement)	123	-7
48	WORKHORSE - Dopamine (Overcore)	121	-1
49	EXODUS - Another Lesson In Violence (Century Media)	120	+1
50	GEEZER - Black Science (TVT)	119	NEW

## Hard Kopy BY ROB FIEND

### Spinal W.A.S.P.



W.A.S.P. arrived in town last week (July 9) to perform for a hungry group of old school metal heads. The band was originally scheduled to play with Motorhead, but differences of opinion between Motorhead's Lemmy and W.A.S.P.'s Blackie Lawless earlier in the week canceled the scheduled co-headlining show. So it was up to W.A.S.P. alone to provide S.F.'s starving metal community with a loud, ear piercing performance.

The evening began with no sign of unusual activity. There was a loud opening act of cross-dressers that flailed around the stage, the door guy briskly searched—and, when provoked, verbally assaulted—the incoming crowd. The sweet scent of marijuana filled the air, the waitresses ignored everybody, and the skinny kid with the rooster mohawk that looks like Ted Koppel was relieving himself in the corner. It was just another run of the mill night of heavy metal.

Like spilling coffee on your white dress shirt before a job interview, things started to go downhill for W.A.S.P. soon after they hit the stage. After a couple of songs, the monitors started releasing some sort of alien welcoming spuzz, while the video monitors, which were providing us with jubilant scenes of pornography, also went on the blink. Then the guitars started cutting out, and a very pissed-off Blackie stormed off the stage while the rest of the band continued to look mean in their tight spandex and leather uniforms. With all that make-up on, they reminded me of superheroes from the dark side of the force. Some members of the audience shared the same look as the band, but on closer inspection I noticed they weren't wearing any make-

up; it's a difficult look to acquire, but it is common in certain close-knit communities that shun daylight and keep their cousins close.

Anyway, while Blackie's guitar was being tended to, the rest of the band treated us to a rigorous instrumental jam. Amid shouts of approval, Blackie finally returned to the stage, just to have his guitar die before hitting his first chord. This time, the entire band retired from the stage. The crowd's restlessness was quickly soothed when drummer Stet Howland hopped back on stage and launched into an enthusiastic drum solo. I haven't seen one of these since Nickelodeon first began running *The Monkees* reruns.

Finally, it seemed as though the busy stage hands had got things right, and the rest of the band returned to the stage. The group was a third of the way through "Love Machine" when a large TV screen collapsed, eclipsing the band. The band continued to play even though their lower halves—a portion I'd rather not look at anyway—was the only thing not blocked by the screen. Finally, in complete disgust, Blackie threw his guitar down and left the stage for good. The rest of the band followed suit, the lights went up, and the audience was invited to leave. Metal rules!

...Adds for July 21/22 include **By the Grace of God**, *Perspective* (Victory); **Jackyl**, *Cut the Crap* (Epic); **Sister Machine Gun**, *Metropolis* (Wax Trax/TVT); **Strife**, *In This Defiance* (Victory)...Adds for July 28/29 **Extreme Noise Terror**, *Damage 381* (Earache); **Pantera**, *Official Live: 101 Proof* (eastwest/EEG); **Rat**, *Collage* (De-Rock); **Spawn Soundtrack**, *Various Artists* (Immortal/Epic). **Tea Party**, *Sampler* (Atlantic) ●

Editor: ROB FIEND • Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m. • Station Reporting Phone: (415) 495-1990 Ext. 618  
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## TOP REQUESTS

TESTAMENT  
PANTERA  
MEGADETH  
SEYENDUST

## Rock Picks

**SISTER MACHINE GUN**  
**Metropolis (Wax Trax/TVT)**

Sister Machine Gun is back with its fourth full-length, *Metropolis*. The band always delivers something a little different on each release, but *Metropolis* is by far the group's most adventurous recording to date in terms of musical diversity. The record features 12 new tracks and a new eclectic lean that encompasses everything from dance, hip-hop, rockabilly, all sorts of electronic wizardry and, even swing-jazz. Swing? Yup, check "Temptations," which will have your ass swinging back and forth like a giant chime. It may be a little too tame for some metal shows, but it's a cool song. If it's aggression you're looking for, explore the fluorescent dance rhythms and cutting guitars of "Think" and "Torque." Even more aggression explodes from the full-bodied grinds of "Everything," a track that features Chris Randall's seductive vocals and generous amounts of electronic anger coiled around sharp hooks and jagged melodies. It's a dark listen that'll give your goth fans another excuse not to see sun's rays. Overall, Sister Machine Gun has provided radio with an excellent release that could easily crossover to alternative as well as commercial rock radio.

**STRIFE**  
**In This Defiance (Victory)**

Strife's latest effort, *In This Defiance*, is a bristling collection of hard-hitting tunes that will get the affirmative nod from hard rock/metal radio. It's an album that documents Strife's evolution into one of hard-core's heaviest bands. Like previous releases, the lyric content revolves around unity, but the music boasts an extremely aggressive edge. Check out "Force of Change" and "Blistered," and you'll discover Strife's brazen benevolence. Whether or not being on the road with Sepultura is responsible for the band's new-found abrasiveness is hard to say, but the tour did encourage Sepultura's drummer Igor Cavalera to contribute to *Defiance* by pounding the skins on "Overthrow." A couple of other well-known metallic patriots are also featured on the album, including the Deftones' Chino who sings on "Will to Die," and Fear Factory's Dino, who provides his patented guitar torturing skills on "Grey." Strife's new endeavors bring new meaning to the word heavy.

## ARTIST PROFILE

**SISTER**  
**MACHINE GUN**


**FROM:** Chicago, IL

**LABEL:** Wax Trax!/TVT Records

**Latest Release:** *Metropolis*

**ADD DATE:** July 21/22, 1997

**RADIO PROMOTION CONTACT:**

**Anya Feldman (212) 979-6410**

**SISTER MACHINE GUN IS** Chris

**Randal, vocals; Kevin Temple,**

**drums; Richard Deacon, bass;**

**Brian Sarche, guitar**

**BACKGROUND:** In 1989, founder

**Chris Randall moved from Oregon**

**to New York City and became a**

**stage manager for NYC's**

**Limelight. Stimulated by the**

**talent he saw each night Randall**

**decided he wanted to take center**

**stage. He recorded a demo tape**

**that ended up in the hands of**

**KMFDM's Sasha Konietzko. This**

**eventually led to Randall's**

**invitation to tour with the band.**

**After relocating to Chicago,**

**Randall was befriended by Die**

**Warzau's Jim Marcus and Van**

**Christie. The three churned out**

**another demo tape, which**

**resulted in SMG's debut *Sins of***

***the Flesh* in 1992. In 1994, SMG**

**recorded *The Torture Technique*,**

**then 1995's *Burn*.**

**ABOUT THE ALBUM:**

**Co-produced and mixed by John**

**Fryer (Depeche Mode, White**

**Zombie, Cocteau Twins) and Chris**

**Randall (except "Think," which**

**was co-produced by Randall and**

**Van Christie III) *Metropolis***

**contains 12 new tracks. The new**

**CD features a revitalized Sister**

**Machine Gun showcasing an**

**explosive array of eclectic styles**

**including dance, hip-hop,**

**electronic, loungecore, rockabilly,**

**swing-jazz, and classical.**

**SISTER**  
**MACHINE**  
**GUN**
**METROPOLIS**

Produced by **CHRIS RANDALL**  
and **JOHN FRYER**

See SMG on tour  
hitting your **METROPOLIS** soon



FOR MORE INFORMATION CONTACT: ANYA FELDMAN (ANYA@TVT.RECORDS.COM)  
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**MOST ADDED**

- LUNA (39)  
 PINK NOISE TEST (25)  
 SYMPOSIUM (22)  
 RESERVOIR (21)  
 BANCO DE GAIA (21)  
 CATHERINE WHEEL (20)

**TOP TIP****THE GERALDINE FIBBERS**

*Butch*  
*(Virgin)*

Having recruited Nels Cline for guitar work, the Fibbers return with a great follow-up that is anything but a sophomore jinx. Check their interesting cover of the Can classic "You Doo Right."

**RECORD TO WATCH****BIRDDOG**

*The Trackhouse, the Valley, the Liquor Store Drive-Thru*  
*(Sugar Free)*

Birddog, an amazing songwriter from Kentucky, delivers an excellent EP that is simply too short. Lending a hand are Elliot Smith and Paul K. Contact Jackknife for your copy.

# Garvin College

2W LW TW

3	2	1	<b>WEEN</b> - The Mollusk (Elektra/EEG)
4	5	2	<b>GUIDED BY VOICES</b> - Mag Earwhig! (Matador)
10	4	3	<b>SPIRITUALIZED</b> - Ladies and gentlemen we are floating in space (Dedicated/Arista)
—	39	4	<b>BUFFALO DAUGHTER</b> - Socks, Drugs, And Rock And Roll (Grand Royal)
1	1	5	YO LA TENGO - I Can Hear The Heart Beating As One (Matador)
20	11	6	<b>MADDER ROSE</b> - Tragic Magic (Atlantic)
2	3	7	THE CHARLATANS UK - Tellin' Stories (MCA)
—	40	8	<b>RADIOHEAD</b> - OK Computer (Capitol)
19	7	9	OLD 97'S - Too Far To Care (Elektra/EEG)
8	6	10	THE MUFFS - Happy Birthday To Me (Reprise)
13	9	11	PRIMUS - The Brown Album (Interscope)
21	25	12	<b>ME FIRST AND THE GIMME GIMMES</b> - Have A Ball! (Fat Wreck Chords)
25	21	13	<b>KENICKIE</b> - At The Club (Warner Bros.)
18	15	14	<b>DAVID BYRNE</b> - Feelings (Luaka Bop/Warner Bros.)
—	16	15	<b>FUCK</b> - Pardon My French (Matador)
—	48	16	<b>FRIENDS OF DEAN MARTINEZ</b> - Retrograde (Sub Pop)
7	12	17	VARIOUS ARTISTS - Sacrilege: The Can Remixes (Mute)
24	19	18	<b>BEN HARPER</b> - The Will to Live (Virgin)
—	23	19	<b>BARBARA MANNING</b> - 1212 (Matador)
48	28	20	<b>JOAN OF ARC</b> - a portable model of (Jade Tree)
<b>NEW</b>	21		<b>GERALDINE FIBBERS</b> - Butch (Virgin)
—	27	22	<b>PRODIGY</b> - The Fat of the Land (Maverick/Warner Bros.)
16	24	23	<b>SLEATER-KINNEY</b> - Dig Me Out (Kill Rock Stars)
6	10	24	MEAT BEAT MANIFESTO - Original Fire (Interscope)
14	14	25	FOLK IMPLOSION - Dare to be Surprised (Communion)
5	17	26	SMOG - Red Apple Falls (Drag City)
9	8	27	FUTURE BIBLE HEROES - Memories of Love (Slow River)
17	22	28	BIS - the new transistor heroes (Grand Royal/Capitol)
<b>NEW</b>	29		<b>THE AMERICAN ANALOGUE SET</b> - From Our Living Room To Yours (Emperor Jones/Trance)
47	34	30	<b>RED STARS THEORY</b> - But Sleep Came Slowly (Rx Remedy)
40	—	31	<b>WU-TANG CLAN</b> - Wu-Tang Forever (Wu-Tang/Loud/RCA)
<b>NEW</b>	32		<b>THE DAMBUILDERS</b> - Against The Stars (eastwest/EEG)
—	32	33	MOUSE ON MARS - Cache Coeur Naif (Thrill Jockey)
30	20	34	MOUNTAIN GOATS - Full Force Galesburg (Trance Syndicate/Emperor Jones)
43	—	35	<b>THE DANDY WARHOLS</b> - Come Down (Tim Kerr/Capitol)
50	43	36	<b>LIDA HUSIK</b> - Fly Stereophonic (Alias)
23	18	37	BLINK 182 - Dude Ranch (Cargo/MCA)
37	—	38	<b>TALVIN SINGH</b> - Anokha: Soundz Of The Asian Underground (Quango/Island)
11	38	39	LARD - Pure Chewing Satisfaction (Alternative Tentacles)
<b>NEW</b>	40		<b>MANSUN</b> - Attack of The Grey Lantern (Epic)
28	26	41	SUMMERCAMP - Pure Juice (Maverick)
<b>NEW</b>	42		<b>LIFETIME</b> - Jersey's Best Dancers (Jade Tree)
45	—	43	<b>MY LIFE WITH THE THRILL KILL KULT</b> - A Crime For All Seasons (Red Ant)
—	36	44	TINDERSTICKS - Curtains (London)
<b>NEW</b>	45		<b>VARIOUS ARTISTS</b> - Pop Jingu Volume 1 (Sonorama)
29	42	46	VARIOUS ARTISTS - Deep Concentration (Om)
27	46	47	VARIOUS ARTISTS - Source Lab 3 (Source/Caroline)
34	41	48	MAN OR ASTROMAN? - 1000x (Touch & Go)
39	—	49	<b>T-MODEL FORD</b> - Pee-Wee Get My Gun (Fat Possum/Epitaph)
15	13	50	BEN LEE - Something To Remember Me By (Grand Royal)

## Inside College

BY MATT BROWN  
& VINNIE ESPARZA

### Mike Watt's

## Dental Floss: \$50

*This is one of the first columns I wrote when I got this gig. It has remained unpublished until now. I hope you enjoy. — Vinnie*

I very clearly remember the night, ten years ago, when my life changed forever. It was two in the morning on a (junior high) school night and I couldn't sleep, so I turned on my alarm radio to see if there was anything worth listening to. I tuned in stations with names like HOT 102 and WILD 92, and, of course, found nothing but music with thought provoking lyrics such as "We like the cars/The cars that go BOOM/We're Tigra and Bunny/And we like the BOOM." Stunning.

Having grown up in Oakland, I had just about had it with what I call "Booty Music," that is, music by flash-in-the-pan artists with simple names like Corina, Buffy, and Johnny O. This stuff was designed for guys with "fresh" cars and big pompadours and the girls with too much make-up who loved them.

So anyway, I worked my way to "unknown" radio territory on the left hand side of the dial that night, and stumbled upon a station that was playing music unlike any I had heard before. "You don't have to say please to s\*\*\* my c\*\*\*!" yelled the tortured artist/psycho over and over again at the top of his lungs. It was quite disturbing, yet somehow, fascinating. What station was this that played such bizarre music? How the hell could they get away with that? I later discovered that bold station, broadcasting from the UC Berkeley campus, was **KALX**. It was then that my love for college radio—and my passion for "deviant" music—began.

The very first day I stepped foot on the UC Santa Cruz campus (home of the Banana Slugs, no kidding), I found my way to radio station **KZSC**. I was in awe of the incredible number of records in the station's library, and drooled at the

thought of spending hours looking through the stacks. The station's equipment was ancient. The board looked like something from a World War II ship and was covered with hot ass graffiti like "Feed us fajitas" and my personal favorite, "We're spending 2 billion dollars a day on the [Gulf] war, but I can't get a Pell Grant!" I volunteered on the spot.

Eventually, after opening too much mail to count and taking out more trash than I care to remember, I got my own show. It was from three to six in the morning. I played mostly loud/agro stuff and needless to say, became a magnet for speed freaks and 7-11 employees. I even attracted a fan by the name of "Rodent," who worked at an all night gas station. One guy liked my show so much that he *insisted* on hooking up to "hang out, get baked, and drink some beer!" I politely declined, as I had an image of this guy with a fat tattoo on his neck, a handle bar mustache, and some chaps. No thanks.

Some of the highlights of my four years at the station were (1) not being aware that my mic was on as I *very clearly* sang along with the song over the air, (2) listening over the phone as Rodent was being held up at the gas station, (3) playing "F\*\*k the Police" by **N.W.A.** over and over again the night of the Rodney King verdict and the L.A. riots, (4) interviewing a shirtless **Mike Watt** in my room as he devoured BBQ ribs he had brought over from San Francisco, and witnessing, in sheer horror, as BBQ sauce dripped from the ribs onto his chest hair and crusted there. He would later ask for a toothpick, which I didn't have, so I handed him some floss, which I then found three days later under my turntable. Yuck! Did I want to keep it? Throw it away? Sell it to some **Minutemen** freak? Not surprisingly, I couldn't sell Mike Watt's discarded floss and

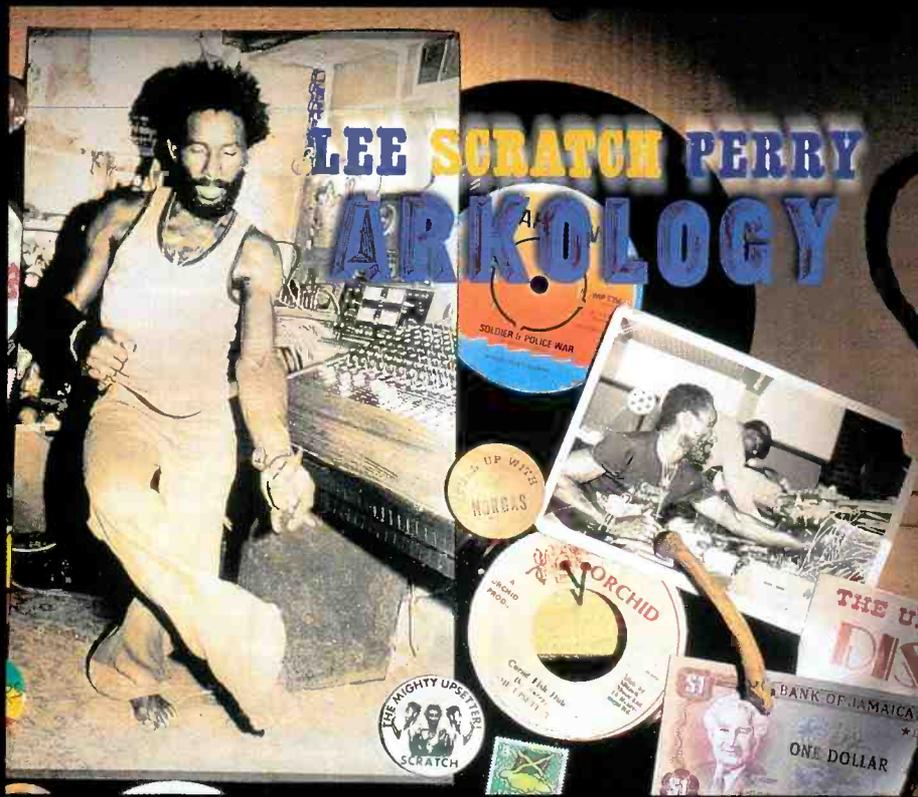
College Crew: MATT BROWN and VINNIE ESPARZA

College reports accepted Mondays 9 a.m.-4 p.m. and Tuesdays 9 a.m.-3 p.m.

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still have it in a jar to this day. Don't believe me? Ask (then Sony rep) Erik Jarvi at Mojo Records.

At last, now I was controlling the music and the message on the late night airwaves. Even though my fans were a cavalcade of freaks, I would eventually become Music Director, and that's when the *real* freak show would begin. That, however, is another story.  
**News: Surfer Brad** exits **Bong**

**Load**; reach him at (310) 854-0937.  
**Adds for July 21/22:** Keoki (Moonshine), September 67 (The Enclave), Fluffy (The Enclave), Sister Machine Gun (Wax Trax!/TVT), My Life With The Thrill Kill Kult (Red Ant), The Pursuit of Happiness (Iron America), Morrissey (Mercury), Violent Green (Up), Semi-Beings (C/Z), Harvey Danger (Arena Rock), Semi-Gloss (Dirt), Stem (Ignition). ●

ARTIST PROFILE

THE DANDY WARHOLS



**FROM:** Portland, Oregon  
**LATEST RELEASE:** ...The Dandy Warhols Come Down  
**LABEL:** Tim/Kerr-Capitol  
**CONTACT:** Mike Snow (213) 871-5174

**WEBSITES:** www.thedandy-warhols.com and http://sunsite.unc.edu/brian/dandy.html  
**THEY ARE:** Courtney Taylor, vocals,guitar; Peter Holmstrom guitar,additional vocals; Zia McCabekey bass, percussion, additional vocals; Eric Hedford drums,vocal harmonies.

**WHAT'S IN THE NAME:** "We are the beautiful losers, the hyper-intellectual dropouts of society, who formed these fucked-up, loose, family-type cliques. We make films and go to each other's art shows and play gigs together and have ecstasy parties where everybody ends up naked and packed in a shower shaving each other's pubic hairs off into little shapes, letters, or numbers. It's just a decadent bunch of intellectual, weird,

attractive freaks that are trying to get off and live." —Courtney  
**GETTING NAKED ONSTAGE:** "It all depends on the night and the crowd." —Courtney

**MAJOR MUSICAL INFLUENCES:** Velvet Underground, Stereolab, Bauhaus, and Spiritualized.

**RECORD YOU WORE OUT:** The Clash, *The Clash*

**WHAT IT TAKES TO BE A DANDY:** "When we put this band together, we were like, 'Anybody is welcome as long as they're weird enough or beautiful enough or smart enough or hip enough. You can have the worst social skills. We don't care, just as long as you are positive.

We just want to have a bunch of people around that are inspiring by deed or misdeed." —Courtney

**ON THE NEW ALBUM:** "It was a very painful birth. It was really hard. I feel like I lost everything after this record was finished. I was so depressed after it was over. I couldn't get out of bed, I couldn't do anything. I was so fucking empty. I was tired. I feel like I did this thing for so long, and now I had nothing to do. I had no social skills left and everyone left me. I was abandoned by just about everybody. It took me months to rebuild my identity. It was the most hardcore thing that's ever happened to me in my life. The last six months have been the worst depression of my life." —Courtney

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Banco de Gaia

the new record "Big Men Cry"



*The spiral comes full circle.*

*"Music that'll touch your mind, body and soul."  
 —Mixmag*

contact: Andrew Paynter, vox: 919.932.1882 fax: 919.932.1885 e-mail: andrew\_paynter@mammoth.com



# Gavin Alternative

## Static BY MAX TOLKOFF

### Boston Uncommon, Part Deux

**Y**ou are most likely reading this in the relative calm and safety of your bathroom at the Royal Sonesta Hotel in Boston. That's because it's 2 a.m., the bars are closed, you can't sleep, and you need *something* to read while engaged in the important business at hand. I thought you might once again enjoy the observations of some former Bostonians about the city they used to call home.

#### **MIKE ABBATTISTA, HEAD OF ALTERNATIVE PROMOTION, VEL VEL**

I was suffering from another lethal dose of PMS and predicting when my next panic attack would be when Max asked me to write "300 to 400 words about your impressions of Boston." After living there for two years, there really isn't much I can add to what's already been written in this column recently, but I would like to make one correction: Do not listen to Kurt St. Thomas when he tells you to avoid Buzzy's Roast Beef at all costs. Buzzy's provided me with some of the finest meals—and fondest memories—I've ever had at 3:30 a.m..

So, forget about my impressions of Boston. I thought it would be more interesting to talk about my impressions of the two other people on this page: my esteemed colleagues Jeff "Soda" Sodikoff and Monica Mylod. I can honestly say that I am reminded of Soda daily, because he provided me with one of the true highlights of my music business career: he introduced me to Gene Simmons. Soda graciously invited me to come to WFNX at 7:45 one morning to hang with my hero, the god of thunder himself. Simmons was promoting the Kiss tribute record and running around with Dicky from the Bosstones. The framed picture of me and Gene still hangs proudly in my office.

I really can't do justice to Monica Mylod's Boston legacy in the remaining space, but I can vouch for the fact that her friendliness and sincerity is no promo put-on. In fact, it took me about six months to

realize that Monica was not, in fact, the local Mercury rep, but rather, the only intern in town who could hang with Oedipus. Max, and even the Top 40 and A/C guys. Learning from one of the true greats, Don Masters (if you don't know his name, you truly can't appreciate this market), Monica Mylod, the early years, was a pretty impressive sight. Let's see *you* get that second Material Issue single played.

#### **MONICA MYLOD, PROMO QUEEN OF SUB POP FOR ABOUT THREE SECONDS MORE**

Boston is a lovely city. You might wonder why a city that's known for its college and Kennedy population, combined with a requirement to have Sam Adams and Guinness on tap at all times, would have such an early bar closing time? While living there, I asked about that, and the general consensus seemed to be that it had something to do with some drinking and driving that went down in the Dukakis clan. Don't worry, though; if you're dying for a late last call, just go to Chinatown, ask for "cold tea," and you'll be set.

Now, then: Just to throw out some *idears* (as they say there): When you are not listening to WBCN or WFNX, check out WMBR (88.1) or WZBC (90.3). Boston has some amazing college radio stations. There are also many good mom and pop record buying experiences to have, but Newbury Comics'll set you up just fine. Also, don't forget to stop by the Middle East and TT's in Central Square, or the Rat in Kenmore Square for a few heart palpitations. Or Wally's (S. End) for blues, Man Ray (Central Square) for all of you Goth lovers, or the Linwood (Fenway). For you Aerosmith fans, you can go to 1325 Commonwealth Ave., Apt 2B, to see where the band lived back in the day (this place was featured in the 1991 video for "Sweet Emotion"). OK, I'll stop reading the hotspot guide to Boston.

Favorite Boston memory: Right

after the MM Bosstones got signed to Mercury, Dicky went down to the Combat Zone and handed out a fist full of business cards which read "Jeff Sodikoff, E. Coast Promotion" to the locals.

#### **JEFF SODIKOFF, CHICAGO LOCAL FOR COLUMBIA**

I came from the flatlands of the Midwest to the most confusing roads in America (what the hell is a rotary?). "You idiot" comes spitting out of a black Porshe 911. After coming within inches of destroying my suburban insurance rate after just ten minutes of driving in Boston, I look over and see some cool, alternative guy with smoke blowing out of his sunroof yelling, "What the hell are you doing dumb ass"?! Immediately I realized this city had a "really *awesome* vibe."

Boston is one of the coolest cities and best music markets in the country! From the Bosstones to Kent 25, this city with the most colleges and universities per square mile in the country is truly an incredible place to live. What I loved most about Boston wasn't the amazing lobsters at Anthony's on Pier 4, or the chicken pot pies at Faneul Hall, or Newbury Comics on Newbury street, or my fashionable cuts from Jonathan Lev's hair stylist Danny Spinelli. It was the people. To be part of a music community that worked together, despite respective agendas, was as invaluable to me as it was for the people around me who have all moved on to bigger and better opportunities. To be inspired in Boston by some of the best (this is not a stroke, just an acknowledgment) including Jon Cohen, Lev and the Mutant family, Max [ed note: *three demerits for brown-nosing the editor*], Kurt St. Thomas, Boy Troy, Langton, Bill Carroll, David Leach, Don Masters, Monica Mylod, Alexa Ragosin Tobin, Steven Strick, Ted Volk, Laurie Gail, Julie Kramer, Neil Robert, Amy Doyle, and Larry Bird—was what enabled me to enjoy this town the most. ●



## Data

### MOST ADDED

#### **BECK (22)**

*Jackass (DGC)*

CFNY, KMYZ, KPNT, WXEG, WDST, WMAD, CIMX, KDGE, WWDX, WPBZ, WEQX, KRZQ, KROX, WBCN, WAQZ, WENZ, WKRO, KTEG, WHTG, KQXR, KTOZ, XHRM

#### **THE MIGHTY MIGHTY BOSSTONES (20)**

*The Rascal King (Mercury)*

KACV, WEDG, WRXQ, WQXA, WXEG, WDST, KLZR, WPBZ, WBCN, WENZ, KCCX, WDGE, WPGU, WKRO, WLUM, KTCL, KQXR, WEJE, KSPI, WFNX

#### **600 600 DOLLS (10)**

*Lazy Eye (Warner Bros.)*

WOXY, WRXQ, KLZR, WBCN, KKDM, KEGE, WROX, KTEG, KEDG, WLUM

#### **THIRD EYE BLIND (10)**

*Graduate (Elektra/EEG)*

KMYZ, KDGE, WOBR, KENZ, WEQX, KRZQ, WGRD, KCCX, KFRR, WLUM

#### **RADIOHEAD (10)**

*Let Down (Capitol)*

CFNY, KACV, WBZU, WWCD, WAQZ, KOME, WIXO, KROQ, WRLG, XHRM

### MOST REQUESTED

#### **SUGAR RAY**

*"Fly" (Atlantic)*

#### **PRODIGY**

*"Breathe" (Mute/Maverick)*

#### **SUBLIME**

*"Wrong Way" (MCA)*

#### **REEL BIG FISH**

*"Sell Out" (Mojo)*

#### **BLUR**

*"Song 2" (Virgin)*

### MOST BUH-UZZ

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

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

#### **SMASH MOUTH**

*"Walking on the Sun" (Interscope)*

#### **BLUR**

*"Song 2" (Virgin)*

#### **SUGAR RAY**

*"Fly" (Atlantic)*

#### **MATCHBOX 20**

*"Push" (Atlantic)*

#### **ABRA MOORE**

*"Four Leaf Clover" (Arista Austin)*

### MOST LIKELY TO

### SUCCEED

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

#### **CHARLATANS UK**

*"One To Another" (MCA)*

#### **RADIO IODINE**

*"Things I Do" (Radiouniverse)*

#### **OASIS**

*"Do You Know What I Mean" (Epic)*

#### **LIONROCK**

*"Fire Up The Shoesaw" (Time Bomb/Deconstruction)*

#### **SARAH MCLACHLAN**

*"Building A Mystery" (Arista)*

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The 2nd single from the GOLD+  
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Early success stories...

**KTCL** 30 spins  
**Best Testing Record Ever!**  
1057 units/#8 rank

**91X** 16 spins  
372 units/#25 rank

**KFMA** 15 spins  
162 units/#19 rank

Spinning at **WMRQ, WBRU, 99X, WEND, WARQ, KROX, WAQZ, WENZ, WRZX, KCCX, KNRX, KEDG, X96, KJEE**

Grab your drink and clear a space.  
I think it's time to torch this place.



See: 919.932.1882 x250 or airwaves@mammoth.com  
Tom: 310.205.5132 or tom\_osborn@mammoth.com  
Management: Mike Renault, E.S.P.



## BE ON THE LOOKOUT

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

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

fon: (415) 495-1990 x 648 fax: (415) 495-2580

e-mail: dookey@gavin.com

### JULY 21

Chris Whitley	"Weightless"	(Work)
Depeche Mode	"Home"	(Reprise/Mute)
Jamiroquai	"Alright"	(WORK)
Kenickie	"In Your Car"	(Warner Bros.)
Lauren Hoffman	"Rock Star"	(Virgin)
Lida Husik	"Fly Stereophonic"	(Alias)

### JULY 28

Blur	"M.O.R."	(Virgin)
Cellophane	"Down"	(Virgin)
Common Sense	Psychedelic Surf Groove	(Virgin)
Dept. of Crooks	Plan 9 From Las Vegas	(Risk/Ichiban International)
Faith No More	"Last Cup Of Sorrow"	(Reprise)
Feeder	"Cement"	(Elektra)
Kula Shaker	Summer Sun	(Columbia)
Love Spit Love	"Long Long Time"	(Maverick)
Plastikman	"Sickness"	(NovaMute)
Protein	"Maybe I Will"	(Work)
v/a	Reggatta Mondatta: A Reggae Tribute To The Police	(Ark 21)
Reservoir	Pink Machine	(Zero Hour)
v/a	Spawn, The Album	(Immortal/Epic/Sony Soundtrax)
Strontium 90	Police Academy	(Ark 21)
Subrosa	Never Bet The Devil Your Head	(550)
Teenage Fanclub	Songs From Northern Britain	(Columbia/Creation)
Toenut	Two In The Pinata	(Mute)

### AUGUST 4

Geraldine Fibbers	"California Tuffy"	(Virgin)
Kara's Flowers	The Fourth World	(Reprise)
Tea Party	"Temptation"	(Atlantic)

### AUGUST 11

Andrew Dorff	Hint Of Mess	(WORK)
Cellophane	Cellophane	(Virgin)
DJ Swingset & Wally	Dog Leg Left	(Ubiquity)
The Fall	The Wonderful Freighting World Of...	(Beggars Banquet)
The Fall	This Nations Saving Grace	(Beggars Banquet)
The Fall	Bend Sinister	(Beggars Banquet)
The Fall	The Frenz Experiment	(Beggars Banquet)
The Fall	I Am Kurious Oranj	(Beggars Banquet)
The fall	Seminal Live	(Beggars Banquet)
Geneva	Further	(WORK)
Hovercraft	Scanner Remixes	(Mute/Blast First)
Lori Carson	"I Saw The Light"	(Restless)
Luna	"IHOP"	(Elektra)
Rasputina	Transylvanian Regurgitations	(Columbia)
Shaggy	Midnite Lover	(Virgin)
Suncatcher	Owflower	(Restless)

### AUGUST 18

Daft Punk	"Around The World"	(Virgin)
Dog's Eye View	Daisy	(Columbia)
Jann Arden	"You Don't Know Me"	(WORK)
Love Tractor	Love Tractor & Til The Cows Come Home	(DB/Altered)
Love Tractor	Themes From Venus	(DB/Altered)
Love Tractor	Around The Bend	(DB/Altered)
Moby	"007"	(Elektra)
Pineal Ventana	Breathe As You Might	(Altered)
Royal Fingerbowl	Happy Birthday Sabo!	(TVT)

### AUGUST 25

Citizen's Utilities	No More Medicine	(Mute)
drivin n cryln	drivin n cryln	(Ichiban International)
Lalbach	M.B. December 21, 1984	(Mute)
!Laughing Us!	Roc En Ingles Con !Laughing Us!	(Risk/Ichiban International)
Merzbow	Scumtron: A Tribute To Merzbow	(Mute/Blast First)
Smoking Popes	Destination Failure	(Capitol)
Sneaker Pimps	"Spin Spin Sugar"	(Virgin)

### SEPTEMBER 8

Comet Gain	Sneaky	(Beggars Banquet)
Jack Off Jill	Sexless Demons and Scars	(Risk/Ichiban)
Magoo	The Soateramic Sounds of...	(Beggars Banquet)
Silver Scooter	Silver Scooter	(Peek-a-Boo)
Steve Wynn	Sweetness and Light	(Zero Hour)

### SEPTEMBER 15

Bogues	Good Clean Fun	(Casino/Altered)
New Kingdom	Paradise Don't Come Cheap	(Gee Street)
PM Dawn		(Gee Street)
Tweezer	how to live in a day of moral chaos	(Shoestring)
William Carlos Williams	White Woman	(Shoestring)

### SEPTEMBER 22

Moby	"007 (James Bond Theme)"	(Elektra)
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### SEPTEMBER 29

Muler	The State of Play	(Dedicated)
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**MOST ADDED**

- BUDDY RICH BIG BAND (30)**
- CLARENCE "GATEMOUTH" BROWN (28)**
- MANHATTAN TRANSFER (26)**
- ART FARMER (26)**
- DMITRI MATHENY (24)**

**TOP TIP**

**BILLY TAYLOR TRIO**

*Music Keeps Us Young*  
(Arkadia Jazz)

Billy Taylor records live in an upstate New York theater-turned-recording studio for Arkadia Jazz's debut release. Sixty-five stations and a hot debut at #39.

**RECORD TO WATCH**

**BUDDY RICH BIG BAND**

*Burning For Buddy Volume II*  
(Atlantic)

Several rock drummers, including Kenny Aronoff, Simon Phillips, and Neil Peart, alternate with jazz drummers like Steve Gadd and Marvin "Smitty" Smith as to who sits in and plays drums with the Buddy Rich Big Band.

# Gavin Jazz

LW	TW		Reports	Adds	H	M	L
1	1	<b>DONALD HARRISON</b> (Impulse!)	81	1	76	3	1
5	2	<b>ROY HARGROVE'S CRISOL</b> (Verve)	77	0	55	19	3
4	3	<b>SHERMAN IRBY</b> (Blue Note)	77	0	59	11	7
6	4	<b>KENNY GARRETT</b> (Warner Bros.)	76	2	57	14	3
12	5	<b>BILL EASLEY</b> (Evidence)	71	1	53	13	4
9	6	<b>STEVE TURRE</b> (Verve)	73	1	51	15	6
2	7	JAE SINNETT (Heart Music)	71	0	54	14	3
13	8	<b>AHMAD JAMAL</b> (Verve)	69	0	49	18	2
18	9	<b>BILL HOLMAN BAND</b> (JVC)	70	2	42	21	5
10	10	<b>DAVE GRUSIN</b> (GRP)	68	0	46	17	5
3	11	HOUSTON PERSON (HighNote)	67	0	50	14	3
8	12	ABBEY LINCOLN (Verve)	66	0	49	13	4
19	13	<b>SUSANNA McCORKLE</b> (Concord Jazz)	72	1	32	32	7
14	14	<b>EDDIE HARRIS</b> (Music Masters)	70	4	43	16	7
22	15	<b>MILT JACKSON</b> (Qwest/Reprise)	68	1	33	28	6
17	16	<b>MILO PETERSEN AND THE JAZZ DISCIPLES</b> (Passage)	64	2	46	11	5
23	17	<b>RAY BROWN</b> (Telarc Jazz)	67	0	33	25	9
11	18	SCOTT HAMILTON (Concord Jazz)	64	0	41	18	5
24	19	<b>RICHELIE COLE</b> (Music Masters)	66	1	32	25	8
29	20	<b>MCCOY TYNER</b> (Impulse!)	72	1	19	32	20
27	21	<b>KITTY MARGOLIS</b> (Mad Kat)	65	0	25	28	12
7	22	KURT ELLING (Blue Note)	58	0	36	17	5
16	23	BARBARA MORRISON (Chartmaker)	53	0	32	18	3
28	24	<b>CAECILIE NORBY</b> (Blue Note)	57	0	22	29	6
15	25	NICHOLAS PAYTON & DOC CHEATHAM (Verve)	57	0	29	17	11
20	26	ETTA JONES (HighNote)	58	0	26	20	12
35	27	<b>CHARLES LLOYD</b> (ECM)	65	2	7	32	24
34	28	<b>RON AFFIF</b> (Pablo)	63	3	7	36	17
33	29	<b>MARCHEL VERY</b> (Leaning House)	54	0	14	28	12
25	30	JOHN PIZZARELLI (RCA)	50	0	21	21	8
32	31	<b>RANDY WESTON</b> (Verve)	53	0	15	22	16
44	32	<b>HERBIE HANCOCK/WAYNE SHORTER</b> (Verve)	67	7	3	25	32
37	33	<b>MICHAEL "PATCHES" STEWART</b> (Hip Bop Essence)	51	1	17	21	12
31	34	RONNIE LAWS (Blue Note)	49	0	18	22	9
21	35	DAVE BRUBECK (Telarc Jazz)	47	0	17	23	7
45	36	<b>KEYSTONE TRIO</b> (Milestone)	59	5	6	24	24
38	37	<b>GRADIE STONE</b> (Niki)	47	2	17	19	9
40	38	<b>JOE LOCKE</b> (Milestone)	48	2	11	26	9
—	39	<b>BILLY TAYLOR TRIO</b> (Arkadia Jazz)	65	15	3	24	23
26	40	CLAYTON BROTHERS (Qwest/Warner Bros.)	47	0	15	20	12
47	41	<b>BILL WATROUS</b> (Double Time)	60	6	4	21	29
—	42	<b>JACK McDUFF</b> (Concord Jazz)	66	11	2	19	34
43	43	<b>STEVE MILLION</b> (Palmetto)	58	9	5	20	24
42	44	JOHN PATITUCCI (Concord Jazz)	51	4	6	26	15
39	45	RICHELIE VITALE (TCB)	48	0	7	26	15
49	46	<b>WESLIE WHITFIELD</b> (HighNote)	55	6	1	19	29
—	47	<b>LARRY GOLDINGS</b> (Warner Bros.)	57	9	1	17	30
30	48	TED CURSOR (Evidence)	42	0	8	21	13
—	49	<b>ONE FOR ALL/ERIC ALEXANDER</b> (Sharp 9)	55	12	1	16	26
36	50	BOBBY SHEW QUINTET (MAMA Foundation)	35	0	14	8	13

## On Z Corner

BY KEITH ZIMMERMAN



# Format Changes & Spring Arbitron Numbers

**PHOENIX SMOOTH JAZZ**

**STATION CHANGES FORMAT**

KOAZ is changing musical directions from Kenny G to Kenny Rogers with a format shift from Smooth Jazz to country. On July 10, Program Director Angie Handa and KOAZ staffers were informed that the station was involved in a change of ownership. Mac America Corp. sold a 50-percent share of KOAZ and A/C sister station KESZ to Buck Owens Broadcasting, L.L.C., which also owns crosstown country station KNIX. The new spin-off partnership, Owens Mac Radio, will run both KOAZ and KESZ. KESZ will remain an A/C station, and KOAZ will convert to country starting in September. The popular morning drive country team of Tim and Willie will return to Phoenix to serve as KOAZ's new a.m. hosts.

Rumors had been circulating for a while concerning a possible sale of KOAZ. The station had been locked in a ratings battle with Phoenix's dominant Smooth Jazz station, KYOT. There was some bitterness about the rivalry, as many onlookers felt KOAZ was trying too hard to emulate KYOT's sound—even going so far as trying to sign away Jeffrey Holder, KYOT's image voice of the station. You may remember Holder's voice from the famous Seven-Up "Un-Cola" national spots.

"Obviously, we're heartbroken. It wasn't our choice," said Handa, who has been PD at KOAZ for a year. "No changes will be made until September."

This is the second loss of a Smooth Jazz station in a top 20 market as KSSJ in Sacramento is also scheduled for a September

format flip and goes to Spanish language programming.

**RATINGS UPDATES**

The early results of the Arbitron Spring book are out, with more information scheduled to surface next week. Overall there's been a bit of a downward trend after a relatively robust winter ratings period.

WQCD-New York's 12+ numbers rose from winter to spring, 3.1 to 3.4. On the 25-54 front, CD101.9 stayed at 4.3, seventh overall. In Nassau-Suffolk, WQCD's 12+ went from 2.8 to 2.4.

In Los Angeles, KTWV (The Wave) dropped slightly on the 12+ front, going from a 3.8 to 3.4, tenth overall. The Wave also lost half a point on the 25-54 demos, moving 4.8 to 4.3, placing it in a tie for third with KRTH. In Riverside-San Bernardino, KTWV's 12+ share dropped from 2.8 to 2.6.

In Chicago, WNUA moved up from 3.5 to 3.9 on the 12+ fashion show. They placed fifth in the money demo, 25-54, from 4.4 to 4.8.

In San Francisco, KKSF dropped slightly 12+ from 3.7 to 3.6, placing eighth overall. On the 25-54 front, KKSF moved to fourth from 5.0 to 4.4, leaving KNBR and KOIT tied for second place. In the neighboring San Jose market, KKSF dropped from 3.3 to 3.0 in 12+, tied for tenth overall.

KBLX, San Francisco's Quiet Storm, posted a 3.0 12+ rating, down from winter's 3.2. They placed seventh overall in the 25-54 race with a 3.9, down one-half point from 4.4.

WJJZ in Philadelphia dipped slightly from 4.1 to 3.9, placing twelfth overall on 12+. Yet the station boosted their 25-54 numbers, up from 4.9 to 5.1, and posting a seventh place finish.

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

**MOST ADDED**

**RAY OBIEDO**  
(14/42 reports)  
**RICK BRAUN**  
(13/63 reports)  
**FOURPLAY**  
(12/38 reports)  
**JONATHAN CAIN**  
(11/31 reports)

**TOP TIP**



of +134. Primary action on the title track.

**AVENUE BLUE**  
featuring **JEFF**  
**GOLUB**  
*Nightlife*  
(Bluemoon)  
Highest debut at #42  
with a #1 Spin Trend

**RECORD TO WATCH**

**BUCKSHOT LeFONQUE**  
*Musical Evolution*  
(Columbia/CRG)

Action on "Another Day" with 28 reporters including double digit spins no less than KXSF, KOAI, KIFM, KWJZ, KKJZ, KCJZ, and KOSJ. Added at at KUUCD, KTNT, and KSSJ.

**Gavin Smooth Jazz** *Vocals*

LW	TW	Reports	Adds	Spins	Differences	
1	1	<b>BONEY JAMES</b> - Sweet Thing (Warner Bros.)	64	0	1154	-26
2	2	A TWIST OF JOBIM - Various Artists (i.e. music)	63	3	1051	-36
3	3	GATO BARBIERI - Que Pasa (Columbia/CRG)	59	0	924	-79
5	4	<b>NELSON RANGELL</b> - Turning Night Into Day (GRP)	57	0	886	+33
9	5	<b>SPECIAL EFX</b> - Here to Stay (JVC)	55	0	831	+95
10	6	<b>CHRIS BOTTI</b> - Midnight Without You (Verve)	59	0	822	+100
7	7	URBAN KNIGHTS - Urban Knights II (GRP)	56	0	785	-61
4	8	3RD FORCE - Vital Force (Higher Octave)	51	3	707	-203
11	9	ERIC MARIENTHAL - Easy Street (i.e. music)	59	0	680	-15
8	10	RICK BRAUN - Body and Soul (Bluemoon)	63	13	673	-168
6	11	WARREN HILL - Shelter (Discovery)	49	0	668	-181
12	12	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	56	0	598	-15
14	13	<b>STEVE WINWOOD</b> - Junction Seven (Virgin)	57	0	583	+8
13	14	DANCING FANTASY - ...Love Letters... (IC/DA)	50	0	564	-21
16	15	<b>KEN NAVARRO</b> - Smooth Sensation (Positive Music)	57	0	557	+14
15	16	HERB ALPERT - Passion Dance (Almo Sounds)	50	0	533	-31
20	17	<b>WALTER BEASLEY</b> - Tonight We Love (Shanachie)	52	0	458	+18
17	18	ZACHARY BREAUX - Uptown Groove (Zebra)	40	0	451	-73
19	19	THE FANTASY BAND - The Kiss (Shanachie)	43	0	410	-36
21	20	SPYRO GYRA - 20/20 (GRP)	48	0	398	-34
18	21	EVERETTE HARP - What's Going On (Blue Note)	34	0	395	-102
22	22	MAD ABOUT YOU - Anita Baker (Atlantic)	40	2	387	-13
29	23	<b>PAUL HARDCASTLE</b> - Hardcastle 2 (JVC)	35	1	362	+31
26	24	<b>PHILIPPE SAISSE</b> - Next Voyage (Verve Forecast)	49	4	358	+10
23	25	MICHAEL LINGTON - Michael Lington (Nu Groove)	37	0	335	-46
30	26	<b>SWING OUT SISTER</b> - Somewhere In the World (Mercury)	37	1	328	+24
27	27	TIM WEISBERG - Undercover (Fahrenheit)	41	0	328	-16
24	28	INCOGNITO - Beneath the Surface (Verve Forecast/Talkin Loud)	35	1	323	-54
31	29	<b>WILLIE AND LOBO</b> - Caliente (Mesa/Blue Moon)	43	0	317	+20
32	30	<b>A SMILE LIKE YOURS SMDTRCK</b> - Natalie Cole (Elektra/EEG)	36	2	316	+27
28	31	KENNY G - The Moment (Arista)	30	1	312	-21
35	32	<b>PATRICE RUSHEN</b> - Signature (Discovery)	47	1	298	+16
33	33	<b>NORMAN BROWN</b> - Better Days Ahead (MoJAZZ/Motown)	28	0	295	+6
25	34	GROVER WASHINGTON, JR. - Soulful Strut (Columbia/CRG)	28	1	278	-84
34	35	JIM BRICKMAN - Picture This (Windham Hill)	35	0	269	-20
41	36	<b>RAY OBIEDO</b> - Sweet Summer Days (Windham Hill Jazz)	42	14	229	0
38	37	THE BRAXTON BROTHERS - Steppin' Out (Kokopelli)	34	2	228	-10
43	38	<b>DIRK K</b> - About You (Countdown/Unity)	29	1	227	+9
37	39	OZZIE AHLERS - Fingerpainting (Higher Octave)	23	0	218	-61
36	40	WHEN WE WERE KINGS SOUNDTRACK - Various Artists (Mercury)	22	0	213	-66
42	41	MARK JOHNSON - Deep Focus (JVC)	29	0	211	-17
—	42	<b>AVENUE BLUE</b> featuring <b>JEFF GOLUB</b> - Nightlife (Bluemoon)	39	8	201	<b>NEW</b>
39	43	LEE OSKAR - So Much In Love (Zebra)	25	0	200	-35
—	44	<b>DAVE KOZ</b> - Off the Beaten Path (Capitol)	28	0	198	<b>NEW</b>
40	45	DIRK RICHTER - Vibes Alive (Sin-Drome)	24	0	197	-37
—	46	<b>SERGIO SALVATORE</b> - Point of Presence (N2K Encoded Music)	25	0	188	<b>NEW</b>
45	47	TONI BRAXTON - How Could An Angel Break My Heart (LaFace/Arista)	20	0	187	-6
48	48	GEORGE DUKE - Is Love Enough? (Warner Bros.)	16	0	185	-1
—	49	<b>BUCKSHOT LeFONQUE</b> - Music Evolution (Columbia/CRG)	28	3	176	<b>NEW</b>
50	50	KEIKO MATSUI - Dream Walk (Countdown/Unity)	22	0	170	-2

In San Diego, KIFM lost 1.4 points on the 12+ spectrum, moving from 4.3 to 2.9. In Boston, WOAZ dropped from 2.0 to 1.8, 12+, and 2.4 to 2.1 with 25-54 demos. WVMV-Detroit's 25-54 numbers went from 3.8 to 3.4. In Washington D.C., WJZW's 12+ rating moved from 3.8 to 3.4.

In the Sacramento race, KSSJ posted a 2.8 in 12+ demos, up from a 2.6, while KQ13R lost one-tenth of a point from 1.7 to 1.6. Finally, KXDC moved up from 2.5 to 2.9 in the Monterey-Salinas 12+ standings.

**HOW TO REACH US ON E-MAIL**

We're still in the process of putting together a column detailing the new GAVIN On-Line Web site, which is currently being updated and improved by Jon Vernile and his assistant, Walt Reed. We're anxious to tell you about the new things they have lined up. Meanwhile, Jon has been very kind in helping Kent and I get our own home computers up to speed with all the latest bells and whistles. If you want to reach Kent and Keith Zimmerman via e-mail, here are our personal numbers. Contact Keith at [keithzim@earthlink.net](mailto:keithzim@earthlink.net). You can reach Kent at [kentzim@pacbell.net](mailto:kentzim@pacbell.net). Put us in your address books, and we'll update you on the on-line situation soon.

**CHASING THE WAVE**

Mark your address books and change your computer printouts, The Wave in Los Angeles has a new address. We spoke with Ralph Stewart, the music-meister

at KTWV, as they prepared for their big 10th Anniversary celebration on August 2. In addition to staging their big bash—which Stewart promises will be fantastic—starting on July 21, The Wave is moving to new digs. Their new address is 8944 Lindblade Street, Culver City, CA, 90232. OM Chris Brodie's direct line is (310) 840-7182. Ralph's direct number is (310) 840-7180. Fax the station at (310) 815-1129.

**OMAHA BRUNCH SERVICE**

Kurt Owens, PD at KOSJ in Omaha, checked in this week to brag about his *Sunday Jazz Brunch* host, Steve Sleeper, who has hosted a very successful eight-to-noon show in the market for the past several years. Specializing in a more mainstream jazz approach, Sleeper is currently looking for product from the traditional GAVIN jazz chart. Please help Steve and Kurt by sending jazz CDs to Sleeper, c/o KOSJ, 11128 John Galt Blvd., Omaha, NB 68137. Since he's a part-timer at KOSJ, Sleeper's voice mail is (402) 592-5300, ext. 188. ●

**SJ&V Spin Trends**

1. AVENUE BLUE featuring JEFF GOLUB +134
2. CHRIS BOTTI +100
3. SPECIAL EFX +95

**Jazz Chartbound**

- THE TENOR TRIO (JVC)
- ELIANE ELIAS (Blue Note)
- WARNER JAMS (Warner Bros.)
- TRICERATOPS (Igmood)
- JOE PASS (Pablo)
- JAMES WEIDMAN (TCB)
- ANDY LaVERNE TRIO (Steepchase)
- ESSENCE ALL-STARS (Hip Bob Essence)
- \*DAVID SCHUMACHER (Amosava)
- \*BUDDY RICH BIG BANO (Atlantic)
- Dropped: #41 Russell Gunn, #46 The Music of Thelonius Monk, #48 ChanettCharnett Moffett, #50 Oscar Peterson.

**SJ&V Chartbound**

- FOURPLAY (Warner Bros.)
- JONATHAN CAIN (Higher Octave)
- MIKE SIMS (JVC)
- VANESSA RUBIN (RCA)
- STEVE REID (Telarc Jazz Zone)
- RONNIE LAWS (Blue Note)
- \*MICHAEL PAULO (Noteworthy)
- \*DONALD HARRISON (Impulse!)
- \*ROB MULLINS (Zebra)
- MICHAEL WHITE (Noteworthy)
- Dropped: #44 John Tesh, #46 Mark Portman, #47 Jeff Kashiwa, #49 Gola, Lee Ritenour, Dave Grusin, Jon Lucien, James Taylor, Gerald Veasley.

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## Jazz/Smooth Jazz Picks

### MIKE SIMS

#### Wake Me at Sunset... (JVC)



Guitarist Michael Sims has led a colorful life as an L.A. session guitarist. After paying tough dues, the blonde hair and blue-eyed

Sims stumbled into the hip-hop session scene with Dr. Dre, and then played on a load of R&B tunes by singers like Vanessa Williams and Brandy. Road work with Michael Bolton and Jeffrey Osborne soon followed. *Wake Me At Sunset...* is Sims left to his own Smooth Jazz devices. Sims, an inveterate fan of exotic grooves like reggae, and even Arabic rhythms, gives an electrified song like "Night People" a subtle worldly ambiance.

### DAVID LIEBMAN GROUP

#### New Vista (Arkadia Jazz)

Former Miles Davis saxophonist David Liebman is one of jazz's most imaginative soprano sax players, yet his recording output has been with several labels, and not as focused as it could be. That is about to end now that Liebman has signed with the Arkadia jazz label. "New Vista"

explores new vistas as Liebman and his group experiment with a Brazilian call-and-response musical form called "chorinho." Liebman trades fast solo breaks with synth keyboard player, Phil Markowitz, while Jamey Hadad and the legendary Brazilian percussionist, Cafe, bang on drums, shakers, and miscellaneous percussion. Liebman also pays tribute to Toninho Horta, Milton Nascimento, and Jobim on *New Vista*, but it's his probing soprano sax presence that makes *New Vista* so interesting.

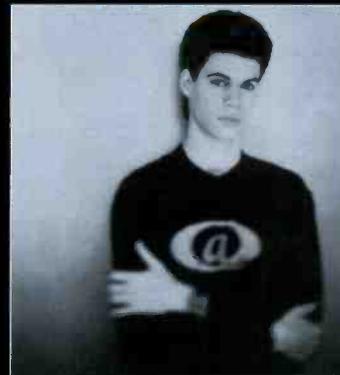
### COEN BAIS

#### A Touch of Magic (Miramar)

Maybe this fits more comfortably into Sunday morning experimental mode, but Dutch keyboardist Coen Bais is doing something nicely textural here, which separates his music from the usual happy jazz grooves. "The Chant" features Jan Akkerman on guitar, another Dutch veteran musician, and, while it's commercial enough for Smooth Jazz ears, Bais injects just enough sentimentality and emotion to give it sonic intrigue. New Age has become Blue Age, with elements of melancholy and sensuality tossed in for effect. As the CD title implies, Bais supplies *A Touch of Magic*. Dig out this slightly unassuming CD and also check out "05.30 A.M."

## ARTIST PROFILE

### SERGIO SALVATORE



**FROM:** Ringwood, N.J.

**AGE:** 16

**LATEST RELEASE:**

**Point of Presence**

**LABEL:** N2K Encoded Music

"After Larry Rosen left GRP and started N2K, he offered me a chance to join the label. I had recorded with for GRP three years and with Concord for another year. I originally worked with N2K as an [Internet] programmer. When they

signed me to the label, I told them I wanted to change direction [playing both jazz and Smooth Jazz], so we chose Chuck Leeb to produce the record."

"Chuck suggested Will Lee on bass, and I mentioned Steve Gadd, who is probably the most in-demand drummer around. Michael Brecker worked on my second record, and Bob Mintzer did two of my records. I heard acoustic bass on a couple of tunes, so we brought in John Patitucci, who I met through Chick Corea. We recorded the whole record in three days."

"I go to a regular public [high] school and my teachers are very understanding about my career. I have to make up all the work, but I'm a very good student; I don't slack off. I'm going on to college; for what, I'm not sure. I'm definitely continuing my music career because this is what I love to do."

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**HOT AC Y107** has an full time on-air opening. Rush T&R to Operations Manager Bobby Jackson at KTXV, 3605 Country Club Dr. Jefferson City, MO. 65102. EOE.

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**WOBB/WMGR** in search of on-air talent for possible future openings. Please send resumes, tapes and photos. Attn.: Bill West, P.O. Box 3106, Albany Ga. 31701.

**BUILDING TOP 40 MORNING SHOW** from ground up. Already have female co-host/news person. Need high energy, team player. T&R TO Tim @ KBCQ P.O. Box 670 Roswell, NM. 88202.

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**99.9 the Buzz** seeks enthusiastic, innovative morning DJ. Knowledge of alternative format and promotions a must. T&R to: Box 999 Burlington, VT, 05402.

**RARE NEWS/SPORTS DIRECTOR OPENING** at KMXL/KDMO in Joplin, MO. Also, possible future on air position. Send T&R to: Mark Anthony, OM/PD, KMXL/KDMO, P.O. Box 1302, Joplin, MO. 64802. EOE.

**#1 KFOR RADIO HAS A RARE F/T NEWS OPENING.** Tapes/Resumes to: Dale Johnson, Box 80209, Lincoln, NE. 68501. TEC is EOE. **POSITION SOUGHT;** Morning AT. 10+ years experience. Phones/Fun. Any shift. Most formats M.D. Kevin (517) 739-0328.

**THE SEARCH CONTINUES! WYCO-FM, A 100K Hot A/C,** is still looking for the right candidate for PD, middays. Strong, Positive leader and mentor with promotion experience desired. Rush T&R to: Tom Chapman. P.O. Box 778, Wausau, WI 54402-0778. EOE.

**Jazz Host (part-time)** for KPLU-Tacoma/Seattle. Must have knowledge of Jazz and conversational style. T&R to: KPLU, Joe Cohn, Tacoma, WA, 98447.

**20 year veteran** seeking PD or MD/On Air position. See my resume on the web at: www.odyssey.com/vgarcia or call Vince Garcia at (916) 921-2224.

**Z93/KQIZ FULLTIME OPENING** Heritage T40 accepting T&R, production, picture for possible fulltime on air opening. Send to: Ted Kelly, 2903 s Western, Amarillo, TX. 79109.

### NEED MULTI-TALENTED TEAM PLAYER

For DJ, Prod, Sports PBP. Love Radio? Send T&R to: The Cabin, KKBV/KBYN, P.O. Box 708, Twain Harte, CA 95383.

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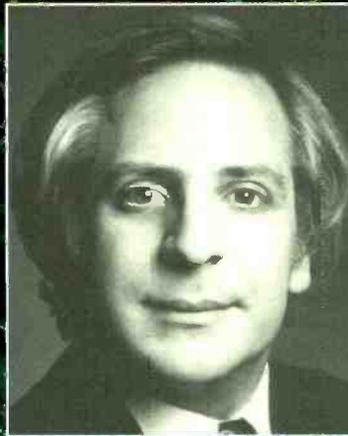
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Captain Kid Leo  
Vice President, Columbia Records



“Team J”  
Captain Paul Schindler  
Grubman, Indursky & Schindler

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FOUNDATION

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# Gavin Urban Landzcape

## PRIME PROPERTY

### WEST COAST

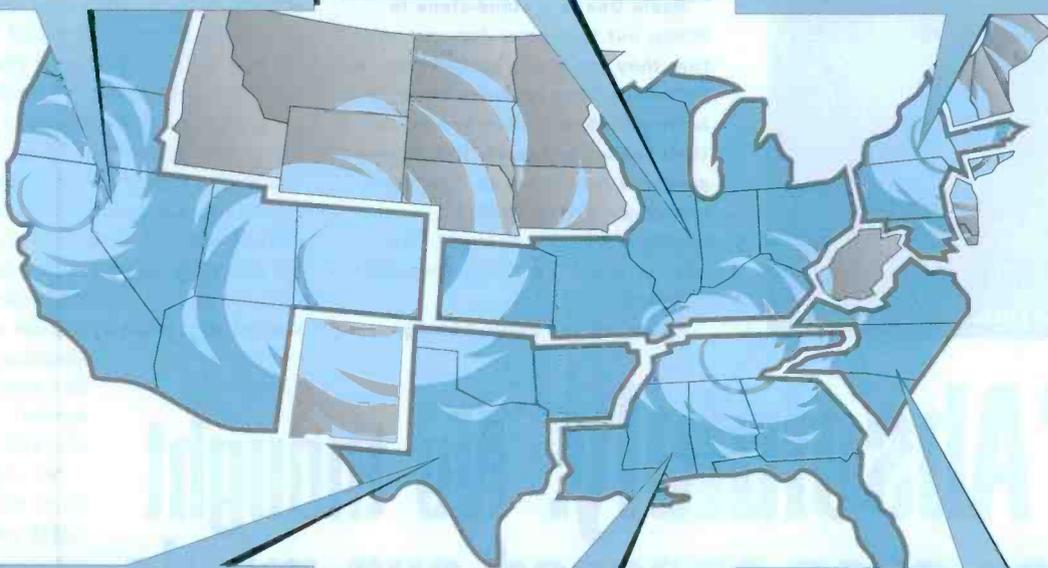
**MISSY ELLIOTT +67** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**HEAVY D +53** "Keep It Comin'" (Uptown/Universal)  
**DRU HILL +51** "Never Make A Promise" (Island)  
**BLACKSTREET +46** "Fix" (Interscope)  
**SWV FEATURING PUFF DADDY +41** "Someone" (RCA)

### MIDWEST

**MISSY ELLIOTT +102** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**PUFF DADDY +67** "All About The Benjamins" (Bad Boy/Arista)  
**JOE +61** "The Love Scene" (Jive)  
**112 +60** "I Will Be There" (Bad Boy/Arista)  
**PUFFY, FAITH EVANS, 112, MASE +58** "I'll Be Missing You" (Bad Boy/Arista)

### EAST COAST

**EN VOGUE +132** "Whatever" (eastwest/EEG)  
**LOST BOYZ +116** "Love, Peace and Nappiness" (Universal)  
**MISSY ELLIOTT +109** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**MARY J. BLIGE +108** "I Can Love You" (MCA)  
**PUFFY, FAITH EVANS, 112, MASE +99** "I'll Be Missing You" (Bad Boy/Arista)



### SOUTHWEST

**MISSY ELLIOTT +82** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**ROME +76** "Co You Like This" (RCA)  
**JOE +70** "The Love Scene" (Jive)  
**FRANKIE +62** "If I Had You" (Epic)  
**MYRON +62** "We Can Get Down" (Island)

### SOUTHEAST

**MISSY ELLIOTT +212** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**USHER +159** "You Make Me..." (LaFace/Arista)  
**AALIYAH +143** "Hot Like Fire" (Blackground Entertainment/Antlantic)  
**FOXY BROWN +121** "Big Ead Momma" (Violator/Def Jam)  
**JOE +113** "The Love Scene" (Jive)

### CAROLINAS/VIRGINIA

**MISSY ELLIOTT +118** "Supa Dupa Fly (The Rain)" (The Gold Mine/eastwest)  
**RAHSAAN PATTERSON +73** "Where You Are" (MCA)  
**BLACKSTREET +64** "Fix" (Interscope)  
**LOST BOYZ +62** "Love, Peace and Nappiness" (Universal)  
**MONTELL JORDAN +58** "What's On..." (Def Jam)



### MOST ADDED

#### USHER (38)

*You Make Me...* (LaFace/Arista)  
 WJMZ, WEUP, WZAK, WILD, KBCE, WKGN, KVSP, KJMM, KRRQ, WRKE, WMNX, KHRN, WPHI, WYNN, WJIN, WNFQ, WFXA, WUSL, WJZD, WXQL, KCEP, WROU, KMJM, WFXE, KPRS, KKBT, WBLK, WDKX, WPEG, WWDN, WZFX, WJLB, WCDX, KDKO, WVEE, WBLX, WQHH, WJFX

#### FOXY BROWN (37)

*Big Bad Momma*  
*(Def Jam Recording Group)*  
 WYNN, WRKE, WMNX, WPHI, WEUP, WJIN, KHRN, KRRQ, KJMM, KVSP, WNFQ, WKGN, WZAK, WTMP, WFXA, WJHM, WAMO, WJZD, WXQL, KCEP, WROU, KMJM, WFXE, WDZZ, WEDR, KPRS, KKBT, WBLK, WPEG, WHRK, WIBB, WJLB, WCDX, WVEE, WBLX, WQHH, WJFX

#### JON B. (27)

*Don't Say* (Yab Yum/550 Music)  
 WEUP, KBCE, WKGN, KVSP, KJMM, KHRN, WJIN, WNFQ, WAAA, WTMP, WPLZ, WJZD, WDAO, WXQL, KCEP, KMJM, WFLM, KPRS, WPEG, WHRK, WZFX, KJMS, WIBB, WCDX, WKKV, WQHH, WJFX

#### MICHAEL JACKSON (19)

*Stranger In Moscow* (Epic)  
 WPLZ, WZAK, KBCE, WKGN, KHRN, WYNN, WJIN, WNFQ, WJZD, WXQL, KXZZ, WRNB, WFLM, WEDR, KPRS, WWDN, WCDX, WQHH, WVAZ

#### TEDDY PENDERGRASS (19)

*Give It To Me* (Surefire)  
 WZAK, WYLD, KBCE, KQXL, WKGN, KHRN, WIMX, WJIN, WNFQ, WTMP, WPLZ, WJZD, WXQL, KXZZ, WZHT, KJMS, WKKV, WQHH, WJFX

### BLACK A/C

Most Played Current Hits

#### PATTI LABELLE

"When You Talk About Love" (MCA)

#### EN VOGUE

"Whatever" (eastwest/EEG)

#### ERYKAH BADU

"Next Lifetime" (Kedar/Universal)

#### DIONNE FARRIS

"Hopeless" (Columbia/CRG)

#### GOD'S PROPERTY

FEATURING KIRK FRANKLIN

"Stomp" (B-Rite/Interscope)

## TOP TEN SPINZ

Rank	Artist/Track	Spins	Spins Last Week	Spins This Week
1	EN VOGUE "Whatever"	2598	2954	
2	PUFFY, FAITH EVANS, 112, MASE "I'll Be Missing You"	2333	2372	
3	K-CI AND JOJO "You Bring Me Up"	2163	2359	
4	PATTI LABELLE "When You Talk About Love"	2216	2328	
5	MARY J. BLIGE "I Can Love You"	1979	2296	
6	GOD'S PROPERTY FEAT. KIRK FRANKLIN "Stomp"	2260	2743	
7	LAURYN HILL "The Sweetest Thing"	2040	2685	
8	CHANGING FACES "G.H.E.T.T.O.U.T."	1880	2015	
9	WILL SMITH "Men In Black"	1565	1877	
10	DRU HILL "Never Make A Promise"	1587	1803	

## Q - FILE

Qzcape has a new address:

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 @THE MENTORING HOTLINE  
 .COM

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Urban reports accepted through Tues. 3 p.m. • Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580



# On-line

BY QUINCY MCCOY

## The Philadelphia Story, Part 2

### Power 99

Last week I talked to WPHI/FM (Philly 103.9) PD Mike Fox about the battle for the urban audience in Philly. Fox claims that his station best represents the new generation of listeners in Philadelphia. Just in time for the second part of the Philadelphia Story, the spring Arbitron numbers have arrived, and although Philly 103.9 has improved, they have yet to dominate their 18-34 target audience. And Helen Little, OM of WUSL-FM (POWER 99) believes that they never will.

Helen Little is no stranger to the urban pages of GAVIN. We have watched her career rise meteorically from air personality and Music Director at WBLS-New York to Assistant PD at WUSL-FM (POWER 99)-Philadelphia, to her big leap to Operations Director at POWER. Little has won several programming awards, including GAVIN Music Director of the Year (1996). Little co-produces the Women of the Urban Landscape Workshop at our yearly convention.

**Q: In the Spring book (12+ numbers) Power 99 dropped from 6.2 to 5.0 and your new competitor, Philly 103.9, seemed to pick up the 1.2 share you lost, moving 2.7 to 3.9. Does that bother you?**

**HL:** No. I expected some sampling; that's usually the case when a new station enters the marketplace. I've worked in this type of competitive mode in several different markets, so I've seen this happen before. But it doesn't mean that this is a permanent situation. Our target is women 18 to 34, and in the latest book, we were number two with an 8.8 share. WPHI did well in the book; they're ranked sixth with a 6.2 share 18-34.

**Since your new competition is also targeting the 18-34 year-old listeners, what are you going to do to maintain your lead?**

We are going to continue to provide the best music, promotions, and community service, and transfer a feeling that complements the listeners' lifestyle, instead of just being a signal out of a box.

**Power 99 and, especially, your new sister station, WDAS, are considered heritage stations in the market because of your longevity**

**in the format. Is that an advantage for you?**

Yes. To the listeners we are like somebody they know. An old friend that you feel comfortable with and can rely on. So it's okay if you go sample something new, but you'll always return to where you feel most comfortable. Our



Helen Little

two stations have helped build a lot of musical careers, and a lot of people have grown up listening to this station over the past 15 years—and even longer, with WDAS—so all that loyalty plays to our advantage. Our biggest accomplishment has been our ability to stay in the market for such a long time and still maintain our edge.

**Evergreen has a large cluster of stations in Philadelphia. How do you keep from cannibalizing each other's numbers? Do you get directives from corporate to stay away from the 25-54 demos and to concentrate on 18-34, or do they tell you to just get numbers?**

Well, we were already separate. All the stations already had their own niches. All five stations owned by Evergreen in this market were very different stations. I think that was part of their plan

when they came in—to buy properties and not change any one format. I think it was attractive to them that the stations wouldn't interfere with each other. WDAS is clearly an adult 25+ station, WIOQ (Q-102) is clearly an 18-34 Top 40, STAR 104.5 is an A/C station, and WJJZ is clearly a Smooth Jazz station. I should add that being a part of this cluster has turned into a tremendous support system for all of the managers.

**Radio One is a stand-alone in Philly, but they have demonstrated that they are tough competitors. In Baltimore, they recently forced a heritage urban station to change their format to Top 40. Is Evergreen prepared for the tough fight for bragging rights in Philly?**

Absolutely. No thought has ever crossed our minds besides winning.

**Power 99 and Philly 103.9 play**

won numerous community service awards, like the NAB Crystal Award for two years running, the Mercury Award, and we were nominated for a Marconi for urban station of the year. Our commitment to the community starts at the top with our VP & General Manager, Chester Schofield. He lives it. Community service is not something we do as an image for the station; he actually cares about people and the quality of their lives and how we as a radio station can affect that. He has his own personal charities, and he put together a \$100,000 program that put computers in the public schools in Philly. It's called the Power 99 Computer Interactive program, and it was started out of Chester's concern for elevating the level of education for kids in the inner city. It started two years ago from a lab

situation and has spread to several schools.

We also have the SIS-TAHS event to recognize African American women. We sponsor several community groups with kids who can't afford to

come to the event, which includes a large concert. We also had corporate sponsors to buy blocs of tickets so underprivileged kids could attend. The event had panels with authors who discussed relationships, finance, and health concerns.

**Philadelphia is one of the few major markets where African Americans are in high management positions at key stations, owned by a white corporation, where they are making decisions and operating them. How does it feel to have that type of responsibility?**

It's a shame that we have to look at it this way, instead of us just being qualified people doing our jobs. It's nice to know that we were recognized as African Americans in these positions, but it would really be nice to be recognized as the best people for the jobs.

**"Absolutely. No thought has ever crossed our minds besides winning."**

**essentially the same music. What is it that you're doing with your station to keep you top of mind with the listeners?**

One thing that we do is outside marketing and promotion, and they have yet to get involved in that; billboards, busbacks and some television exposure. We are in the face of people who aren't active listeners with constant reminders around the city that Power 99 is here.

**Speaking of billboards, what five artists would you put up on display to represent your station today?**

Puff Daddy, Biggie (Notorious B.I.G.), Mary J. Blige, Dru Hill, and Lil' Kim.

**What kind of community outreach does your station perform to stay hooked with the real vibe of the city?**

We are *the* community radio station in Philadelphia. We've

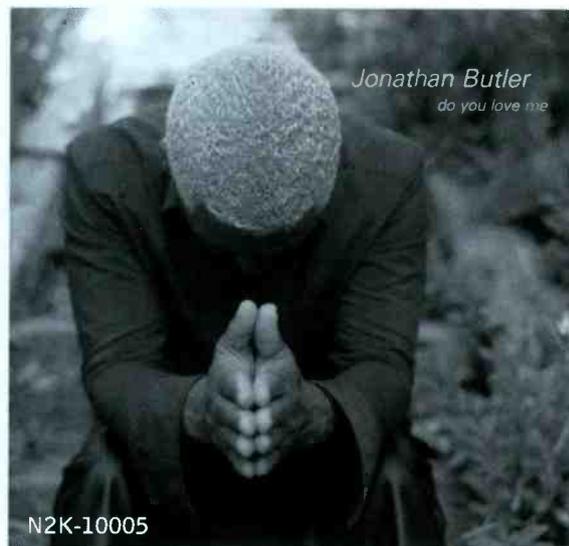
**His immense talent electrifies  
audiences all over the world...**

**His songs have been recorded  
by some of contemporary music's most  
influential performers...**

**His hits have become  
instant classics...**

**And his NEXT classic is here...**

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**MOST ADDED**

**MOS DEF**

*Universal Magnetic*  
(Rawsome)

**MIA X**

*The Party Don't Stop* feat. **MASTER P & FOXY**

**BROWN**

(No Limit/Priority)

**TOP TIP**

**ROYAL FLUSH**

*Iced Down Medallions*  
(Blunt)

Royal Flush tips his hand to reveal 33 out-tha-box adds!

**RECORD TO WATCH**

**DIAMOND**

*The Hiatus*  
(Mercury)

DITC member emeritus returns with a hot one. 30 adds!



# Gavin Rap

2W LW TW

\$	1	1	<b>O.C.</b> - My World/Far From Yours feat. Yvette Michelle (Payday/FFRR)
\$	2	2	<b>RAMPAGE</b> - Take It To The Streets/Flipmode Enemy #1 (Flipmode/Violator/Elektra)
\$	3	3	<b>WU-TANG CLAN</b> - Triumph (Wu-Tang/Loud/RCA)
\$	5	4	<b>LADY OF RAGE</b> - Get Wit Da Wickedness (Death Row)
3	4	5	<b>LOST BOYZ</b> - Love, Peace, and Nappiness/Beasts From The East (Universal)
\$	6	6	<b>WYCLEF</b> - We Trying To Stay Alive/Anything Can Happen (Ruffhouse/Columbia/CRG)
6	7	7	<b>BOOT CAMP CLIK</b> - Headz R Reddee PT II/Down by Law (Duck Down/Priority)
\$	10	8	<b>VARIOUS ARTISTS</b> - Lil' Kim: Not Tonight(Ladies Night) (Tommy Boy)
10	8	9	<b>MISSY "MISDEMEANOR" ELLIOTT</b> - The Rain (The Gold Mine, Inc./eastwest)
16	15	10	<b>FINSTA &amp; BUNDY</b> - Don't Stress Tomorrow/Where Ya At Part II (Tape Kingz)
\$	13	11	<b>SCARFACE</b> - Smile feat. 2 Pac (Rap-A-Lot/Noo Trybe)
14	12	12	<b>CHUBB ROCK</b> - Beef (Select)
17	16	13	<b>CAMP LO</b> - Black Nostaljack (Profile)
5	9	14	<b>BOOGIEMONSTERS</b> - The Beginning Of The End/God Sound (EMI)
<b>NEW</b>	15	15	<b>KRS-ONE</b> - A Friend/Heartbeat (Jive)
\$	11	16	<b>REDMAN</b> - Pick It Up (Remix) (Def Jam Recording Group)
22	17	17	<b>RAHEIM</b> - Life After Hip-Hop (Khari Entertainment)
30	26	18	<b>COMPANY FLOW</b> - Blind/Tragedy Of War In III Parts (Official Recordings/Rawkus Ent)
26	22	19	<b>SHAMUS</b> - Serving Life Ep:Shamus feat. Rugged Brood, C-Terra (Raw Track/Crimewave)
\$	14	20	<b>THA ALKAHOLIKS</b> - Hip-Hop Drunkies (Loud)
25	23	21	<b>DJ POOH</b> - Whoop, Whoop (Atlantic)
\$	24	22	<b>THE NOTORIOUS B.I.G.</b> - Mo' Money Mo' Problems/The Lox: We Love You...(Bad Boy/Arista)
—	28	23	<b>ORGANIZED KONFUSION</b> - Numbers (Priority)
\$	20	24	<b>SPRUNG SOUNDTRACK</b> - Jay-Z:Who You Wit (Qwest/Warner Bros.)
\$	21	25	<b>CRU</b> - Just Another Case (Def Jam Recording Group)
\$	19	26	<b>WHORIDAS</b> - Talkin' Bout Bank/Taxin' (Delicious Vinyl/Red Ant)
—	38	27	<b>AZ</b> - Hey AZ (EMI)
—	31	28	<b>LIL'O</b> - Can't Stop (MCA)
29	29	29	<b>JIGMASTAS</b> - Chandon/Iz You Dee (Beyond Real)
<b>NEW</b>	30	30	<b>CAPONE N NOREAGA</b> - Capone Bone/Calm Down (Penalty Recordings)
33	33	31	<b>3 X KRAZY</b> - Ghetto Soldiers/Sickkaluffa (Noo Trybe/Virgin)
32	32	32	<b>CRAIG MACK</b> - Jocking My Style (Street Life/Scotti Bros.)
\$	27	33	<b>THE BEATNUTS</b> - Do You Believe/Give Up The Ass (Violator/Relativity)
—	34	34	<b>KAMAKAZEE</b> - Snakes (Hydra Entertainment)
—	39	35	<b>B-ONE</b> - Verbal Affairs/Empire Status (Rawkus Entertainment)
<b>NEW</b>	36	36	<b>LIVE POETS</b> - Respect/Finally (45 Below)
21	25	37	<b>SAUCE MONEY</b> - Action (Roc-A-Fella/Geffen)
<b>NEW</b>	38	38	<b>MOS DEF</b> - Universal Magnetic/If You Can Hah... (Rawsome)
37	36	39	<b>D-SHOT</b> - True Worldwide Playaz feat. Too Short (Sic Wid It/Jive)
\$	18	40	<b>KRS-ONE</b> - Step Into A World (Rapture's Delight) Remix (Jive)

\$—Indicates GAVIN Rap Retail Action.

**Chartbound**

<b>LAURYN HILL</b> -Sweetest Thing (Remix) (Columbia/CRG)	<b>EPMD</b> -Never Seen Before (Def Jam Recording Group)
<b>RUTHLESS BASTARDS</b> -Ruthless Bastards (FloMaster)	<b>NAS</b> -Escobar '97 (Columbia/CRG)
<b>PUFF DADDY &amp; THE FAMILY</b> -The Benjamins (Bad Boy/Arista)	<b>DIAMOND</b> -The Hiatus (Mercury)

## Like That!

BY THEMBISA S. MSHAKA



### The Rap on Soundtracks

If blockbusters are the ticket for astronomical box office results, then hip-hop is the sure-shot for mega-sales of soundtrack companions, especially this summer. Soundtracks have proven their ability to break new artists (like **Notorious B.I.G.** on *Who's the Man?* and **Lady of Rage** on *Above the Rim*), resurrect established ones (**EPMD**, on *How to Be a Player*), and act as a great showcase for unlikely collaborations (heard **Queen Latifah** and **Faith Evans** on *Nothing to Lose* yet?). Studios have also figured out that soundtracks can serve as excellent promoters of the film itself, whether the music on the soundtrack actually ends up in the movie or not. On that note, props go to the reigning king of non-stop blowup, **Master P**, for using the funkified sounds of the *I'm Bout It* soundtrack in the his double-platinum, straight-to-video film of the same name.

**Bone Thugs-N-Harmony**, **Will Smith**, and **Lil' Kim**, who have tracks on the soundtracks to *Batman & Robin*, *Men in Black*, and *Nothing to Lose*, respectively, are just three of the heavyweights currently batting home runs with hits. New on the soundtrack scene are **Steel** (Loud), **Shaquille O'Neal's** Superman flick, which features white-hot joints by **Mobb Deep** and **Men of Steel** (comprised of the all-star cast **Ice Cube**, **B-Real**, **Peter Gunz**, **Shaq**, and **KRS-ONE**) and the *Good Burger* set (Capitol), whose companion film is adapted from a skit on the Nickelodeon program *All That*. The jewels on this album are covers: **Spearhead** represents the **Police** lovely with "Roxanne," and **Digital Underground** puts it down with their musical godfather, **George Clinton**, on "Knee Deep" (The Deeper Mix). Frankly, sound-

tracks are giving up more variety and quality than many recent solo releases, making them a feast for radio programmers and a treat for consumers...

Rap continues to keep soul alive as **Queen Latifah** gets you wide open on the **Faith**-penned smash "It's Alright." The Queen flips the script and sings her way through the entire jam...**BLACKstreet** also stay on *Another Level* by inviting **Slash** and **Ol' Dirty Bastard** to join the party on "Fix." Be on the lookout for **Snoop's** joint with **Rage Against the Machine** on his EP, *The Doggumentary*. Glad to see Snoop's not ridin' the double disc wave.

**PHAT & ALLADAT**: the one-disc albums by **DJ Pooh** and **Missy Elliott**...Fly hip-hop journalist and lyrically astute emcee **The Bishop** has some serious, beat-driven knowledge for ya on *Seven Sermons to the Dead*, his new EP on **Shin-Ken**

**Recordings**. Contact **Mieko** at (408) 247-9804...**CONFAB ALERT**: Get your B-boy/girl groove on at any of these positive, informative, hip-hop events this summer: *Northern Exposure* spotlights Toronto's urban scene July 31-August 1. Call **Sol** at **BMG** for info (416) 494-9629. *Scribble Jam '97* sets it off in Cincinnati with battling, a graf expo, and shows by **Rubberoom** and **All Natural**. Call **G-Fresh** at (888) 669-3750 for info and send him promos! August 23-24 in Los Angeles, **B-Boy Kingdom** and **Project Blowed** put on *Underground Superfest*, where emcees flex skills for a \$1000 Grand Prize. Contact **Subtitle** at **Afterlife Entertainment** (213) 778-9378. They want promos too...*like that*. —ONE LOVE. ●



The Bishop

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"Power Of Three is HOT!!!  
I am definitely feelin' this!!!"  
—COGD BUTTA/KKOA DALLAS

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—T-GRAY/KBXX, HOUSTON

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—PHARRIS THOMAS/WEJM, CHICAGO

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KMJJ/FM - Shreveport

WJLB/FM - Detroit

WFLM/FM - Ft. Pierce

KOKD/AM - Denver

WZIF/FM - Cincinnati

WGZB/FM - Louisville

KJMM/FM - Tulsa

WHRK/FM - Memphis

WEJM/AM - Chicago

WGHB/FM - Detroit

WTMP/AM - Tampa

WZYP/FM - Huntsville



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# Gavin Rap Retail

2W LW TW Singles

1	1	1	<b>PUFF DADDY &amp; FAITH EVANS feat. 112</b> - I'll Be Missing You (Bad Boy/Arista)
2	2	2	SCARFACE - Smile (featuring 2 Pac and Johnny P) (Rap-A-Lot/Noo Trybe)
3	3	3	THA ALKAHOLIKS - Hip Hop Drunkies (Loud)
5	4	4	BONE THUGS N' HARMONY - Look Into My Eyes (Relativity/Ruthless)
12	17	5	<b>LIL' KIM</b> - Not Tonight (Undeas/Big Beat/Atlantic)
11	6	6	WYCLEF feat. REFUGEE ALL STARS - We're Tryin' To Stay Alive (Columbia/CRG)
<b>NEW</b>	7	7	<b>RAMPAGE</b> - Take It To The Streets (Elektra/EEG)
4	8	8	JAY-Z - Who You Wit (Qwest)
6	5	9	KRS-ONE - Step Into A World(Rapture's Delight) (Jive)
10	9	10	THE BEATNUTS - Do You Believe/Give Up The Ass (Violator/Relativity)
20	18	11	<b>WHORIDAS</b> - Talkin' Bout' Bank/Taxin' (South Paw/Delicious Vinyl)
9	11	12	CRU - Just Another Case (Def Jam Recording Group)
14	7	13	WARREN G. - Smokin Me Out (G-Funk/Def Jam Recording Group)
16	13	14	REDMAN - Pick It Up/Yes, Yes, Y'all (Def Jam Recording Group)
15	16	15	<b>O.C.</b> - My World (Payday/FFRR)
7	10	16	MASTER P - If I Could Change (No Limit/Priority)
<b>NEW</b>	17	17	THE NOTORIOUS B.I.G. - Mo Money Mo Problems (Bad Boy/Arista)
17	21	18	<b>JUNGLE BROTHERS</b> - Brain (Gee Street/V2)
19	14	19	TWISTA - Emotions (Big Beat/Atlantic)
13	24	20	<b>B-ROCK &amp; THE BIZZ</b> - My Baby Daddy (Tony Mercedes/LaFace/Arista)
25	22	21	<b>FREAK NASTY</b> - Da' Dip (Power)
—	25	22	<b>LADY OF RAGE</b> - Sho Shot (Death Row)
18	15	23	SUGA FREE - If You Stay Ready (Island)
<b>NEW</b>	24	24	<b>WU-TANG CLAN</b> - Triumph (Loud)
—	23	25	DJ TAZ - That's Right (EMI)

2W LW TW Albums

1	1	1	<b>WU-TANG CLAN</b> - Wu-Tang Forever (Wu-Tang/Loud/RCA)
2	2	2	THE NOTORIOUS B.I.G. - Life After Death...Til Death Do Us Part (Bad Boy/Arista)
4	5	3	<b>LOST BOYZ</b> - Love, Peace, and Nappiness (Universal)
5	4	4	VARIOUS ARTISTS - I'm Bout It Soundtrack (No Limit/Priority)
3	3	5	KRS-ONE - I Got Next (Jive)
6	6	6	SCARFACE - The Untouchable (Rap-A-Lot/Noo Trybe)
12	11	7	<b>WYCLEF feat. REFUGEE ALL STARS</b> - The Carnival (Ruffhouse/Columbia/CRG)
11	8	8	LADY OF RAGE - Necessary Roughness (Death Row)
7	7	9	CAPONE N NOREAGA - War Report (Penalty Recordings)
8	9	10	HEAVY D. - Waterbed Hev (Uptown/Universal)
18	10	11	MIA X - Unlady Like (No Limit/Priority)
<b>NEW</b>	12	12	<b>VARIOUS ARTISTS</b> - Nothing To Lose Soundtrack (Tommy Boy)
—	15	13	<b>TWISTA</b> - Emotions (Big Beat/Atlantic)
10	14	14	TRU - Tru 2 Da Game (No Limit/Priority)
9	12	15	BOOT CAMP CLIK - For The People (Duck Down/Priority)
17	13	16	CRAIG MACK - Operation: Get Down (Street Life/Scotti Bros.)
—	24	17	<b>VARIOUS ARTISTS</b> - Men In Black Soundtrack (Columbia/CRG)
21	17	18	THE BEATNUTS - Stone Crazy (Violator/Relativity)
13	20	19	<b>LIL' KIM</b> - Hardcore (Undeas/Big Beat/Atlantic)
15	16	20	JUNGLE BROTHERS - Raw Deluxe (Gee Street)
16	19	21	STEADY MOBB'N - Pre-Meditated Drama (No Limit/Priority)
14	18	22	BIG MIKE - Still Serious (Rap-A-Lot/Noo Trybe)
<b>NEW</b>	23	23	<b>ANT BANKS</b> - Big Thangs (Priority)
22	23	24	MAKAVELI(THE DON KILLUMINATI) - The 7 Day Theory (Death Row/Interscope)
24	25	25	3 X KRAZY - Stackin Chips (Noo Trybe/Virgin)

## From Making Calls to Calling Shots

### A GAVIN EXECUTIVE ROUNDTABLE

The hip-hop format is growing up, and so are its executives. As rap continues to generate revenue, influence the sound of other formats, and shape American culture, its presence inside record labels has also continued to grow beyond the mailroom gofer, the unpaid intern, and the one-man (or woman) department. In fact, some of those small operations are now major independent companies, like Def Jam.

In this roundtable led by Rap Editor Thembisa S. Mshaka, three of the rap industry's fast-rising executive achievers discuss making departmental transitions from promotion to marketing. Here's a chance for rap programmers to see the mind of the marketer at work. Interestingly enough, both promotion and marketing inform these women's strategies for getting the job done.

#### At the Table

**Chonita "Cho-Flo" Floyd**, Director of Marketing, Def Jam

**Kelly-Lynn Jackson**, Marketing Coordinator, Epic

**Robin Kearsse**, National Promotion Manager, Epic Street

*Thembisa: You have all moved from promotion jobs to marketing positions. Why the switch, and how?*

**Chonita:** Before I got to Def Jam, I was already doing indie promo-

taste of marketing. I was approached a year later to be a product manager, which led to my current position.

**Kelly:** I got my degree in marketing, and I interned under Angela Thomas [now Vice President of Marketing at Island Black Music], who is a marketing genius. I got my training through her. When I got to Stepsun, we did it all because we were a staff of six. I talked radio people, media folks, and retailers while trying to promote both artists and the label. Marketing and promotion are interchangeable much of the time, so the transition was natural.

**Robin:** My switch happened in the reverse of Kelly and Chonita's. I started with no experience in Def Jam's A&R department. I had my hands in a lot of areas, and my work was easily noticed because the label was small. I outgrew my position and decided to try promotion. Shortly thereafter, I went to Columbia's marketing department. Now I'm back in promotion at Epic, and equipped with label knowledge from all angles.

*Thembisa: What do you need to know to be an effective music marketer?*

**Kelly:** The key is school. Always read and keep up with trends and the times. And not just in hip-hop, but globally. The tie-in potential is endless.

**Robin:** You need to be a visionary so that you set the trends as well. Much of marketing is innate; some people just have a knack for it.

*Do women approach marketing differently than men?*

**Chonita:** In most cases, the guys out-rule the girls on ideas. When it comes to R&B, however, as a woman, I know what girls want to see, even though male execs may think it looks cheesy.

**Robin:** ...or effeminate. Ginuwine is a perfect example; his chest is out, and his stomach is well-defined. His chest being out made men uncomfortable. I was the only person in the meeting saying, "I look at T&A all

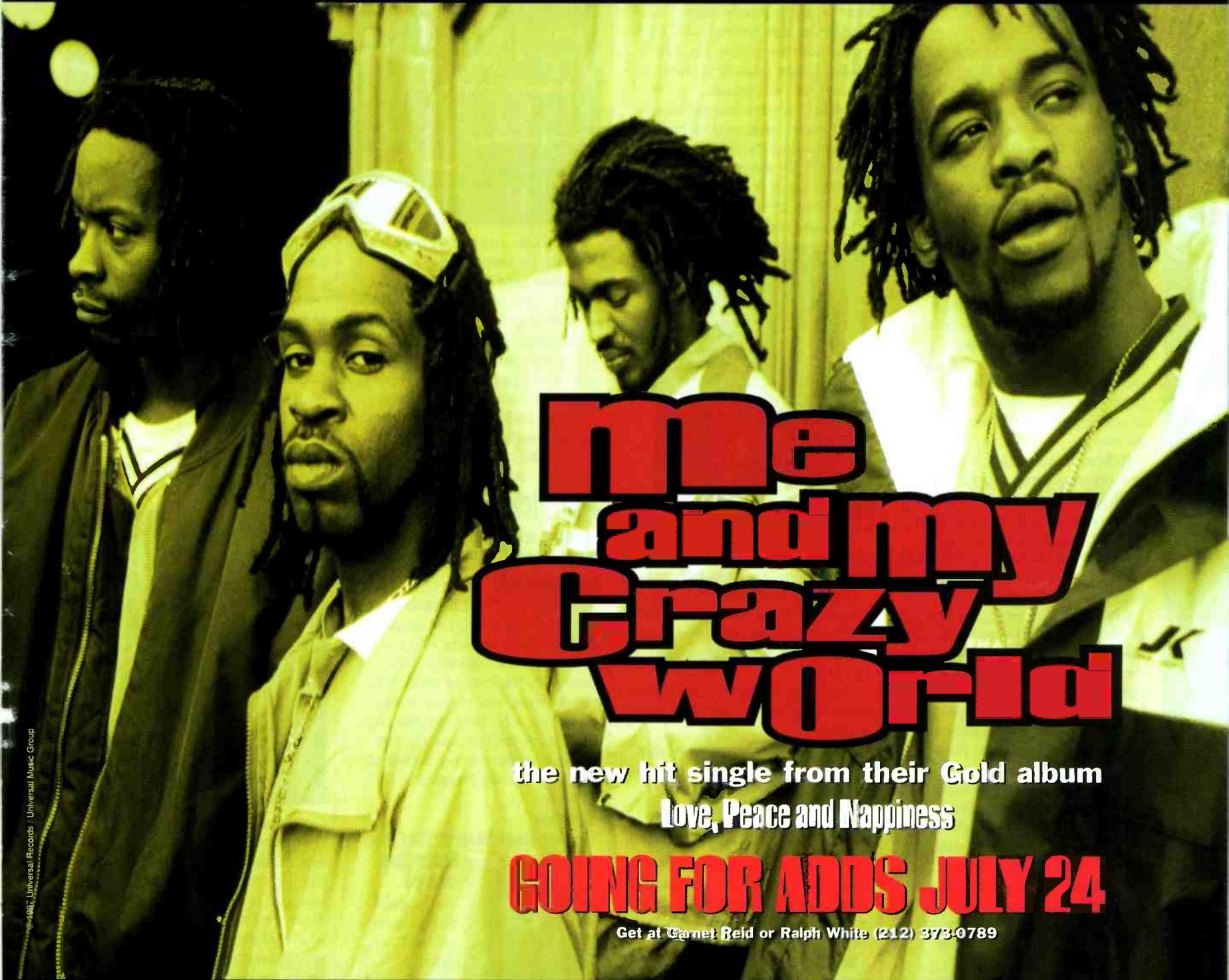


**Chonita "Cho Cho" Floyd with Meth & Redman**

tion. Though I wasn't into the idea of being an assistant, I knew it was a foot in the door, so I worked for GM Kevin Liles for three months. When the college promotion job opened up, I went for it. The job became event and tour-based, focusing on college campuses. I had to come up with my own ads and events for each campus—my first

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Executive Producer: Charles Suitt for Group Home Entertainment

day long, and you want to cover up his abs?!"

**Kelly:** Objectivity is vital. You have to remove your personal opinions from the projects. For example, I hate the idea of a baby's daddy...but the marketing on the B-Roc & the Bizz record is



**Robin Kearse**

great; the Pampers, the artwork...

**Robin:** Women are more concept-driven and story-oriented. Men tend to be instant gratifiers; if it's hot, it's hot, and that works for most men. Women take more time to be creative, paint a picture.

**Thembsa:** *What are the fundamental differences between the actual duties in marketing versus promotion?*

**Chonita:** Promotion is more of who you know and the relationships you have with people. In marketing, it's much more procedural. It's paperwork-based. I'm not calling to schmooze the manufacturer of our stickers into making them. The order of things is critical in marketing, and it's more stressful for me.

**Robin:** In marketing, every time you do something, you have to think about the budget. Promotion reps come up with an idea, then find out that the money has already been spent. As a marketing person, you have to make the artist happen under budget.

**Chonita:** As a promoter, you get everything after the fact, in finished form. In marketing, you deal with the artist from the moment they sign.

**Thembsa:** *Kelly and Chonita, what tools have you brought over into your marketing gigs from the promotion side?*

**Kelly:** We didn't have much money at Stepsun, no parent company to support us. We were beyond creative—we constantly had to make something from next to nothing. So, I keep all my connections close to get things done. I met Tony Shellman when he was in fashion school working for Razy Jeans. Since then, he's designed for Mecca and now works for Enyce. Making things happen with him is just a matter of

a phone call.

**Chonita:** Going on the road was my love—I wish I could go on Smokin' Grooves with CRU. I also loved to see people in different markets react to different things; it still helps me with my strategy. I get my artist behind my ideas. Then, when the artist likes it, they roll with it. So I maneuver the concept to the right people, no matter what department.

**Thembsa:** *If you could market any artist's comeback, whose would it be?*

**Chonita:** Funny you should ask. Slick Rick, whose strategy I'm setting up now. He'll finally be released from prison in June. Every time we'd try to do something with Rick, like promo tours and radio interviews, his parole officer thought he was getting paid, which would hold everything up. I'm excited to see what Rick wants to do with his next project.

**Robin:** I always wanted to see EPMD come back, and wanted to be involved in the underground marketing for them.

**Kelly:** My pick has to be Rick James. He's been going through a few things, and a new project



**Kelly-Lynn Jackson**

would be a challenge. I'd love to bring him into the new millennium.

**Chonita:** Rick James is doing a song with Richie Rich for our *How to Be a Playa* soundtrack, as are EPMD, who are officially back together!

**Thembsa:** *What projects of your own are the most exciting or challenging?*

**Kelly:** Laurnea's project is very interesting. It's mind-blowing how urban, pop, and international departments are all behind it.

**Chonita:** Method Man! He's ready to go to the next level. During my stint as a product manager, Redman was a joy to work with. He conceptualized his album cover right down to the mud and the little flower on the table.

**Robin:** Cappadonna will be a challenge. Our goal is to set him up to blow like the solo Wu-bangers before him.

ARTIST PROFILE

SUGA FREE



FORMERLY KNOWN AS:

Royal Rock

CLAIMIN': Compton and Pomona, California

LABEL: Sheppard's Lane/Unfadeable/Island

CURRENT SINGLE:

"If U Stay Ready"

NEXT SINGLE: "On My Way"

DEBUT ALBUM: Street Gospel,

produced entirely by DJ Quik

PROPS: "I wanted to sign him immediately. 'Fly Fo Life' was so unique. Suga Free has a style all his own." —Fade Duvernay, owner, Unfadeable Records

SUGA FREE ON THE ALBUM:

"I'm comfortable placing the sound in the hands of DJ Quik; he's more than capable.

Lyrically, I go wherever I want. *Street Gospel* lets you into my mind. I'm not concerned with 'keepin' it real'; I have three kids to feed."

MUSICAL INFLUENCES: Michael Franks, the Rolling Stones, Ambersunshower

LITTLE KNOWN FACT: Suga Free has a green thumb. "I love nature; love Yosemite," he says. "I got my love of plants from my mother."

**Thembsa:** *Any trend predictions for the next year or so?*

**Robin:** Bass is going to start doing covers of pop hits and R&B currents, just like dancehall does.

**Chonita:** Promotional gimmicks are being eliminated. We don't even make promo items anymore, because it's about the music.

**Kelly:** Audiences are going to start embracing music from every region, and not be merely closet lovers of certain sounds. ●

Rap Picks

MIKE ZOOT  
"High Drama"  
(Guesswhyld)

Dan McNeal of WICB-Ithaca was absolutely on point; this record is hot! The track is butta, and the flows are even smoother. Mike Zoot pulls the card of every fake emcee, exec, and culture vulture—you know who they are. Mos Def joins in on the fun, and the two create a single that is a breath of fresh air. Contact Fingatip at (212) 535-7807.

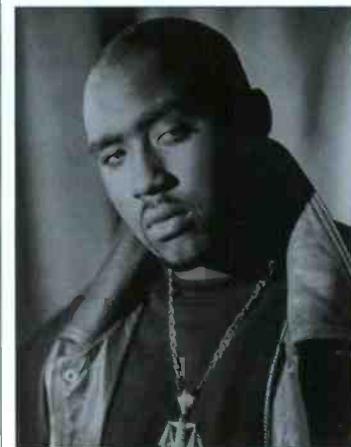
EPMD  
"Never Seen Before"(Def Jam Recording Group)



The original businessmen are back, and damn, it sounds good! Erick and Parrish seem to

be even quicker on their feet this time around, as they flow atop your choice of the hypnotic Slave "Watchin' You" sample or a harder, bluesy, head-knockin' mix. Only EPMD could make a hook from stating their given names come off! Contact Bajja for the *How to Be a Playa* album wax at (212) 229-5225.

ROYAL FLUSH  
"Iced Down Medallions"b/w  
"Shines" (Blunt)



Guaranteed to make you say, "Awwwwwww yeeeeeeaaaah!" the second the needle connects with the wax. Royal Flush returns with sampled fanfare, laced by EZ Elpee and with Noreaga at his side in a ki-slangin', Dom-sippin' fantasy. "Shines" is the perfect B-side—heavy on bass, mood, and attitude. Contact El Ness at Blunt (212) 979-6410.

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**EPMD**

**'NEVER SEEN BEFORE'**

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**HOW TO BE  
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**SOUNDTRACK**

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For More Info Contact: BAJJA ASALI 212.229.5225

# GAVIN PICKS

## Singles

BY DAVE SHOLIN

### SUBLIME "Wrong Way" (MCA)

Sublime's unique blend of ska-flavored rock has won them a loyal fan base, which seems to expand following every release. Certainly the



success of "What I Got" got Top 40's attention, and this track, currently sitting just outside the Top Ten at alternative, has the goods to cross into Top 40 territory, bolstered by the song's tempo and a running time of 2:16.

### BILLY JOEL "To Make You Feel My Love" (Columbia/CRG)

Don't even try to guess what direction this true music superstar will go in next. Whenever Billy Joel issues

something new, it's an event. Impossible not to feel the passion and emotion in his voice while singing this new Bob Dylan composition. The track is included on Joel's soon-to-be-released *Greatest Hits, Volume III*.

### CROSSOVER PICKS

### INOJ "Love You Down" (So So Def/Columbia/CRG)

A decade after Ready for the World took this song Top Ten, it gets reworked as part of the *So So Def Bass All-Stars Vol. II* package. The result is a stunning production that really comes across on the air. Spins at Wild 94.9 (52), KHTN/FM (52), KKFR (43),

KTFM (34), and KIX106 (33), with adds at KDON-Monterey/Salinas and B100.3-Los Angeles.

### MARK MORRISON "Crazy" (Atlantic)

Hey...it's the return of the Mark. Though this is the follow-up to "Return of the Mack," a song that blew me away when I first heard it last year in London, "Crazy" was actually Morrison's first hit overseas. Backed by yet another super-strong rhythmic groove, it deserves to enjoy a similar reception Stateside.

## Albums

### VARIOUS ARTISTS

### Men in Black: The Album (Columbia/CRG)

So what if none of these songs appear in the film, except Danny Elfman's themes? So what if the title smash only serves as the soundbed for the clos-

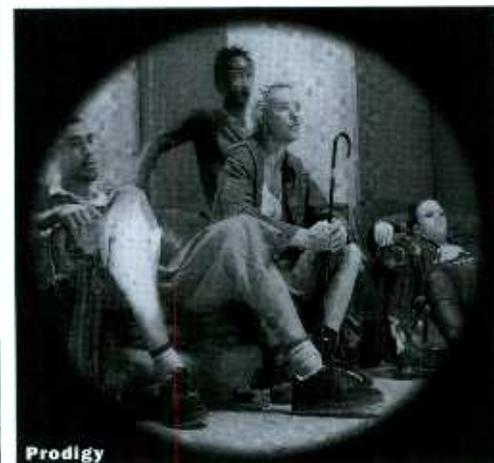


ing credits? It's still the bomb! This is not The Movie; this is The Album, an entity of its own, replete with a galaxy of established and developing stars. *MIB's* sound is futuristic, funky, and on target, much like its cinematic companion. Will Smith, Snoop, and JD keep the pop fires burnin', while the Roots and D'Angelo, Nas, A Tribe Called Quest, and De La Soul add fuel to the underground flames. The R&B standouts are obvious—"Killing Time" by Destiny's Child (five girls whose mature sound belies their teen ages) and "Erotik City" by Emoja. These sensual offerings are sure to roll out a thick red carpet for their respective projects. This week's top-selling release isn't just due to mega-marketing, it's also because of an abundance of strong, radio-active songs.

—THEMBISA S. MSHAKA

### PRODIGY The Fat of the Land (Mute/Maverick/Warner Bros.)

This time last year, we were hyped on the Chemical Brothers, and now here we are again. The long-awaited Prodigy record, *The Fat of the Land*, is this year's golden egg to contend with. "Firestarter" fueled radio's desire for more electronic rock music, followed up by "Breathe," another unstoppable, ferocious monster. While "Smack My Bitch Up" sounds assaulting, it's a killer dance song, so get off your



p.c. high horse. Cruise in your convertible this summer with the bass-heavy, rappin' "Diesel Power," or rage hard blasting "Serial Thrilla," which is furiously laden with guitar mixes and sirens. Kula Shaker's Crispian Mills sings and chants on "Narayan," which also samples a Breeders song. Prodigy blends their rock sound with punk, techno, and rap influences allowing no room for pretentious pouting.

—SANDRA DERIAN

### BLUES TRAVELER Straight on Till Morning (A&M)



Summer's here, and the festival season is upon us. Blues Traveler is one of a handful of bands who managed to spin their past H.O.R.D.E. status into a powerful individual draw. One of the reasons for their success is that their records translate well from studio to stage and vice versa. Producers Steve Thompson and Michael Barbiero (who have twiddled the knobs for BT since the first days) keep the band sonically honest, well within what fans are used to hearing live. But what John Popper and company lack in elaborate presentation they more than make up for in stamina. As this album's title suggests, *Straight on Till Morning* is 65 minutes of no baloney, particularly

songs like "Carolina Blues" and Deadish girl or road songs like "Felicia" and "Canadian Rose," with their tactile references to cinnamon, cider, and rose.

—KENT ZIMMERMAN

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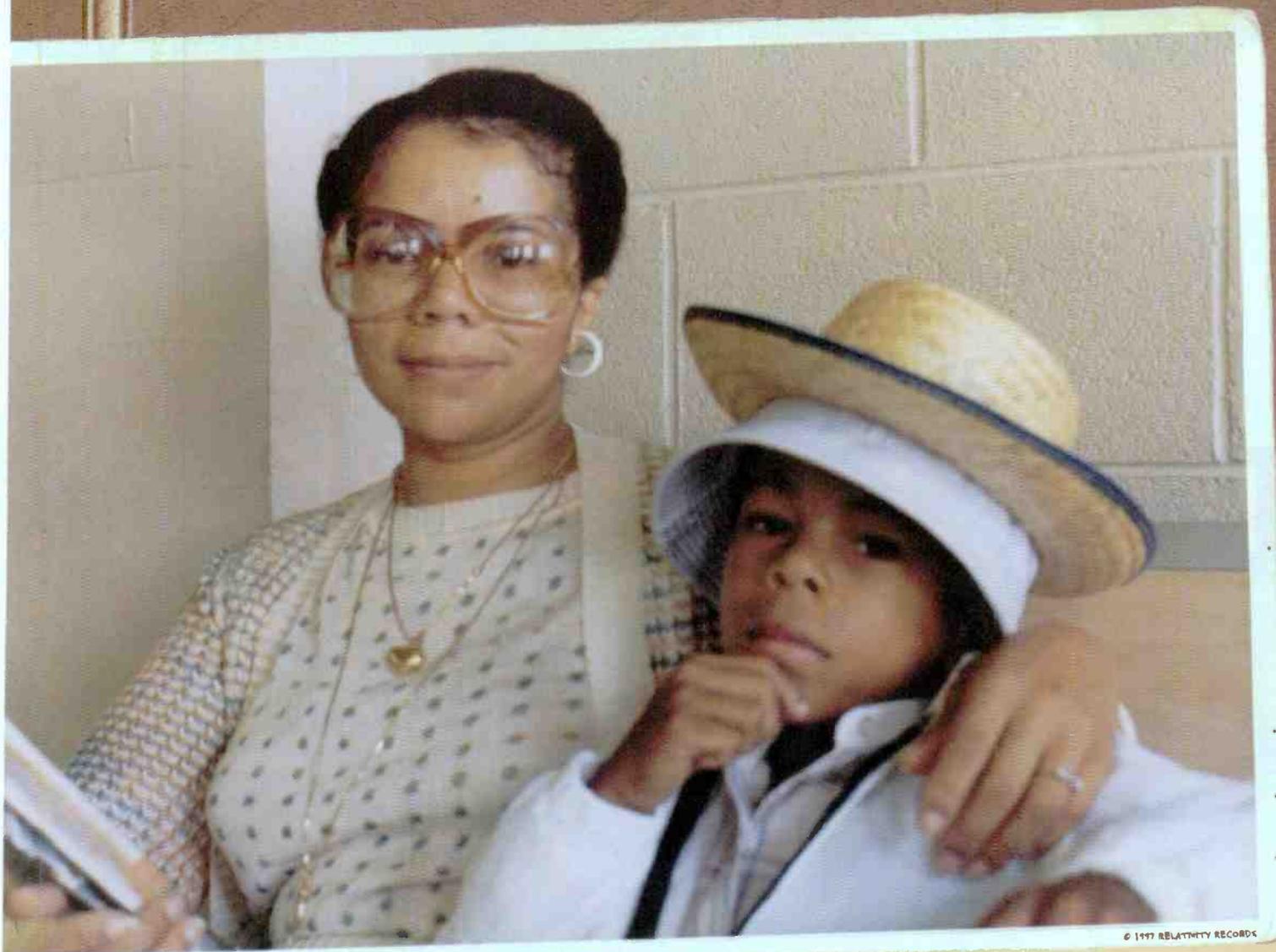
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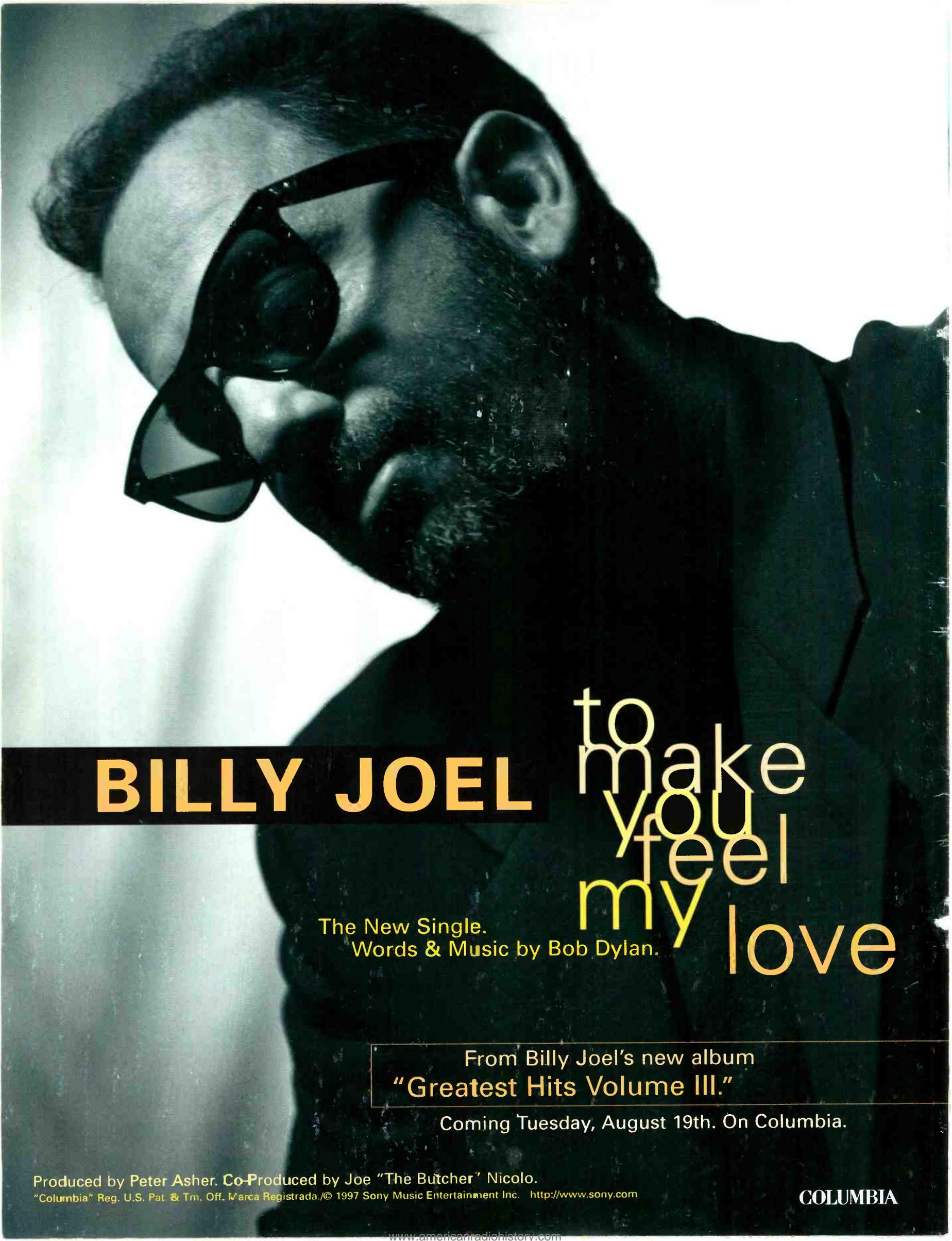


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