

THE MOST TRUSTED NAME IN RADIO SINCE THE BIRTH OF ROCK & ROLL

ISSUE 2192

FEBRUARY 13 1998



CAMIN

DMX

GET AT ME DOG

IN STORES NOW



a Polygram Company

© 1998 Def Jam Music Group, Inc.

BEBE WINANS

THIS SONG

the perfect Valentine for your listeners
from his self-titled debut **Atlantic** album

AT A/C RADIO NOW!



PRODUCED BY BEBE WINANS AND NIGEL LOWIS

(Nigel Lowis managed by First Avenue Management)

Career Direction: Brian Medavoy



www.atlantic-records.com THE ATLANTIC OF FOUR
© 1998 ATLANTIC RECORDING CORP. A TIME WARNER COMPANY

THE MOST TRUSTED NAME IN RADIO SINCE ELLA MET MACK THE KNIFE

ISSUE 2192

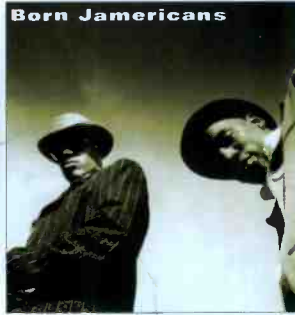
FEBRUARY 13 1998

The Most Trusted Name In Radio Since the Birth of Rock & Roll
GAVIN
40TH
ANNIVERSARY

98
Gavin Seminar
Award Winners!

GAVIN

RAP



Born Jamericans



The WhoRidas



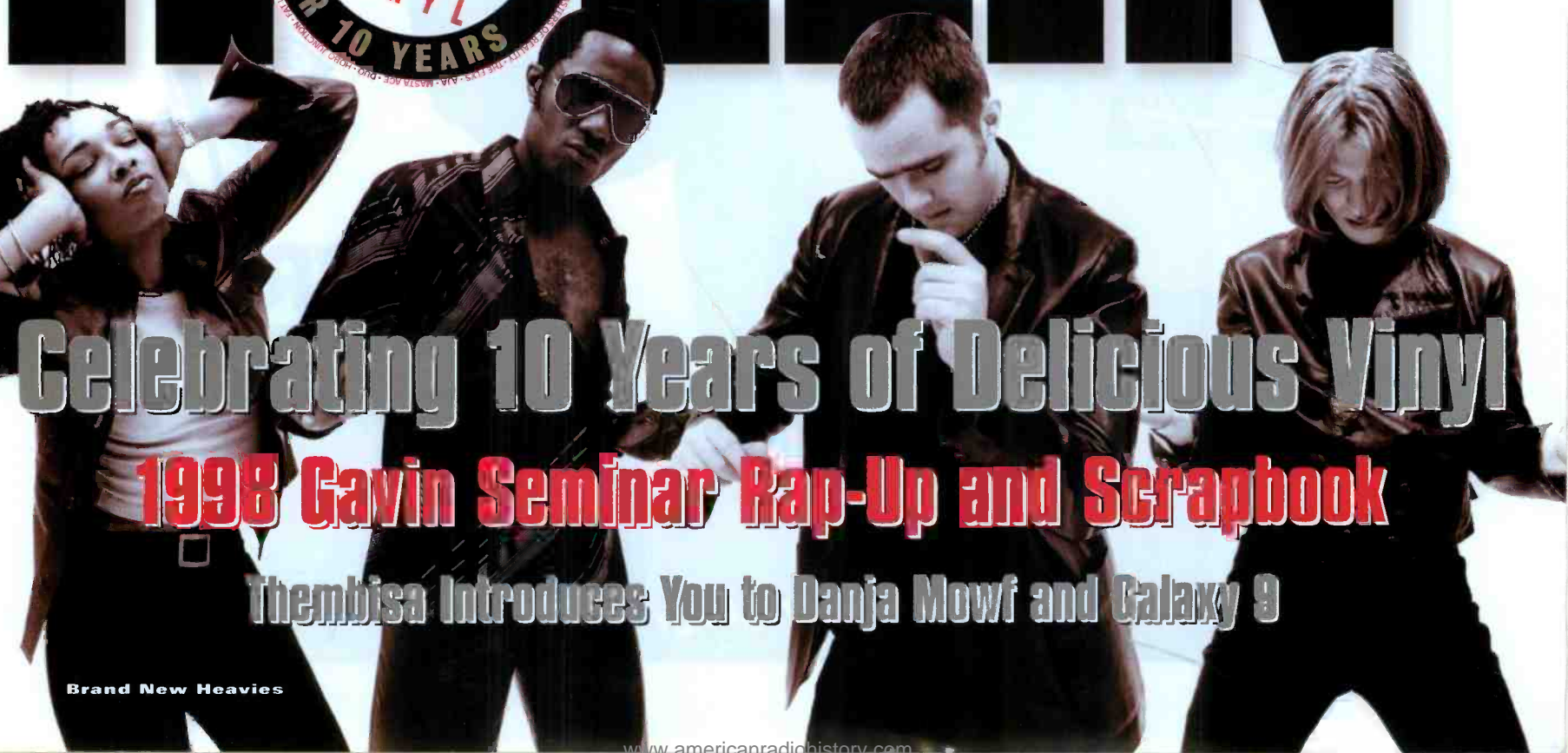
N'Dee Davenport

GETS



Tone Loc

ROLLIN'



Celebrating 10 Years of Delicious Vinyl

1998 Gavin Seminar Rap-Up and Scrapbook

Thembisa Introduces You to Danja Mowf and Galaxy 9

Brand New Heavies

GARTH BROOKS

CRS-29 KEYNOTE

JOINED BY LON HELTON CENTERSTAGE

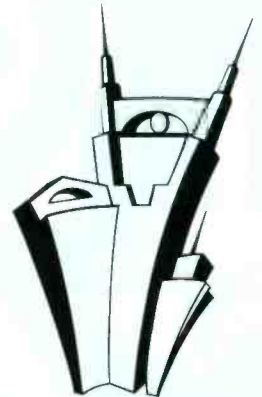
COUNTRY RADIO SEMINAR

agenda highlights include...

- Radio Group Heads
- "Pay for Play" and other issues
- Pioneering Country Radio Sales Research
- Stephen Covey's Leadership Center
- Managing Through Consolidation

Plus...

- An all new trade show • New Faces, Super Faces
- Great Showcases • Three artist taping sessions
- Al Ries is Friday's Keynote



CRS²⁹
FEBRUARY
25-28

Register today at www.crh.org, or call 615-327-4487.

Jon Baker

On Hip-Hop's Evolution and Revolution

At a time when cultural diversity is, as often as not, a concept cooked up in a marketing meeting, it's worth noting the career of Jon Baker. Baker is the founder and President of Gee Street Records, and independent label that, since 1986, has embraced the power and commercial potential of rhythmic music. Drawing his inspiration from such seemingly disparate wellsprings as English punk rock Havana's arts enclaves, New York club culture, and the life-affirming explosion that is hip-hop, Baker has created a global universe where commerce and the beat coexist and thrive. Gee Street is a stand-alone label in partnership with Richard Branson's V2 Records, distributed through BMG Entertainment in North America and V2 affiliates around the world.



Jon Baker

[Island Records Chairman] Chris Blackwell. He gave me the opportunity to start my apprenticeship within the American record industry. The main thing I have learned in setting up the new distribution system with Richard Sanders and Dan Beck (my American counterparts at V2), is that we now go straight to the source, BMG Distribution. This means that we are in control of our promotions and marketing, and can put more effort into development and staffing to support each of our releases.

In the mid '80s in the U.K., I worked with groups such as Queen Latifah, Stereo MCs, the Jungle Brothers, and PM Dawn; the British Richie Rich was a very big DJ at the time as well. We put a small, 8-track studio together in a broken down warehouse on Gee Street in East Central London. I was so inspired by this hip-hop youth culture that we started manufacturing white label vinyl, 1,000 at a time, and selling them out of the back of my car direct to the specialty music stores. Suddenly, I found that these records

were charting and the major labels still hadn't started rap departments. Through my connections in New York, I became one of the main outlets for licensing American hip-hop into the U.K. and Europe.

Gee Street is fortunate to have the luxury of being an independent label, and to have the funding and distribution of a major through my partnership with V2 Records. One of the most important things the V2 deal has brought me, in terms of distribution, is the international focus. The young V2 executives in France, Germany, Sweden (and other international territories), are all in their early 30s or late 20s. They are a new generation of executives that understands our music; they have grown up on hip-hop and other forms of rhythmic music. For example, the successful album chart debuts (top 30) for the newest Gravediggaz album [*The Pick, the Sickle and the Shovel*] in Germany, France, and the U.K. sent a strong international message. And this was an underground record with little radio airplay. This tells me there is a strong market for hip-hop and rhythmic music in Europe; it also tells me the hip-hop world infrastructure is now becoming a reality.

Hip-hop is a much bigger business now than back in the day; the whole scene was much more street. If you'd said 15 years ago that this would be the case, mainstream America would have looked at you as if you were mad! If we can increase the peace in the hip-hop community, which hasn't happened enough in the last few years, all aspects of hip-hop will continue to have a profound influence on the American culture. **GAVIN**

There's been some negativity surrounding hip-hop over the last few years, and some tragic deaths within the community. But I feel it's becoming conscious and politically important again, and this is a very good time to be involved.

Back in the early days, the rap scene was still very underground. In New York, I started hanging out at Disco Fever and was the original doorman at the Negril club, which later moved to the Roxy roller rink. The underground vibe at the Roxy was wicked—on a Friday night musicians like Afrika Bambaataa and Madonna, and artists like Keith Haring, Futura 2000, and DST would come through. We were all part of the downtown scene and it was a very vibrant time.

During my first few years in America, one of my greatest creative and business influences was [former

First Words

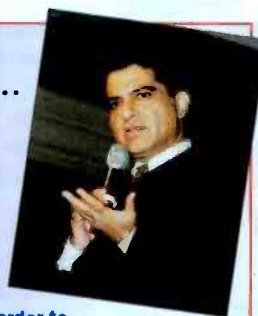
I wonder if Deepak Chopra is fielding a string of offers to consult on record promotion this week. Who else but the GAVIN keynote speaker could have talked a packed room of radio and record executives into silent meditation while he played two tracks of music? Such charisma is worth a fortune in our businesses but take my word for it: you can't afford him.

This was just one highlight among many at the 1998 Gavin Seminar celebrating our 40th anniversary. Not even El Nino could dampen the spirits of around 3,000 attendees. "Best yet" is a phrase easily bandied around but many attendees have been kind enough to suggest that this was the case in the beautiful setting of San Diego.

We like to ring the changes, to keep you satisfied, and to make it easy for as many people as possible to attend the

Seminar by visiting your time zone at least every other year, so expect to see us back on the West Coast in the year 2000. In the meantime, we look forward to seeing you all again next year in New Orleans. Thanks to your participation and support this year, we know we will have to work even harder to outdo ourselves in 1999.

David Dalton, CEO



Inside

- 6 1998 Gavin Award Winners
- 8 News
- 10 That's Sho-Biz
- 30 **Rap Gets Rolling**
Rap Editor Thembisa Mshaka celebrates 10 years of Delicious Vinyl. Plus, other indie delicacies.
- 46 **Classifieds**
- FORMATS**
- 12 **Top 40 Seminar Soundbites**
- 14 **Go Chart**
- 15 **Country**
Country Notes
Seminar Memories
- 18 **Hot A/C**
Hot Stuff
Big 105 FM's Talent Search
- 19 **Adult Contemporary**
Inside A/C Seminar Highlights
A/C Profile: B.E. Taylor
- 22 **Rap**
Like That!
The Undisputed Champions
- 40 **Urban Landscape**
Urban On-line *Great Expectations*
- 43 **Jazz**
On Z Corner Seminar Highlights
- 44 **Smooth Jazz & Vocals**
- 49 **Alternative**
Static *Max Has Left the Building*
- 51 **College** *P.S.H.*
- 53 **Active Rock**
- 54 **Hard Rock**
Hard Kopy *Caught on Film*
- 56 **A³ Album Adult Alternative**
Extension 606 *Award and GRIDDLE Winners*
- 61 **Gavin Americana** *™ Tuang Diego*

NEXT WEEK

Anatomy of a Morning Show

Quincy McCoy turns the spotlight on the a.m. elements needed to win.

Seminar Photos:
PAT JOHNSON STUDIOS

GAVIN

Founded by Bill Gavin—1958

GAVIN is published 50 weeks a year on Friday of each week. Subscription Rates \$325 for 50 issues or \$180 for 25 issues. Subscription and circulation inquiries: (415) 495-1990. All rights to any or all of the contents of this publication are reserved. Materials may not be reproduced in any form without the publisher's permission.

©1998 GAVIN, Miller Freeman Entertainment Group
140 Second Street, San Francisco
California 94105, USA

Miller Freeman
A United News & Media company



Congratulations to the 199

A3

Major Market Station of the Year

KGSR-Austin

Station of the Year

WNCS-Montpelier

Non-Commercial Station of the Year

WXPB-Philadelphia

Non-Commercial Radio Person of the Year

Bruce Warren, WXPB/World Cafe-Philadelphia

Program Director/Operations Manager of the Year

Norm Winer, WXRT-Chicago

Independent Promotion Person of the Year

Sandi Lifson, Sandi Lifson Promotion

Major Market Station of the Year

WLIT-Chicago

Major Market Program Director of the Year

Mark Edwards, WLIT-Chicago

Major Market Music Director of the Year

Donna Rowland, WBEB-Philadelphia

Large/Medium Market Station of the Year

KOSI-Denver, Colo.

Large/Medium Market Program Director of the Year

Scott Taylor, KOSI-Denver

Large/Medium Market Music Director of the Year

Joe Hann, WRCH-Hartford, Conn.

Small Market Station of the Year (TIE)

KELO-Sioux Falls, S.D.

KOSO-Modesto, Calif.

Small Market Person of the Year

Reid Holsen, KELO-Sioux Falls, S.D.

Hot A/C Station of the Year (TIE)

KFMB-San Diego

WKTI-Milwaukee

Hot A/C Program Director of the Year

Danny Clayton, WKTI-Milwaukee

Hot A/C Music Director of the Year

Leonard Peace, WKTI-Milwaukee

Alternative

Station of the Year (Major Market)

WNNX (99X)-Atlanta

Music Director of the Year (Medium Market)

Chris Ewing, KXTE-Las Vegas

Music Director of the Year (Small Market)

Nikki Basque, KPOL-Honolulu

Major Label of the Year

Capitol

Indie Label of the Year

TVT

Major Label National Promotion Person of the Year

Gary Spivack, Atlantic

Indie Label National Promotion Person of the Year

Nan Fisher, Capricorn

Independent Promotion Person of the Year

Jonathan Lev, Mutant Promotions

Americana

Label of the Year

Rounder

Independent Promotion Person of the Year

Counterpoint Music Group, Jon Grimson,

Tiffany Suiters

Major-Affiliated Indie of the Year

Astralwerks

Independent Label of the Year

Merge

Label Promotion Person of the Year

Jenny Hayo, Sub Pop

Independent Promotion Person of the Year

Jon Landman, AIM

Jazz

Station of the Year

KLON-Long Beach

Radio Person of the Year

Joe Cohn, KPLU-Seattle/Tacoma

Major Label of the Year

Verve Records

Independent Label of the Year

Concord Records

National Promotion Person of the Year (The Duke DuBois Award)

Julie Kerr, Verve Records

Independent Promotion Person of the Year

Neil Gorov, Groov Marketing

GAVIN Artist of the Year

Diana Krall (Impulse!)

GAVIN Album of the Year

Diana Krall, *Love Scenes* (Impulse!)

Smooth Jazz & Vocals

Station of the Year

KKSF-San Francisco

Program Director/Operations Manager of the Year

Steve Williams, WQCD (CD101.9)-

New York

Music Director/Assistant Program Director of the Year

Ralph Stewart, KTWV (The Wave)-Los Angeles



Music Director/Assistant Program Director of the Year

Ann Delisi, CIDR-Detroit/Windsor

Major Label of the Year

Warner Bros. Records

Label of the Year

Capricorn Records

National Major Label Promotion Person of the Year

Nancy Stein, Warner Bros. Records

National Promotion Person of the Year

Jeff Cook, Capricorn Records

Independent Promotion Person of the Year

Sean Coakley, Songlines

GAVIN Artist of the Year

Sarah McLachlan (Arista/Nettwerk)

GAVIN Album of the Year

The Wallflowers, *Bringing Down the Horse*

(Interscope)

GAVIN New Artist of the Year

Beth Orton (Dedicated/Heavenly)



Station of the Year (Medium Market)

KXTE-Las Vegas

Station of the Year (Small Market)

WQBK-Albany

Program Director/Operations Manager of the Year (Major Market)

Oedipus, WBCN-Boston

Program Director/Operations Manager of the Year (Medium Market)

Mike Stern, KXTE-Las Vegas

Program Director/Operations Manager of the Year (Small Market)

Suzie Dunn, KFMA-Tucson

Music Director of the Year (Major Market)

Pat Ferrise, WHFS-Washington, D.C.



GAVIN Album of the Year

Steve Earle, *El Corazal* (E-Squared)

Label Promotion Person of the Year

Leslie Rouffe, Rounder Records

Station of the Year

KHYI, Dallas, Texas

Programmer of the Year

Bruce Kidder, KHYI-Dallas, Texas

Americana Horizon Award

Late Night With Conan O'Brien

College

Station of the Year

WUNH-Durham, N.H.



Music Director of the Year

Ducky Slaughter, KUNV-Las Vegas, Nev.

Major Label of the Year

Elektra

Major Label of the Year

Verve Forecast Records

Independent Label of the Year

N2K Encoded Music

National Promotion Person of the Year

Bud Harner, Verve Records

Independent Promotion Person of the Year

Cliff Gorov and All That Jazz

GAVIN Artist of the Year

Rick Braun (Mesa/Bluemoon)

GAVIN Album of the Year

A Twist of Jobim (i.e. music)



Label Promotion Executive of the Year

Elaine Locatelli, Columbia

Label Promotion Person of the Year

Etoile Shapiro, Arista and EMI



8 Gavin Award Winners!

Steve Feinstein Innovation Awards
Frank Cody, Broadcast Architecture
Art Good, Jazz Trax

Rap

Record Pool of the Year
Heavyweights, Los Angeles
College/Community Station of the Year
WHCR-New York



College/Community Programmer of the Year

Warren Peace, KUNV-Las Vegas

Retailer of the Year

Fat Beats, New York City

Commercial Station of the Year

KPWR (Power 106)-Los Angeles

Mixshow Personality of the Year (TIE)

Kool DJ Red Alert, WQHT (Hot 97)-New York

Sway & King Tech, *Wake-Up Show*
(Syndicated)

Independent Label of the Year (Self-Distributed)

Rawkus Entertainment

Independent Radio Promotion Person of the Year

Byze-One, Word...Lyfe Promoshunz

Independent Label of the Year (Distributed by a Major)

Loud Records

College & Mixshow Promotion Person of the Year

Ralph White, Universal Records

Major Label of the Year

Elektra Entertainment

National Marketing & Promotion Person of the Year

Chris "Atlas" McDaniel, Tommy Boy

Gavin Rocks

Commercial Station of the Year
WKTA-Northbrook, Ill.



College Station of the Year
WFCS-New Britain, Conn.

Commercial Director of the Year

Scott Davidson, WKTA-North Brook, Ill.

College Director of the Year

Chip McCabe, WFCS-New Britain, Conn.

Independent Promotion Person of the Year

Steve Krucher, McGathy Edge

GAVIN Album of the Year

Sevendust, Sevendust (TVT)

GAVIN New Artist of the Year

Sevendust (TVT)

Top 40

Major Market Station of the Year

WHTZ (Z100)-New York

Major Market Operations

Manager/Program Director of the Year
Tom Poleman, WHTZ (Z100)-New York

Major Market Assistant Program Director/Music Director of the Year

Erik Bradley, WBBM/FM (B96)-Chicago



Large Market Station of the Year
KKRZ-Portland

Large Market Operations

Manager/Program Director of the Year

Ken Benson, KKRZ-Portland

Large Market Assistant Program Director/Music Director of the Year

Tommy Austin, KKRZ-Portland

Medium Market Station of the Year

KRQ-Tucson

Medium Market Operations

Manager/Program Director of the Year

Tim Richards, KRQ-Tucson

Medium Market Assistant Program Director/Music Director of the Year

Darrin Stone, WABB-Mobile, Ala.

Small Market Station of the Year

WPST-Trenton, N.J.

Small Market Operations

Manager/Program Director of the Year (TIE)

Dave McKay, WPST-Trenton, N.J.

Wookie, WOCQ (OC104)-Ocean City, Md.

Small Market Assistant Program Director/Music Director of the Year

Andy West, WPST-Trenton, N.J.

Label of the Year

Atlantic Records

Independent Label of the Year

Interscope Records

Promotion Senior Vice President of the Year

Brenda Romano, Interscope Records

Promotion Vice President of the Year

Chris Lopes, Mercury Records

National Promotion Director of the Year (TIE)

Don Coddington, Elektra Entertainment

Lee Leipsner, Columbia Records

Associate National Promotion Director of the Year

Tom Cunningham, Reprise Records

Charlie Minor Best Buddy Award

Clarke Browne

Bill Gavin Heritage Award

Betty Breneman

Urban

Major Market Station of the Year

WKYS-Washington, D.C.

Major Market Program Director/OM of the Year (TIE)

Skip Cheatham, KKDA-Dallas

Helen Little, WUSL-Philadelphia

Major Market Music Director of the Year

Kris Kelley, WAMO-Pittsburgh

Large/Medium Market Station of the Year

WQUE-New Orleans

Large/Medium Market Program/OM of the Year (TIE)

Sam Weaver, KPRS-Kansas City

Skip Dillard, WBLK-Buffalo

Large/Medium Music Director of the Year

Heart Attack, WOWI-Norfolk

Small Market Station of the Year

WBHJ-Birmingham, Ala.

Small Market Program Director/OM of the Year

Michelle Price, WJIZ-Albany



Small Market Music Director of the Year

Kelly Berry, WJMZ-Greenville, S.C.

Urban A/C Station of the Year

WDAS-Philadelphia

Urban A/C Program Director/OM of the Year

Maxx Myrick, WVAZ-Chicago

Heritage Station of the Year

WDIA-Memphis

Major Label of the Year

Elektra Records

Comeback Label of the Year

RCA Black Music

Executive of the Year (Senior/VP) (TIE)

Wayman Jones, Mercury

Michelle Madison, Elektra

National Promotion Person of the Year (TIE)

Jodie Williams, Mercury

Rodney Shealey, Island

Artist of the Year

Dru Hill

The Sonny Joe White Award

Eroy Smith

Quincy McCoy Mentoring Awards

Hiriam Hicks

Cathy Hughes

1998 GAVIN SEMINAR



"Everything is made of the same pieces—a galaxy, a forest, a human being, a thought, and a song."

— Deepak Chopra, *see page 9*

Substance Outweighs Weather As 3000+ Converge on San Diego



A good time was had by one...and all 3,000!

A bit wet, but the best ever. That was the general consensus of the 3000-plus programmers, music directors, and record executives who

converged on San Diego last week for the 1998 GAVIN Seminar. From Dr. Deepak Chopra's opening keynote address Thursday morning,

to Friday's pull-out-the-stops cocktail party, to Saturday evening's Rocks/College Boat Bash, this year's meetings offered more substance, more entertainment, more information, and more fun than any radio programming meeting in the U.S. As one

attendee was overheard saying, "The GAVIN Seminar keeps getting better every year...there's really no reason to go to any other convention."

Of course, we agree! For the full story, see inside...and next week's issue!

WASHINGTON REPORT

Senate Committee Drafts Ban on Free Air Time

In a strong reaction to President Clinton's continued call for "free and discounted air time for campaign advertising," ranking members of the U.S. Senate Committee on Commerce, Science, and Transportation are working on legislation to ban the FCC's ability to mandate any such requirements.

"Mandating free broadcast time cannot and should not be done by a regulatory agency...the FCC clearly is overstepping its authority here," said Committee Chairman John McCain (R-Ariz.) who, along with Communications Subcommittee Chairman Conrad Burns (R-Mont.), is drafting an amendment to be attached

to a supplemental appropriations bill.

"There is widespread bipartisan belief that this is a question for Congress, not the FCC, to answer," Burns commented.

President Clinton's continued plea for free air time has met with strong opposition from ranking Congressional Democrats and Republicans, including House Commerce Committee member John Dingell (D-Mich.) and Asst. Majority Leader Sen. Don Nickels (R-Okla.). While the discussion surrounding free air time focuses primarily on television, many radio broadcasters remain wary that they also might be the target of such campaign reform.



What's Black and Blue And Read All Over

Bill Gavin was never one for appearances. When he decided to make his Record Reports—information from Top 40 radio programmers on local record sales, airplay, and requests—a full-fledged publication available for subscription, he didn't bother trying to look like a newspaper or magazine. His reports were banged out on typewriters, and copies were run off on mimeograph machines, the kind kids back in the '50s and '60s remember seeing in the principal's office at school. Although known in the industry as the tipsheet printed on legal-sized sheets of blue paper, the first reports were on plain white letter-sized paper.

To Gavin and his readers, all that mattered was the information and occasional comments by Gavin—or his programmer correspondents—about the infant form of radio known as Top 40. It was his readers who first called Gavin "the most trusted man in radio."

From the beginning, he was clear about where he stood in an industry that attracted fast-buck operators. In August, 1958, he wrote: "Cheers for the retailers who refuse to make phony listings in their sales reports to radio stations in exchange for free records and a 100 percent guarantee on returns...I am now discounting sales reports on two items being promoted in this manner." Bill Gavin would be ever-watchful.



— BEN FONG-TORRES

Time Warner Net Triples, Music Division Dips 40%

Time Warner posted strong 4Q 1997 growth for all its business segments except its music division, which plunged 40 percent. Stock value increased \$1.75 per share to \$65.5, on activity at three times its normal trading volume.

Despite the poor showing of Warner Music, Time Warner Chairman Gerald Levin insists he has no plans to restructure that division, according to the *Wall Street Journal*. Strongly defending Co-Chairmen Robert Daly and Terry Semel, Levin said he is "very comfortable with the way the music company is managed." Levin cited retail problems and delays in product releases as the primary causes of Warner's troubles, and predicted single-digit growth for the division in 1998, the *Journal* reported.

Jacor Buys 5 Properties, Set to Raise \$500 Million

Jacor is on the acquisition trail again, picking up five properties—including a CP—in Iowa, Oregon, and Ohio.

In Des Moines the company picked up KMXD/FM from VOB, Inc. for \$3 million which, along with WHO/AM and KLYF/FM, gives it three stations in that market. In the Portland, Ore. market Jacor contracted with Smith Broadcasting to buy a CP for a new FM in Vancouver, Wash., for \$2.2 million and agreed to provide an estimated \$18.4 million to Smith for a settlement in which other applicants would withdraw from the CO process. Jacor also contracted to buy WBEX/AM and WKKJ/FM in non-rated

Chillicothe, Ohio from Pearl Broadcasting for \$6 million, and agreed to purchase WIZE/AM-Dayton from Staggs Broadcasting for \$525,000. Jacor now owns 55 stations in Ohio, where it is establishing a statewide marketing base without running afoul of Department of Justice rules.

Additionally, Jacor also intends to raise up \$500 million through the sale of 4.6 million shares of common stock, \$120 million in subordinated notes, and \$384 million in liquid yield options. Proceeds will be used to off-set the company's \$555 million purchase of Nationwide's radio stations, and to assist new acquisitions.

The G-files

ACQUISITIONS

- CUMULUS MEDIA had another big week. It contracted to buy all stock and assets of Colonial Broadcasting for \$38.75 million, including WMSP/AM, WNZZ/AM, WLWT/FM, and WMXS/FM in Montgomery, Ala., and WUSY/FM-Chattanooga, Tenn. In other deals, Cumulus inked a deal to purchase KBKL/FM, KEKB/FM, KMXY/FM-Grand Junction, Colo. from Jan-Di Broadcasting for \$5 million; contracted to buy WOSC/FM and WWFG/FM in the Salisbury-Ocean City, Md. market from Capstar Broadcasting; and exercised its option to buy KHXS/FM-Abilene from IQ Radio; all for an undisclosed amount. Additionally, Cumulus picked up KPUR AM/FM in Amarillo for \$820,000 from Westwind Broadcasting.
- ACKERLEY GROUP paid \$35 million to buy the 10 percent interest in New Century Media it did not already own. Included in the deal are KJR AM/FM and KUBE/FM in Seattle; last December Ackerley contracted to buy KHHO/AM-Tacoma.
- SIMMONS FAMILY, INC. agreed to purchase KXRK/FM-Salt Lake City from Acme Broadcasting for \$5.5 million, giving the company six stations in that market.
- CAPSTAR BROADCASTING agreed to purchase KUNO/AM and KSAB/FM in Corpus Christi, Tex. for \$3 million from Tichenor Media, raising its holdings in the market to six stations.
- ENTERCOM inked a deal to buy WRRX/FM-Gainesville, Fla. from Gator Broadcasting for an undisclosed amount.

CLOSINGS

- ROBERTS RADIO closed its \$7.5 million purchase of WRWD/FM and WBWZ/FM in Poughkeepsie, N.Y. Seller in the transaction was Hudson Valley Radio Partners; broker was Bergner & Assoc.
- AMERICAN CITIES BROADCASTING closed its \$1.3 million acquisition of KLYQ/AM and KBMG/FM from Benedict Communications. Broker: Greg Merrill, Media Services Group.

MISCELLANY

- CBS's reported that its earnings in 1997 were \$847 million, exceeding expectations of most Wall Street analysts. Many CBS employees, however, were less than thrilled because corporate 401k contributions, which are tied to cash flow, will be cut from a 100 percent matching basis to a maximum 60 percent. CBS also suspended dividends and announced a \$1 billion stock buy-back in order to push up its price.
- RADIO ADVERTISING BUREAU reported attendance of 2323 at its recent Marketing Leadership Conference in Dallas last week. President Clinton asked Congress for a 14 percent hike in the FCC budget for fiscal year 1999, hiking it to \$213 million vs. 187 in '98.
- BILTMORE FOREST RADIO INC. asked a U.S. appeals court to overturn its December decision that reinstated Orion Communications as the licensee for the 96.5 frequency in Asheville, N.C.

Silent Auction Raises \$7000

The first annual GAVIN Seminar Silent Auction raised \$7,000, benefitting Los Angeles-based Musicians' Assistance Program. Hottest items auctioned off during the two-day event included a signed Rolling Stones "Bridges to Babylon" poster that sold for \$650, an autographed Paul and Linda McCartney lithograph, which went for \$625; a guitar signed by John Fogerty, which sold for \$600, a two-night stay in a villa at the Beverly Hills Sunset Marquis, which went for \$500, and handwritten lyrics for Paula Cole's "Me," which sold for \$390.

The Musicians' Assistance Program was founded in April 1992 to help members of the music community recover from drug and alcohol abuse.

Deepak Chopra: Fall Into the Gap

In his keynote address to an SRO audience, Dr. Deepak Chopra challenged us all to integrate our jobs with our lives, our lives with our world, and our world with our "soul."

"We are all a dance of molecules," he began. "We are all part of something greater than ourselves, yet smaller than we can imagine; recycled parts of air and water

and elements of space." Chopra talked about perception and purpose, about the narrow definition of success so many of us embrace, and about the ultimate failure we will find if we continue to hold ourselves to this limited expectation. As a solution, he proposed a new way of seeing: through the "eye of the soul."

"Perception is a learned

reaction," he offered, "so if we re-learn how to perceive ourselves and our surroundings, we will discover our soul. Is it possible that



Group Therapy

Combining corporate cultures, balancing research with intuition, training new air personalities, balancing



formats within your cluster: these are just some of the topics raised at the first annual Group PD session titled "Programming Your Cluster."

Featuring Chancellor Chief Programming Officer Steve Rivers and Clear Channel VP/Programming

John Roberts, this session addressed a number of issues facing the radio industry—and explored how program directors can maximize their ratings in today's post-consolidation drive to generate new revenue streams. Pictured (l-r): Rivers, GAVIN's Sandy Skeie, and Roberts.

everything is the same? Everything is made of the same pieces—a galaxy, a forest, a human being, a thought, and a song—so where is the difference? It's in our perception."

Before leading the audience in a brief meditation (accompanied by selected tracks from his upcoming Tommy Boy Records release), he encouraged everyone in the audience to "experience 'the gap.'" By traveling this "corridor to the cosmic mind...we will return to the memory of who we really are," he said.

Rise and Shine

A solid morning show is built on the mutual respect of the program director, the producers, and the jocks behind the microphone. That's what KLSX/FM-Los Angeles PD Jack



Silver told the audience at an exclusive session titled "The Anatomy of a Killer Morning Show," which brought together programmers, producers, and talent to discuss what makes—and potentially breaks—a good drive time show. "The more experienced the personality, the more rope the PD's likely to give him," Silver said, observing that the best morning shows are those in which everyone involved has a clear understanding of his or her role. Behind the scenes it's all very ordered, even if it sounds like complete mayhem on the air, Silver said. Pictured (l-r) SP Inc.'s Steve Perun, KMEL-San Francisco's Karen Lightfoot, KSON-San Diego's Tony and Kris, and Silver.

Testing, Testing...

Should you do call-out or library testing? Is auditorium, interactive, or living room testing best for your station? Who should you include in your test, and how should they be recruited. Most important, what should you do with all the data once the test is complete. A stellar panel of researchers answered these questions and more during an audience participation panel discussion titled "Getting the Most out of Your Music Test." Panelists included: Broadcast Architecture's Frank Cody, Critical Mass Media's John Martin, Kelly Music Research's Tom Kelly Moyes Research Associates' Bill Moyes, and GAVIN Editor (and panel moderator) Reed Bunzel.

SEMINAR COVERAGE continues on page 11

THAT'S SHO-BIZ

By Dave Sholin

It's been quite a week for **KKRZ (Z100)**-Portland PD **Ken Benson**. Hours after walking off with "Top 40 Large Market PD" and "Top 40 Large Market Station of the Year" honors at GAVIN, it appears the deal to bring him to **MTV** as VP/Music Programming is done. Expect a start date of late February or early March. Will **Z100** APD/MD **Tommy Austin**, who also took home an award in his category, get the nod as the Portland Top 40's next PD? At presstime, odds were a lot better than 50/50. Could former **KS107.5**-Denver MD **Lee Cagle** be the front-runner to fill the slot left vacant by his good pal?



Are chain adds in our future? Alternative **CBS** outlets decided to put their muscle behind "From Your Mouth" by **1500/A&M** act **God Lives Underwater**. Among those adding it this week are **WXRK**-New York, **KROQ**-Los Angeles, **WHFS**-Washington, D.C., **LIVE 105**-San Francisco, **WBCN**-Boston, and **KOME**-San Jose.

It's now official: you can drop the "interim" from **Joey Arbagey's** PD title at **KMEL**-San Francisco.

Word came down during last week's Seminar that 11 staffers were being laid-off at **Polydor**. The label will now be an imprint worked through **A&M**. VP, Promotion **Dave Darus** stays on board and is hard at work trying to help those who were pink-slipped. Contact him for any names and numbers at (213) 856-6617.

Now that he's escorted all his visiting pals to their planes, **Star 100.7**-San Diego "New Guy"/nighttimer and newly-appointed APD **Michael Steele** can spend some quality time with artists such as Columbia/CRG's **Chantal Kreviazuk**.

It's back to radio for **RCA's** **Jerry McKenna**, who takes the helm as PD of **WWKX**, the newly-named "Hot 106"-Providence. McKenna was one-time MD at **KISS 108**-Boston.



Win a GAVIN award, get a new gig! That's the story for **WQCD (CD101)**-New York PD **Steve Williams**, who was recently named "Smooth Jazz PD of the Year." Williams trades coasts, moving from East to West as he's named PD at **KSSJ**-Sacramento, replacing **Don Langford**.

It's another boy for **A&M** Senior Director **Scot Finck** and wife **Pam**, who welcomed **Griffin Gary Scot Finck** into the world on Monday, February 9. Griffin joins his brother **Christopher** and enjoys the distinction of sharing his birthday with **Roberta Lai** (mother of **Annette M.**) Congratulations.

New calls for **KHOM**-New Orleans, which is now **KUMX (Mix 104.1)**.

No relocation necessary for that new morning show at **KSLZ (Z107.7)**-St. Louis, since it will be **B.J. & M.J.**, simulcasting from **WFLZ**-Tampa.

KKBT-Los Angeles APD/MD **Mariama Snyder** is no longer with the station. Will her new "beat" be inside the record biz?

WSTW-Wilmington, Del. promotes morning man/APD **John Wilson** to PD. Also, midday talent/MD **Mike Rossi** gets APD stripes. Meanwhile, former **WSTW** PD **Mike Sommers** jumps from weekends to PD at gold outlet **WOCT**-Baltimore.

Save March 11th. That's when **99X**-Atlanta OM **Brian Philips** will be honored at the 9th Annual **Rick Carroll Scholarship Fund & Award Dinner** in Los Angeles. For info contact **Way Cool's** **Mike Jacobs** at (562) 592-1088.

Tommy BoDean is the new MD at **Z104**-Madison.

Empire Broadcasting names **WSKS**-Rome, New York's **Bill Catcher** as OM of Top 40 **WILN (Island 106)** and rock outlet **WYYX**-Panama City, Fla.



Dr. Doug is back in the **Jacor** family. The ex-**KZHT**-Salt Lake City MD and afternoon personality takes over as MD and middayer at **Q106**-San Diego.

Sympathies to the staff at **WSKQ**-New York on the untimely death of morning host **Junior Hernandez**, who suffered a heart attack outside the 'SKQ studios on February 4. Hernandez was 34.

KC101-New Haven PD **Kelly Nash** (third from left) gets to know "Everybody" in the **Backstreet Boys**.

Beach Boy Carl Wilson Dies

After a year-long battle with brain and lung cancer, Beach Boy guitarist and founding member Carl Wilson succumbed to the disease late last week. He was 51.

Along with brothers Brian and Dennis, cousin Mike Love, and friend Al Jardine, Wilson formed the Beach Boys in his family's garage in Hawthorne, Calif. From their first single, 1962's "Surfin'," throughout their three-plus decades as a group, the Beach Boys have celebrated California's legendary surf and hot rod culture, bringing images of big waves, fast cars, and bikini-clad teenyboppers to the world.

Carl Wilson contributed a roaming, surf-style lead to most of the band's hits, and contributed both harmony and lead vocals to the group. It's his voice you hear over the spacey theremin on "Good Vibrations," and soothing yuppie souls on "Kokomo."

When brother Brian exited the group in the late '60s, Carl took on many of the production and songwriting tasks. He was the "star" of the Beach Boys' 1972 album, *Carl and the Passions: So Tough*.

Wilson left the group in the early '80s, tired of the focus on nostalgia rather than new music, and released two solo albums before rejoining the group following the death of his brother Dennis in 1983.

Through chart-topping highs and personal lows, the group has remained a popular touring act. Their Fourth of July concerts in Washington, D.C. have become legendary.

Despite his illness, Wilson continued to tour with the group as late as last summer.

MCA Boosts Pough to VP



In another move to further strengthen MCA's commitment to black music, industry veteran **Benny Pough** has been named VP Promotion/R&B. He joined the label last year after an 18-month stint with **Arista**. "Benny has been one of the shining stars of our promotion staff," said MCA Prez **Jay Boberg**. "I have no doubts that his enormous talent and energy will work their magic as we continue to break new artists and take our established acts to even greater heights."

It's Moore and Mataragas at Red Ant

Red Ant Entertainment has tapped two industry vets for VP Promotion duties. **Philip Mataragas** joins as VP/Crossover and **Kathi R. Moore** steps up to VP/Urban Music Promotion and Marketing for the label; both will be based in New York. "As a departmental director, Kathi proved herself to be a true leader and team player, and I know that she will greatly help accelerate the careers of our artists," commented Executive VP **Ruben Rodriguez**, adding of Mataragas, "his enthusiasm and sheer determination for winning will certainly prove to be key ingredients in Red Ant's continued success."

Sire Names Two VPs

Barry Pinlac and **Sherri Trahan** have been named VPs of Promotion for **Sire Records Group**. Pinlac comes from **EMI**, where he was National Director of Top 40 Promotion; Trahan recently served as **Maverick's** National Director of Alternative Promotion. "Barry and Sherri are a perfect complement of experience and the results-oriented team that Sire needs to lead its promotion effort and to get our great artists and music on the radio and heard by the public," said **Randy Miller**, SRG Executive VP/GM.

On the Air & In the Grooves: **ALEXANDRA RUSSELL** • Sho-Prep and Flashbacks: **RON FELL**
Friends of Radio: **ANNETTE M. LAI** • Sho-Dates: **DIANE RUFER**

SEMINAR COVERAGE, continued from page 9



Sho-Case

SPICE GIRLS

The first three broadcasts of *The Spice Girls in Concert, Wild!* pay-per-view program attracted 130,000 households willing to pay the \$19.95 tariff. The modern day PPV record for concerts is 274,000 households set by New Kids on the Block eight years ago.

Sho-Prep

MARCY PLAYGROUND

The name Marcy Playground refers to the playground of Marcy Open School in Minneapolis, where the group's John Wozniak experienced mean-spirited schoolmates as a pre-teenager.

ARETHA FRANKLIN

Aretha Franklin's new album, *A Rose Is a Rose*, is the 49th of her career, and her first complete studio set in more than six years.

BARE NAKED LADIES

While Toronto's Bare Naked Ladies regroup from two years of touring to begin work on their fourth album, brothers Jim and Andrew Creeggan will oversee the Stateside release of a couple of older albums they did as a duo, but had never released south of the border before.

VAN MORRISON

The somewhat reclusive, reticent, and eccentric Van Morrison has decided to write his autobiography and is seeking a publisher. It's said Morrison prefers to address his childhood and early influences, rather than his more contemporary moments in this proposed book.

CHUMBAWAMBA

Chumbawamba's new single, "Amnesia," is about the current Tony Blair-led Labor Party government in the UK, and how similar it is to not only the Margaret Thatcher and John Major administrations, but to the Clinton administration in the U.S.

MICHAEL JACKSON

Michael Jackson is in a business partnership that

plans to build a \$500-million, 220-acre amusement park on the grounds of a former military airbase outside Warsaw, Poland.

BABYFACE/ GARTH BROOKS

Garth Brooks and Babyface may hook up to co-produce a movie and its soundtrack. The project, about the murder of a record industry icon, is called *The Lamb*.

SUPERTRAMP

Supertramp re-grouped without Roger Hodgson last year for a brief tour and has just released an album with three singles. Now it appears Hodgson will release his own new music and also hopes to tour this spring.

JAI

Jason Rowe adopted the nickname of Jai after hearing the lyrics "jai guru deva um" on the Beatles' song "Across the Universe."

DEE SNYDER

Former Twisted Sister Dee Snyder has written, produced, and stars in a new film called *Strangeland*. Snyder recreates the role of Captain Howdy from some of Twisted Sister's old songs. In the film, Captain Howdy is a villainous Internet stalker.

PUFF DADDY

Asked recently what his favorite hip-hop album of all-time was, Puff Daddy said *Ready to Die*, the first album from Notorious B.I.G.

BILL WYMAN

Bill Wyman, the 61-year old ex-bass player for the Rolling Stones has put together a new band called the Rhythm Kings, featuring Peter Frampton and Georgie Fame.

JIMMY BUFFETT

Last year Jimmy Buffett went to court to prevent a Honolulu restaurateur from calling his place of business "Cheeseburger in Paradise," which happens to be the title of a 1978 Buffett song. Now Buffett is back in court, challenging a Kingman, Arizona businessman for naming his restaurant "Margaritaville," which just happens to be the title of a 1977 Buffett hit.

Sho-Dates

- February 15**
 Don Anti Anti Promotion
 Shirliitta Colon WJFK-Washington, D.C.
 Brent Jones Capitol Records
 R.G. Jones BNA Records
 John Gray WORK Group
 Ali Campbell (UB40), Jane Child,
 Renee Sandstrom (Wild Orchid), O-Jay
 (Real McCoy)
- February 16**
 Jo Walker-Meador
 Debra Dorsey Sony Music
 James Ingram
- February 17**
 Iris Dillon ID Management
 Jack Raymond WEIM-Fitchburg, Mass.
 Ivan Rodriguez
 Alex Coronfly Reprise Records
 Missy Belland (Voice of the Beehive)
- February 18**
 Steve Kelly WJER-Dover, Ohio
 Steve McKay WBHT-Wilkes-Barre, Pa.
 Michael Todd KELI-San Angelo, Texas
 Timmy Gee KMJJ/FM-Shreveport, La.
 Kelli Dupri KMJJ/FM-Shreveport, La.
 Juice Newton, Yoko Ono
- February 19**
 Dave Wakeling (General Public), Lou
 Christie, Seal, Smokey Robinson
- February 20**
 Kozman KMXB-Las Vegas, Nev.
 Larry McKay KEZU-Ft. Smith, Ark.
 Howie Klein Reprise Records
 Lou Thimes KXOK-St. Louis
 Buffy Saint-Marie
 Mark Montana KZRO-Albuquerque, N.Mex.
 J. Geils, Douglas Foss (Zaca Creek),
 Nancy Wilson, Nicky Holland
- February 21**
 David Geffen
 Jennifer Henry Reprise Records
 Bruce Reiner MCA Records
 Mary Chapin Carpenter, Adam
 Cohen (Mommyheads)

Country Debates "Pay for Play"

It was the first time in three years that country participated in the "big GAVIN," but attendees got right down to business as if they'd never been away. The big issue this year, of course, was "pay for play," and moderator Tony Thomas of KMPS-Seattle led an informal but fiery face-to-face discussion on the subject.

"We do live broadcasts and all sorts of promotional stunts for other advertisers," offered one programmer. "I don't see what's so wrong with going the extra mile for a record label."

This optimistic view was quickly challenged by some worst-case scenarios: Who chooses the music? Who

decides on presentation? How will this redefine the roles of PD and GSM?

Record labels shared their concerns, as well: "This can't be a blanket policy," said one exec. "We simply don't have the profit numbers to support it."

Many from both industries supported the idea of individual market support, offering artist appearances, in-stores, and promotion support to stations already behind new artists. In the end, no definitive solutions were reached, but everyone walked away with a greater understanding of the issue from both sides...and a clear idea that the "pay for play" issue isn't going away soon.

Women Paint With Positivity

"It's time to look forward with a positive view."

That was the prescription for achieving respect and success offered by Helen Little, OM at WUSL/FM-Philadelphia, addressing a panel discussion examining the challenges of "Women of

circumstance. "If you're not getting the opportunities and recognition you deserve, move on," said KKBT-Los Angeles' PD Michelle Santosuosso. "If you accept less than you want, that's all you'll get."

Women and men approach



Michelle Santosuosso makes her point.

the Radio and Music Landscape." "It's not about what you have or don't have, but how you use what you have and get what you don't," she stressed.

By focusing on what women in the music industry have accomplished thus far, and the power they now wield, Little kept the dialogue lively. Moving forward in any industry, the panel of women agreed, is about taking charge of your

problems and opportunities differently; that's not news. But the advice offered in this engaging session went well beyond the typical "Boys Club" excuses and shoulder-to-cry-on solutions. "Be good at what you do and gender won't matter," said Island Records' Marthe Reynolds. "I may not be able to make someone respect me as a woman, but I can make them respect me as a businesswoman."

MOST ADDED



ERIC CLAPTON (75)
NATALIE IMBRUGLIA (51)
THE TUESDAYS (29)
CHUMBAWAMBA (25)
PAULA COLE (24)

TOP TIP

EDWIN McCAIN
"I'll Be"
(Lava/Atlantic)

Strong phone reactions in several markets have given this ballad a big boost. New at KTRS-Casper, Wyo., WAVT-Pottsville, Pa., K93-St. Cloud, Minn., KYEE-Alamogordo, N.M., and more.

RECORD TO WATCH

WYCLEF JEAN
"Gone 'Til November"
(Columbia/CRG)

The buzz continues to build. Look for steady and impressive growth over the next month. Spins are heavy at Z90-San Diego (61), OC104-Ocean City, Md. (53), and KS1075-Denver (42). Added at KPRR-El Paso and 99X-Atlanta.

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	CELINE DION - My Heart Will Go On (550 Music)	11	179	1	9045	+422
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	17	170	2	8152	+41
3	MATCHBOX 20 - 3 AM (Lava/Atlantic)	15	165	0	7553	+275
4	BACKSTREET BOYS - As Long As You Love Me (Jive)	16	158	1	6810	-308
5	JANET JACKSON - Together Again (Virgin)	16	152	0	6233	+147
6	SMASH MOUTH - Walkin' On The Sun (Interscope)	24	136	0	5695	-502
7	BILLIE MYERS - Kiss The Rain (Universal)	23	150	6	5402	+609
8	USHER - You Make Me Wanna... (LaFace/Arista)	24	116	0	4848	-172
9	GREEN DAY - Time Of Your Life (Reprise)	11	149	1	4834	+128
10	JIMMY RAY - Are You Jimmy Ray? (Epic)	6	158	8	4579	+907
11	ROBYN - Show Me Love (RCA)	22	117	0	4407	-530
12	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	15	138	0	4398	+219
13	LISA LOEB - I Do (Geffen)	16	122	0	4240	-613
14	LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	10	149	5	4235	+472
15	CHUMBAWAMBA - Tubthumping (Republic/Universal)	20	117	0	4043	-1046
16	K-CI & JOJO - All My Life (MCA)	11	114	6	3919	+649
17	'N SYNC - I Want You Back (RCA)	5	132	6	3624	+766
18	ALL SAINTS - I Know Where It's At (London/Island) †	6	131	4	3331	+262
19	MEREDITH BROOKS - What Would Happen (Capitol)	17	105	0	3321	-255
20	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	13	108	0	3208	-496
21	SPICE GIRLS - Too Much (Virgin)	6	129	7	3170	+457
22	BRYAN ADAMS - Back To You (A&M)	11	92	0	2882	-651
23	THE VERVE - Bitter Sweet Symphony (Virgin)	12	114	10	2851	+347
24	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)	12	101	6	2817	+111
25	AEROSMITH - Pink (Columbia/CRG) †	12	106	0	2778	+70
26	SUGAR RAY - Fly (Lava/Atlantic)	27	88	0	2712	-394
27	BEN FOLDS FIVE - Brick (550 Music)	7	120	13	2676	+581
28	BLESSID UNION - Light In Your Eyes (Capitol)	14	88	0	2558	-528
29	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	13	83	5	2469	+11
30	BOYZ II MEN - A Song For Mama (Motown)	13	85	4	2454	+296
31	ALANA DAVIS - 32 Flavors (Elektra/EEG)	14	88	0	2297	-377
32	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	31	72	2	2010	-217
33	NU FLAVOR - Heaven (Reprise)	26	67	0	1956	-575
34	USHER - Nice & Slow (LaFace/Arista)	8	65	12	1937	+310
35	SISTER HAZEL - Happy (Universal)	12	72	0	1750	-385
36	INOJ - Love You Down (So So Def/Columbia/CRG)	30	58	1	1695	-294
37	ALLURE featuring 112 - All Cried Out (Crave)	27	54	1	1588	-487
38	TONIC - If You Could Only See (Polydor/A&M)	48	50	0	1528	-260
39	AQUA - Turn Back Time (MCA)	3	89	19	1526	N
40	NATALIE IMBRUGLIA - Torn (RCA)	3	106	51	1471	N

† = Daypart

Total Reports This Week 205 Last Week 204

Chartbound

	Reports	Adds	SPINS	TREND
*ERIC CLAPTON - "My Father's Eyes" (Duck/Reprise)	75	75	382	+382
SHANIA TWAIN - "You're Still the One" (Mercury)	74	6	1434	+268
MARCY PLAYGROUND - "Sex and Candy" (Capitol)	71	8	1350	+485
TONIC - "Open Up Your Eyes" (Polydor/A&M)	66	11	1112	+412
JANA - "Near Me" (Curb)	63	3	1329	+145

Inside Top 40 BY DAVE SHOLIN



Sights and Soundbites From San Diego

The action during GAVIN's just-completed Seminar, which celebrated this publication's 40th Anniversary, can best be summed up by the words of one **Hyatt** exec, who was overheard telling folks that Super Bowl week was a "slow, easy walk in the park" compared to the GAVIN get-together.

It was a busy three days, and according to participants and attendees alike, business and fun were blended together in just the right quantity. Big time congratulations to all those who walked away with an award (and once again, special mention to all those nominated, who should take special pride in being singled out by their peers as part of such an exclusive club. See the complete list of winners on pages 6 and 7). Props also to *S.I.N.* Publisher **Vince Pellegrino** and Radio Editor **Tony Monte** for conducting the first-ever Crossover panel. It was SRO and everyone spoke their mind, but things never got out of hand. Expect an expanded version in '99.

As space in this column allows this week and next, we'll share some highlights from two sessions—the "Top 40 Roundtable" and "Legends of the Airwaves." Though verbalized differently by each participant, the one pervasive theme that emerged from this year's panels was: give the audience what they want and expect!

Z100-New York PD **Tom Poleman** made it a point to "stay focused" when he arrived in the Big Apple to take on what the industry at large agreed was a big task. Tom stated, "It really came

down to aligning your station with your brand expectations. Z100 was always about today's best music in New York City, and we had really gotten away from that. After being in the market four or five months, I figured out what we needed to do was return to the hits."

With the product in place, a marketing campaign followed and, Poleman pointed out, "Our cume went from 1.5 million to 2.2 million, and our TSL also rose from five hours to six. People want Z100 to be a hit radio station. Why fight the tide? We started doing big promotions again, started marketing the station, playing hits and staying focused." He also gave credit to a "great team... a great staff that didn't get sidetracked by the naysayers."

Tom had begun implementing a similar musical shift at **KRBE-Houston** before he left for NYC, and he recalled that, "alternative music was the flavor-of-the-month. For awhile, everyone was focused on that. They thought Top 40 as a broad-based variety, all about today's best music, couldn't work. But both KRBE and Z100 proved everybody wrong. The hits *always* work. The whole industry went through a paradigm shift. The hits still do work and it's not just about niching." He also acknowledged that prior experience in the N.Y. market helped, calling people such as **Scott Shannon**, **Steve Kingston**, and **Shadow Steele** "inspirations for what we're doing now."

Next week: more "Roundtable" comments from **KIIS-Los Angeles' Dan Kieley**,



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

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

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

Up & Coming

Reports	Adds	SPINS	TRENDS	
63	24	821	+390	PAULA COLE - Me (Imago/Warner Bros.)
60	7	1132	+238	EDWIN McCAIN - I'll Be (Lava/Atlantic)
44	—	1299	+48	LOS UMBRELLOS - No Tengo Dinero (Virgin)
44	5	727	+166	JONNY LANG - Missing Your Love (A&M)
42	4	978	+29	MARIAH CAREY - Breakdown (Columbia/CRG)
42	25	577	+233	CHUMBAWAMBA - Amnesia (Republic/Universal)
36	—	785	+33	PUFF DADDY & THE FAMILY - Been Around The World (Bad Boy/Arista)
33	—	653	+75	FLEETWOOD MAC - Landslide (Reprise)
32	4	1055	+348	BRIAN McKNIGHT - Anytime (Mercury)
32	29	131	+90	* THE TUESDAYS - It's Up To You (Arista)
31	—	819	-29	LUTRICIA McNEAL - Ain't That Just The Way (Crave)
29	12	297	+161	DAKOTA MOON - A Promise I Make (Elektra/EEG)
26	5	744	+31	DESTINY'S CHILD - No, No, No (Columbia/CRG)
25	9	495	+253	ROBYN - Do You Really Want Me (RCA)
24	3	604	-191	ERICK SERMON, KEITH MURRAY & REDMAN - Rapper's Delight (Priority)
24	6	590	+145	MASE - What You Want (Bad Boy/Arista)
22	2	552	-76	COLLECTIVE SOUL - She Said (Capitol)
22	2	408	+135	ROLLING STONES - Saint Of Me (Virgin)
21	—	666	+89	SWV - Rain (RCA)
21	3	659	+98	QUEEN PEN - All My Love (Lil' Man/Interscope)
20	6	454	+72	KP & ENVYI - Swing My Way (EastWest/EEG)
20	—	452	-44	THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)
19	1	387	-27	PEARL JAM - Given To Fly (Epic)
18	1	442	+94	GARY BARLOW - Superhero (Arista)
18	2	430	-25	WYCLEF JEAN - Gone 'Til November (Columbia/CRG)
17	1	550	+164	NEXT - Too Close (Arista)
17	2	369	+61	CORNERSHOP - Brimful Of Asha (Luaka Bop/Warner Bros.)
17	1	271	+66	TOUCH THE SKY - Suffered For The Last Time (Copper Plate)
16	3	377	+114	ALLURE - Last Chance (Crave)
16	—	352	-110	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
16	2	272	+24	STEREOPHONICS - Traffic (V2)
15	1	216	-58	STAR - Do U Want My Love (Def Beat)
13	—	365	+13	DUNCAN SHEIK - Wishful Thinking (Atlantic)
13	3	247	+57	* BACKSTREET BOYS - Everybody (Jive)
12	1	390	-78	KAI - Say You'll Stay (HD/Geffen)
12	1	281	-21	2 PAC - Do For Love (Amaru/Jive)
12	2	278	-17	BEHAN JOHNSON - World Keeps Spinning (RCA)
11	1	298	-13	AMBER - One More Night (Tommy Boy)
11	2	278	+48	* OASIS - All Around The World (Epic)
11	2	253	-28	DRU HILL - 5 Steps (Island)
10	—	233	-140	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
10	—	171	-1	BABYBIRD - You're Gorgeous (Atlantic)
10	6	65	-4	* LSG - Curious (EastWest/EEG)
10	9	15	+4	* RICHIE SAMBORA - Hard Times Come Easy (Mercury)

Drops: #38-Somethin For the People, #40-Audra & Alayna, Big Head Todd & the Monsters, Ricky Jones, Timbaland & Magoo, Lauren Christy, Lil' Suzy, Missy "Misdemeanor" Elliott.

* Indicates Debut

Jefferson-Pilot's Don Benson, and KRQ-Tucson's Tim Richards. **JUKEBOX JURY RE-CAP** Seventeen new tunes were heard at this year's "Top 40 Jukebox Jury." Those on the panel and in the room rated each song on a 1 (worst) to 10 (best) scale after hearing 90 seconds of each track. Here's how the top five ranked overall:

- (1) Naked - "Raining on the Sky" (Red Ant) 6.9
- (2) Black Lab - "Time Ago" (DGC) 6.2
- (3) Chris Braide - "If I Hadn't Got You" (Atlantic) 6.0
- (4) React - "Can't Keep My Hands Off You" (Columbia/CRG) 5.9
- (5) Semisonic - "Closing Time" (MCA) 5.8 ●

Oh, Those Kodak Moments...



In the house for Jana's impressive performance at the Top 40 Awards Luncheon are (l-r): Howard Rosen, Curb's Ric Lippincott, Jana, KHKS-Dallas PD "Mr. Ed" Lambert, WABB-Mobile APD/MD Darrin Stone. Up front: WABB PD Wayne Coy



"The Duke" and Andrea Ganis, Executive VP, Promotion at "Top 40 Label of the Year" Atlantic strain to hear a tale about the format's golden era from Network 40 VP/GM "Uncle" Gerry Cagle.



Shortly after this photo of Columbia's Pete Cosenza (left) with Star 100.7-San Diego PD Tracy Johnson was taken, Pete was upped to Director, National Promotion. Coincidence?



Betty Breneman receives post-Seminar congrats upon being honored with the 1998 Bill Gavin Heritage Award. Seen here (l-r): GAVIN Top 40 Marketing Guru Steve Resnik; the honoree herself; "Your Duke"; Annette M., and Shaune McNamara Steele, who accepted an award at "The Legends of the Airwaves" session honoring her late husband, The Real Don Steele as the "World's Greatest Afternoon Boss Jock."

"The Duke," Annette, and 12 Happy Jukebox Jurors. Shown back row (l-r): KLDL's Chad Bowar; Kiss 108's "Kid" David; 95SX's Calvin Hicks; 98PXY's J.J. Rice; B96's Erik Bradley; WHTS' Tony Waitokus. Middle row (l-r): WABB's Wayne Coy; KIIS/FM's Tracy Austin; WKTU's Andy Shane; Z100's Paul "Cubby" Bryant; WKSE's Dave Universal; WXTQ's Lander Rose. Up front: GAVIN's Dave Sholin and Annette M. Lai



March 5-8, 1998

CMW '98

CANADIAN MUSIC WEEK

FESTIVAL! EXHIBITION! CONFERENCE!

Your Gateway to the North American Music Market

'98 International Spotlight
LATIN AMERICA

CONFERENCE '98

At CMW '98 you'll be able to hear from top music executives, including panel discussions, workshops, keynotes and product demonstrations. Aimed at the industry professional, CMW '98 is the leading music industry event in Canada, and is structured to make deals happen. Your CMW Executive Pass gets you complete access to this exclusive conference.

REGISTER NOW!

Featuring International Keynote Addresses by:



Sir George Martin

Chuck D

WESTIN HARBOUR CASTLE
CONVENTION CENTRE

Toronto, Canada

For more info: Phone (416) 695-9236 Fax (416) 695-9239 E-Mail: cmw@ican.net
VISIT US AT OUR WEB SITE - <http://www.cmw.net>

GO Chart

GO MOST ADDED
ERIC CLAPTON (35)
NATALIE IMBRUGLIA (30)
CHUMBAWAMBA (20)

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	CELINE DION - My Heart Will Go On (550 Music)	4257	+310
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	4178	+126
3	MATCHBOX 20 - 3 AM (Lava/Atlantic)	4118	+108
4	BACKSTREET BOYS - As Long As You Love Me (Jive)	3670	-26
5	JANET JACKSON - Together Again (Virgin)	3447	+159
6	BILLIE MYERS - Kiss The Rain (Universal)	3224	+503
7	GREEN DAY - Time Of Your Life (Reprise)	3010	+128
8	SMASH MOUTH - Walkin' On The Sun (Interscope)	2921	+35
9	LOREENA MCKENNITT - The Mummers' Dance (Warner Bros.)	2772	+339
10	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	2753	+221
11	LISA LOEB - I Do (Geffen)	2728	-83
12	JIMMY RAY - Are You Jimmy Ray? (Epic)	2586	+664
13	BRYAN ADAMS - Back To You (A&M)	2395	-39
14	SARAH McLACHLAN - Sweet Surrender (Netwerk/Arista)	2253	-7
15	MEREDITH BROOKS - What Would Happen (Capitol)	2225	+40
16	CHUMBAWAMBA - Tubthumping (Republic/Universal)	2006	-186
17	ROBYN - Show Me Love (RCA)	1976	-89
18	THE VERVE - Bitter Sweet Symphony (Virgin)	1969	+233
19	ALL SAINTS - I Know Where It's At (London/Island)	1955	+271
20	'N SYNC - I Want You Back (RCA)	1929	+517
21	USHER - You Make Me Wanna... (LaFace/Arista)	1808	-79
22	ALANA DAVIS - 32 Flavors (Elektra/EEG)	1768	-51
23	BLESSID UNION - Light In Your Eyes (Capitol)	1758	-18
24	SPICE GIRLS - Too Much (Virgin)	1754	+307
25	AEROSMITH - Pink (Columbia/CRG)	1689	+82
26	BEN FOLDS FIVE - Brick (550 Music)	1610	+353
27	K-CI & JOJO - All My Life (MCA)	1601	+443
28	AUDRA & ALAYNA - Tell Me (Remington)	1392	+29
29	SISTER HAZEL - Happy (Universal)	1283	-30
30	WILL SMITH - Gettin' Jiggy Wit It (Columbia/CRG)	1245	+40
31	SUGAR RAY - Fly (Lava/Atlantic)	1219	+43
32	UNCLE SAM - I Don't Ever Want To See You Again (Stonecreek/Epic)	1077	+116
33	JANA - Near Me (Curb)	1076	+135
34	BOYZ II MEN - A Song For Mama (Motown)	1067	+161
35	SHANIA TWAIN - You're Still The One (Mercury)	1032	+185
36	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	982	+76
37	AQUA - Turn Back Time (MCA)	883	N
38	NU FLAVOR - Heaven (Reprise)	882	-51
39	TONIC - Open Up Your Eyes (Polydor/A&M)	868	N
40	MARCY PLAYGROUND - Sex and Candy (Capitol)	804	N

Crossover

URBAN/DANCE

- BRIAN MCKNIGHT - "Anytime" (Mercury)
- MARIAH CAREY with BONE THUGS-N-HARMONY - "Breakdown" (Columbia/CRG)
- DESTINY'S CHILD - "No, No, No" (Columbia/CRG)
- ALLURE - "Last Chance" (Crave)
- SWV - "Rain" (RCA)
- KP & ENVYI - "Swing My Way" (EastWest/EEG)
- ARETHA FRANKLIN - "A Rose Is Still a Rose" (Arista)

ALTERNATIVE

- CHUMBAWAMBA - "Amnesia" (Republic/Universal)
- CORNERSHOP - "Brimful of Ashra" (Luaka Bop/Warner Bros.)
- OASIS - "All Around the World" (Epic)
- STEREOPHONICS - "Traffic" (V2)
- SMASH MOUTH - "Why Can't We Be Friends?" (Interscope)

Gavin Country

REPORTS THIS WEEK: 202 LAST WEEK: 202

LW	TW		Wks.	Reports	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	ANITA COCHRAN & STEVE WARINER - What If I Said (Warner Bros.)	13	202	0	7441	+210	145	54	2	1
4	2	LEE ANN WOMACK - You've Got To Talk To Me (Decca)	15	202	0	7255	+157	132	63	7	0
7	3	GEORGE STRAIT - Roundabout Way (MCA)	6	202	0	6988	+545	113	73	15	1
10	4	GARTH BROOKS - She's Gonna Make It (Capitol Nashville)	5	202	0	6761	+839	106	70	26	0
6	5	KENNY CHESNEY - A Chance (BNA Records)	17	201	0	6597	+145	97	76	28	0
12	6	COLLIN RAYE - Little Red Rodeo (Epic)	9	202	0	6199	+478	63	99	40	0
9	7	BRYAN WHITE - One Small Miracle (Asylum)	11	200	0	6029	+92	70	82	45	3
13	8	CLINT BLACK - Nothin' But The Tailights (RCA)	6	201	0	5988	+715	60	87	52	2
11	9	LORRIE MORGAN - One Of Those Nights (BNA Records)	14	195	0	5761	-12	62	79	49	5
14	10	WYNNONNA - Come Some Rainy Day (Curb/Universal)	9	201	1	5599	+515	43	93	62	3
5	11	TIM MCGRAW - Just To See You Smile (Curb)	11	174	0	5452	-1565	95	40	16	23
17	12	DAVID KERSH - If I Never Stop Loving You (Curb)	9	200	0	5243	+570	32	89	69	10
1	13	LILA McCANN - I Wanna Fall In Love (Asylum)	20	166	0	5192	-2187	93	34	16	23
19	14	TRISHA YEARWOOD - Perfect Love (MCA)	6	202	0	5159	+711	25	90	75	12
18	15	WADE HAYES - The Day That She Left Tulsa (In A Chevy) (Columbia/DKC)	14	196	3	5131	+550	26	91	73	6
20	16	THE KINLEYS - Just Between You And Me (Epic)	8	198	2	4821	+480	15	93	75	15
22	17	ALAN JACKSON - A House With No Curtains (Arista)	5	201	2	4773	+653	12	87	87	15
21	18	DIXIE CHICKS - I Can Love You Better (Monument)	13	192	2	4686	+377	19	76	83	14
3	19	DIAMOND RIO - Imagine That (Arista)	15	156	0	4570	-2589	73	37	18	28
24	20	CLAY WALKER - Then What (Giant)	7	194	3	4425	+465	15	73	80	26
26	21	TRACE ADKINS - Lonely Won't Leave Me Alone (Capitol Nashville)	5	202	2	4391	+733	13	62	97	30
32	22	MARTINA McBRIDE with JIM BRICKMAN - Valentine (RCA)	4	197	12	4036	+904	11	53	93	40
29	23	JODEE MESSINA - Bye Bye (Curb)	6	194	7	3914	+457	5	55	93	41
28	24	DARYLE SINGLETARY - The Note (Giant)	11	176	1	3837	+224	16	57	64	39
25	25	DAVID LEE MURPHY - Just Don't Wait Around Til She's Leavin' (MCA)	13	164	0	3685	+13	22	48	60	34
31	26	MILA MASON - Closer To Heaven (Atlantic)	10	182	2	3659	+383	13	46	75	48
16	27	SAMMY KERSHAW - Love Of My Life (Mercury)	16	139	0	3627	-1269	56	16	35	32
35	28	PATTY LOVELESS - To Have You Back Again (Epic)	3	186	23	3444	+1042	1	38	102	45
34	29	TOBY KEITH - Dream Walkin' (Mercury)	4	190	27	3424	+961	3	36	96	55
8	30	SHANIA TWAIN - Don't Be Stupid (You Know I Love You) (Mercury)	12	128	0	3254	-3168	41	26	32	29
36	31	MICHAEL PETERSON - Too Good To Be True (Reprise)	4	182	20	3090	+787	0	32	87	63
33	32	MINDY McCREADY - You'll Never Know (BNA Records)	6	172	3	3035	+332	3	39	65	65
43	33	TRACY BYRD - I'm From The Country (MCA)	3	155	49	2442	+944	2	17	63	73
38	34	JOHN ANDERSON - Takin' The Country Back (Mercury)	6	151	20	2402	+480	2	18	63	68
40	35	LONESTAR - Say When (BNA Records)	4	146	23	2236	+560	2	14	56	74
41	36	SONS OF THE DESERT - Leaving October (Epic)	5	141	20	2091	+443	1	14	50	76
15	37	NEAL MCCOY - If You Can't Be Good (Be Good At It) (Atlantic)	17	90	0	2014	-3037	9	30	32	19
39	38	MELODIE CRITTENDEN - Broken Road (Asylum)	7	132	7	1983	+280	1	18	43	70
42	39	RHETT AKINS - Better Than It Used To Be (Decca)	5	121	14	1881	+337	1	18	38	64
—	40	SHANIA TWAIN - You're Still The One (Mercury)	2	124	82	1840	NEW	1	13	49	61
45	41	SHERRIE AUSTIN - Put Your Heart In It (Arista)	3	130	33	1828	+620	0	7	49	74
—	42	ALABAMA - She's Got That Look In Her Eyes (RCA)	2	120	82	1679	NEW	1	6	43	70
46	43	SAWYER BROWN - Another Side (Curb)	4	100	17	1482	+331	0	8	39	53
—	44	RICOCHET - Connected At The Heart (Columbia/CRG)	2	95	35	1313	NEW	1	5	31	58
49	45	THE MAVERICKS - To Be With You (MCA)	3	89	19	1312	+369	0	8	33	48
23	46	TRAVIS TRITT - Still In Love With You (Warner Bros.)	12	64	0	1300	-2724	3	16	32	13
47	47	JEFF CARSON - Cheatin' On Her Heart (MCG/Curb)	6	85	6	1296	+214	1	8	28	48
27	48	MARK CHESNUTT - It's Not Over (Decca)	10	57	0	1118	-2507	2	10	30	15
—	49	GARY ALLAN - It Would Be You (Decca)	1	86	59	1103	NEW	0	2	29	55
—	50	MATRACA BERG - Back In The Saddle (Rising Tide)	2	78	25	1087	NEW	1	1	33	43

Top Ten Up & Coming

Rpts.	Adds	Spins	Wks	
66	38	811	2	DEAN MILLER - Wake Up & Smell The... (Capitol Nashville)
64	53	787	1	* THE LYNNs - Woman To Woman (Reprise)
57	9	850	5	CACTUS CHOR - Step Right Up (Curb/Universal)
49	44	661	1	* LEE ROY PARNELL - All That Matters Anymore (Arista)
41	13	550	1	* SMOKIN' ARMADILLOS - I Don't Want No Part... (MCG/Curb)

Rpts.	Adds	Spins	Weeks	
39	16	536	1	* BELLAMY BROTHERS - Catahoula (Intersound)
37	9	475	1	* JIM LAUDERDALE - The Goodbye Song (BNA Records)
32	9	437	1	* BRAD HAWKINS - We Lose (Curb/Universal)

Most Added

- SHANIA TWAIN (82)**
"You're Still The One" (Mercury)
- ALABAMA (82)**
"She's Got That Look In Her Eyes" (RCA)
- GARY ALLAN (59)**
"It Would Be You" (Decca)
- THE LYNNs (53)**
"Woman To Woman" (Reprise)
- TRACY BYRD (49)**
"I'm From The Country" (MCA)



Spinincreases

- GARTH BROOKS +839**
"She's Gonna Make It" (Capitol)
- TRACE ADKINS +733**
"Lonely Won't Leave Me Alone" (Capitol)
- CLINT BLACK +715**
"Nothin' But The Tailights" (RCA)
- TRISHA YEARWOOD +711**
"Perfect Love" (MCA)
- ALAN JACKSON +653**
"A House with No Curtains" (Arista)

Top Requests

- ANITA COCHRAN & STEVE WARINER**
"What If I Said" (WB)
- GEORGE STRAIT**
"Roundabout Way" (MCA)
- GARTH BROOKS**
"She's Gonna Make It" (Capitol)
- TIM MCGRAW**
"Just To See You Smile" (Curb)
- MARTINA McBRIDE**
"Valentine" (RCA)

Record to Watch

- SHANIA TWAIN**
"You're Still The One" (Mercury)



WE SAY: "A smash ballad from a superstar which is receiving huge airplay in multiple formats."

RADIO SAYS: "We've been on it for a month and it's been a top request for over two weeks." Randy Pinksten, MD, WDMS-Greenville, Miss.

STATS: Debut #40/Most Added with 82/124 stations

Country Notes BY JAMIE MATTESON



The GAVIN Seminar: Memories on Celluloid

The seminar ended all too soon, but hopefully those who attended the 40th Anniversary GAVIN Seminar in San Diego last week increased their knowledge of important issues in our future—not to mention taking home memories of some great musical moments and a healthy dose of fun-fun-fun. Next week we'll feature a complete wrap-up of the industry's best soiree, but for now we feel pictures *are* worth a thousand words.

A Fantastic Feast!



The West Coast Regionals treated over 50 country attendees to an awesome Italian dinner at Salvatore's. We won't even ask what that bill looked like (l-r): KUZZ's Evan Bridwell, GAVIN's Jamie Matteson, After Midnight's Mandy McCormack, KKBQ's Dene Hallam, Premiere Radio Network's Vanessa Thomas, MCA's Bill Macky, and KUZZ's Paula Ferrell.



Vino Time! (l-r): GAVIN's Jeff House, KTP!'s Ric Morgan, Jerry Duncan Promotion's Jerry Duncan, and RLG's Dan Nelson.



Let's Get Closer! (seated l-r): Arista's Jim Collins and manager Ted Hacker, Premiere Radio Networks Vanessa Thomas, Arista's Jon Conlon and Dave Dame. Standing are KNFR's Paul Neumann and fiancée Jenny Starr.

Bon Appetit! (l-r): Monument's Pam Newman, Curb/Universal's Rhonda Beasley, Tami DeVito, Gerrie McDowell, WTNT's Denny Alexander, Curb/Universal's Buffy Rockhill, KMPS' Tony Thomas, KYCY's Eric Logan, and KNIX's Larry Daniels.



Bottoms Up!

The GAVIN Country Welcome Reception provided a recipe for success: great company, delicious food, spirited drinks, and an awesome view of San Diego from our suite on the 39th floor of the Hyatt Regency.



Say Cheese! (l-r): KPLM's Eris Richards, Asylum's Melodie Crittenden, and KSON's Nick Upton.



One for All! (l-r): Curb/Universal's John Curb, GAVIN's Jamie Matteson, and GAVIN CEO David Dalton.



Curb/Universal's Gerrie McDowell, WTNT's Denny Alexander, and Curb/Universal's Buffy Rockhill strike a pose.



Enjoying the festivities are (l-r): Arista's Jim Collins, KHAY's Mark Hill, Asylum's Melodie Crittenden, and KTOM's Lance Tidwell.

Boys From the Bays! (l-r): KSON's Mike Shepard and KYCY's Eric Logan compare life in the North and South Bays!



Miles of Smiles. (l-r): KKDB's Aaron Corkins, Sony's Robin Emley, and Jerry Duncan Promotions' Jerry Duncan.



Party Call (l-r): KJUG's Dave Daniels, GAVIN's Jamie Matteson, and Rising Tide's Jack Ingram.



Squeeze Me In. KSON's Mike Shepard knows a good thing as he snuggles up with (l-r): Atlantic's Jenny Shields, Arista's Lori Hartigan, and GAVIN's Jamie Matteson.

A GAVIN EXCLUSIVE



Celebrating Lila McCann's first #1 in GAVIN are (l-r): GAVIN's Jeff House and Jamie Matteson, Diane Richey Promotions Diane Richey and Carl Wilson, GAVIN's Paula Erickson, Asylum's Stan Byrd, Nancy Tunick and her husband Scott Whitehead.

Radio Promotions
Jerry Duncan
Promotions

Nashville TN
615.321.2841

Management:
William Derella

Entertainment
Resource Group
Ltd.
323 Park Ave,
South
NY, NY
212-358-8038

THE BACON BROTHERS

"Whatever skepticism one might have about a musical project involving a movie star disappears after the first few bars of this delightful album by the Bacon Brothers-actor Kevin and musician Michael. What's most remarkable about "FOROSOCO" is that its songs aren't just good "considering"; they're good period! From uptempo opener "Old Guitars" to the catchy, clever "Only A Good Woman, the record is insightful, inspired and heartfelt. Worthy of consideration at open-minded country outlets."

Billboard Reviews &
Previews January 17, 1998

Impact Date: Feb. 13th

"Only A Good Woman"

From their debut album:

FOROSOCO

Produced by: Bob Galbraith & Michael Bacon



470 Park Ave. South, NY, NY 10016. Phone: 212.686.7572, Fax: 212.448.1962 www.baconbros.com

MOST ADDED

- ERIC CLAPTON (46)**
- NATALIE IMBRUGLIA (22)**
- PAULA COLE (18)**
- ELTON JOHN (14)**
- ** EDWIN McCAIN (12)**
- ** JIMMY RAY (12)**

TOP TIP

MARCY PLAYGROUND
"Sex and Candy"
 (Capitol)

Some of the currency of our youth is celebrated by 22 Hots including KBBT, KZZO, KYSR, KOSO, KFMB, KKPN, WMTX, WBMX, KYIS, KLLC, and Y93.

RECORD TO WATCH

DAKOTA MOON
"A Promise I Make"
 (Elektra/EEG)

An impressive showcase at last week's GAVIN Seminar should set a strong trend for Dakota Moon. Already on at WKTI, WQSM, WQMZ, WCVQ, WJDX, KROG KNNN, KKOR, KKMV, KZLT, KQMX, and KIXR.

Gavin Hot A/C

TW	Reports	Adds	SPINS	TREND
1	MATCHBOX 20 - 3 AM (Lava/Atlantic)	106	0	4144 +31
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	98	1	3853 +78
3	CELINE DION - My Heart Will Go On (550 Music)	94	1	3677 +123
4	LISA LOEB - I Do (Geffen)	96	0	3446 -337
5	SMASH MOUTH - Walkin' On The Sun (Interscope)	91	1	3239 -181
6	LOREENA McKENNITT - The Mumpers' Dance (Warner Bros.)	103	5	3214 +355
7	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	97	0	3178 -198
8	BILLIE MYERS - Kiss The Rain (Universal)	91	1	3117 +108
9	THIRD EYE BLIND - How's It Going To Be (Elektra/EEG)	83	1	2414 +170
10	GREEN DAY - Time Of Your Life (Reprise)	82	1	2360 +335
11	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	76	0	2275 -197
12	CHUMBAWAMBA - Tubthumping (Republic/Universal)	71	0	2213 -208
13	SUGAR RAY - Fly (Lava/Atlantic)	71	0	2134 -415
14	BACKSTREET BOYS - As Long As You Love Me (Jive)	69	2	1981 +140
15	ALANA DAVIS - 32 Flavors (Elektra/EEG)	75	1	1879 -105
16	MEREDITH BROOKS - What Would Happen (Capitol)	69	2	1870 +156
17	BRYAN ADAMS - Back To You (A&M)	71	0	1843 -243
18	TONIC - If You Could Only See (Polydor/A&M)	60	0	1827 -42
19	THE VERVE - Bitter Sweet Symphony (Virgin)	67	5	1628 +311
20	BEN FOLDS FIVE - Brick (550 Music)	71	7	1619 +302
21	BLESSID UNION - Light In Your Eyes (Capitol)	63	0	1582 -209
22	SISTER HAZEL - Happy (Universal)	70	2	1428 +19
23	JIMMY RAY - Are You Jimmy Ray? (Epic)	62	12	1288 +362
24	JANET JACKSON - Together Again (Virgin)	42	1	1242 +92
25	SISTER HAZEL - All For You (Universal)	44	0	1208 -200
26	NATALIE IMBRUGLIA - Torn (RCA)	58	22	1129 +582
27	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)	49	0	1089 -116
28	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	43	0	1088 -264
29	ROBYN - Show Me Love (RCA)	43	3	1081 +5
30	THE SUNDAYS - Summertime (DGC)	37	0	977 -226
31	MATCHBOX 20 - Push (Lava/Atlantic)	39	0	950 -286
32	PAULA COLE - Me (Imago/Warner Bros.)	52	18	860 N
33	EDWIN McCAIN - I'll Be (Lava/Atlantic)	46	12	807 +231
34	THIRD EYE BLIND - Semi-Charmed Life (Elektra/EEG)	28	1	721 -309
35	FLEETWOOD MAC - Landslide (Reprise)	35	3	690 +69
36	LeANN RIMES - How Do I Live (MCG/Curb)	29	1	636 -221
37	ERIC CLAPTON - My Father's Eyes (Reprise)	47	46	633 N
38	SHANIA TWAIN - You're Still The One (Mercury)	33	3	595 +106
39	JEWEL - Foolish Games (Atlantic)	29	0	491 -182
40	SPICE GIRLS - Too Much (Virgin)	25	7	472 N

Hot Stuff BY RON FELL

BIG 105FM's Talent Search Underway For Bonaduce's Morning Show Team

In an unprecedented, BIG Break, new **BIG 105FM**-New York morning host **Danny Bonaduce** has begun the process of putting together his crew of on-air sidekicks, by broadcasting live from Caroline's Comedy Nation on Broadway in Manhattan. Wednesday's show featured an open audition of New York area residents interested in filling positions as his sidekick, newsperson, traffic reporter, and weathercaster. Bonaduce also included a category called "Make Your Own Job," with the mandate to "wow us with your BIG idea!" Bonaduce and BIG 105FM expected to qualify 105 entrants for future consideration.

SEMINAR SALUTE

It was great seeing so much of our new Hot A/C panel at this year's Seminar in San Diego last week. Thanks for your words of encouragement as we continue to develop the biggest and best Hot A/C universe possible.

GOOD HOUSEKEEPING

We've arranged a station trade

this week between Hot A/C and mainstream. **KIMX**-Laramie, Wyoming goes to Hot, while **WKTJ**-Farmington, Maine returns to mainstream. The next significant adjustment in GAVIN's Hot A/C panel will take place in early April.

HOT PLAY

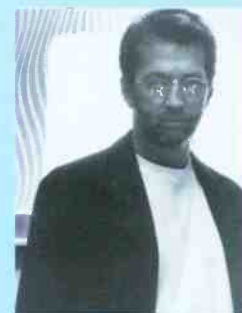
Eric Clapton's fabulous new single, "My Father's Eyes" scored 46 first-week Adds in Hot A/C. Combine that with its 85 out-of-the-boxers at mainstream, and the total of 131 Adds places it sixth all-time in A/C radio history (as tallied since **Bill Gavin** coined the phrase Adult Contemporary in 1973.)

Savage Garden's "Truly, Madly, Deeply," **Matchbox 20's** "3 AM," and **Celine Dion's** *Titanic* single, "My Heart Will Go On" are all exceeding 39 spins/week at Hot A/C.

Second only to Eric Clapton in Spincrease at Hot A/C is **Natalie Imbruglia's** "Torn," with a one-week bump of 582 spins. ●



Danny Bonaduce



Eric Clapton

Total Reports This Week: 110 Last Week: 112

Editor: **RON FELL** • Associate Editor: **ANNETTE M. LAI**

A/C reports accepted: Mondays 8 a.m.-5 p.m.

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

Chartbound

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
MARCY PLAYGROUND - "Sex and Candy" (Capitol)	22	8	398	+195	JONNY LANG - "Missing Your Love" (A&M)	17	3	267	+77
PISTOLERS - "My Guardian Angel" (Hollywood)	19	6	327	+103	* ELTON JOHN - "Recover Your Soul" (Rocket/Island)	15	14	179	+165
EDDIE MONEY - "Can You Fall in Love Again" (CMC)	18	1	326	+70	* AQUA - "Turn Back Time" (MCA)	14	7	232	+126
TONIC - "Open Up Your Eyes" (Polydor/A&M)	18	7	403	+140	* AMY GRANT - "Like I Love You" (A&M)	14	7	232	+126
LAUREN CHRISTY - "Magazine" (Mercury)	17	2	340	+3	* DAKOTA MOON - "A Promise I Make" (Elektra/EEG)	12	5	129	+52

MOST ADDED



ERIC CLAPTON (85)
ELTON JOHN (35)
**** GARY BARLOW (23)**
**** AMY GRANT (23)**
PAULA COLE (21)

TOP TIP

ELTON JOHN

"Recover Your Soul"
 (Rocket/Island)

Finding airplay salvation are some leading A/Cs like KOSI, KQXT, WTPI, WLIT, K103, KJSC, KSSK, WFMK, WDOK, WLTE, WDEF, WRCH, and WWLI.

RECORD TO WATCH

EDWIN McCAIN

"I'll Be"
 (Lava/Atlantic)

Give a Hoot! Give this a toot! Like KLOG, KGY, WPRO, WFDL, WAQE, KWAT, KSCB, KLOZ, KFML, KCWD, KCCR, WZDQ, WQPW, WLSZ, WSNU, and WKTJ.

Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	29+	21+	14+	7+
1	CELINE DION - My Heart Will Go On (550 Music)	11	168	2	4427	-51	84	49	30	5
2	SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	18	138	6	3277	+275	61	30	29	13
3	BRYAN ADAMS - Back To You (A&M)	11	134	1	3187	+14	56	38	22	14
4	VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	11	138	2	3103	+99	50	33	38	15
5	JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	5	145	4	2715	+235	31	28	51	25
6	BACKSTREET BOYS - As Long As You Love Me (Jive)	16	129	7	2675	+231	34	33	40	17
7	BLESSID UNION - Light In Your Eyes (Capitol)	14	121	3	2506	-143	39	29	24	19
8	FLEETWOOD MAC - Landslide (Reprise)	4	137	8	2427	+432	16	37	45	28
9	RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	18	102	0	2279	-382	31	26	30	14
10	SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	18	101	3	2206	+92	33	28	23	13
11	KENNY G - Loving You (Arista)	12	103	0	2199	-25	32	25	29	15
12	KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	13	98	1	2123	-75	33	24	30	7
13	PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	31	91	0	2016	-100	27	20	29	14
14	MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	17	103	0	1973	-491	21	21	35	22
15	ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	24	85	0	1827	-237	23	24	23	11
16	SHANIA TWAIN - You're Still The One (Mercury)	5	110	8	1776	+221	9	27	30	35
17	LISA LOEB - I Do (Geffen)	17	78	3	1773	-61	28	19	21	9
18	MATCHBOX 20 - 3 AM (Lava/Atlantic)	18	73	3	1707	+114	28	19	18	8
19	JIM BRICKMAN with ASHTON & RAYE - The Gift (Windham Hill)	19	79	1	1553	-114	10	25	28	13
20	DONNY OSMOND - Echo Of Your Whisper (Nightstar)	11	74	3	1549	+21	21	23	17	8
21	DARYL HALL and JOHN OATES - The Sky Is Falling (Push/BMG)	3	104	15	1533	+420	3	22	37	34
22	SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	13	69	3	1435	-227	21	14	24	7
23	RAY VEGA - Even More (BNA Records)	12	85	0	1386	-98	7	19	29	25
24	EDDIE MONEY - Can You Fall In Love Again (CMC International)	5	87	6	1343	+84	6	19	29	24
25	LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	6	66	7	1211	+192	10	18	22	9
26	GARY BARLOW - Superhero (Arista)	4	87	23	1148	+271	1	11	33	32
27	BILLY JOEL - Hey Girl (Columbia/CRG)	15	63	1	1077	-477	6	13	25	17
28	B.E. TAYLOR - Love You All Over Again (Christhae)	17	62	1	1017	+38	6	15	20	18
29	VENICE - Running Home (Vanguard)	4	66	7	970	+190	2	14	25	20
30	JOEY LAWRENCE - Never Gonna Change My Mind (Curb)	13	56	2	967	+44	6	15	22	12
31	CHUCK JACKSON & DIONNE WARWICK - If I Let Myself Go (Wave Entertainment)	8	52	0	929	+72	6	13	25	7
32	LINDA HORNBUCKLE - There Was A Time (FT)	14	55	3	903	+11	2	21	16	15
33	JULIE EISENHOWER - Shadoan (TIG)	5	58	7	893	N	3	15	19	19
34	ERIC CLAPTON - My Father's Eyes (Reprise)	1	85	84	865	N	2	4	19	37
35	LeANN RIMES - How Do I Live (MCG/Curb)	37	49	0	863	-116	4	11	20	12
36	BETH NIELSEN CHAPMAN - Sand And Water (Reprise)	14	52	0	857	-636	7	6	20	17
37	JOHN MELLENCAMP - Without Expression (Mercury)	13	42	0	789	-543	5	13	16	7
38	TONI BRAXTON with KENNY G - How Could An Angel Break My Heart (LaFace/Arista)	15	46	0	786	-464	4	13	16	12
39	BARBRA STREISAND - If I Could (Columbia/CRG)	3	60	11	772	N	3	7	19	22
40	Billie Myers - Kiss the Rain (Universal)	6	26	2	691	N	13	5	6	1

Inside A/C



BY RON FELL

GAVIN Seminar Highlights

It was great seeing **Beth Nielsen Chapman** open for GAVIN keynote **Dr. Deepak Chopra** on Thursday morning. Chapman's healing songs set the table for a spiritually nourishing presentation from Dr. Chopra.



GAVIN's **Reed Bunzel**, **Bill Moyes**, **GAVIN's Ron Fell**

A/C's first-ever Q&A session, featuring ratings and research guru **Bill Moyes** and sponsored by **Windham Hill**, was preceded by a strong set from the label's legendary singer-songwriter **Janis Ian**. Look for excerpts of Moyes' comments in a forthcoming issue of GAVIN.

This year's Jukebox Jury rated a particularly strong set of tunes. An elite panel of six from the stage was quizzed for its opinions throughout the session.



Show above are panelists (left to right) are **Mark Anthony**, **KMXL**, **Steve Weed**, **GAVIN's Ron Fell**, **Capitol recording artist Dave Koz**, **Donna Rowland**, **WBEB**, **Mary Ellen Kachinske**, **WQAL**, and **Nightstar recording artist Donny Osmond**. As determined by the entire roomful of A/C programmers and label executives, here is a list of the top five tunes:
 1. **John Waite**, "Imaginary Girl" (Mercury)

Chartbound

	Reports	Adds	SPINS	TREND
AMY GRANT - "Like I Love You" (A&M)	54	23	645	+282
ELTON JOHN - "Recover Your Soul" (Rocket/Island)	53	35	572	+403

Total Reports This Week: 176 Last Week: 178

Editor: **RON FELL**

Associate Editor: **ANNETTE M. LAI**

Assistant: **LILY SHIH**

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

A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
42	4	596	+95	THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)
42	13	434	+201	DAKOTA MOON - A Promise I Make (Elektra/EEG)
40	7	443	+95	STONE RAIN - The World Today (Uvula)
41	3	658	+78	CHANTAL KREVIKZUK - Surrounded (Columbia/CRG)
39	5	513	+67	ATLANTA RHYTHM SECTION - I Don't Want to Grow Old Alone (River North)
39	9	499	+109	RICK MONROE - Life Goes On In L.A. (Divorce)
35	2	497	+21	AGARTHA - Crossing (Fearless)
35	3	434	+55	SIMON APPLE - It's Over (Trunk)
34	5	681	+29	JANET JACKSON - Together Again (Virgin)
34	7	447	+104	MICHAEL DAMIAN - Why Not Me? (Weir Brothers)
32	5	419	+151	DIANA KRALL - Peel Me A Grape (Impulse!)
30	7	383	+68	SPICE GIRLS - Too Much (Virgin)
30	15	312	+175	CHIP DAVIS' DAY PARTS - Slo Dancin' In The Living Room (American Gramophone)
29	4	341	+87	JOE'S BAND - Listen (Rag)
28	2	358	+22	PETER TRIPP - Back Alley (Dolphin)
27	21	315	+229 *	PAULA COLE - Me (Imago/Warner Bros.)
26	3	264	+31	SAMANTHA COLE - Without You (Universal)
19	3	195	+44	FICTION - I Could Cry (Coast)
19	1	213	+6	THE SAMPLES - Sacred Stones (W.A.R.)
19	8	208	+110 *	LOVERBOY - Secrets (CMC International)
16	3	328	+50 *	GREEN DAY - Time Of Your Life (Reprise)
16	4	300	+90 *	JIMMY RAY - Are You Jimmy Ray? (Epic)
15	3	219	+31	EDWIN McCAIN - I'll Be (Lava/Atlantic)

Dropped: Gary Barlow (Help), Hall & Oates (Promise), Amy Grant (Time), The Verve, Sister Hazel (Happy), Alana Davis, and Meredith Brooks.

* Indicates Debut

- Kathy Mattea**, "Patiently Waiting" (Mercury Nashville)
- Naked**, "Raining on the Sky" (Red Ant)
- Jim Brickman**, "You Never Know" (Windham Hill)
- Jann Arden**, "Wishing That" (A&M)

Congratulations to the winners of this year's GAVIN A/C awards handed out at the luncheon in San Diego this past week. All the winners are listed near the front of this magazine. Two excellent showcases preceded this year's awards ceremony, including a terrific debut from **BNA's** singer-songwriter **Ray Vega**, (the dude can sing!) and from **Vanguard's** veterans **Venice**, who brought the house down with a fabulous set.

Who's On What

Celine Dion's "My Heart Will Go On" has a third more spins than any other record in the format, despite 10 mainstream stations not reporting it at all.

Daryl Hall & John Oates' latest single, "The Sky Is Falling," has reached #21 on the chart in just two weeks of ranked status. Among the mainstreams reporting three or more spins per day are **WAZY**, **WBLG**, **WTSX**, **KBOI**, **WSNU**, **WSFW**,

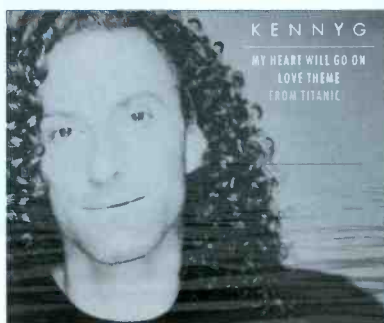
WZDQ, **KLOG**, **KMVR**, **WPXN**, **KMVX**, **KQIS**, **KLMJ**, **KWXX**, **WAWV**, **KFML**, **WHIZ**, **WJER**, **WCTW**, **WQXQ**, **WRCO**, **WHCO**, and **WHEO**.

Gary Barlow's second hit single, "Superhero" is destined to exceed the greatness of its predecessor, "So Help Me Girl." It's already at #26 on the chart thanks to **WLTW**, **WDEF**, **KOSI**, **KSSK**, **WQLR**, **WFMK**, **WEAT**, **KISC**, **WWLI**, **KWAV**, **KMAJ**, **WLIF**, **KKLI**, **K103**, **WMGN**, **WRCH**, **WAHR**, **WMYI**, **WBBQ**, **WDOK**, **WBEB**, **KQXT**, and **WLTE**. ●



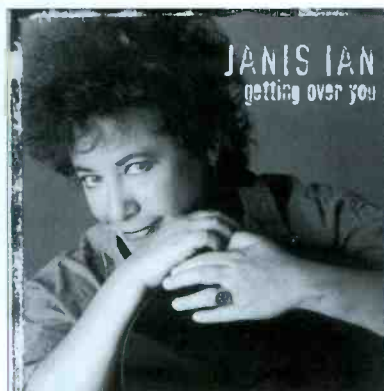
The "unofficial" A/C Seminar dinner, held this year at the Charthouse, was once again a resounding success. Elektra/EEG newcomers **Dakota Moon**, who electrified the audience with their performance on Saturday afternoon, stopped by to meet folks. Shown here (l-r): **Dakota Moon's** Joe Dean and Ray Artis, **GAVIN's** Annette M. Lai, the group's Ty Taylor, the label's Dana Keil, and the band's Malloy.

A/C Picks



KENNY G "My Heart Will Go On (Love Theme from Titanic)" (Arista)

It almost sounds like this was a Kenny G tune before it was a *Titanic* song. G's fluid and lyrical performance takes this already-familiar song to new heights in an instrumental kind of way. In a matter of minutes, some sharp production person will have this spliced into a duet with the Celine Dion version. Take that to the bank!



JANIS IAN "Getting Over You" (Windham Hill)

This song is as good as pop music gets. Ian's understanding of the necessary fusion between melody and lyric are critical to the special chemistry that can be heard in this melancholy serenade.

NAKED "Raining on the Sky" (Red Ant)

One of the strongest rated singles in this year's A/C Jukebox Jury, and #1 at Top 40's Jukebox Jury—this haunting track has a charming resonance and a demanding lyrical presence.



AQUA "Turn Back Time" (MCA)

Growing up before our very ears, Aqua drops "Barbie" for a more adult presentation. It's one of those "if only" songs about what-might-have-been. Production values are strong and I'd expect little burn as it plays.

ARTIST PROFILE

B.E. TAYLOR



HOMETOWN & BIRTHDATE:
"Aliquippa, Pa.; March 18"

LABEL: Chrishae Records

PROMOTION CONTACT: Tom Mazzetta (303) 545-9990

CURRENT SINGLE: "Love You All Over Again"

MAJOR MUSICAL INFLUENCES:
"The Beatles, Marvin Gaye, Stevie Wonder, and Paul Rodgers."

THINGS THAT MAKE YOU HAPPY: "Being with my family, making people happy through my music, and shooting hoops."

THINGS THAT MAKE YOU SAD:
"Heartless people"

YOUR BEST PERSONALITY TRAIT: "Kindness"

YOUR WORST PERSONALITY TRAIT: "I'm too critical of myself."

FAVORITE FOOD: "My wife's vegetarian sauce with rigatoni."

YOUR FAVORITE SPORTS TEAM:
"The Pittsburgh Steelers"

IF YOU COULD LIVE ANYWHERE, IT WOULD BE:
"...an island in the Caribbean."

THE ODDEST JOB YOU'VE EVER HAD: "I was a stockboy in a women's clothing shop."

THE CAUSE YOU MOST BELIEVE IN AND WHY? "The preservation of life and love, because without it we have nothing at all."

AMBITIONS LEFT TO FULFILL:
"To continue to grow in all I do."

YOUR MOST TREASURED POSSESSION: "My family"

THREE ESSENTIALS YOU'D NEED TO SURVIVE ON A DESERT ISLAND: "My family, food, and water."

TAYLOR ON HIS MUSIC: "My songs are written from the heart about love, life, and you."

S/P/W

SPINS PER WEEK PER STATION

BILLIE MYERS - Kiss The Rain (Universal)	26.58
CELINE DION - My Heart Will Go On (550 Music)	26.35
BRYAN ADAMS - Back To You (A&M)	23.78
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	23.75
MATCHBOX 20 - 3 AM (Lava/Atlantic)	23.38
LISA LOEB - I Do (Geffen)	22.73
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	22.49
RICHARD MARX/DONNA LEWIS - At The Beginning (Atlantic)	22.34
PAULA COLE - I Don't Want To Wait (Imago/Warner Bros.)	22.15
SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	21.84
KENNY LOGGINS - Now That I Know Love (Columbia/CRG)	21.66
ELTON JOHN - Something About The Way You Look Tonight (Rocket/Island)	21.49
KENNY G - Loving You (Arista)	21.35
DONNY OSMOND - Echo Of Your Whisper (Nightstar)	20.93
SUPERTRAMP - Sooner or Later (Oxygen/Silver Cab)	20.80
BACKSTREET BOYS - As Long As You Love Me (Jive)	20.74
BLESSID UNION - Light In Your Eyes (Capitol)	20.71
JANET JACKSON - Together Again (Virgin)	20.03
JIM BRICKMAN - The Gift (Windham Hill)	19.66
MICHAEL BOLTON - The Best Of Love (Columbia/CRG)	19.16
MEREDITH BROOKS - What Would Happen (Capitol)	18.96
JOHN MELLENCAMP - Without Expression (Mercury)	18.79
JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	18.72
LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	18.35
ALANA DAVIS - 32 Flavors (Elektra/EEG)	18.29

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

ERIC CLAPTON - My Father's Eyes (Reprise)	865
FLEETWOOD MAC - Landslide (Reprise)	432
DARYL HALL and JOHN OATES - The Sky Is Falling (Push/BMG)	420
ELTON JOHN - Recover Your Soul (Rocket/Island)	403
AMY GRANT - Like I Love You (A&M)	282
SAVAGE GARDEN - Truly, Madly, Deeply (Columbia/CRG)	275
GARY BARLOW - Superhero (Arista)	271
JULIE EISENHOWER - Shadoan (TIG)	248
JOHN TESH & JAMES INGRAM - Give Me Forever (GTSP/Mercury)	235
BACKSTREET BOYS - As Long As You Love Me (Jive)	231
PAULA COLE - Me (Imago/Warner Bros.)	229
SHANIA TWAIN - You're Still The One (Mercury)	221
BARBRA STREISAND - If I Could (Columbia/CRG)	203
DAKOTA MOON - A Promise I Make (Elektra/EEG)	201
LOREENA McKENNITT - The Mummers' Dance (Warner Bros.)	192
VENICE - Running Home (Vanguard)	190
CHIP DAVIS' DAY PARTS - Slo Dancin' In The Living Room (American Gramophone)	175
DIANA KRALL - Peel Me A Grape (Impulse!)	151
MATCHBOX 20 - 3 AM (Lava/Atlantic)	114
RICK MONROE - Life Goes On In L.A. (Divorce)	109
MICHAEL DAMIAN - Why Not Me? (Weir Brothers)	104
VANESSA WILLIAMS - Oh How The Years Go By (Mercury)	99
THE BLENDERS - It Wouldn't Have Made Any Difference (Universal)	95
SARAH McLACHLAN - Sweet Surrender (Nettwerk/Arista)	92
JOE'S BAND - Listen (Rag)	87

DON'T MAIL YOUR CD TO RADIO!

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

ALL formats
ALL reporters to
ALL trades
Any day of the week.

CALL LOU GALLIANI 805-542-9999

MOST ADDED

GANG STARR
Royalty
(Noo Trybe/Virgin)
KILLAH PRIEST
One Step
(DGC)



TOP TIP

ONYX
Shut 'Em Down
(Def Jam Recording Group)
Aficial Naste is back! 17
stations and 3rd Most Added
is just the beginning...

RECORD TO WATCH



MOS DEF
Body Rock
Featuring Q-TIP & TASH
(Rawkus)
The Self-Distributed Indie
of the Year will score big
with this one, just wait!

Gavin Rap

2W	LW	TW	
1	1	1	ICE CUBE - We Be Clubbin' (Heavyweight/A&M)
3	2	2	KILLAH PRIEST - Cross My Heart (DGC/Noo Trybe/Virgin)
2	3	3	CANIBUS - How We Roll/Various Freestyles (Universal/MCA)
\$	8	4	LUNIZ - Hypnotize Feat. Redman (C-NOTE/Noo Trybe)
\$	5	5	2 PAC - Do For Love (Amaru/Jive)
4	6	6	PUMPKINHEAD - Dynamic/It's Over (Makin' Records)
5	4	7	THA ALKAHOLIKS - All Night (Loud)
\$	7	8	JAY-Z - City Is Mine (Roc-A-Fella/Def Jam)
24	9	9	DAS EFX - Rap Scholar (EastWest/EEG)
\$	10	10	WHORIDAS - Keep It Going (Delicious Vinyl/Interscope)
—	15	11	SENSELESS SDTRK. - Gravediggaz: Unexplained/RZA: 12 Jewelz (Gee Street)
7	12	12	McGRUFF - Gruff Express/Before We Start (Uptown/Universal)
\$	11	13	DIAMOND - J.D's Revenge/This One (Mercury)
—	32	14	SDTRK. - BULLWORTH/feat. KRS-1, Method Man... (Interscope)
\$	34	15	RAKIM - Saga Begins (Universal/MCA)
\$	13	16	L.L. COOL J - 4,3,2,1 (Def Jam Recording Group)
30	21	17	RIDE SOUNDTRACK - Wu-Tang & Onyx: The Worst/Noreaga & Nas: Blood Money Pt. II (Tommy Boy)
—	23	18	JOHN FORTE - All You Gotta Do/Hot (Refugee Camp/Ruffhouse/Columbia/CRG)
—	27	19	MIC GERONIMO - Nothing Moves/Vendetta(remix)feat.Black Rob/DMX (Blunt Recordings)
32	20	20	MOBB DEEP - Rare Species (Loud)
—	30	21	CAPPADONNA - Slang Editorial/The Pillage (Razor Sharp/Epic Street)
\$	22	22	BUSTA RHYMES - Dangerous (Flipmode/Violator/Elektra)
21	18	23	COCO BROVAZ - Spanish Harlem/Drama (Duck Down/Priority)
\$	14	24	COMMON - Retrospect For Life Feat. Lauryn Hill (Relativity)
\$	16	25	QUEEN PEN - Party Ain't A Party/All My Love (Lil' Man/Interscope)
33	26	26	MYSTIKAL - The Man Right 'Chea/Unpredictable (Jive)
17	19	27	FRANKENSTEIN - The UV (Knowledge Of Self)
12	17	28	L-FUDGE - Liquid/What!? (Rawkus Entertainment)
27	25	29	FATAL HUSSEIN - Ghetto Star (Relativity)
NEW	30	30	GANG STARR - Royalty (Noo Trybe/Virgin)
\$	28	31	THE FIRM - Phone Tap (Aftermath/Interscope)
NEW	32	32	EPMD - Do It Again (Def Jam Recording Group)
23	24	33	GHETTO MAFIA - I Can Feel It (Fully Loaded)
16	31	34	O.C. - Dangerous Feat. Big L (Remix) (Payday/FFRR)
NEW	35	35	CAUGHT UP SDTRK. - Snoo Doggy Dogg & Kurupt: Ride On (Noo Trybe/Virgin)
34	35	36	DMX - Get At Me Dog (Def Jam Recording Group)
NEW	37	37	MOOD - Karma (Blunt Recordings)
NEW	38	38	ONE TOUGH COP SDTRK - feat. Sadat X, Diamond & Nikki Bond: Feel It (H.O.L.A./PGD)
22	29	39	GANG STARR - You Know My Steez (Noo Trybe/Virgin)
\$	39	40	RAKIM - Guess Who's Back? (Universal/MCA)

\$ — Indicates GAVIN Rap Retail Action.

Chartbound

MONEY BOSS PLAYERS-Area Code 212
(Qwest/Warner Bros.)
ONE TONIC-Down For Mine (Freeze/Universal)
N.O.T.S. CLICK-Work Is Never Done (Official Jointz)

Up & Add 'Em

TIMBALAND & MAGOO-Clock Strikes (Remix)
(Atlantic) 2/19
FUNKDOOBIE-Act On It Feat. KAM (BuzzTone) 2/19
WHORIDAS-Never Heard (Delicious Vinyl) 2/19

Like That!

BY THEMBISA S. MSHAKA



Undisputed Champions of Rap

At first read it may sound like I'm buying into my own hype, but the headline refers to everyone that makes **GAVIN Rap** and the **1998 GAVIN Seminar** the Heavyweight of Hip-Hop, from the record number of DJs who came to San Diego to the labels that helped make it easier for DJs to do so. It includes without a doubt the star panelists that made this year an unparalleled learning experience for our format's community. It certainly includes **Epic Records**, who proved during the Rap Awards that they will deliver the winning combination of **Cappadonna** and **Cam'Ron** to knock radio out the box. It describes the Award nominees and winners—dubious or not—who were recognized for their hard work, talent, and dedication (see News for our winners). It calls to mind the **X-ecutioners**, who really *are* world champs and gave the most dynamic keynote I've ever seen: a speech on turntables! For the next couple weeks, I'll run photos from my personal Seminar Album. The best of the best represented this year, and we all had a ball...*like that!*
— One Love. ●



Penalty publicist Zenobia and I are all smiles after Cardan's success at the Jukebox Jury.



Elektra (Rene), Flavor Unit (Kevin), Atlantic (Just O)—What?!



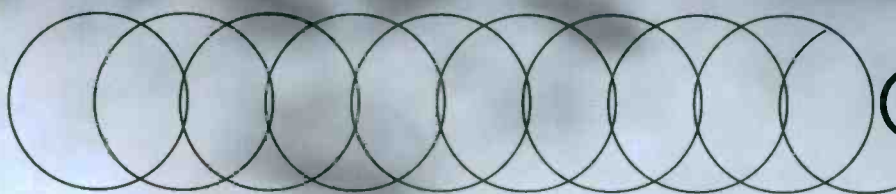
MCA and Mtume staff snap a flick after Cosmic Slop Shop's space-age show.



Editor: THEMBISA S. MSHAKA • Rap Assistant: AYOKA MEDLOCK
Rap reports accepted Thursdays 9 a.m.-4 p.m.
Station Reporting Phone: (415) 495-1990 GAVIN Fax: (415) 495-2580

If
you
haven't
been
using
us
to
lock
down
the
underground...

you
must
be
living
under
a
rock.



ODYSSEY
ENTERTAINMENT

Marketing and Promotions 19 W. 21st Street Suite 905, New York, NY 10011 Tel: 212-229-3870 Fax: 212-229-3878



DELICIOUS VINYL



1 YEAR

ANNIVERSARY





1988
 1989 • tone loc • wilc thing

1990 • tone loc • funky cold medina
 1991 • young rrc • bust a move

1992 • the brand new heavies • never stop
 1993 • the pharcyde • passin' me by

1994 • masta ace • bcrn to roll
 1995 • born jamericans • boom shak-a-tack

1996 • the pharcyde • runnin'
 1997 • the whoridas • shot callin' big ballin'

1998 • born jamericans • send your love
 1998

n'dea davenport • the pharcyde • machel duo • hobo junction • fat lip • aja • the flys



©1998, DELICIOUS VINYL, LLC www.dvinyl.com

1998 Gavin Seminar Scrapbook



Breakaway's Savalas, DJ Jam from KKBT-Los Angeles, and me workin' the lobby.



(l-r): Jimmy Jones, Cam'Ron, and Jacob York of Entertainment: Fabulous!



(l-r): Elektra's Rene McLean; Tyesh Harris, Odyssey Entertainment; Tim Richardson, 3Deep; Mike Nice, WNCU; Thembisa and John Austin, Gavin; Glen Wallace, Rap-A-Lot; and Cassandra Ware, MCA got the crowd Back to Basics.



Randy from 88hiphop gets a serving of Red Ant hospitality, courtesy of Kathi Moore and Eddie Jorge at Pokez.



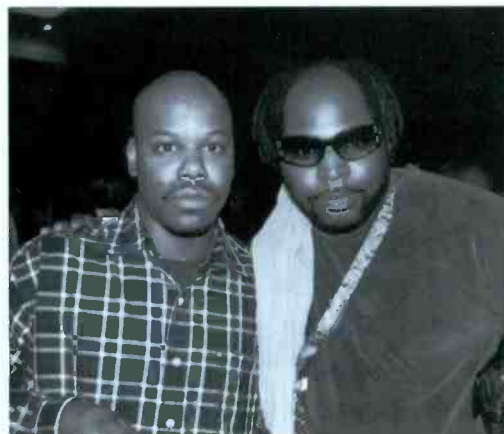
Cappadonna in the zone, kicking his "Slang Editorial" during the Rap Awards.



Militia, T, and Red Ant's Ty C. keep it hot during the Pokez luncheon.



Still Standing at the Goodie MoB Suite party: (l to r) Gipp, Khujo, Ceelo, Arista's Pierre Diaz, T-Mo, Sumiyah Mshaka, Atlantic's Just O, Randall, LaFace, Taiye, LaFace, Thembisa S. Mshaka, Gavin.



Too Short and Gavin's John Austin-true plays.

DUBIOUS AWARD WINNERS

FUNNIEST DJ
Evil Dee, 88 Hip-Hop

FUNNIEST EXECUTIVE
Jennifer Norwood, Priority Records

SEXIEST DJ
Angie Martinez, WQHT-New York

SEXIEST EXECUTIVE
Thembisa S. Mshaka, GAVIN (blush)

GREEDIEST DJ
Funkmaster Flex, WQHT-New York

GREEDIEST EXECUTIVE
Jammin' John, Noo Trybe Records

MOST ANNOYING DJ OR EXECUTIVE
Jammin' John, Noo Trybe Records

THE "ON THAT BULLSH*T" AWARD: DJ OR EXECUTIVE
Sincere Thompson, Frontline Marketing and Promotions

THE DJ THAT'S ALWAYS LOOKIN' OUT AWARD
Choc and Fuzzy, KPWR-Los Angeles

THE EXECUTIVE THAT'S ALWAYS LOOKIN' OUT AWARD
Ray Tamarra, Tamarra Promotions

THE NEXT LEVEL AWARD (DJ)
Shanik Mincie, WRAS-Atlanta

THE NEXT LEVEL AWARD (EXECUTIVE)
Jennifer Norwood, Priority Records

"So all hail the honorable microphone phenomenal,
persona is abominable, trust me son."

RAKIM

THE SAGA BEGINS

The hot follow-up to his smash "GUESS WHO'S BACK."
From his #1 Gold album THE 18TH LETTER.

GOING FOR ADDS NOW!

GET AT GARNET REID OR RALPH WHITE (212) 373-0600





The Man that brought you the Hit

“HOW YA DO DAT”

from the multi-platinum soundtrack **I'M BOUT IT**

Comes with his New single

“TIME'S SO HARD”

FEATURING *MASTER P* AND *FIEND*



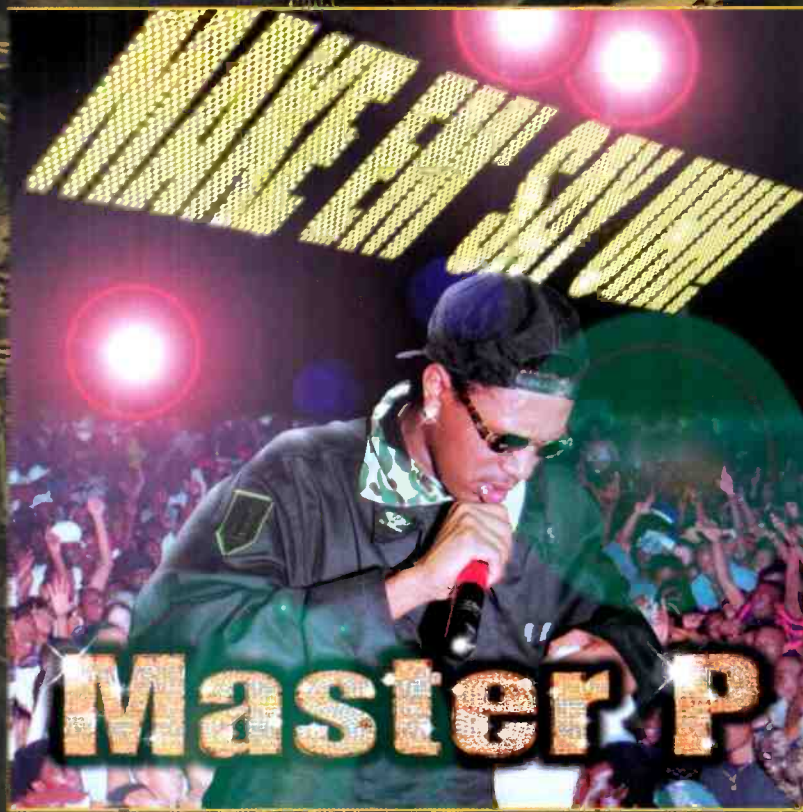
**PRIORITY
RECORDS**

© 1998 Priority Records, LLC

THE EXTRAORDINARY

Master P

FEATURING
Silkk The Shocker
Mia X
Fiend
Mystikal



BRINGS YOU THE ANTHEM OF '98
"MAKE 'EM SAY UHHH!"
from the Ghettofabulous, multi-platinum album
GHETTO D

NO LIMIT
RECORDS

PRIORITY
RECORDS

© 1998 Priority Records, LLC



CELEBRATING 10 YEARS OF DELICIOUS VINYL

*A Conversation with
Label Founder Mike Ross*

In the race toward independent success, Delicious Vinyl has employed the strategy of the tortoise, running at a steady pace and winning on its own terms. Delicious is rooted in Mike Ross' and original co-founder Matt Dike's desire to hear great music. From their early days together, the two were drawn to new styles: hip-hop energized them, and Brit funk reminded them of their American R&B favorites, from James Brown to Earth, Wind & Fire. The partners took these musical loves and used them as a guide to find and develop talented artists; early DV successes include Tone Loc, Young MC, and The Brand New Heavies. More recent acts like Born Jamericans and The WhoRidas have bolstered the label's reputation for diversity. By placing "music first" at Delicious Vinyl, Ross has found the enviable balance of a profitable and fulfilling decade in business. Rap editor Thembisa S. Mshaka talked with Ross about the label's ongoing struggle to keep that balance.

Thembisa Mshaka: Does it seem like ten years?

Mike Ross: It actually seems like I've been in business for 30 years. It's been a struggle, but it's also been an ongoing adventure. Running your own business ages you, but I feel young.

What is the driving philosophy at Delicious Vinyl?

Work with talented artists and put out cool music for the world to hear. I got into this because I was into the music, and I'm still a music fan.

Did you know what you had with Tone Loc?

When we put Tone Loc out, Run-D.M.C. had "It's Tricky" out. The rock-rap thing was cooking up, and it didn't take long to see that it would be a huge crossover record. When we started, we did Tone Loc regionally. It took off from there.

Talk about your trials and tribulations with distributors.

The dollars needed to compete are growing all the way around, and that goes for rap and R&B as well; that made being small tough. Our Island deal was probably the best one, because Chris Blackwell—an entrepreneur to the heart—embraced our company and he was calling the shots. But when he sold [Island] to Polygram, we were stuck with a corporation that had no feel for what we were doing. That's when the struggle to maintain our identity began, in 1992. Chris helped me get out of that deal, and we went to Atlantic.

Still, another huge machine.

It started out fine. After a short time, though, it became clear that we were part of too big a picture. We had to fight for priority status at

radio, and we got good enough to do a lot of it ourselves. Even Sylvia [Rhone], who was into what we were doing, had to put her records first. Nevertheless, they helped us in a lot of ways; WEA was a good distributor.

Not being the priority project is the hardest part of any joint venture...

Absolutely, because going in, we wanted complete control over what we put out since we understood it best. In all the deals I've made, the roster has spoken for itself. We are now with BMG. The deal is 3 months old, and we have a co-marketing arrangement with V2. They like our philosophy and they're excited to work with the artists we're delivering.

I see no A&R people on your employee roster. How are artists selected?

By me for the most part. However, I'm totally open to anything our staff brings; we have an open door policy on A&R. If I dig it, we can move on it quickly. If everyone were to say it's wack, I wouldn't put it out, but that's never happened.

You could easily have increased your staff or signed more acts over the last ten years, but you haven't.

Why not?

We stay small because there aren't that many artists I want to work with at one time. We try to do our best to support our artists. Our biggest challenge has been synergizing with a company that can distribute our records effectively.

How much emphasis do you place on going gold or platinum?

As much as any other label, I suppose. Any label wants that for their artists. More important, I hope we never put out an album with



A-TOWN PLAYERS PLAYER CAN'T YOU SEE

The new single from
**RHYTHM
& QUAD 166**
VOL.1

the all-new bass jam compilation

PRODUCED BY MIXZO FOR HORRIBLE PRODUCTIONS, INC. AND ICEBERG ENTERTAINMENT
EXECUTIVE PRODUCERS: ERIC JOHNSTON FOR 09 LIVES PRODUCTIONS AND MERLIN BOBB CO-EXECUTIVE PRODUCER: BLACK MARKET ENTERTAINMENT

  On EastWest Records America compact discs and  cassettes. www.elektra.com © 1998 Elektra Entertainment Group, a division of Warner Communications Inc. A Time Warner Company.

THE **BODY BUMPIN'** STARTS NOW!



**PUBLIC
ANNOUNCEMENT
BODY BUMPIN' YIPPIE-YI-YO**

THE SINGLE YOUR BODY'S BEEN WAITING FOR!

PRODUCED BY EARL ROBINSON FOR YADA YADA PRODUCTIONS/UNOHOO ENTERTAINMENT, INC.
EXECUTIVE PRODUCERS: UNOHOO AND HENLEY "JR." REGISFORD
ASSOCIATE EXECUTIVE PRODUCER: ERIC SEXTON
A UNOHOO ENTERTAINMENT, INC. PRODUCTION
PUBLIC ANNOUNCEMENT APPEARS COURTESY OF UNOHOO ENTERTAINMENT, INC./
A&M RECORDS, INC., A POLYGRAM COMPANY
STREET FLAVA MANAGEMENT
[HTTP://WWW.AMRECORDS.COM](http://www.amrecords.com)
© 1998 A&M RECORDS, INC. A POLYGRAM COMPANY. ALL RIGHT RESERVED.



a PolyGram company

ICE CUBE

WE BE CLUBBIN'

THE FIRST #1 RAP DEBUT IN THE HISTORY OF GAVIN

THANK YOU
 KEVIN BLACK,
 SEAN B.,
 ADAM FAVORS,
 IAN FLETCHER,
 MONA LISA MURRAY,
 PORSCHE TAYLOR,
 LAWRENCE WEBSTER,
 DWIGHT HAYES

WE BE #1!

Gavin Rap

	2W	LW	TW	
NEW				1 ICE CUBE - We Be Clubbin' (A&M)
			2	KILLAH PRIEST - Cross My Heart (DGC/Noo Trybe)
			3	PUMPKINHEAD - Dynamic/It's Over (Makin' Records)
			4	ALKAHOLIKS - All Night (Loud)
			5	Various Freestyles (Universal)
			6	...
			7	...
			8	...
			9	...
			10	...
			11	...
			12	...
			13	...
			14	...
			15	...
			16	...

The Players Club
 Music from the Upcoming Motion Picture



ALBUM AVAILABLE MARCH 17
 MOVIE IN THEATERS APRIL 8

PRODUCED BY DUTCH
 ICE CUBE APPEARS COURTESY OF PRIORITY RECORDS
 ORIGINAL VERSION APPEARS ON THE SOUNDTRACK FOR
 "THE PLAYERS CLUB"
 AVAILABLE ON HEAVYWEIGHT RECORDS.

GOING FOR
 ADDS 2/16
 & 2/17

#1 ON THE GAVIN RAP CHART FOR 3 WEEKS!

EARLY AIRPLAY FROM:	WJMH	WBHJ	WETT	KYLD	KKFR
	KYLZ	WJBT	WQHT	KBXX	KCAQ
	KMEL	KPWR	KDSS	WUSL	WHTA



<http://www.amrecords.com>

NEW LINE CINEMA

© 1998 HEAVYWEIGHT RECORDS. MANUFACTURED AND MARKED BY A&M RECORDS, INC. A POLYGRAM COMPANY. © 1998 NEW LINE PRODUCTIONS, INC. ALL RIGHTS RESERVED.

**James Lopez, Director of Marketing,
Delicious Vinyl**

WHAT HE APPRECIATES MOST:

"That we're really about music, and not just trying to out-spend other labels. Delicious is not a corporate machine, which allows us to be more creative and hands-on with every project."



King Tech (Wake Up Show), James Lopez (DV), and Ivan Rodriguez (Pirate DJ's)

A DAY IN THE LIFE:

"I wear many hats. I'm just as much a product manager as I am a marketer. I do the scheduling timelines, coordinate the ideas of various departments, and decide which ones to incorporate. I oversee projections, pro-

motion, budget allocation, and the bottom line, of which I am very conscious."

GREATEST MARKETING CHALLENGE:

"Born Jamericans. Because urban radio hasn't been as receptive to this album [as we expected], we've had to go to crossover, where the action is. Having to market them away from their core fan base is a concern for me; I wish urban radio were more willing to deviate from the norm, if only once in a while."

MOST PROFOUND LESSONS LEARNED:

"That music breaks differently market per market, and that timing is everything."
—TSM

one single and the rest is garbage. I take albums seriously. You should be able to feel records the whole way through. That's true of everything we've put out. And, as we've grown, I've made surrounding myself with ambitious, talented execs a priority. Early on I didn't have the opportunity to staff up with quality executives due to budget constraints.

What is your perception of the label's reputation?

Labels are characteristic of who's behind them; I was never deep into hardcore rap, but I've always been about music of all kinds, especially live funk. For example, the Brand New Heavies represented that in a way that I could relate to. The Heavies put a new spin on old musical territory; less formula-driven and more inspired by the greats. Assembly line R&B seemed temporary and less inspired. Reminiscing is cool and all, but I'm in the mode of looking ahead, to new records I wanna break.

What's in store for the near future?

N'Dea Davenport's solo debut is going through V2. She's the closest thing to Tina Turner this generation has. She can really bring it live. Pharcyde is recording, but Fat Lip is also doing a solo record. Aja is a 19-year old soul songstress who is like a young Aretha. This year we have DUO coming out, produced by Bad Boy's Younglord, and even some rock projects lined up.

What is your most memorable moment?

I remember when we finished mastering *Bizarre Ride to the Pharcyde*. I drove up to this spot, smoked a joint, and listened to the record from top to bottom, thinking, "this is the dopest thing that's come out in years." Those are the moments that make it all worthwhile. I'm thankful that we can put out records that move people. It may not sell a million, but I'm glad I can turn people on to it. That's why I'm in the business. ■

Austin Associates Inc.

Presents

The Independent Record Summit Tour '98
The Nation's First Multi-Format Urban Music Event
With The Independent Entrepreneur In Mind

Attend the Summit in these Cities:	Minneapolis, MN	June
	Sacramento, CA	June
	Phoenix, AZ	August

The Tour Kicks Off in Memphis, TN
May 15 & 16
Holiday Inn Crowne Plaza

Look for the Second Annual IRS Summit this October in a city to be announced

For details on dates, registration, showcases, and sponsorship information, contact Sharon Austin at (215) 424-6571 or visit our official website at www.promotionsonline.com

*Get connected • Get informed • Get to the next level
See ya at the Summit!*

M.A.D.KUTZ

SHAKE DAT

The first single

From their forthcoming album:

REELIZM

Producers: Gerald Baillegeau a.k.a. Big Yam and Victor Merritt a.k.a. Vino for Grand Jury Productions, Inc.

Management: Arden a F. Brown and Danette LaCour for Wisdom Entertainment

www.madkutz.com
©1998 Warner Bros. Records, Inc.



MADD BEATS, MADD LYRICS, M.A.D.KUTZ

Be Cool, Stay Calm & Maintain



KompoZur

(com-pō-sure)

Take Your Time

produced by Bud'da for Bud'da Productions

www.kompozur.com



©All Net Records 1998

© All Net Records 1998
130 East 6th Street, Second Floor.
Cincinnati, Ohio 45202
Ph: 513.381.8266 Fx: 513.381.8291
or visit us @ <http://allnet-records.com>

Executive Producer:

A REAL LADY

Taken from the album:
NOW...FEEL ME!
IN STORES NOW.

www.dmeka.com

Produced by:
Uncle Jamz, E-Bo, GuyWes for
DEAD END STREET Productions



D'Meka

Coming This Spring

**FROM
THE**



**DIRTY
SOUTH...**

Tyrone Hill



©All Net Records 1998

DANJA MOWF

Maximizing Mentorship, Teamwork, and Word of Mowf

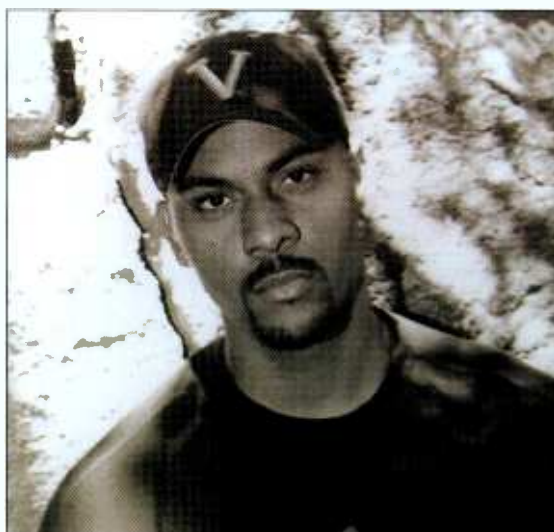
Looking for a true underground hip-hop artist who is doing it himself? Look to Danja Mowf, a native of Richmond, Virginia, and CEO of 804 Flava. His enterprise may be small now, but it's growing rapidly thanks to a dependable elder mentor, the information superhighway, and—the most important component—hot product created by a diverse collection of emcees and music-makers.

Before he became Danja Mowf, indicting wack emcees and posing serious "Questions" on wax, this do-it-yourselfer was known to his high school band director Bill McGee as Adolphus, the trumpet player. McGee saw the youngster's drive and took him under his wing—a dying practice in the black music community. McGee didn't stop at just teaching his student about the industry and music engineering; he pressed Danja Mowf and the Supafriendz' first singles on his own label, Flava Town Records. Says Danja of his mentor, "Dr. McGee is our quality control, but he supports our ideas. He's real hip, and he has a lot of faith in us."

"Us" is the Supafriendz, a crew of like-minded lyricists whose mission is to balance the hip-hop scales in favor of the gut-level sounds upon which the format was originally based. The Supafriendz are Lonnie B., Mad Skillz, and Danja Mowf, among others. Trust me when I say that their powers activate when they take to the mic of their in-home studios, FunTown and Buzzmode, which belong to Danja and Lonnie, respectively. The Supafriendz hit the map with "Vowel Movement" last year, and have since climbed the GAVIN Rap chart with "Unseen World Part II." This year, Danja Mowf established his own label, 804 Flava, and released Lonnie B.'s debut single, "Make It Hot." There was no falling out between he and Dr. McGee; rather, Danja Mowf learned from his mentor, and when the time was right, with McGee's guidance, he set out on his own.

By day, Danja is still Adolphus, working alongside Supafriend Lonnie B. as a computer systems consultant at ExCel, a small independent firm. Danja Mowf confirms that keeping a day job while you do the indie label thing is crucial; the pair's computer literacy has helped get their careers off the ground. "We're in shirts and ties all day; and we've got to be among the most vocationally viable emcees out there. Having a job allows us to say 'no' to people and wait for the deal we want to make.

"We decided to put our music out on our own because of our frustration with shopping [to labels]. Now, you need a following in



"We're in shirts and ties all day; we've got to be among the most vocationally viable emcees out there. Having a job allows us to say no to people and wait for the deal we want to make."

BY THEMBISA S. MSHAKA

order to get signed," he says. "[Earning] the capital to amass that following is our worst enemy. It's our biggest obstacle. We have enough desire and manpower to get it done, but we'd be a lot farther along and more visible if we had more capital. We could get backing, but the sources are questionable, so we keep working on a shoestring.

"GAVIN has been in our corner tremendously," he continues. "We have much more credibility because GAVIN appreciates our sound, and DJs know our record is viable. I made invaluable contacts at the GAVIN Seminar as well. Byze [owner of Word...Lyfe Promoshunz] has also been very helpful in promoting our records."

Continuous networking has helped the crew maximize their goals while they search out the right deal. And having a previously signed recording artist on deck has kept the Supafriendz from having to re-invent the wheel in the areas of promotion and direct sales. "Mad Skillz has been a tremendous asset, because he was [already] familiar with the industry," says Danja Mowf. The guys also had local radio in their corner—Mike Street from WDCE and WCDX provided radio contacts—but the key player in the networking game has

been their computer. Danja credits the Internet with bringing people to them and getting the word out about 804 Flava. "Without the Internet, we wouldn't be able to reach half the people we've played our music for. Flavatown.com has allowed us to build great relationships across the nation. People e-mail us with information about our coverage, letters about how they request us on their local stations, everything," he says.

The downside to the indie quest is the looming threat that you'll run out of steam without financial backing. After all, even with all these resources, there's only so much a four-man, part-time operation can do. "You would think that someone at a label or distribution house would have the gumption to put some money behind us—not for us to pocket up front, but to promote and market, especially if we've done so much ourselves," says Danja Mowf. But even after doing all their own initial footwork, the Supafriendz still wait for someone to meet them halfway.

For now, 804 Flava is busy promoting a set of popular underground singles. The *804 Trilogy* is doing well, and the label's next album is the critically acclaimed Danja Mowf set, appropriately titled *Word of Mowf*. What's most rewarding about working for yourself? Results, says Mowf.

"Most DJs can respect an artist who calls for airplay on his own song," he notes. "And when it's good, that makes it even easier." ■

GALAXY 9

Taking Hip-Hop Into the Future

ew had heard of Houston-based production crew Galaxy 9 until they experienced the rapturous high of *Baduizm*, the debut collection of songs and stories delivered by self-proclaimed hip-hop songstress Erykah Badu. And since it was probably GAVIN's own Quincy McCoy who first introduced her to you, it's only right that I make your acquaintance with the principal men behind her music, producers Rob Bell and his younger brother Jah Born.

The two were born to Cuban and Jamaican parents who were passionate about music and supportive of their sons' musical exploration. As a result, the two have keen ears and a tireless work ethic. Jah Born became proficient with cello, bass, drums, violin, flute and of course, turntables. Rob gravitated toward the business side, becoming a spokesman and negotiator for what began as a nine-member collective of music makers. While some members have changed, the core family has only grown in strength over the last few years, thanks to the brothers, who tirelessly tilled the underground soil of Dallas until they moved to Houston in 1996, a year before Badu set the nation on its ear.

"The name 'Galaxy' was chosen to represent us, and we define it as a group of stars revolving in mutual rotation to achieve musical excellence," says Bell, who describes the vibe between he and Jah Born as uncanny, saying, "the two of us can look at each other and be thinking about the same bass drop."

As if by cue, Jah Born pipes up. "We all cooked up through the Dallas music scene in an area called Deep Ellum. There was virtually no hip-hop in Dallas until Kasaan [from rap group Mad Flava] and I got it jump-started."

As a result, emcees started coming to open mic sessions. That's where Jah Born first saw Erykah wrecking the mic—rapping. "I tripped out, because the way she came off was very unique," he recalls. "We just ended up in the studio, and we worked every day."

The hard work has paid off in ways they all had only dreamed of—Badu's debut sold double-platinum, her live follow-up sold platinum, and a string of award nominations followed...including a Grammy nomination for Song of the Year for "On & On," five Soul Train Award nods, and seven nominations for NAACP Image Awards.

While Bell and Born are excited about all the attention, they knew they were onto something special the moment they started working with Badu. "Erykah is an original," says Jah Born. "Everyone involved with the project was a product of hip-hop culture, and since we're all true to the game, the music came out that way."

The brothers take their growing fame in



"Our being successful helps the genre to be successful, we want to give hip-hop music back its truer, more positive image."

back, they'd say 'You're great, but you're ahead of your time.'" Not exactly a compliment; as the labels brushed them off, the line felt more like a polite dis. As Bell continues, "We've always felt we were ready, and that our music was right on time, but now that we've been nominated for a Grammy, they're jockin' again. We've learned a lot from our ups and downs with record companies."

No matter how much the phone rings, Galaxy 9 will stay true to its musical mission, a process Bell describes as a "marriage of sampling and live instrumentation," where all music forms collide. "We want to take the universal mixture of jazz and hip-hop to a new level," says Bell.

"Our being successful helps the genre to be successful," adds Jah Born. "We want to give hip-hop music back its truer, more positive image."

Naturally, this will mean expanding the boundaries of hip-hop's influence on production, programming trends, and recognition by the industry and the African-American community. Galaxy 9 and Rob Free will soon be back in the studio with Badu, and we may be hearing some of the fierce female emcee they first met. "We admire her tremendously," says Bell. "Her movement is captivating, and her professionalism is hypnotic."

Jah Born and the Galaxy's crew of rising stars continue to build upon their music library of 300-plus compositions. Jah Born and producer Saeed have each signed production deals with Universal/MCA. Singers Chante' and Michelle Thiba (pronounced Tee-bay) are now working with Galaxy 9, hoping to follow in Badu's footsteps and reach similar heights. Rob Bell is slated to appear in a film he helped write called *Heart & Soul*, which will feature music from the Galaxy 9 collective. Rob Bell and Jah Born are also going to release a single as the Galaxy 9 Brothers. As you can tell, these young stars have only begun to shine. ■

BY THEM BISA S. MSHAKA



Gavin Urban Landscape

A GAVIN ORIGINAL

PRIME PROPERTY

WEST COAST

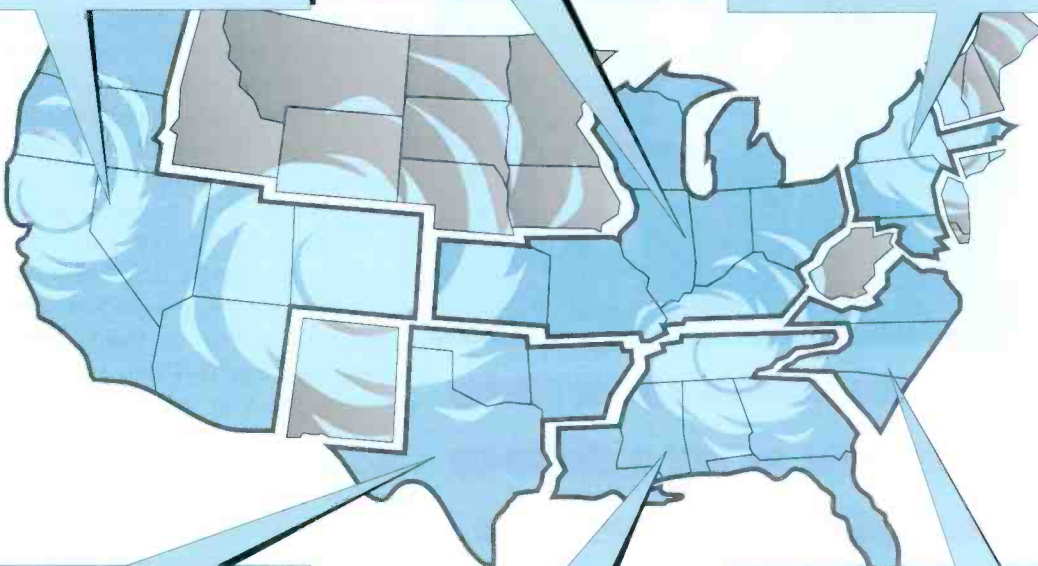
- TAMIA +39** "Imagination" (Qwest/Warner Bros.)
- ALI +37** "Love Letters" (Island)
- OL' SKOOL +33** "Am I Dreamin'" (Universal)
- KEITH WASHINGTON +26** "Bring It On" (Silas/MCA)
- 2 PAC +25** "Do For Love" (Amaru/Jive)

MIDWEST

- ARETHA FRANKLIN +90** "A Rose Is Still A Rose" (Arista)
- MONTELL JORDAN +81** "Let's Ride" (Def Jam)
- TAMIA +54** "Imagination" (Qwest/Warner Bros.)
- 2 PAC +51** "Do For Love" (Amaru/Jive)
- KP & ENVYI +44** "Swing My Way" (Eastwest/EEG)

EAST COAST

- MONTELL JORDAN +129** "Let's Ride" (Def Jam)
- 2 PAC +122** "Do For Love" (Amaru/Jive)
- ARETHA FRANKLIN +97** "A Rose Is Still A Rose" (Arista)
- DESTINY'S CHILD +91** "No, No, No" (Columbia)
- SYLK-E. FYNE +88** "Romeo and Juliet" (RCA)



SOUTHWEST

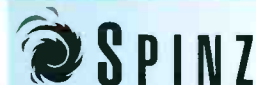
- KEITH WASHINGTON +47** "Bring It On" (Silas/MCA)
- MACK 10 +44** "Only In California" (Priority)
- 2 PAC +37** "Do For Love" (Amaru/Jive)
- H-TOWN +35** "Natural Woman" (Relativity)
- ELUSION +34** "Reality" (RCA)

SOUTHEAST

- ARETHA FRANKLIN +174** "A Rose Is Still A Rose" (Arista)
- MONTELL JORDAN +159** "Let's Ride" (Def Jam)
- 2 PAC +150** "Do For Love" (Amaru/Jive)
- OL' SKOOL +131** "Am I Dreamin'" (Columbia)
- MARIAH CAREY +115** "Breakdown" (Columbia/CRG)

CAROLINAS/VIRGINIA

- 2 PAC +127** "Do For Love" (Amaru/Jive)
- OL' SKOOL +124** "Am I Dreamin'" (Columbia)
- KEITH WASHINGTON +103** "Bring It On" (Silas/MCA)
- KP & ENVYI +102** "Swing My Way" (Eastwest/EEG)
- LL COOL J +77** "4,3,2,1" (Def Jam)



MOST ADDED

- ARETHA FRANKLIN (66)** "A Rose Is Still A Rose" (Arista)
WJMZ, WMMJ, WMNX, WZFX, WFLX, KYEA, WDLT, WIKS, WILD, WMCS, WIBB, WFLM, KBCE, KBMS, WGCI, KRIZ, WXQL, WKGN, WTLZ, KHRN, KXZZ, WWIN, WNFQ, WJIN, KTBT, WJFX, WQQK, WJZD, WBLX, KMJJ, WVAZ, WQHH, WJXX, WROU, WFXE, WJTT, WRKE, WTMP, WJMI, WTUG, WJLB, WKYS, WHRK, KJMS, WZHT, WZAK, KMJM, WAMO, WEDR, WQOK, KKDA, WIZF, WOWI, WBHJ, KZWA, WGTB, KVSP, KJMM, WCDX, WEUP, KPRS, WPAL, WWWZ, WUSL, WBLK, WPEG
- MONTELL JORDAN FEAT. FLESH N' BONE (52)** "Let's Ride" (Def Jam Recording Grp.)
WFXA, WJMZ, KYEA, KXHT, WIBB, KBCE, WGCI, KRIZ, WXQL, WMNX, WPLZ, WKGN, WTLZ, KHRN, WRNB, WNFQ, WJIN, KTBT, WJFX, WJZD, WBLX, KMJJ, WQHH, WJXX, WROU, WPHI, WFXE, WJTT, WRKE, WBLZ, WTMP, WZFX, WKYS, WZHT, WZAK, KMJM, WAMO, WQOK, KKDA, WIZF, WJHM, WOWI, KZWA, WGTB, KVSP, KJMM, WCDX, WEUP, KPRS, WBLK, KKBT, WPEG
- TAMIA (48)** "Imagination" (Qwest/Warner Bros.)
WRNB, WFXA, WGVN, KYEA, WMCS, WKND, WIBB, KBCE, WXQL, WPLZ, WKGN, WTLZ, KHRN, WNFQ, WJIN, KTBT, WJFX, KDKO, WJZD, KMJJ, WQHH, WJXX, WROU, WFXE, WJTT, WBLZ, WJMI, WZND, WKYS, WHRK, KJMS, WZHT, WZAK, KMJM, WAMO, WQOK, KKDA, WIZF, WOWI, KZWA, WGTB, KVSP, KJMM, WCDX, KPRS, WPAL, WWWZ, WUSL
- CAUGHT UP SOUNDTRACK (36)** "Snoop/Kurupt: Ride On" (Noo Trybe/Virgin)
WIBB, WXQL, WMNX, WPLZ, WKGN, WTLZ, KHRN, WNFQ, WJIN, WFXA, WJFX, WJZD, WBLX, KMJJ, WQHH, WJXX, WROU, WJTT, WJMI, WJLB, WHRK, KMJM, WAMO, WIZF, WOWI, KZWA, WGTB, KVSP, KJMM, WCDX, KPRS, WWWZ, WRKE, WZAK, KKDA, WPEG
- BILLY PORTER (35)** "Borrowed Time" (DVS/A&M)
WDLT, WJMZ, KYEA, WMCS, WYLD, WFLM, KBCE, WXQL, WPLZ, WKGN, WTLZ, KCEP, KHRN, WRNB, WNFQ, WJIN, WJFX, KDKO, WJZD, WBLX, KMJJ, WQHH, WJXX, WFXE, WJTT, WRKE, WZAK, KMJQ, KZWA, WUSB, KVSP, KJMM, WEUP, WPAL, WZHT

BLACK A/C

- Most Played Current Hits
- BRIAN MCKNIGHT** "Anytime" (Mercury)
- BOYZ II MEN** "A Song For Mama" (Motown)
- UNCLE SAM** "I Don't Ever..." (Stonecreek/Epic)
- DRU HILL** "I Don't Ever..." (LaFace/Arista)
- MARY J. BLIGE** "7 Days" (MCA)

TOP TEN SPINZ

Rank	Artist	Title	Current	Last Week
1	UNCLE SAM	"I Don't Ever Want To See You Again"	3366	3444
2	BRIAN MCKNIGHT	"Anytime"	3424	3684
3	MARY J. BLIGE	"7 Days"	2780	3114
4	K-CI AND JOJO	"All My Life"	2638	2800
5	SWV	"Rain"	2557	2794
6	USHER	"Nice & Slow"	2720	2926
7	DESTINY'S CHILD	"No, No, No"	2428	2704
8	DRU HILL	"5 Steps"	2462	3105
9	JANET JACKSON	"Together Again"	2455	2612
10	OL' SKOOL	"Am I Dreamin'"	1935	2404

SPINZ LAST WEEK
SPINZ THIS WEEK

Q - FILE

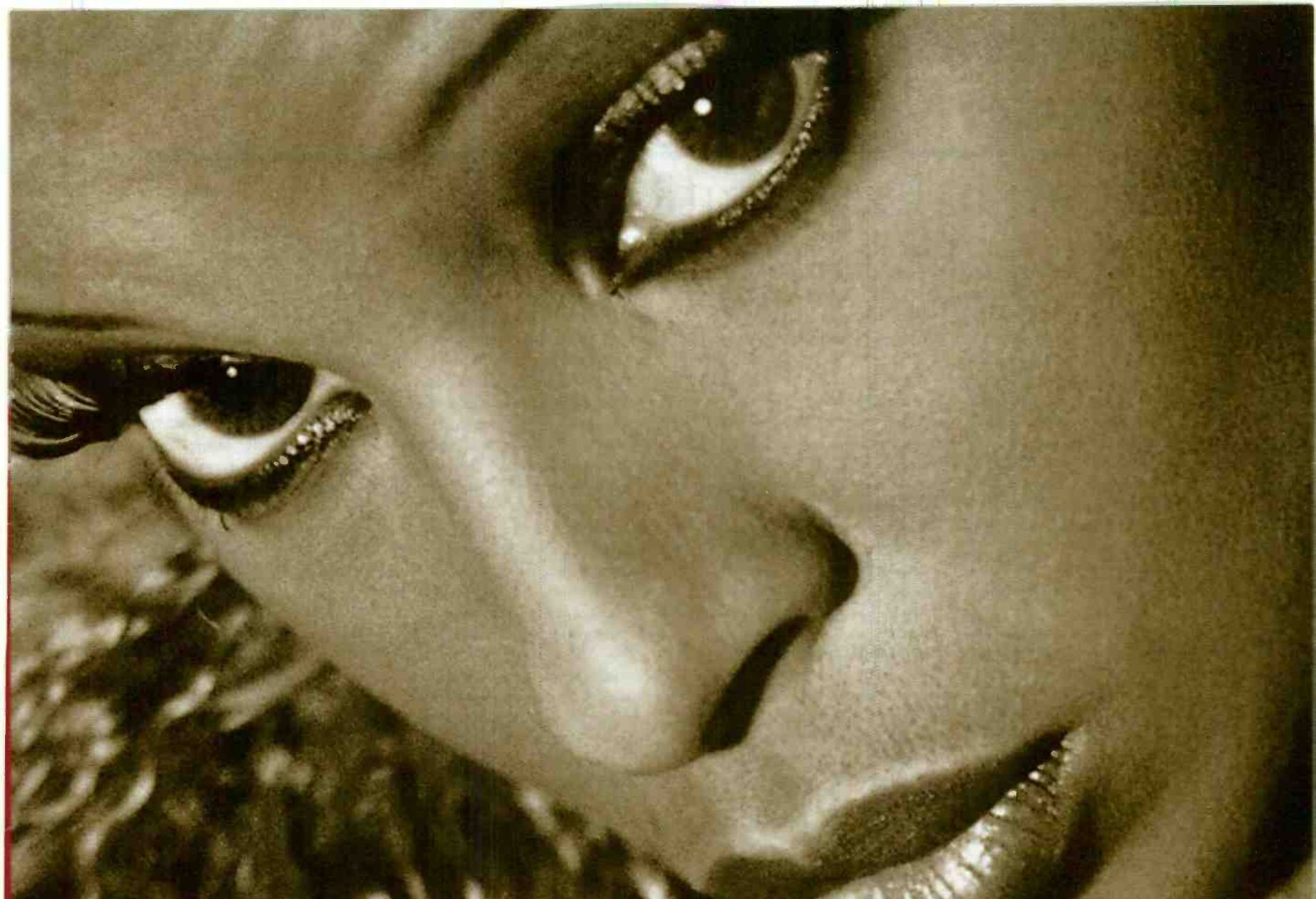


MUCH THANKS to all those who participated in this year's Gavin Seminar in San Diego.

Pictured above (l-r): **Cathy Hughes**, CEO of Radio One, at the Urban Keynote with **Quincy McCoy**.

Editor: QUINCY MCCOY • Assistant: ANNA CALIX

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



MARY J. BLIGE

SEVEN DAYS

The New Song From The Double Platinum Album Share My World

Produced and arranged by Malik Pendleton for "Zavy" Get AMPed at MCA Records Online: www.mcarecords.com



© 1998 MCA RECORDS



On-line

BY QUINCY MCCOY

Great Expectations

For me, this year's Gavin Seminar was a convention of firsts. It was the first time that a black-owned and operated company, Radio One, Inc. brought 15 of their top executives to explain their successful radio programming and community service approach to the industry as a whole. This session offered a unique view into the workings of a company that truly believes in its responsibility to the community, yet also keeps its eye squarely on what people want from radio—entertainment.

This was the first year we dropped the "urban" tag from our women's workshop, and our timing was perfect. Last year saw this session becoming populated by women and men from all genres of the industry seeking help and guidance. This year our numbers increased again, and our brilliant panel of women executives were again asked probing questions that made them dig deep inside themselves for answers. This session was stimulating and compelling. I learned some new things about myself but, more important, I started a few new relationships that I plan to develop.

I've saved the best "first" for last. This year I did my first One-on-One interview, with Cathy Hughes, Chairman and CEO of Radio One. I've interviewed her in these pages before, so I knew she would delight, educate, and surprise the audience with her answers. She didn't let us down. The following are a few quotes from her dynamic session:

ON BLACK BROADCASTERS JOINING FORCES:

"We keep trying to foster and

nourish this concept of us working together collectively. I'm hopeful that when the other broadcasters realize the significant loss of black ownership since the Telecom bill passed, that they will wake up and say, 'whoa,' we're gonna perish if we all don't join hands and survive together.' Why hasn't it already happened—residual brainwashing from slavery? We've been taught not to trust each other. We've been taught to be individuals, which is counter to the African concept of 'I am because you are.' It's a 'we' concept, a communal family that exists collectively. I'm prayerful that something will soon wake us up."

ON THE BLACK FAMILY

"Too many of us have embraced this erroneous notion 'that' I've got mine and you get yours.' Look out for yourself, and other black people aren't to be trusted. These are things that have been bred into us over the centuries, first to keep our bodies enslaved and now our minds."

ON GROWTH

"A constant complaint from our lending institution is that they want us to move faster on gathering properties. Well, I'm from the country. I grew up in Omaha, Nebraska, so I'm not going to grow just for the sake of growing. We take our time to make sure we have a sound foundation under each of our stations before we go to the next step. Nothing puts a business person out of business quicker than unplanned growth. A lot of people think growth is symbolic of success, but growth can also be a forerunner to total failure."

ON BUYING RADIO TODAY

"The first thing I tell individuals who are looking for a window of opportunity to get into this business is to put together a group of broadcast veterans who know what they're doing. I really feel that the right team of GMs, sales managers, program directors, and promotion directors, with the right property in the right market, can convince a lender to gamble. Even though I said earlier that they're not financing single properties, I always remember that people said that to me when I started. The first 32 lenders said no, but number 33 said yes and here I am."

"Most African-Americans don't realize that the process of lending can take years. It's very costly and it takes a long time before you even get close to a point of lending support. You have to come up with the money for engineers, lawyers, and accountants. Your start-up costs can be millions of dollars and you still don't get the property. There are very few individuals who can hang in there and go through this process which is designed to keep people of color and women from full participation in the process."

COMPANY STRATEGY

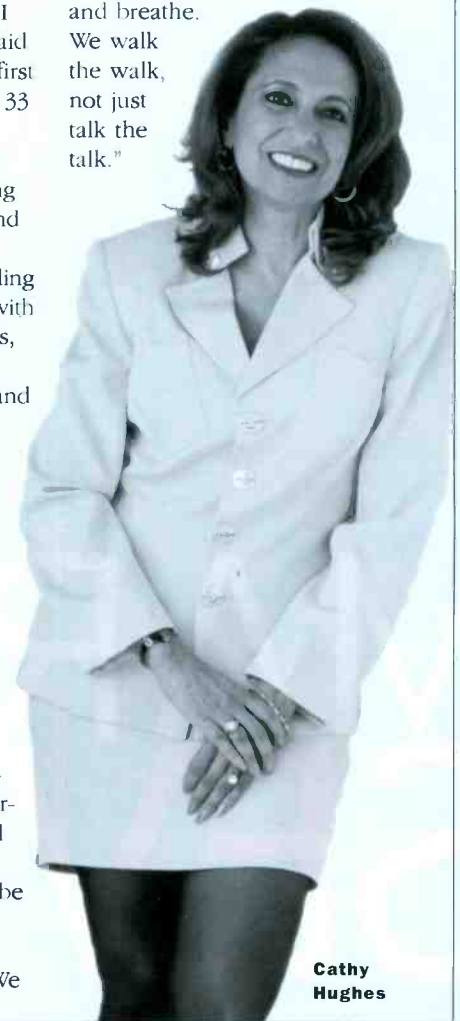
"We don't believe in being in a reactionary posture, because that's playing defense. We like putting points on the board. We're about winning and showing that an African American corporation can be as well run and efficient as any of our white counterparts. We would like to be to the radio industry what Bob Johnson (CEO of BET-TV) has been in the area of television. We

want to up the ante. We want white folks to come to the table with a higher level of expectation when they talk about urban programming. And the only way for us to do that is to keep pressure on their clusters, triopolies, or whatever they come at us with."

COMMUNITY INTERACTION

"We monitor the pulse of the community daily. It's something we just don't give lip service to, it's something that we live and breathe.

We walk the walk, not just talk the talk."



Cathy Hughes



The First Single From The Highly Anticipated Album

STILL STANDING

Going for College/Mixshow Spins Immediately

On Your Turntables Now!

LP In-Stores
April 7th

MOST ADDED**MOSE ALLISON (25)****MARK SHIM (20)****BARBARA MORRISON (14)****CHARLIE HADEN (12)****TOP TIP****TIM HAGANS & MARCUS PRINTUP***Hubsongs*
(Blue Note)

In this tribute to Freddie Hubbard (produced by Freddie Hubbard) Tim Hagans' more brassy trumpet complements Marcus Printup's warmer, more bluesy approach.

RECORD TO WATCH**CHARLIE HADEN***The Montreal Tapes*
(Verve)

Both live Montreal CDs, one with Geri Allen and the other with Gonzalo Rubalcaba, capture the imagination and attention of Jazz radio.

Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
3	1	JIMMY PONDER (Highnote)	74	1	65	4	4
2	2	TEDDY EDWARDS (Highnote)	73	0	63	6	4
4	3	DOUG LAWRENCE (Fable)	72	1	58	13	0
1	4	MIDNIGHT IN THE GARDEN... (Malpas/Warner Bros.)	70	0	59	8	3
6	5	PAQUITO D'RIVERA & UNITED NATION ORCH. (Jazz MCG)	69	0	57	8	4
5	6	DIANNE REEVES (Blue Note)	66	0	54	8	4
8	7	MELISSA WALKER (Enja)	66	1	43	17	5
9	8	HERBIE MANN (Lightyear)	64	0	46	10	8
12	9	STEPHANE GRAPPELLI/MARTIN TAYLOR (Honest/Linn)	71	0	20	41	10
7	10	HANK CRAWFORD & JIMMY McGRIFF (Milestone)	63	0	40	18	5
17	11	MINGUS BIG BAND (Dreyfus Jazz)	66	1	20	32	13
11	12	CHICK COREA/GARY BURTON (Stretch/Concord)	56	0	35	15	6
16	13	TERELL STAFFORD (Candid)	61	3	26	23	9
15	14	FRED SANDERS (Leaning House Jazz)	60	1	24	25	11
18	15	CALDERAZZO/WATTS/GAGNON (Lost Chart)	60	1	18	33	8
10	16	GENE HARRIS/JACK McDUFF (Concord Jazz)	51	0	37	12	2
20	17	CAROL SLOANE & CLARK TERRY (Concord Jazz)	55	0	26	24	5
14	18	JAVON JACKSON (Blue Note)	52	0	34	12	6
30	19	FRED HERSCH (Nonesuch)	61	2	8	34	17
36	20	CLAIRE MARTIN (Honest/Linn)	64	4	5	33	24
13	21	BILL COSBY AND FRIENDS (Verve)	51	0	25	18	8
27	22	HOWARD JOHNSON & GRAVITY feat. TAJ MAHAL (Verve)	61	2	7	33	20
21	23	STEVE KHAN (Evidence)	49	0	23	21	5
22	24	KANSAS CITY BAND (Verve)	52	1	19	24	8
40	25	ALLEN FARNHAM (Concord Jazz)	60	5	9	22	24
37	26	ERIC ALLISON (Contemporary)	52	3	11	25	14
19	27	JOEY BARON (Intuition)	47	1	21	18	7
28	28	GEORGE RABBAI & CO. (DBK Jazz)	53	2	9	30	12
38	29	JOHN PISANO (Pablo)	56	3	5	29	19
25	30	HORACE SILVER (Impulse!)	45	0	20	18	7
26	31	NIELS-HENNING ORSTED PEDERSEN (Verve)	44	0	21	16	7
23	32	KENNY BARRON (Verve)	44	0	18	18	8
24	33	BUDDY MONTGOMERY (Sharp Nine)	47	0	8	33	6
34	34	MOSCOW SAX QUINTET (Arkadia Jazz)	42	0	19	14	9
—	35	RAY BRYANT (JMI/JVC)	61	4	4	11	42
—	36	TIM HAGANS & MARCUS PRINTUP (Blue Note)	56	2	3	23	28
31	37	JEROME RICHARDSON (TCB)	37	0	18	15	4
29	38	BRUCE BARTH (Double Agent)	42	0	12	20	10
33	39	DEE DEE BRIDGEWATER (Verve)	36	0	16	13	7
35	40	HOWARD PRINCE (Cat's Paw)	36	0	13	17	6
32	41	BILL HEID (Savant)	40	1	11	16	12
41	42	HARRY CONNICK, JR. (Columbia/CRG)	38	0	11	13	14
—	43	LIVE AT SMALLS (Impulse!)	54	6	0	11	38
—	44	NEW YORK NONET (JZZ)	47	6	2	13	26
—	45	BARBARA MORRISON (Chartmaker/Blue Lady)	55	14	1	8	34
—	46	CHARLIE BYRD TRIO (Concord Jazz)	44	8	3	13	20
47	47	DAN PAPAILA (Challenge)	32	0	7	16	9
46	48	BOB DOROUGH (Blue Note)	28	0	10	12	6
—	49	RAY BARRETTO (Blue Note)	45	6	2	7	30
44	50	PONCHO SANCHEZ (Concord Jazz)	31	0	9	8	14

On Z Corner

BY KEITH ZIMMERMAN



Seminar Highlights & Hot News

The 1998 GAVIN Seminar was a multi-layered event, touching on both the finer and more general issues pertinent to broadcasting and the music industry. We get calls from programmers across the country after each Seminar, commenting on the buzz and asking if it's possible for them to purchase tapes of meetings and events. We tried making cassettes available a couple of times, but you really have to be there to experience it. There's only so much you can capture from a soundboard microphone.

It was great to have a distinguished keynote speaker like Deepak Chopra, who we could actively promote. Dr. Chopra led a room full of people into some sample moments of stress meditation and explained how the human body is an ever-shedding network of molecules that completely regenerates itself in a matter of months.

Beth Nielsen Chapman's 3-song pre-lecture appearance—Dr. Chopra works with many artists, including Madonna

and Chapman—provided the spiritual connection between music and the handling of grief, stress, and the artistic process. On the surface, it may sound touchy-feelie, but, again, you had to be there.

At the Higher Octave "Whenjagetin?" showcase, Rick Braun hopped onstage and jammed with featured saxophonist Bryan Savage. The fiery energy level at Smooth Jazz shows quite often eclipses what's on the air or in the CD bytes; Savage's appearance was no exception.

The GAVIN Global Soundstage with N2K Encoded Music President Phil Ramone proved to be the most ambitious live event Kent and I have ever undertaken. It was the end result of hours of preparation, scripting, musical sound checks, and continuous tweaking. Within 90 minutes, we constructed three tight segments examining contemporary music and radio's place on the Internet, and how stations can expand their listenership across several time zones around the world. True, it won't gain you extra local ad spots, but downloading music and gaining a national and global perspective is just a touch away. Custom Web sites are now commonplace and radio-friendly computer terminals are just around the corner.

The at-work listening arena could change radically as computers



Diana Krall and Rick Braun, the GAVIN Jazz and Smooth Jazz Artists of the Year, respectively.



Station of the year awards. (l to r): Presenters Craig Chaquico and James Moody, KLON's Judy Jankowski, KKSF GM Doug Sterne, KKSF's Lee Hansen, and Keith Zimmerman.



Top row (l to r): Chris Brodie (1997 Feinstein Award winner), Frank Cody and Art Good (1998 Feinstein Award winners), KKSF's Lee Hansen. Kneeling: Keith and Kent Z.

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

BRAXTON BROTHERS/MELROSE PLACE
(12/38 reports)
BRIAN BROMBERG
(10/30 reports)
JOYCE COOLING
(7/50 reports)

TOP TIP

BRIAN HUGHES
One 2 One
(Higher Octave)
Biggest jump of the week as well as our #1
SJ&V Spin Trend. Action on the title track.

RECORD TO WATCH

STEVE NIEVES
Dream Harvest
(JMI/JVC)
Talented saxophonist and percussionist Steve
Nieves performs a beautiful ballad entitled
"With Your Love (Victor's Song)" named after
the song's composer, Victor Feldman.

Gavin Smooth Jazz

LW	TW	Reports	Adds	Spins	Differences	
1	1	RICHARD ELLIOT - Jumpin' Off (Metro Blue/Capitol)	59	0	996	+4
2	2	CANDY DULFER - For the Love of You (N2K Encoded Music)	53	1	903	-71
3	3	AVENUE BLUE feat. JEFF GOLUB - Nightlife (Bluemoon/Atlantic)	50	0	891	+33
5	4	PAUL HARDCASTLE - Cover To Cover (JVC)	56	0	799	+65
4	5	KENNY G - Greatest Hits (Arista)	50	0	754	-20
7	6	THOM ROTELLA - Can't Stop (Telarc Jazz Zone)	54	0	683	+5
6	7	BOB JAMES - Playin' Hooky (Warner Bros.)	46	0	608	-95
8	8	BRIAN CULBERTSON - Secrets (Bluemoon/Atlantic)	51	1	605	-31
9	9	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	52	7	596	-8
11	10	BRIAN TARQUIN - Last Kiss Goodbye (Instinct)	52	1	590	+40
10	11	DAVID BENOIT - American Landscape (GRP)	46	0	552	-17
23	12	CHUCK LOEB - The Moon, The Stars, the Setting Sun (Shanachie)	59	4	527	+80
15	13	RIPPINGTONS/RUSS FREEMAN - Black Diamond (Windham Hill Jazz/Peak)	51	2	511	+3
12	14	PAT METHENY GROUP - Imaginary Day (Warner Bros.)	43	0	508	-26
13	15	JOYCE COOLING - Playing It Cool (Heads Up)	50	7	494	-26
14	16	PETE BELASCO - Get It Together (Verve Forecast)	47	1	494	-16
19	17	RICK BRAUN - Body and Soul (Bluemoon/Atlantic)	41	0	492	+15
18	18	PHILIPPE SAISSE - Next Voyage (Verve Forecast)	43	2	488	+6
20	19	RICHARD SMITH - First Kiss (Heads Up)	48	0	487	+14
16	20	KIRK WHALUM - Colors (Warner Bros.)	47	1	482	-10
22	21	BONEY JAMES - Sweet Thing (Warner Bros.)	47	2	468	+17
24	22	PAUL TAYLOR - Pleasure Seeker (Countdown/Unity)	38	0	462	+17
27	23	CHIELI MINUCCI - It's Gonna Be Good (JVC)	56	1	458	+65
21	24	PIECES OF A DREAM - Pieces (Blue Note)	45	2	434	-21
25	25	DEAN JAMES - Intimacy (Brajo)	46	1	432	+11
28	26	DIANA KRALL - Love Scenes (Impulse!)	40	1	410	+23
17	27	CRAIG CHAQUICO - Once In a Blue Universe (Higher Octave)	35	0	399	-86
29	28	RANDY CRAWFORD - Every Kind of Mood (Bluemoon/Atlantic)	44	5	397	+15
26	29	CHARLES FAMBROUGH - Upright Citizen (Nu Groove)	45	0	389	-7
32	30	EVAN MARKS - Coast to Coast (Verve Forecast)	44	2	383	+25
30	31	YANNI - Tribute (Virgin)	36	0	378	+11
31	32	JOHN TESH - Grand Passion (GTSP/Mercury)	41	1	367	+2
33	33	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	35	0	355	+11
34	34	VANESSA WILLIAMS - "Next" (Mercury)	30	1	306	-24
43	35	BRIAN HUGHES - One 2 One (Higher Octave)	45	5	305	+95
38	36	SPECIAL EFX - Here to Stay (JVC)	33	0	281	0
36	37	JIMMY SOMMERS - James Cafe (Gemini)	28	1	275	-27
37	38	DOC POWELL - Don't Let the Smooth Jazz Fool Ya (Discovery/Sire)	25	0	273	-9
35	39	CHRIS BOTTI - Midnight Without You (Verve)	26	1	243	-69
42	40	ENYA - Paint the Sky With Stars-The Best of (Reprise)	19	0	225	-7
39	41	JIM BRICKMAN - The Gift (Windham Hill)	23	0	210	-49
40	42	MICHAEL BOLTON - Best of Love (Columbia/CRG)	20	0	206	-31
41	43	EARL KLUGH - The Journey (Warner Bros.)	25	0	203	-34
46	44	TIM WEISBERG - Undercover (Fahrenheit)	24	0	197	+14
44	45	BOB BALDWIN - Cool Breeze (Shanachie)	19	1	197	-4
45	46	CHRIS SPHEERIS - Eros (Essence)	19	1	183	-7
—	47	A TWIST OF JOBIM - Various Artists (i.e. music)	17	0	182	NEW
48	48	FINGER ROLL - Still Rollin' (Bama Sweet)	19	0	176	-1
—	49	LOREENA MCKENNITT - The Book of Secrets (Warner Bros.)	18	2	175	NEW
47	50	AARON NEVILLE - Say What's In Your Heart (A&M)	17	0	169	-9

increase their ability to multi-task and become portable radios, too. The omnipotent, single office sound system may become a thing of the past.

We presented the music of Candy Dulfer, Jonathan Butler, and rock act Swamp Boogie Queen in the most non-traditional way we could on the Global Soundstage. In between each discussion segment—all of which was transmitted live over the Internet—each of the three acts walked out and performed two short tunes. N2K's Carl Griffin delivered the cues as floor manager, and counted Phil, Kent, and me down to the minute before bringing the acts onstage. Quite often musicians plugged in as final points were being made from audience participants.

The night before, with Ramone studiously presiding over each sound check, the live music portions became crisp without becoming blaring. Jonathan Butler's version of "Lost to Love" sounded as clean as a studio recording, but with all the punch of a live date. The vocal arrangements behind "Lost..." were

spine-tingling.

A three-camera crew caught the whole show on video, but, again, you had to have been there. It was the Z'men's scariest and most exhilarating event to date. Thanks to Phil and his N2K staff.

Narada Media and guitarist Jesse Cook took a break from Cook's ongoing recording obligations to give radio a sneak peak at his latest brand of pop Flamenco. Jesse's music proved extremely compatible to San Diego, with El Nino clouds circling above outside. Thanks to Diane Almond and Sue Schrader for staging that one. With Narada's new involvement with Virgin Records, look for Cook's next release to really surge.

This year, our Thursday schedule afforded Kent and I the opportunity to get our hits and tackles in early. With the Global Soundstage behind us, it was time to press on to the evening's Jazz and Smooth Jazz 10th year anniversary awards dinner.

Unlike most acts, we waited until the last person was seated and the final dessert was served before we brought out Diana Krall and her trio. Had we known how quiet and totally intimate her sound really was (no drums, just vocals, piano, acoustic bass, and guitar) we might have felt initial trepidation. There could have been that annoying buzz of conversation throughout the hall. Fortunately, Krall's style of jazz provided the right form of sophistication for the evening, but to a hardened group of industry types.

The noisiest person in the room was the bartender and his ice bucket, and surely Diana was acclimated to a nightclub environment. The crowd leaned in, listened and didn't

SJ&V Spin Trends

1. **BRIAN HUGHES** +95
 2. **BRAXTON BROS./MELROSE PLACE** +89
 3. **CHUCK LOEB** +80
 4. **BRIAN BROMBERG** +74
 5. **PAUL HARDCASTLE** +65
- CHIELI MINUCCI** +65

SJ&V Chartbound

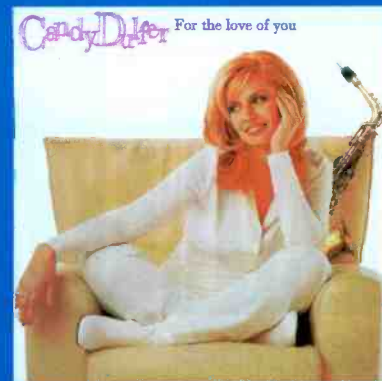
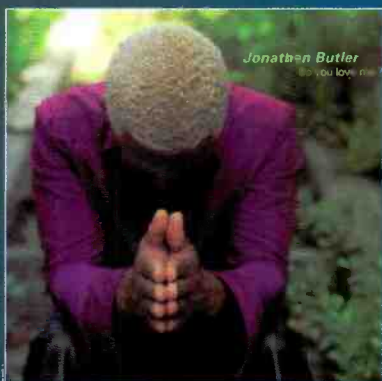
- MELROSE PLACE/BRAXTON BROTHERS** (Windham Hill)
BRIAN BROMBERG (Zebra)
DENNY JIOSA (Blue Orchid)
YULARA (Higher Octave)
JEANNE NEWHALL (Marzipan Music)
THE RIPPINGTONS (BEST OF) (GRP)
PHIL PERRY (Windham Hill Jazz/Peak)
VANESSA RUBIN (RCA)
MARION MEADOWS (Discovery/Sire)
BILL EVANS (Escapade)
***HIROKO KOKUBU** (JMI/JVC)
RICK RHODES (Award)
PHAJJA (Warner Bros.)
Dropped: #49 Dave Mamet, #50 Vibraphonics.

Jazz Chartbound

- KENNY DREW, JR.** (Arkadia)
ARKADIA ALL-STARS (Arkadia)
PAUL ARSLANIAN (DBK Jazz)
BUSTER COOPER & THURMAN GREEN (Chartmaker/Blue Lady)
DAVELL CRAWFORD (Bullseye/Rounder)
***DEWEY REDMAN** (Palmetto)
Dropped: #39 Ron Carter, #42 Benny Carter, #43 Brian Lynch Quarter, #45 Cecilia Smith, #48 Bob Berg, #49 Ralph Sharon Trio, #50 Joe Henderson.

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

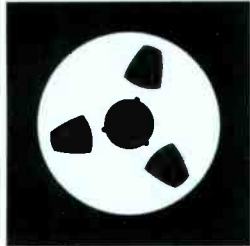
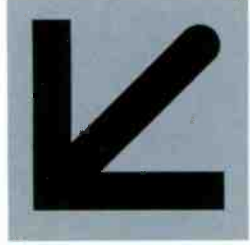
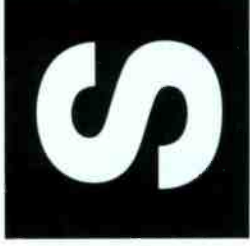
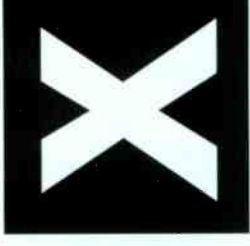
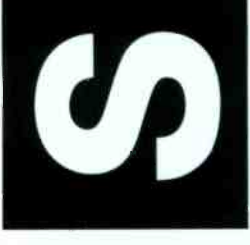
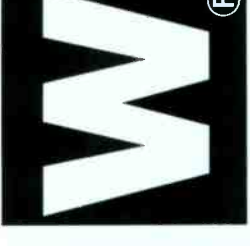
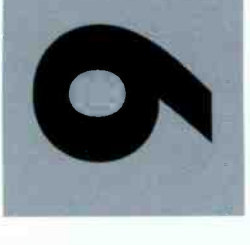
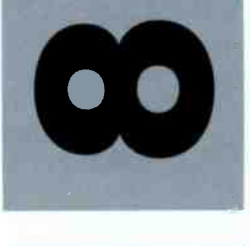
N2K Encoded Music
1998 Gavin Seminar
Smooth Jazz Independent
Label of the Year



Thanks Smooth Jazz Radio and Gavin
From Phil Ramone and the Entire
N2K Encoded Music Family



www.n2kencodedmusic.com

south by southwest austin texas march 18 - 22 1998



THE 12TH ANNUAL SOUTH BY SOUTHWEST MUSIC & MEDIA CONFERENCE

SXSW will draw music and media industry professionals from around the world to Austin, Texas, for panel discussions, workshops, demo critiques and a Trade Show by day plus an exciting music festival by night, featuring performing artists from all over the planet and musical map.

REGISTRATION RATES & DEADLINES:

Through February 13, 1998 - \$375
 Final/Walkup Rate - \$450

SXSW HEADQUARTERS:

PO Box 4999, Austin Texas 78765
 Tel: 512/467-7979 • Fax: 512/451-0754
 E-mail: sxsw@sxsw.com • www.sxsw.com

“... the domestic pop and
 rock music industry’s
 most important
 annual gathering.”

-The New York Times



Gavin Alternative

Static BY SPENCE D.

Max Has Left the Building

(or, Spence D.'s Take on the GAVIN Seminar '98)

We have survived yet another GAVIN Seminar (I heard that even Julie Forman made it through unscathed). The conclusion of this year's event also marks the end of a mini-era; Max has gone on to graze the promo pastures while a new regime awaits in the wings. As of this writing, nothing has been decided, so I am assuming the title "Temporary Alternative Editor During Hiatus." You may forward any questions, comments, praise, or gripes to me via phone: (415) 495-1990 ext. 648 or email: dookey@earth-link.net. I'm very responsive (or so they say).

As usual, the seminar was a whirlwind of quick handshakes, informative panels, long dinners, free booze, and the occasional showcase. For your enjoyment, here's my take on the whole thang:

Wednesday night saw the bulk of the Alternative constituency huddled outside the Casbah, trying to squeeze in to the packed venue to garner a glimpse of Mary Lou Lord. You just knew things were out-of-hand when even Laura Kim (remember, MLL is on WORK) was unable to gain access to the club. As for me, I chose to stand with my ear pressed to the back door (hell, when you can't watch the show, you might as well listen to it, right?), and at one point even got down on my knees to listen to the show through the mail slot. After her set, Mary Lou came outside to mingle, and I told her how great she sounded through the door. She replied "Thanks, they do have a great sound system in there!"

Thursday was earmarked by the SRO Active/Alt crossfire. Aside from the fact that Mike Stern kept playing musical chairs—shifting from the "Alt" side of the stage to the "Active" as the panel progressed—the general consensus, most vocally presented by Brian Schock of 91X, was that

AS USUAL, THE SEMINAR WAS A WHIRLWIND OF QUICK HANDSHAKES, INFORMATIVE PANELS, LONG DINNERS, FREE BOOZE, AND THE OCCASIONAL SHOWCASE.

Modern A/C is the real villain. Two other key facts presented by the panel were that both the Alternative and Active formats no longer have clear, distinct definitions and that there is definitely a double standard on the part of record labels when it comes to servicing and dealing with each format. The continuing mutation/evolution of radio will only make this discussion more interesting in the future. (Oh yeah, K-ROCK (WXRK) took quite a beating during the course of the discussion, so Dave "The Duke" Sholin and I took a few brief minutes to console Steve Kingston afterwards). Following the panel I latched up with John Schroeter and Eddie G. from KJEE, Pete Rosenblum from Elektra and Michael Iddis from Mercury. Together we headed over to Brick By Brick for the Rebekah showcase. While the event leaned a little more to the A/C and Top 40 side of things, Alternative was

well represented by Laurie Gail and Angie C. (WFNX), John O'Connell & Dan O'Brien (WPBZ), Dave Hill and his Production Assistant "Silent" J (WMRQ), Kim Monroe (KNDD), Mark Hamilton (KNRK), Chris Muckley (91X), and a host of others. The real treat came when Richie Sambora took the stage after Rebekah. Believe it

or not, he sounded pretty good—but I don't think he took too kindly to our cheers requesting "Dead or Alive." The night was capped with a tasty Thai dinner courtesy of Elektra and Mercury. I spoke with Kevin Weatherly between forkfuls of Pad Thai and listened, amused, to Iddis' Paul McCartney impersonations.

Friday went by in a lag-n-drag haze. I tuned in to 92.5 (formerly The Flash) and really grooved on the Ani DiFranco-into-Chris Cornell-into-Roxy Music segue the midday jock laid down. Later, at the XHRM lunch thrown by Halloran at Olé, I mentioned this eclectic musical choice and how cool it sounded on the air. Halloran, in typical Halloran fashion, responded "It just makes sense."

Friday also saw the Alt Jukebox July 2000, which yielded some surprising results (many of you commented on how the final data greatly conflicted with the actual room and panel response to certain songs. There is still some speculation as to whether or not those infra-red lazer pointers or the Motorola walkie-talkies caused some sort of cross-channel interference with the electronic tabulations. Remember, research results can be fallible. Friday night I made an unsuccessful attempt to catch Crystal Method, BT, Moby, and Kottonmouth Kings at Club

Editor: **MAX TOLKOFF** • Assistant: **SPENCE D.** Alternative Reports accepted through Tuesday 3:00 p.m.
Station Reporting Phone: (415) 495-1990 • GAVIN Fax: (415) 495-2580

GAVIN FEBRUARY 13, 1998

Data

MOST ADDED

FASTBALL (16)

The Way (Hollywood)
WKRL, KGDE, WPLT, WNNX, WBZU, KKNB, KFRR, KLYY, WWDX, WHFS, WLUM, WMRQ, WXRK, KITS, KNSX, KEDJ

ANI DIFRANCO (13)

Little Plastic Castle (Righteous Babe)

WQBK, WXDG, WMAD, WKRL, WBER, KQXR, WEDG, WFNX, WBZU, KACV, WENZ, WXDX, WPBZ

GOD LIVES UNDERWATER (10)

From Your Mouth (A&M)
WOXY, XTRA, KOME, WHFS, KNRK, WBCN, WXRK, KITS, KROQ, KTEG
EVERCLEAR (9)

I Will Buy You A New Life (Capitol)

WXDG, KMYZ, KKND, WBER, WNNX, WPLA, WLIR, WLUM, WXEX
FUEL (8)

Shimmer (550 Music)
WQXA, WHMP, WBZU, WXDX, WHFS, WMRQ, WXRK, KEDJ

MOST REQUESTED

MARCY PLAYGROUND

"Sex & Candy"
(Mammoth/Capitol)

BLINK 182

"Dammitt" (Cargo/MCA)

BEN FOLDS FIVE

"Brick" (550)

CREED

"My Own Prison" (Windup)

CORNERSHOP

"Brimful of Ashra"
(Luaka Bop/Warner Bros.)

MOST BUH-UZZ

We asked a bunch o' programmers what's REALLY working at radio. "Or Ooooo, baby baby, I can feel the power!"

BLINK 182

"Dammitt (Growing Up)"

(Cargo/MCA)

FASTBALL

"The Way" (Hollywood)

NATALIE IMBRUGLIA

"Torn" (RCA)

FATBOY SLIM

"Going Out Of My Head"

(Astralwerks)

LOREENA MCKENNITT

"Mummers' Dance"

(Warner Bros.)

MOST LIKELY TO

SUCCEED

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

FINLEY QUAYE

"Sunday Shining" (550)

HUM

"Comin' Home" (RCA)

BLACK GRAPE

"Marbles" (Radioactive)

MONO

"Life In Mono" (Mercury)

FAT

"Numb" (A&M)

Montage. The line was horrendous, proving that 9IX did a whiz-bang job of promotion. So it was back to the Hyatt to cop some freebies courtesy of MCA (kudos to the Seagram's crew: Rudy, Michelle, Nick, and anyone else I forgot). Hung out with Shellie Hart and Chris Paryk from KEDJ along with Chuck from KFMA. I eventually capped the night by hangin' with Errol Kolosine from Caroline, Rich Holtzman from 4AD, Dave Hill, J, Susie T. from M3, Lloyd Hocutt (KROX), and the Warner Bros. promo team of Tom Biery and Rob Goldklang (these guys are perhaps the most passionate promo reps I have ever met; they can sing every song off the Cornershop record from beginning to end). Meanwhile, Lloyd and Dave had a heated discussion (that

had to be heard to be believed) regarding the Radiohead album.

Saturday was lackadaisical. I missed the annual Alt Chick B-fast due to lack of appropriate morning wear (basically, I never hooked-up with my clothier, Christina Whitetrash from Epitaph). Reports from the front were nothing but positive (heard they tried to put make-up on Rich Wall). Later that day, I hooked-up with Dave Hill, J, and Rich Wall and together we attended the College Jukebox Jury (note: savvy Alt MDs know that College Radio always yields the next big hit). At one point, the college panel dissed a Tuscadero track, exclaiming that it was obviously meant for Commercial Alternative radio and that we could have it. To which Dave enthusiastically

replied "Thanks, we'll take it!" (remember, you heard it here first: Tuscadero could be a hit)

This was followed by the "heartburn special" lunch at Kansas City BBQ (the place where they filmed the cheesy jukebox love scene from *Top Gun*) with Dave, J, Rich, John Bauccio from Vapor, Larry Munroe from Cargo, Rob G. from Warner, "Fat" Pete from Fat Wreck, and Greg Tomlinson from Alias. Then it was off to the Alternative Awards at 4th & B. For those of you who missed the festivities, BR5-49 rocked. It is the future of the format. And the winners were... (go to pages 6 & 7 for a full run down of all the winners).

Saturday concluded with the "First Annual Epicurean Mastication Festival of Chow," attended en masse by LIVE 105's Aaron Axelsen, Adrian Moreira

(London Records, West Coast), Jeanette Grgurevic (KOME) Errol K. (Caroline), Tim Johnstone (KQXR), Laurie Gail and Angie C. (WFNX), Andria Tay (Pop Mafia), Haley Jones (The Peak in Spokane), Tom Gates and Paul Brown (Arista), Sean O'Connell (Righteous Babe), Gaby Skolnek (Geffen), Kristen Meyer (SubPop), Lorraine Caruso (A&M), Susie T. (M3), Christina Whitetrash (Epitaph), Marc Kordelos, Mark McKenzie (103.9 The X), Stephanie Hindley and Steve Picard (WBZT), Cheryl Valentine (Ignition), Mike Tierney (formerly of KUBE, soon to be at VH1), and many others whom I have forgotten (we commandeered 4 tables, so it was easy to loose track of who was who).

That's it, as far as I can remember. Until next year... ●

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: dooke@gavin.com

FEBRUARY 16

Air	"Sexy Boy"	(Source/Caroline)
Ani DiFranco	Little Plastic Castle	(Righteous Babe)
Bob	Sonic Hedges	(Bullstitter/Bullshi'vic)
Bogmen	"Mexico"	(Arista)
Chocolate Weasel	Music For Body Lockers	(Ninja Tune)
Chris Hicks	Funky Broadway	(Sonova Beach)
Deep Forest III	Comparsa	(550)
Jack Black	Jack Black	(Cacophone)
Love Tractor	Love Tractor w/Til The Cows Come...	(Altered/DB)
Portishead	"Only You"	(Island)
Rebekah	"Sin So Well"	(Elektra)
Whiskeytown	"Yesterday's News"	(Outpost)

FEBRUARY 23

Bent Scepters	"No Way Down"	(Bizarre Planet)
China Drum	Self Made Maniac	(Beggars Banquet)
Craig Armstrong	The Space Between Us	(Melankolic/Caroline)
Econoline Crush	"Home"	(Restless)
Evan & Jason	"And Then She Says"	(Island)
Getaway People	"She Gave Me Love"	(Columbia)
Insane Clown Posse	"How Many Times"	(Island)
Liquor Giants	Every Other Day At A Time	(Matador)
Liz Phair	Whitechocolatespaceegg	(Matador)
Molst	"Tangerine"	(Arista)
Pussy Galore	Right Now!	(Matador)
Pussy Galore	Sugar Shit Sharp	(Matador)
Pussy Galore	Dial M For Motherfucker	(Matador)
Red Crayola	Live In The 1960s	(Drag City)
Scott Weiland	"Barbarella"	(Atlantic)
Semisonic	"Closing Time"	(MCA)
Spacetime Continuum	Propeller	(Astralwerks/Caroline)
Steve Stoll	"Model T"	(NovaMute)
Swervedriver	99th Dream	(Zero Hour)
Third Eye Blind	"Losing A Whole Year"	(Elektra)
Tommy Keene	Isolation Party	(Matador)
Training For Utopia	Plastic Soul Impalement	(Tooth & Nail)

MARCH 2

Bond	"Nothing Fits (Fictitious Circle)"	(Work)
Cola	Whatnot	(Interscope)
v/a	Dark City Soundtrack	(TVT Soundtrax)
Drill Team	"Hold You Down"	(Reprise)
Foam	Big Windshield Little Mirror	(Epic)
Forest For The Trees	"Planet Unknown"	(Dreamworks)
Green Apple Quick Step	New Disaster	(Columbia)
Rebekah	Remember To Breathe	(Elektra)
Sister 7	"Know What You Mean"	(Arista Austin)
Stabbing Westward	"Save Yourself"	(Columbia)

MARCH 10

Athenaeum	"What I Didn't Know"	(Atlantic)
Buffalo Daughter	New Rock	(Grand Royal)
Cat Power		(Matador)
Far	Water & Solutions	(Epic)

Fastball	Frodus
v/a	Jimmy Ray
Laika	Laughing Us
Libido	Long Fin Killie
Long Fin Killie	Long Fin Killie
Mach Five	Mare Brennan
Mouse on Mars	Mouse on Mars
Mouse on Mars	Presidents of the U.S. of A.
v/a	Rebekah
Robbie Robertson	Seely
Stereolab	Stereolab
Stereolab	Superdrag
Two	Yo La Tengo

MARCH 16

Bond	Bang Out Of Order	(Work)
evenrude	"Superabsorbent"	(Pinch Hit)
Sylvain Sylvain	Sleep Baby Dolls	(Fishhead)

MARCH 24

Drill Team	Hope and Dream Explosion	(Reprise)
Foil	Spread It All Around	(Mute/13th Hour)
Junkie XL	Saturday Teenage Kick	(ESP/Roadrunner)
Samiam	You Are Freaking Me Out	(Ignition)
Shift	"I Want To Be Rich"	(Columbia)
Solex		(Matador)
Sportsguitar		(Matador)
Superdrag	Head Trip In Every Key	(Elektra)

MARCH 30

Soul Asylum	"I Will Still Be Laughing"	(Columbia)
Tuscadero	"Paper Dolls"	(Elektra)

APRIL 7

Eve6	Eve6	(RCA)
Long Fin Killie	Amelia	(Beggars Banquet)
Perfume Tree	Feeler	(World Domination)
Steve Roach	Dust To Dust	(Projekt)
Suicide Machines	Battle Hymns	(Hollywood)
Tones On Tail	Everything	(Beggars Banquet)

APRIL 13

Tuscadero	My Way or the Highway	(Elektra)
-----------	-----------------------	-----------

APRIL 20

Scott Thomas	"Black Valentine"	(Elektra)
--------------	-------------------	-----------

APRIL 28

Suncatcher	Suncatcher	(Restless)
------------	------------	------------

MOST ADDED

- CURVE (29)**
GOLDIE (26)
JAMES IHA (20)
GERALD COLLIER (19)
SAMIAM (19)
SUKIA (17)

TOP TIP**CAP'N JAZZ**

Alphabetapolothology
(Jade Tree)

Before there was Promise Ring and Joan of Arc, there was Cap'n Jazz. And while hardly jazz, this double disc anthology is getting a lotta love from college radio. Our highest debut this week at number 13.

RECORD TO WATCH**TOM, DICK, & HARRY**

The Blue Album (Tripek)

Think Style Council meets Curtis Mayfield. While some of you clowns were sleeping during their performance at the Seminar, those of us who caught 'em were moved down to our soul.

Gavin College

2W LW TW

- | | | | |
|------------|----|----|--|
| 1 | 1 | 1 | DJ SHADOW - Preemptive Strike (Mo'Wax/frrr/London) |
| 24 | 8 | 2 | HIGH LLAMAS - Cold and Bouncy (Alpaca Park/V2) |
| — | 5 | 3 | HALO BENDERS - The Rebels Not In (K) |
| 4 | 2 | 4 | PEE SHY - Don't Get Too Comfortable (Blue Gorilla/Mercury) |
| 2 | 3 | 5 | UNWOUND - Challenge For a Civilized Society (Kill Rock Stars) |
| 10 | 6 | 6 | AIR - Moon Safari (Source/Caroline) |
| 6 | 15 | 7 | BUNNYGRUNT - Jen-fi (No Life) |
| 9 | 4 | 8 | JUNE OF 44 - Four Great Points (1/4 Stick) |
| — | 21 | 9 | MARY LOU LORD - Got No Shadow (WORK) |
| 3 | 9 | 10 | HUM - Downward is Heavenward (RCA) |
| 12 | 11 | 11 | MOMUS - Plays Ping Pong (Le Grand Magistery) |
| 14 | 7 | 12 | THE PASTELS - Illumination (Up) |
| NEW | 13 | 13 | CAP 'N JAZZ - Alphabetapolothology (Jade Tree) |
| 20 | 23 | 14 | GODHEADSILO - Share the Fantasy (Sub Pop) |
| — | 20 | 15 | HOME - 13: netherregions (Jet Set) |
| 5 | 10 | 16 | MODEST MOUSE - The Lonesome Crowded West (Up) |
| 13 | 12 | 17 | VALERIE LEMERCIER - Chante (March) |
| NEW | 18 | 18 | KRISTEN HERSH - Strange Angels (Rykodisc) |
| — | 36 | 19 | MONO - Formica Blues (Mercury) |
| 7 | 14 | 20 | MICK HARVEY - Pink Elephants (Mute) |
| NEW | 21 | 21 | GOLDIE - Saturnzreturn (frrr/London) |
| 36 | 39 | 22 | DUMP - A Plea for Tenderness (Brinkman) |
| 38 | 37 | 23 | BLACK GRAPE - Stupid Stupid Stupid (Radioactive) |
| — | 42 | 24 | SKATALITES - Ball Of Fire (Island Jamaica) |
| 16 | 22 | 25 | MARK EITZEL - Caught In a Trap & I Can't Back Out... (Matador) |
| 19 | 17 | 26 | VARIOUS ARTISTS - Big Rock'n Beats (Wax Trax!/TVT) |
| 26 | 31 | 27 | RAMMSTEIN - Sehnsucht (Slash) |
| — | 46 | 28 | AUTOUR DE LUCIE - Immobile (Nettwerk) |
| 15 | 19 | 29 | NOFX - So Long And Thanks For All The Shoes (Epitaph) |
| 41 | 26 | 30 | OF MONTREAL - The Bird Who Ate The Rabbit's Flower (Kindercore) |
| — | 45 | 31 | FREAKWATER - Springtime (Thrill Jockey) |
| 11 | 13 | 32 | KOMPUTER - The World Of Tomorrow (Mute) |
| 40 | 29 | 33 | RECEIVER - Chicken Milk (Cup Of Tea/Iron America) |
| NEW | 34 | 34 | SYLK 130 - The Reason/When the Funk Hits the Fan (Ruffhouse/Columbia/CRG) |
| 21 | 24 | 35 | SERGE GAINSBURG - Great Jewish Music (Tzadik) |
| 8 | 16 | 36 | PELL MELL - Star City (Matador) |
| — | 30 | 37 | RADIOLARIA - Fuzz is Verse (Twist Top) |
| 27 | — | 38 | DJ KRUSH - Militant (Mo'Wax/frrr/London) |
| — | 27 | 39 | SPATULA - Despina By Land (Squealer) |
| NEW | 40 | 40 | HEPCAT - Right On Time (Hellcat) |
| — | 33 | 41 | BEN FOLDS FIVE - Naked Baby Photos (Caroline) |
| 18 | 18 | 42 | RODEO BOY - How Is it Where You Are? (Sit-N-Spin) |
| NEW | 43 | 43 | SONIC YOUTH & JIM O'ROURKE - Muzikaj Perspektivoj (SYR/Smells Like) |
| — | 35 | 44 | 16 DELUXE - Emits Showers Of Sparks (Warner Bros.) |
| 33 | 43 | 45 | UNSANE - Occupational Hazard (Relapse) |
| 43 | — | 46 | LOVE AS LAUGHTER - #1 USA (K) |
| — | 50 | 47 | TRANSISTOR SOUND & LIGHTING CO. - Transistor Sound & Lighting Co. (Vik) |
| NEW | 48 | 48 | OVAL - Dok (Thrill Jockey) |
| NEW | 49 | 49 | DERAILERS - Reverb Deluxe (Watermelon/Sire) |
| — | 28 | 50 | THE POSIES - Success (Pop Llama) |

Inside College

BY DOS IGUANAS
 RANAS



P.S.H.

Yes, it's true. Everyone is now suffering from Post Seminar Hangover, as apparent by the raspy, Demi Moore whiskey voices every attendee that has phoned us has displayed. Much thanks to **Blackbird, Tripek, Red Ant, Cyber Octave, Slipdisc, Century Media, Jive/Silverstone, Iron America, Ruffhouse/ Columbia, Om, Astralwerks, Autotonic, Vision Trust, Mute's Mattie White, Matthew from SPECTRE, Jen & Sherwood from AAM**, all of our College Career Day participants, and everyone else that helped us through. Also, much love to **Tamra Feldman** from Ruffhouse, just for being her. Congrats to all of our winners and nominees (winners are listed on pages 6 and 7). The middle finger goes to all whiners and info leakers in the college realm—everyone else gets nothin' but love.

News and Tuna Tacos: 4AD U.S. is cutting its staff to two people, letting go **Matt Hunter**, who handled college radio and independent retail promotion. The effect on servicing is unknown, as only a small percentage of 4AD's roster has U.S. distribution deals at this time. Matt's last day will be February 27, please call (310) 289-9580 with condolences and job offers...Our favorite pit crew **Team Clermont** is expanding, and is now accepting resumes for a full-time college radio promotion position to be filled as early as mid-March in its Athens, Ga office. Macintosh, database, and phone skills are necessary. Resumes should be faxed to (706) 548-0094. A follow-up call to Nelson

I know you've got soul! Tripek recording artists Tom, Dick, & Harry perform during the College Reissue Panel. Hey, which one of you guys is Dick?



Wells at (706) 548-6008 is a good idea...And finally, over at **Planetary, Mikey Dec** has moved to the world of A3. Your new contact will be former **WEOS MD Adam Rabinovitz**. He may be reached at (617) 451-0444 ext. 225.

Adds for February 16/17: Buckethead (CyberOctave), Neutral Milk Hotel (Merge), Jack Black (Cacaphone), Lost Continentals (Landslide), Come (Matador), Craig Armstrong (Melankolic/Caroline), KMFD (Wax Trax!/TVT), Symposium (Red Ant), 22 Jacks/Wank (Time Bomb), Swaraj (Acid Jazz/Hollywood), Jesus Lizard (Jetset), Godrays (Sit 'n' Spin), Agents of Good Roots (RCA), Spacehog (Sire/Warner Bros.), Medicine Drum (911), Sixpence None the Richer (Squint), Star Ghost Dog (Catapult), Flying Nuns (Spinning), Pete Weiss & the Rock Band (Reverse Curve).



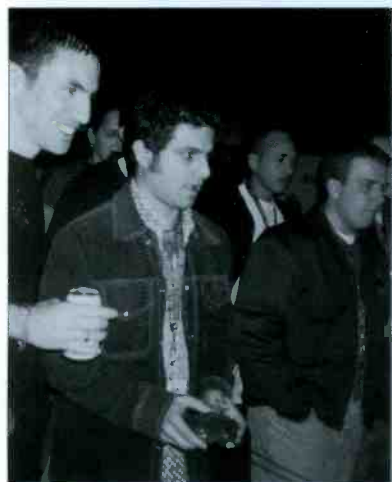
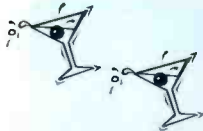
And the winner is...Team A&M's Michael "10 Speed" Goldberg and Jay "16 Horsepower" HUGHEN accept the first Place Bitchin' Camaro Trophy at the College Car Races.

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.

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

Iron America/Cup of Tea represent! Before a stunning set at Buffalo Joe's (l-r): Tony Muscolo, Iron America; Scott from Purple Penguin; Bernadette from Vision Trust; Ratman from Receiver; and Ben from the P. Penguin lounge full on.



Friends letting friends drive drunk. Team Interscope's Yigal "Baby, I'm drunk" Dakar attempts the ramp of death in reverse, while Interscope's X-Man and Elektra's Mike DePippa await their turns.



Just say Om. Soulstice's Regina Rene is sandwiched between Om's Bruno Ybarra and Chris Smith at Buffalo Joe's Electronic bash.



ARTIST PROFILE

ULTRAHORSE



LATEST RELEASE:

The Pleasure and Pain of an Automobile

LABEL: 911 Entertainment

CONTACT:

Guy Hamelin, (415) 977-6470

WEBSITE:

www.911entertainment.com

ULTRAHORSE IS: Anthony Paul Rodriguez and Art Martinez

FROM Whittier, Calif.

BACKGROUND: We've done several projects, but Ultrahorse has been around for about four years. Janitor was our first project, then we were called the Loveless. We released a 14-song demo and it was all downhill from there.

(That demo was voted Music Connection's "Demo of the Year" and got the band in Musician's Magazine listing of top 30 unsigned bands.—ed)

PLAYING LIVE: We are in the process of getting together a band to tour with. Seeing as how both of us put the album together through electronic instruments and samples right now we are more of a studio band. This will change however, as we are hand-picking some of the best Bat Area musicians.

INFLUENCES: We're influenced by '80s electronic bands like Cabaret Voltaire, although we sound nothing like them.

THE SOUND: "Armed with the latest and earliest in audio machinery, sounds varying from digitally processed junk to lush orchestral arrangements, courtesy of the San Francisco Symphony were utilized...all wrapped in a dazzling pop coating."—from the band's bio.



SYMPOSIUM
One Day At A Time



ADD DATE: 2/17

THE NEW U.K. IMPORT

COLLEGE RADIO CONTACT:
SPECTRE 213-860 7092

www.symptomania.com



©1998 INFECTIOUS RECORDS LIMITED



Active Rock

UNDER CONSTRUCTION

Editor: **ROB FIEND** • Assistant: **HEATHER WHITAKER**

Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-4 p.m.

Station Reporting Phone: (415) 495-1990 Ext. 618 • GAVIN FAX: (415) 495-2580

MOUNTAIN SPINZ

Reporters: **KDOT, KILO**

- 114 **MEGADETH** "Almost Honest" (Capitol)
- 114 **METALLICA** "The Unforgiven II" (Elektra)
- 102 **FOO FIGHTERS** "My Hero" (Roswell/Capitol)
- 102 **PEARL JAM** "Given To Fly" (Epic)
- 101 **CHRIS CORNELL** "Sun Shower" (Atlantic)

MIDWEST SPINZ

Reporters: **93X, KIBZ, KZKZ, WBUZ, WLZR, WMMS, WRCX, WTFX, WYKT**

- 218 **CREED** "My Own Prison" (Wind-Up)
- 206 **METALLICA** "The Unforgiven II" (Elektra)
- 196 **PEARL JAM** "Given To Fly" (Epic)
- 162 **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen)
- 156 **MARCY PLAYGROUND** "Sex & Candy" (Capitol)

EAST COAST SPINZ

Reporters: **WAAF, WCCC, WIYY, WSOU, WTOS, WXRK**

- 131 **PEARL JAM** "Given To Fly" (Epic)
- 119 **METALLICA** "The Unforgiven II" (Elektra)
- 99 **MARCY PLAYGROUND** "Sex & Candy" (Capitol)
- 95 **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen)
- 93 **BIG WRECK** "The Oat" (Atlantic)

Q-SPOT
JOE SATRIANI
"Ceremony" (Epic) Added at 93X-Minneapolis

Q-SPOT
LIFE OF AGONY
"Tangerine" (Roadrunner)
Added at WRCX-Chicago

Q-SPOT
FUEL "Shimmer" (550)
Added at WAAF-Boston

Q-SPOT
TWO "I Am A Pig" (Nothing/Interscope)
Added at KISS-San Antonio

Q-SPOT
JUDAS PRIEST "Burn In Hell" (CMC)
Added at WBUZ-Toledo

WEST COAST SPINZ

Reporters: **KIOZ, KISW, KRXQ, KRZR, KSJO**

- 74 **MARCY PLAYGROUND** "Sex & Candy" (Capitol)
- 71 **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen)
- 70 **METALLICA** "The Unforgiven II" (Elektra)
- 67 **BLACK LAB** "Wash It Away" (Geffen)
- 66 **CHRIS CORNELL** "Sun Shower" (Atlantic)

SOUTHWEST SPINZ

Reporters: **KEYJ, KISS, KLBZ, KUPD, KZKR, KBAT**

- 198 **PEARL JAM** "Given To Fly" (Epic)
- 147 **MARCY PLAYGROUND** "Sex & Candy" (Capitol)
- 142 **CHRIS CORNELL** "Sun Shower" (Atlantic)
- 135 **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen)
- 126 **BLACK LAB** "Wash It Away" (Geffen)

SOUTHEAST SPINZ

Reporters: **KTUX, WXTB, WMFS**

- 87 **CHRIS CORNELL** "Sun Shower" (Atlantic)
- 76 **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen)
- 76 **METALLICA** "The Unforgiven II" (Elektra)
- 75 **MARCY PLAYGROUND** "Sex & Candy" (Capitol)
- 64 **PEARL JAM** "Given To Fly" (Epic)

Most Added

- JIMMIE'S CHICKEN SHACK (7)**
"Dropping Anchor" (Polydor/A&M)
KEYJ, KIBZ, KILO, WCCC, WLZR, WRCX, KRXQ
- JOE SATRIANI (4)**
"Ceremony" (Epic)
KSJO, KXXR, KRXQ, KRZR
- BUGZY (3)**
"Pizza" (National)
WYKT, KRXQ, WLZR
- TWO (3)**
"I Am A Pig" (Nothing/Interscope)
WIYY, KBAT, KISS
- PEARL JAM (3)**
"In Hiding" (Epic)
KRXQ, KBAT, WXTB

Top Ten Spinz

1. **PEARL JAM** "Given To Fly" (Epic) 757
2. **METALLICA** "The Unforgiven II" (Elektra) 711
3. **MARCY PLAYGROUND** "Sex & Candy" (Capitol) 644
4. **CHRIS CORNELL** "Sun Shower" (Atlantic) 629
5. **CREED** "My Own Prison" (Wind-Up) 619
6. **DAYS OF THE NEW** "Shelf In A Room" (Outpost/Geffen) 617
7. **FOO FIGHTERS** "My Hero" (Roswell/Capitol) 491
8. **GREEN DAY** "Time Of Your Life... (Reprise) 462
9. **AEROSMITH** "Taste Of India" (Columbia/CRG) 461
10. **BLACK LAB** "Wash It Away" (Geffen) 435

Top 5 Demands

- MARCY PLAYGROUND**
"Sex & Candy" (Capitol)
- CHRIS CORNELL**
"Sun Shower" (Atlantic)
- CREED**
"My Own Prison" (Wind-Up)
- SEVENDUST**
"Black" (TVT)
- CAROLINE'S SPINE**
"Sullivan" (Hollywood)

Infiltrating

- CREED**
"Torn" (Wind-Up)
Generous spins from KILO(17), KRXQ(17), WYKT(14), KIBZ(12), WIYY(12), WTOS(12), KFMW(11), WAAF(11), and WXTB(11) help Creed claim this week's highest debut position with "Torn."

MOST ADDED
OVERCAST (57)
COALESCE (56)
HUMPMUSCLE (45)
25 TA LIFE (43)
W.A.S.P. (41)
HOLLOW (41)

TOP TIP
NEW YORK'S HARDEST 2
Various Artists
(Black Pumpkin)
 Big spins courtesy of WMHB(20), WRBC(20), WNEK(13), WKKL(10), WKTA(8), and WVUM(8) help N.Y.'s Hardest grab this week's top debut spot.

RECORD TO WATCH
STUCK MOJO
"Rising" (Century Media)
 This honor is usually reserved for full-lengths, but Stuck Mojo's brutal performance at this year's Gavin Rocks Boat Bash allows us to say that the band's single will be Number One Most Added next week.

Hard Rock

TW		SPINS	TREND
1	PRO-PAIN - Pro-Pain (Mayhem/Raw Head)	386	+42
2	DEFTONES - Around The Fur (Maverick)	360	-29
3	JUDAS PRIEST - Jugulator (CMC International)	335	-44
4	RAMMSTEIN - Sehnsucht (Slash)	322	+27
5	INCUBUS - Science (Immortal/Epic)	307	-1
6	COURSE OF EMPIRE - Telepathic Last Words (TVT)	305	+83
7	METALLICA - Reload (Elektra/EEG)	269	-35
8	TWO - I Am A Pig (Nothing/Interscope)	268	+15
9	MISERY LOVES COMPANY - Not Like Them (Earache)	237	-24
10	UNSAFE - Occupational Hazard (Relapse)	219	+25
11	LIFE OF AGONY - Soul Searching Sun (Roadrunner)	212	0
12	HATEBREED - Satisfaction Is The Death Of Desire (Victory)	211	-39
13	FU MANCHU - The Action Is Go (Mammoth)	207	-45
14	DEICIDE - Serpent of Delight (Roadrunner)	206	-58
15	KMFDM - KMFDM (Wax Trax!/TVT)	199	+9
16	GOD DETHRONED - The Grand Grimoire (Metal Blade)	197	-14
17	FULL ON THE MOUTH - Collide (Pioneer Music Group)	194	+9
18	OZZY OSBOURNE - The Ozzman (Epic)	193	-11
19	TESTAMENT - Demonic (Mayhem/Fierce/Burnt Offerings)	183	-35
20	YNGWIE MALMSTEEN - Face In The Animal (Mercury)	179	+85
21	KISS - Carnival Of Souls (Mercury)	164	-13
22	OVERKILL - From the Underground and Below (CMC International)	164	-56
23	MESHUGGAH - The True Human Design (Nuclear Blast)	161	-17
24	STRATOVARIUS - Visions (F.A.D.)	159	+22
25	SOIL - Soil (Olympic Records)	150	-8
26	DAY IN THE LIFE - DayintheLife (Building/TVT)	147	-17
27	ENTOMBED - To Ride, To Shoot Straight, and To Speak The Truth (Music for Nations)	145	-47
28	NEW YORK'S HARDEST 2 - Various Artists (Black Pumpkin)	144	NEW
29	ACE FREHLEY - Loaded Deck (Megaforce)	142	+10
30	CRISIS - The Hollowing (Metal Blade)	142	-27
31	DREAM THEATER - Falling Into Infinity (Elektra Entertainment Grp.)	138	-20
32	MORTAL KOMBAT - Annihilation (TVT)	137	-14
33	WING COMMANDER - Prophecy (Edel America)	133	+39
34	JUDAS PRIEST - Live At Midnight (Columbia/CRG)	129	NEW
35	AC/DC - Bonfire Sampler (Elektra)	128	-6
36	SIX FEET UNDER - Death or Glory (Metal Blade)	126	-24
37	PANTERA - Official Live: 101 Proof (Elektra Entertainment Grp.)	121	-9
38	IN FLAMES - Whoracle (Nuclear Blast)	120	-10
39	SACRED REICH - Still Ignorant (Metal Blade)	118	-21
40	MEGADETH - Trust (Capitol)	114	-2
41	NON COMPUS MENTIS - Smile When You Hate (Wonder Drug)	111	-9
42	HUMAN WASTE PROJECT - Elux (Hollywood)	111	-23
43	SEVENDUST - Sevendust (TVT)	110	+21
44	TREPONEM PAL - Renegade (Mercury)	97	-32
45	HYPOCRISY - The Final Chapter (Nuclear Blast)	93	-24
46	SNOT - Get Some (Geffen)	88	-5
47	SHAI HALUD - Hearts Once Nourished With Hope And Compassion (Revelation)	79	-21
48	LIMP BIZKIT - Three Dollar Bill, Yall\$ (Flip/Interscope)	75	+5
49	COINMONSTER - Universal Solvent (Quadropus)	74	NEW
50	DEFLESHED - Under The Blade (Metal Blade)	72	NEW

Hard Kopy BY ROB FIEND

Caught on Film



The following is a visual display of some of this year's GAVIN Seminar activities. Children under 17 years of age and ultra-conservative readers should seriously consider ignoring this page. GAVIN is not responsible for any seizures and/or intense feelings of envy that may occur after scanning the following shots.



LET THE GAMES BEGIN
 Unnecessary Evil panelists (l-r) Nuclear Blast's Sean McKnight, KCSU's Stef Wood, Metal Blade's Joey Severance, The Syndicate's Marc Meltzer, WVUD's The Tink, and Mayhem/Fierce's Chainsaw



SWING KIDS
 Roadrunner's Jen Meola, WNHU's Ron TVT's Anya Feldman, WSOU's Jenn Kajzer, Columbia's Ben Berkman, and WRHU's Joe Carrano are just some of the people shown here celebrating the discovery of the host hotel.



THE A TEAM
 Elektra's Mike DePippa, Revelation's Jason Upright, Beth Krakower, Smitty, and Ignition's Cheryl Valentine are seen here battling San Diego's heavy gravitational pull.

Adds for Feb. 16/17 are **Full on the Mouth**, *Collide* (Pioneer Music); **King Diamond**, *Voodoo* (Metal Blade); **KMFDM**, *MDFMK*, (Wax Trax! TVT); **Last Chapter**, *The Living Waters* (Pavement); **Millhouse**, *Obscenity in the Milk* (Wreckage) **Morbid Angel**, *Formulas Fatal to the Flesh*, (Earache); **Motorhead** "Love for Sale/Take the Blame" (CMC); **Napalm Death**, *Bread to Breath* (Earache); **Nihil**, *Drown* (Slipdisc); **Sons of Abraham**, *Termites in bis*

Smile (Exit); **Stuck Mojo** "Rising" (Century Media); **Ty Tabor**, *Moonflower Lane* (Metal Blade); **Union**, *Union* (Mayhem/Fierce)... Adds for Feb. 23/25 include **Earth Crisis**, *Live* (Victory); **Far**, "Mother Mary" (Immortal/Epic); **In Cold Blood**, *Hell on Earth* (Victory); **Iron Maiden**, *Futureal* (CMC); **Nebula**, *Let It Burn* (Tee Pee); **Pungent Stench**, *The Collection* (Nuclear Blast); **Semisonic**, *Closing Time* (MCA); **Two**, *Voyeurs* (Nothing/Interscope); **Voyager** (Nuclear Blast).

Editor: ROB FIEND • Assistant: HEATHER WHITAKER

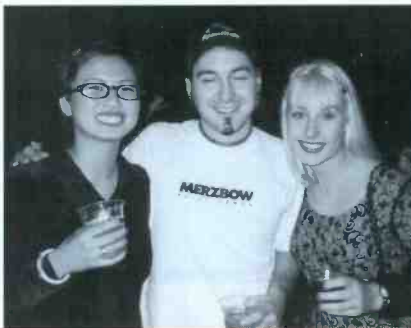
Rock reports accepted Mondays 9 a.m.-5 p.m. and Tuesdays 9 a.m.-2 p.m.
 Station Reporting Phone: (415) 495-1990 Ext. 618 • GAVIN Fax: (415) 495-2580

Rocks Chartbound

*MOONSPELL (67) Century Media
 *25 TA LIFE (58) Triale Crown
 *OVERCAST (34) Ed son
 *HOLLOW (31) Independent
 *QUINTAINE AMERICANA (19) Cherry Disc
 Dropped: #38 Paradise Lost, #42 Accept,
 #43 Skrev, #44 Kreator, #46 Brutal Truth

TOP REQUESTS
 PRO-PAIN
 DEFTONES
 JUDAS PRIEST
 METALLICA
 GOD DETHRONED

BOSSOM BUDDIES
 KOMÉ's Sonny Lin, Relapse's Pellet, and GAVIN's Heather Whitaker struggle to keep all eyes open during this bonfest.



POWER DINNER
 Fiend, Geffen's Dennis Blair, Smitty, GAVIN's Heather Whitaker, and McGathy's Steve Krucher discuss plans to take over the music industry.

PLAY STATION FOLLIES

Nuclear Blast's Sean McKnight picks his teeth while The Syndicate's Marc Meltzer and Earache's Rob Gill have a good laugh over WCWP's D.J. Peluso weak Madden '98 skills. In the back, Century Media's Andrew Sample discovers a new pattern for his quilt back home.

CHEERS!

WDMB's Leather Daddy, Fierce's Chainsaw, Ignition's Cheryl Valentine, TVT's Anya Feldman, FMQB's Bram Teitelman, The Syndicate's Dave Ciancio, KCSU's Stef Wood, and Immortal's Tom Bout hold an impromptu AA meeting during TVT Record's Showcase Night.

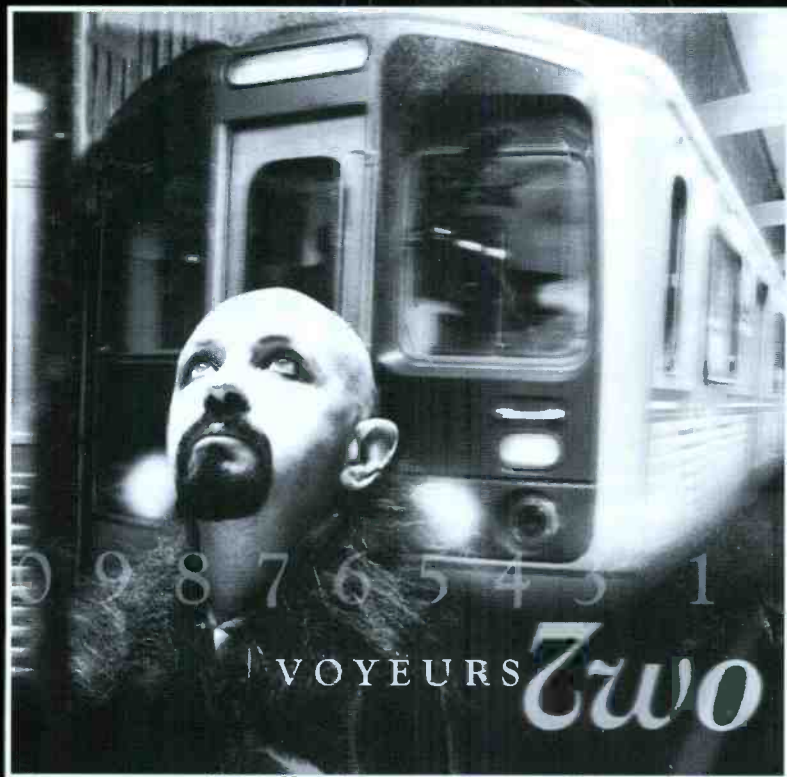


ANYA SANDWICH
 Sevendust's Morgan Rose, Vinny Hornsby, and Bull are stuck on TVT's Anya Feldman.



LOVE IN AN ELEVATOR

WXJM's Suzanna Paradise, Smitty, KGLT's John Logsdon, McGathy's John Bambino, WKTA's Scott Davidson, Geffen's Dennis Blair, and KJHK's Trevor Ruder toast to surpassing the elevator's weight capacity.



Zwo

Executive Producer: Trent Reznor
 Produced by Bob Marlette
 Additional Production by Dave "Rave" Ogilvie

**METAL RADIO
 ADD DATE:**

FEB. 23rd & 24th

INFO: 800-992-6553

<http://www.two-online.com>

nothing

MOST ADDED

ERIC CLAPTON
(45/45 reports)
ROBBIE ROBERTSON
(32/32 reports)
ANI DIFRANCO
(24/35 reports)
LOUDON WAINWRIGHT III
(11/13 reports)

TOP TIP
ERIC CLAPTON

"My Father's Eyes"
(Reprise)

File under "no-brainer." Out-of-the-box and straight into the Top 20 at #20, with a #1 Spin Trend of +377.

RECORD TO WATCH

ANI DIFRANCO
"Little Plastic Castle"
(Righteous Babe)

The Gavin Seminar debate continues on the airwaves as 24 more adds pour in, bringing the airplay total to 35 stations, debut #50, 221 spins, +119.

Gavin A3

Blue entries highlight a stronger performance than on the combined A3



EDITORS:

KENT/KEITH ZIMMERMAN

Table with 3 columns: LW, TW, COMBINED. Lists music tracks and artists such as LOREENA MCKENITT, SARAH McLACHLAN, ALANA DAVIS, THE VERVE, B.B.KING, MATCHBOX 20, ROLLING STONES, LISA LOEB, MARK KNOPFLER, AGENTS OF GOOD ROOTS, THE SUNDAYS, KENNY WAYNE SHEPHERD, THIRD EYE BLIND, GREEN DAY, BLUES TRAVELER, SISTER HAZEL, FREDDY JONES BAND, PETER CASE, STEVE EARLE, ERIC CLAPTON, JONATHA BROOKE, PAULA COLE, DELBERT McCLINTON, GREGG ALLMAN, ABRA MOORE, HUFFAMOOSE, CHRIS STILLS, PEARL JAM, SING IT, BEN FOLDS FIVE, HOLLY COLE, GREAT EXPECTATIONS SOUNDTRACK, BOB DYLAN, VICTORIA WILLIAMS, NAKED, WILLIAM TOP LEY, DOG'S EYE VIEW, MARCY PLAYGROUND, BILLIE MYERS, PAUL SIMON, PATTY LARKIN, WHISKEYTOWN, JEB LOY NICHOLS, MARY LOU LORD, BARENAKED LADIES, FLEETWOOD MAC, SCREAM 2 SOUNDTRACK, TODD THIBAUD, JOHN MELLENCAMP, ANI DIFRANCO.

Table with 3 columns: LW, TW, COMMERCIAL. Lists music tracks and artists such as LOREENA MCKENITT, SARAH McLACHLAN, THE VERVE, MATCHBOX 20, ROLLING STONES, ALANA DAVIS, LISA LOEB, B.B.KING, AGENTS OF GOOD ROOTS, THIRD EYE BLIND, MARK KNOPFLER, GREEN DAY, SISTER HAZEL, ERIC CLAPTON, KENNY WAYNE SHEPHERD, BLUES TRAVELER, PAULA COLE, THE SUNDAYS, FREDDY JONES BAND, BEN FOLDS FIVE, PEARL JAM, HUFFAMOOSE, ABRA MOORE, DOG'S EYE VIEW, WILLIAM TOP LEY, CHRIS STILLS, GREGG ALLMAN, DELBERT McCLINTON, MARCY PLAYGROUND, FLEETWOOD MAC, STEVE EARLE, BILLIE MYERS, PETER CASE, BARENAKED LADIES, JOHN MELLENCAMP, GREAT EXPECTATIONS SOUNDTRACK, JONNY LANG, PATTY LARKIN, BOB DYLAN, EDWIN MCCAIN, WHISKEYTOWN, NAKED, JONATHA BROOKE, NATALIE IMBRUGLIA, SCREAM 2 SOUNDTRACK, RADIOHEAD, SMASH MOUTH, ANI DIFRANCO, HOLLY COLE, TODD THIBAUD.

Table with 3 columns: LW, TW, NON-COMMERCIAL. Lists music tracks and artists such as LOREENA MCKENITT, B.B.KING, PETER CASE, JONATHA BROOKE, SING IT, STEVE EARLE, VICTORIA WILLIAMS, ALANA DAVIS, PAUL SIMON, HOLLY COLE, BOB DYLAN, SARAH McLACHLAN, MARY LOU LORD, THE VERVE, THE SUNDAYS, MARK KNOPFLER, JEB LOY NICHOLS, FRED EAGLESMITH, KENNY WAYNE SHEPHERD, USA LOEB, FINLEY QUAYE, CORNERSHOP, CHERI KNIGHT, DELBERT McCLINTON, PETE BELASCO, THE BRIDGE SCHOOL CONCERTS, GREAT EXPECTATIONS SOUNDTRACK, CHRIS STILLS, AGENTS OF GOOD ROOTS, ROLLING STONES, RON SEXSMITH, GREGG ALLMAN, TED HAWKINS, ARCHIE ROACH, PATTI SMITH, KRISTEN HERSH, TERRY CALLIER, BLUES TRAVELER, WHISKEYTOWN, DAVID POE, FIONA APPLE, ABRA MOORE, LONG JOURNERY HOME, PATTY LARKIN, TODD THIBAUD, BRUCE COCKBURN, JAMIE HARTFORD, NAKED, JULES SHEAR, JAMES INTVELD.

Seminar Performers Release Powerful New Music

By Kent Zimmerman

Whether by design or luck of the draw, GAVIN gatherings usually attract a large contingent of performers whose records are launched by a live appearance at our Seminar. Here's a list of some great records that are now being released by musicians you may have bumped into at the hallways of last week's GAVIN Seminar.



Bernie Taupin soundchecks the Farm Dogs.

FARM DOGS
Immigrant Sons (Sire)
This time around, Farm Dogs have rocked up their sound considerably. Fronted by lyricist/singer Bernie Taupin and made up of fragments of Rod Stewart's touring band (with an American bassist from Sheryl Crow and Lowen & Navarro), *Immigrant Sons* is both a literary find and a back-beaten, guitar-strumming firebrand. Having "found" themselves as a band

and then assembling a fine blend of adult-appealing tunes (which contains some of Taupin's best writing), *Immigrant Sons* is testimony to what happens when you work hard all your life, hone your craft, hold your liquor, and retain a boyish yen to create honest music. Founded on a foundation of American roots and interpreted by mostly European refugees, Farm Dogs' music is tinged in American romance. Their boundless love for the USA shines through on songs like "Foreign Windows" and "Distance to the Mountain," while less pleasant relationship experiences with the female species are chronicled in songs like "Daria" and "Bird of Prey."

STEVE POLTZ
One Left Shoe (Mercury)
San Diego's Steve Poltz lugged his equipment around nationwide as a member of the Rugbuns, but he found his fortune penning a single for his pal, Jewel. Now he's confident enough to give his own music a go as a soloist. *One Left Shoe*, sparsely produced by Steven Soles (Victoria Williams, Peter Case), utilizes the talents of Van Dyke Parks, arranger Jimmie Haskell, photographer Henry Diltz, and artists Jewel, Benmont Tench, Jim Keltner, Lee Sklar, and the Mighty Mighty Bosstones horns, giving Poltz's music almost equal parts "in my room" intimacy and tongue-in-

Gavin A3 Boomer Grid

EDITORS:
KENT/KEITH
ZIMMERMAN



TW	Title (Label)	Spins	Trend	CDR	KACY	KBAC	KBFD	KBYR	KPCP	KFAN	KELY	KFOG	KFRD	KFSR	KMKK	KNCN	KLBO	KMMS	KMTT	KMBA	KOTR	KPCC	KPIG	KRCL	KROK	KRSH	KRRM	KRBS	KSPN	KSDT	KTAO	KTCZ	KTRX	KUNR	
1	LOREENA McKENITT (Warner Bros.)	882	+24	31	23	17	13	22	13			24	20	30	13				19		9	7		37	16	15	14	13	10	7	3	11	5		
2	SARAH McLACHLAN (Network/Arista)	795	+10	21		14	8	23				23	6	10	22	28	22		19		7	7		37		20	14	20	11		10	7			
3	ALANA DAVIS (Elektra/EEG)	713	+31	31	23	9	3	24	13				13	21	22	11			18		8	7		38	3										
4	THE VERVE (Virgin)	708	+31	31			16	23	7				24	12	11	14	20	16	20		12	7		2		7	10	14	13		6		7		
5*	B.B.KING (MCA)	692	-84	26		3	14	12	11	25	23	21	6	22	17	12	7		5	12	5	12	3	23		15	14	13	14	12	11	10	5		
6	MATCHBOX 20 (Lava/Atlantic)	677	-56	26			16	25	23		9	19	6				26	22		13		7		37	3	15	14					24	10	3	
7	ROLLING STONES (Virgin)	670	-13	22				10	10		10	5	22	10		18			18	10	4	4	5	12	2	32	18	20	23	20	5	12	8	12	5
8	LISA LOEB (Geffen)	643	-88	31		9	3	22	9	15	18	17	6	10	12	27			19		7	5		2	36	2	10	14	20		4	3		5	
9	MARK KNOPFLER (Mercury)	567	+22	13	24	17		46	9		17	21	12	11	13	29			19	10	4	7	10	32	18	10	14		4	8	22	12	5		
10	AGENTS OF GOOD ROOTS (RCA)	531	+92	20	18	8	15	13	6		8	17	21	11	5		7		6	11	9	7		31	10		9	13		7	10	11	3		
11	THE SUNDAYS (DGC)	515	+22	19				11			8	8	13	11	4	12								26		15	12						3		
12	KENNY WAYNE SHEPHERD (Revolution)	494	+44	11	9	4	11	10	10	13	20	13					14	12	12	6		7	9	24		20	24	20			25	11	3		
13	THIRD EYE BLIND (Elektra/EEG)	480	+5		24		12	0	15				13			10	15	12	5			7		37	17		14	10							
14	GREEN DAY (Reprise)	459	+21	9	23	18	26						13			13	15		6			7		37		10	14		7				3		
15	BLUES TRAVELER (A&M)	452	-20	21	8					18	15	6		9			9	12		7	5	5	7	25	19	10	12	20			9	8			
16	SISTER HAZEL (Universal)	440	+39	23	20		15	20				2			27									36		10	12	13			7	5	3		
17	FREDDY JONES BAND (Capricorn)	405	+17	20	6	12			10	9		24			13	13				7				38	11	10	9	20		6	7				
18	PETER CASE (Vanguard)	396	+50	15	9				6	8		6	10				8			11	16	7	14	2	7		10	13	6		10	3			
19	STEVE EARLE (E-Square/Warner Bros.)	396	-18	19	10			7	10	3				11					6		8	5	14	2		10	13	9	11	14	5				
20	ERIC CLAPTON (Reprise)	377	NEW	18			22	11			7	18		21	26	12	5								12		14	13	4	27	7				
21	JONATHA BROOKE (Refugee/MCA)	377	-38					9	5		8	6		9					6		7	5		24		15	13	9	9		9	5			
22	PAULA COLE (Warner Bros.)	374	+65	14		18		9				7		11					14					6	7		10	9	10	8	8		5		
23	DELBERT McCLINTON (Curb/Rising Tide)	374	-32			18	12	8	6	20			20		12				6	8		5	15	23		10	9	10	8	8		8	5		
24	GREGG ALLMAN (550 Music)	359	-67				15	11		10	12	9		10	14		13	12	18		12	1	10			10	12			10	10	11	5		
25	ABRA MOORE (Arista Austin)	356	-8	13	24			16	8	30	5	6	24			14	15	12				7				10	14				10				
26	HUFFAMOOSE (Interscope)	355	+16	30		9					8	8	11	4	10					7	9		7		33	11	10	9	13			11			
27	CHRIS STILLS (Atlantic)	352	+57	19	9						8	7	12				7		1		16	3	10	3					9		9	7	3		
28	PEARL JAM (Epic)	345	+19	23			7	10				10	13				15	14	11					14			9		8						
29	SING IT (Rouder)	319	-10	7	7				10	10			23										5	14	13	5			13	7			5		
30	BEN FOLDS FIVE (550 Music)	313	-4			15		24	11			24	9		11				18			7				15				5					
31	HOLLY COLE (Metro Blue/Capitol)	312	-31	21				11	10				7		5					7	9	5			32		15		10		7	9	8		
32	GREAT EXPECTATIONS SOUNDTRACK (Atlantic)	296	+33		23	15		11	12			7					11			11	4	3				13		9	10				3		
33	BOB DYLAN (Columbia/CRG)	296	-38					13	6	10			9							7	14	3	5	3	13	7	7	13	5	5		23	5		
34	VICTORIA WILLIAMS (Atlantic)	293	+20										3								14	3	5	3	13	7	7	7	7	6		5			
35	NAKED (Red Ant)	287	+50	23	9				0	20		24		4	12	8			3	12	5				14	8	7	9	10	5			3		
36	WILLIAM TOPLEY (Mercury)	286	-8	21			33			20		15		18		20	12						3		24	9							11		
37	DOG'S EYE VIEW (Columbia/CRG)	281	-30	10				10	7			13	8	22		13				6		5				10		13		3		8			
38	MARCY PLAYGROUND (Mammoth)	278	-17	23	15	24	9					8			26	7				17		7				8			5			9			
39	BILLIE MYERS (Universal)	261	+42	16	23							7		22									5		26	17							3		
40	PAUL SIMON (Warner Bros.)	259	-54			9			9	16						16				5	7	4	1	2	2	15			11	5	8	5			
41	PATTY LARKIN (High Street/Windham Hill)	258	-3			10			12											12	9	4		5	13	7		10	9			11	3		
42	WHISKEYTOWN (Outpost)	253	+49		5	1	13	7				8	7	4						7			5	6	4	2	15	12	10	7	5	10			
43	JEB LOY NICHOLS (Capitol)	253	-41	11							6					8				6							10						10	3	
44	MARY LOU LORD (WORK)	251	NEW		6												7	11		6				3	13			9		7			3		
45	BARENAKED LADIES (Reprise)	247	+20				32	14					5						0			5		31	8		14					8			
46	FLEETWOOD MAC (Reprise)	246	NEW	7								6	9	6	5							4		3		4		14			28	8			
47	SCREAM 2 SOUNDTRACK (TVT)	241	-5	18								13					13	16							25		12	10		5					
48	TODD THIBAUD (Doolittle)	236	+41						0								8	13							15		9	13	12	5		7	3		
49	JOHN McLENNAN (Mercury)	230	-76	5					20														5	2		2	7	14	10	6	8				
50	ANI DI FRANCO (Righteous Babe)	221	NEW	12					8					4								5		4	15			10	8	8			3		

Royal Fingerbowl My Money

FROM THE ACCLAIMED NEW ALBUM

Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KXL	WAFS	WBOS	WBZC	WDEB	WCLZ	WDET	WEEK	WEEK	WERL	WFPK	WFLV	WIS	WKZE	WMAX	WMMR	WMPY	WNNY	WNCN	WNCW	WTKU	WRLT	WRIR	WRNX	WRRK	WRSI	WVOD	WVPR	WINO	WYLE	WYPR	WYRT	WYRV	WYEP		
LOREENA MCKENNITT (Warner Bros.)	6	7	30	6	6	4	6			6	9	9	16	30	22	11	12	14			23	13	12	2	12	24	38	49	10	8	30	8				
SARAH McLACHLAN (Netwerk/Arista)	31	7	21			4				8	9	9	12	42	23	14	21				6			4		38	24	47	12	16	27	9				
ALANA DAVIS (Elektra/EEG)	6	4	15			9			17		9	2	6	12	30	6	21	17	4		17	9	28	4	6	8	27	34	8	21	10					
THE VERVE (Virgin)		10	34	7	6	8		14		5		14	17	6	14	9				15	23	14	24	3	6	26	27	40	5	16	21	8				
B.B.KING (MCA)	11	8			9		17	7	17	9	5	7	16		24	9	14	10			13	20	4			12				8	10	10				
MATCHBOX 20 (Lava/Atlantic)			65			4		9				16	16	30	13						17		17				41	13	48		14	27				
ROLLING STONES (Virgin)		2	30			5	6		36	7			16	16	17	24	14	14	14		8	8	24	5	18					11	23		5			
LISA LOEB (Geffen)	5	5	30		9								12	17	16	13	10	16	8		18		22			40		29	10		13	7				
MARK KNOPFLER (Mercury)	4					5	14	14			1		6	12		16	9	4	4	3	9	13		4	6				17	6	12					
AGENTS OF GOOD ROOTS (RCA)	6	15				5		14				5	6		17	9	5	9	10	8	3	18	12	8		24			10	6	5	19	9			
THE SUNDAYS (DGC)	37	12							17				6		17	7						8	12				39	26	97	11	4	7				
KENNY WAYNE SHEPHERD (Revolution)	7	7					11	11	3				16		16	7	6					6	8	8						9	29					
THIRD EYE BLIND (Elektra/EEG)		6	51										15		17							18		6			36	7	46		29					
GREEN DAY (Reprise)			34	8				9					16								24					6	19	40	27	36		24				
BLUES TRAVELER (A&M)					9			9	7				14		58	9	13	12				7		11			23	14	7	2						
SISTER HAZEL (Universal)			36											41	26	7					17		24				41		17			15				
FREDDY JONES BAND (Capricorn)			7			8			17				17	17	9	4	10	11			8	14								11		7				
PETER CASE (Vanguard)		5			3	3	12	21		6	5	5		6		5	9	6	16	15	7	6	8	6		13				3		14	7			
STEVE EARLE (E-Squared/Warner Bros.)		5			9	6	12			10	9	9		16		6	14	8	16		7	9		8	18					2	10		7			
ERIC CLAPTON (Reprise)		1	34						10					27		5	5						9			19				15	6	7				
JONATHA BROOKE (Refugee/MCA)	12	8		16	6	8	17			9	9	5		16		5	7	13	16											4		15	10			
PAULA COLE (Warner Bros.)	12		51	5		5								58		5	12						25				16	26	27				6			
DELBERT McCLINTON (Curb/Rising Tide)									6			2	12		8	7	14				6		10	8	12				3	7			7			
GREGG ALLMAN (550 Music)						9	12	9			1		6		14	12					16	15		9						11	8		5			
ABRA MOORE (Arista Austin)	3		15			4			36							7		8			7		12						6		15		5			
HUFFAMOOSE (Interscope)			7			5			17			2			16	7		8					8			21						17		6		
CHRIS STILLS (Atlantic)		5	7	6		4	9	21	50			5			10	5	7	7		15		15		2		12							14	10		
PEARL JAM (Epic)								21					15		12						3	24									36	19	28		5	
SING IT (Rounder)		5			9		15	13	7		5	5		6		4	13	7	16	15		6		5						6			5			
BEN FOLDS FIVE (550 Music)			34	2		5		10			1		14	13								5		8			25	11	31	11		19				
HOLLY COLE (Metro Blue/Capitol)		9	7	9	9	4			17	8	5	7		16				7				7			3									10		
GREAT EXPECTATIONS SOUNDTRACK (Atlantic)	7	8				5		16							9	7		9				6	22			13					13		14	9		
BOB DYLAN (Columbia/CRG)					9	9	9		10	5	9		16		14	7		7	16		16					6	18			11						
VICTORIA WILLIAMS (Atlantic)					9		16	14	3	5	5	7		12		10	5		16	15		13		7		13				7				7		
NAKED (Red Ant)		6	7			8			7				8				5	1				9			2		19		9				16			
WILLIAM TOPLEY (Mercury)						4			7						15	7		10				17	9	10												
DOG'S EYE VIEW (Columbia/CRG)		5	3			3			36						16	5						7		24		24										
MARCY PLAYGROUND (Mammoth)			15			5							17									24							17	18			9			
BILLIE MYERS (Universal)			15		3								16			17	11							17			28		35							
PAUL SIMON (Warner Bros.)	8	5			9	2					5	7		16		6		2							2							6	7			
PATTY LARKIN (High Street/Windham Hill)	4									6	5	10	6	16		9	6	14	10			6											14			
WHISKEYTOWN (Outpost)			7							9		5	4									10														
JEB LOY NICHOLS (Capitol)					2			17	7	9			16			5	5	10				2														
MARY LOU LORD (WORK)		6	7		9		15	3	6	1	5	6									8	6		5		19					25		13	6		
BARENAKED LADIES (Reprise)			21											41		5		8				4		9								18		11		
FLEETWOOD MAC (Reprise)	9	5	21		4								3	12		9	5		4				6	6									4	9		
SCREAM 2 SOUNDTRACK (TVT)		5	30	6		1		8														8					25			15						
TODD THIBAUD (Doolittle)		5				4		12	3	3	1		6									9													8	
JOHN MELLENCAMP (Mercury)	5					4							12		23							3	6													
ANI DIFRANCO (Righteous Babe)							10	10	50	5							5	2													4			3	6	

PAXTON

Featuring the lead off track
"Which Way Do You Go"



Produced by Jon Tiven

Management: Doug Isaac for Premier Sports and Entertainment (954) 755-1700

Nemperor Records: Manufactured, distributed & licensed by Razor & Tie Entertainment, LLC, New York, NY.


NEMPEROR RECORDS

cheek humor with references to innocent first love, soap-on-a-rope, and John Kruk strung throughout. It's "Silver Lining" that will imminently grab radio's attention, while 13 more stories will bolster Poltz's stature as an American songwriter.

SEMISONIC
"Closing Time" (MCA)

Semisonic's "Closing Time" has the potential to resonate in quite a few different formats, giving the band potential to spread their music across the radio dial. Concise and hooky, the vocal work reminds us of Jay Ferguson on the first couple Spirit albums.

JULES SHEAR
Between Us
(High Street/Windham Hill)

Assembling the duets for *Between Us* didn't generate as much red tape as Jules Shear originally feared. Only one legal eagle stood in the way of his artistic collaborations, while 15 other singer-songwriters heeded Jules' cre-



Jules Shear and guest Margo Timmins' first public performance together.

ative call. By keeping the performances basic, the personalities are clear in all the interpretations. Of course, Jules penned all of the entries, sometimes with the eventual participant in mind. Most of the best songs (like "The Last in Love" or "Seal Up Hollow") feature female singers like Paula Cole and Margo Timmins, while the dude side of the void is filled by performances by Ron Sexsmith and Freedy Johnston. Most all of the artists are well known, friends inside the wide spectrum of Triple A.

MARY LOU LORD
Got No Shadow (WORK)

Major label trappings become Mary Lou Lord, who has cooked up a serious stew of 13 new songs. When we were previewing depth tracks to possibly play on this year's Seminar GRIDDLE, Mary Lou's "His Lamest Flame" immediately came to mind. By spreading her modus operandi—from rock to soft punk to singer-songwriter—Lord careens across a wide avenue of styles and possibilities. Her gig with Whiskeytown during the Seminar was so crowded, even her own label reps were shut outside, forced to listen to the music through the vents. Hot, indeed.

WHISKEYTOWN
"Yesterday's News"
(Outpost/Mood Food)

As Norm Winer asked at the A3 panel discussion session, are you

willing to go back and recommit to Whiskeytown, now that they're poised to break out big? Check it out, a radio version actually longer (and hotter) than the original.

AGENTS OF GOOD ROOTS
"Come On (Let Your Blood Come Alive)" (RCA)

According to an unofficial poll inside the Internet's Velvet Rope, Agents of Good Roots were voted the best band performing at the Seminar. "Come On" is the band's Alternative track, something you might consider commandeering, depending on your marketplace.

TRAIN
"Meet Virginia" (Aware/Columbia)

The Aware compilation label has an impressive track record when it comes to finding new talent like

Hootie or Edwin McCain. San Francisco's Train plays in a Counting Crows/Dog's Eye View vein. "Meet Virginia" is the band's impressive opening track.



Pat Monahan, lead singer of Train.

Spin Trends

1. ERIC CLAPTON +377
2. ROBBIE ROBERTSON +128
3. ANI DIFRANCO +119
4. AGENTS OF GOOD ROOTS +92
5. NATALIE IMBRUGLIA +84
6. FLEETWOOD MAC +82

A3 Gridbound

*ROBBIE ROBERTSON (Capitol)	(Mission)	*TERRY CALLIER (Verve)
BOX SET (Capricorn)	JAMES INTVELD	*TRIBUTE TO HOUND DOG
LONG JOURNEY HOME (Unisphere/BMG)	(Risk/Innerworks)	TAYLOR (Alligator)
FASTBALL (Hollywood)	TED HAWKINS (Evidence)	CORNERSHOP
FARM DOGS (Sire)	NATALIE IMBRUGLIA (RCA)	(Luaka Bop/Warner Bros.)
DAVID POE (550 Music)	MARIA MULDAUR (Telarc Blues)	BETH ORTON (Dedicated)
CHERI KNIGHT (E-Squared)	JULES SHEAR (High Street/Windham Hill)	RADIOHEAD (Capitol)
JAMES IHA (Virgin)	KRISTEN HERSH (Ryko)	Dropped: #43 Dar Williams, #46 Bruce Cockburn,
MAX CARL & BIG DANCE	*COTTON MATHER (Copper)	#47 Jonny Lang, #49 Smashmouth.

ANI DIFRANCO
LITTLE PLASTIC CASTLE

A surprise every time.



the new studio album,
in stores

EVERYWHERE



Righteous Babe Records PO Box 95, Ellcott Station, Buffalo, NY 14205 radio contact: Kgrl (716)852-8020 • fqx(716)852-274] • RBRHeri@aol.com

Extension 606 BY KENT ZIMMERMAN

This Year's A3 Winners

GAVIN Awards and GRIDdle Picks

Another Year of GAVIN Awards. One of the great things about "Big GAVIN" (a.k.a. the Seminar) is that our format shines brightly in the company of the entire industry. Despite (or maybe because of) the saturation attendance of the annual A3 Summit in August, we're always quite amazed at the quality of the attendance at our big February soiree. This year was no exception, as attendance records (and bar tabs) were shattered by curious attendees. For us, it's a validation that A3 is extremely viable in context to the entire industry, it's proof that we remain an important link when it comes to raising ratings, breaking artists, and selling music.

This year's A3 Awards presentation was helped along by a stunning performance by the Farm Dogs, now on the Sire label. Apart from their brisk 35 minute set, dawgs Bernie Taupin and Jim Cregan eventually served as light-hearted MCs, reciting (and sometimes playfully mispronouncing) the names of the nominees and handing out the awards. Bernie may have been a little apprehensive at first, but it didn't take the master lyricist long to

feel the family vibes from our lunch crowd. After reading the first round of nominees myself (I figured Bernie would read the winners), I ended up handing the entire agenda over to the Dogs, who made quite a party of it. We're happy to report that all winners were present, accounted for, and/or represented, save for KGSR (who were moving studios) and Beth Orton (who carefully arranged for KMTT's Chris Mays to pick up their award).

* * *

On the GRIDdle. We've done so many GRIDdles, we've actually—honestly—lost count. So at this year's "Big GAVIN" GRIDdle, we attempted to include some new faces and GRIDdle virgins, no mean feat, though not before a well-received acoustic performance from Mercury's Steve Poltz. Poltz, while deadly with a witty verse, proved to be quite the self-contained, ass-kicking music machine. With his engaging and charming personality—and by playing solo acoustic—Poltz retained the simple glow of his record, smoothly presenting his material, throwing in a humorous blend of radio names, and ending his mini-set with a priceless cover of TLC's "Waterfall" (complete with a white rap coda). Once again, Bruce Warren's GRIDdle music selection succeeded in providing ample discussion issues as well as aural surprises. Bruce's job was especially difficult, considering a lot of the high profile studio projects are still not finished. Here are the top five finishers with a little commentary



Paul Marszalek comments on Bonnie Raitt.

from yours truly:

GRIDdle A3 Song Winners

1. "One Belief Away" - Bonnie Raitt (Capitol) Overall Score: 7.7 Norm Winer and Paul Marszalek pointed out that, in the wake of an over-abundance of female vocalists, a performer like Bonnie Raitt still leads the pack with melody, without frontloading too much depression. Plus, the song isn't a slow ballad to appease formats across the board.

2. "Lost Count" - Ebba Forsberg (Maverick) Overall Score: 6.4 Some of you cried "foul" when we played the very first video to make it onto a GRIDdle. But we thought it was an interesting experiment, because Forsberg's clip clocked in at just over two minutes, and she's an artist being presented visually, which keeps us in step with the rest of the formats. The downside is that programmers seemed distracted by the visual presentation, commenting rather humorously on the visual elements. Still, Forsberg's entry scored extremely well.

3. "Little Plastic Castle" - Ani DiFranco (Righteous Babe) Overall Score: 6.1 Ani DiFranco, besides being a prolific performer, is a keen subject for A3 debate. Many feel she's an artist well worth rallying behind, whose A3 radio following is long overdue. Having built a substantial following on her own, the analysis of her original ska-beat single may have helped contribute to 24 more A3 adds this week. Label representatives in the audience also provided a passionate argument for A3 to take Ani's music seriously.

Tied with "Upspin" - Agents of Good Roots (RCA) Overall Score: 6.1 The idea was to take a successful new act and play a possible depth track. The result was consistent to the response of the first track, which put the Agents into the Top 10 this week. Looks like we have a viable band as opposed to merely a hot hit track.

5. "Meet Virginia" - Train (Aware/Columbia) Overall Score: 5.9 While many of you met the band during their performance a few days before the GRIDdle, the electronic response to "Meet Virginia" was a signal that perhaps the Bay Area has yet another great band to offer the Triple A radio community. ●

STEPHEN CURTIS CHAPMAN

"I Will Not Go Quietly"

The single & music video airing nationally

From the motion picture soundtrack

THE APOSTLE

RISING TIDE
A Universal Music Company

© 1998 Universal Records, Inc.



Louise Coogan, Sean Coakley, Jeff Cook, Nancy Stein



Bruce Warren, Norm Winer, Ann Delisi



Nancy Stein and Jeff Cook



Bruce Raney, Dennis Constantine (for KGSR), Jody Petersen



James Evans (for Wallflowers), Paul Brown (for Sarah McLachlan) and Chris Mays (for Beth Orton)

MOST ADDED
KEVIN GORDON (17)
CHRIS KNIGHT (13)
JIM LAUDERDALE (13)
BLUE HIGHWAY (8)
CONTINENTAL DIVIDE (8)
RENO BROTHERS (8)

TOP TIP
THE APOSTLE SOUNDTRACK
(Rising Tide)
 Incredible compilation of gospel numbers performed by the likes of Patty Loveless, Lyle Lovett, Johnny Cash, The Carter Family, and Emmylou Harris and Robert Duvall. Need I say more?

RECORD TO WATCH
CHRIS KNIGHT
(Decca)
 On the air at KCSS, KFAL, KKYC, KSYM, WBGU, WNCW, WRIU, WVLS, KFDI, KHYI, WMLB, KSUT, KVMR, WCBN, WDBM, WMKY, WMNF, KAZU, KNOT, KPIG, and KCMU among others.

Gavin Americana™

The Other Country

LW	TW		Rpts.	Adds	H	M	L
1	1	THE DERAILERS - Reverb Deluxe (Watermelon/Sire)	66	0	40	20	6
4	2	JAMIE HARTFORD - What About Yes (Paladin)	63	2	28	25	10
2	3	RICKY SKAGGS - Bluegrass Rules (Rounder)	61	0	32	18	11
3	4	FRED EAGLESMITH - Lipstick Lies & Gasoline (Razor & Tie)	63	0	29	18	16
5	5	STEVE EARLE - El Corazon (E-Squared/Warner Bros.)	60	0	28	18	14
9	6	THE WOODYS - The Woodys (Rounder)	62	3	18	19	25
6	7	DELBERT McCLINTON - One of the Fortunate Few (Curb/Rising Tide)	57	0	25	14	18
7	8	TOM T. HALL - Home Grown (Mercury)	53	0	24	17	12
11	9	CHERI KNIGHT - Northeast Kingdom (E-Squared)	58	4	12	21	25
8	10	ROBBIE FULKS - South Mouth (Bloodshot)	55	0	19	16	20
10	11	PETER CASE - Full Service No Waiting (Vanguard)	52	1	12	19	21
13	12	ROBIN & LINDA WILLIAMS - Devil Of A Dream (Sugar Hill)	49	2	14	17	18
29	13	JIM LAUDERDALE - Whisper (BNA Records)	49	13	10	15	24
21	14	HANGDOGS - East Of Yesterday (Crazyhead)	46	5	7	20	19
14	15	RECKLESS KELLY - Millican (Cold Spring)	44	0	12	15	17
12	16	CHESAPEAKE - Pier Pressure (Sugar Hill)	48	0	8	16	24
19	17	THE HOLLISTERS - Land Of Rhythm And Pleasure (Freedom)	44	2	7	20	17
16	18	BIG HOUSE - Big House (MCA/NASHVILLE)	38	0	17	10	11
15	19	JOHN FLYNN - John Flynn (Sliced Bread)	45	0	6	18	21
N	20	CHRIS KNIGHT - Chris Knight (Decca)	40	13	10	12	18
25	21	BOBBY HICKS - Fiddle Patch (Rounder)	41	4	8	15	18
17	22	TIM O'BRIEN - When No One's Around (Sugar Hill)	38	0	13	11	14
18	23	KEVIN JOHNSON & THE LINEMEN - Parole Music (Sam)	43	0	6	13	24
27	24	PAUL BURCH - Pan-American Flash (Checkered Past)	38	4	7	14	17
35	25	BLUE HIGHWAY - Midnight Storm (Rebel)	37	8	8	13	16
23	26	WAYNE HANCOCK - That's What Daddy Wants (Ark 21)	39	0	7	13	19
22	27	SECONDS FLAT - Seconds Flat (Green Linnet/Redbird Series)	42	0	8	7	27
24	28	GREG BROWN - Slant 6 Mind (Red House)	39	0	7	11	21
20	29	LONGVIEW - Longview (Rounder)	38	0	8	12	18
28	30	DONNIE FRITTS - Everybodys Got a Song (Oh Boy!)	36	0	5	12	19
26	31	JAMES INTVELD - James Intveld (Risk/Innerworks)	37	0	4	11	22
30	32	HANK THOMPSON - ... And Friends (MCG/Curb)	30	0	6	15	9
33	33	PAUL THORN - Hammer and Nail (A&M)	31	1	6	10	15
32	34	BUDDY MILLER - Poison Love (HighTone)	33	0	6	7	20
N	35	APOSTLE SOUNDTRACK - Various Artists (Rising Tide)	32	7	3	11	18
N	36	MICHAEL RENO HARRELL - Ways To Travel (Rank Records)	30	7	4	11	15
N	37	THOMPSON BROTHERS BAND - Blame It On The Dog (RCA)	27	6	3	11	13
38	38	WYLIE & THE WILD WEST SHOW - Way Out West (Rounder)	31	0	2	10	19
N	39	BOTTLE ROCKETS - 24 Hours A Day (Atlantic)	27	1	4	9	14
34	40	TIM RYAN - Tried, True, and Tested (Warner Western)	26	0	6	6	14

Chartbound

LIBBI BOSWORTH (Freedom)
PRICKLY PAIR (Rockhouse)
VICTORIA WILLIAMS (Atlantic)
MONK WILSON (Tangible)
RAY CAMPI QUARTET (Mouth Piece)
CONTINENTAL DIVIDE (Pinycastle)
LONESOME BROTHERS (Tar Hut)
CRAIG CHAMBERS (WR Records)

Americana Inroads BY CHRIS MARINO



Twang Diego

"Awesome" is the most appropriate word for the 1998 GAVIN Seminar.

The Americana portion of the event started Thursday evening, when Mexican Beer, margaritas, and mucho music set the theme for the "Run for the Border" cocktail party that included spellbinding performances by Atlantic's **The Great Divide** and Rounder's **Heather Myles** and **the Blazers**. Friday afternoon (some needed a few extra hours sleep) during "Proactive Programming and Creative Marketing" panel, **The Woodys** (Rounder Records) twanged their way into the hearts of attendees, who insisted on two encores. After the music, a format specific discussion began. The panelists consisted of both programmers and label folk, whose different perspectives added texture to the discussions. Topics included how to improve the relationship between radio and retail, how to develop an identity for your radio station, and whether or not we should be headed for a singles approach to programming, something that will continue to be discussed over the coming months. Saturday began with a breakfast meet and greet with **Virgin Record's** recording artist **Loudon Wainwright III**. Loudon said he came with the intention of playing serious fare—and he did do a couple—but he also reserved his right to bring laughter to the room, and he did. His new release *Little Ship* should be on your desks now. Saturday afternoon, the **Americana Awards Luncheon** (award winners are listed on pages 6 and 7) started with the presentation of the **Americana Horizon Award to Late Night With Conan O'Brien** for its contributions to Americana music in 1997. The award was accepted by comedian **Robert Schimmel**, who used the opportunity to test some new material on the crowd. Then **Chris Knight** performed, literally bringing the house

down; during **"The Hammer Going Down,"** a light fixture fell from the ceiling, emphasizing the importance of what was taking place in the room. The amazing showcase lived up to all the buzz surrounding the release of Knight's debut record on **Decca**.

The off-site music in and around San Diego was unbelievable as well, especially performances by **Jesse Dayton** and **Whiskeytown** at the Casbah, **BR5-49** at 4th & B, and **Junior Brown** and **Jack Ingram** at the Belly Up Tavern in Solano Beach.

Then there was the trip to **Tijuana**—which, by the way, makes Las Vegas look like a nature preserve—**Toby French**, **Paula Erickson**, **Jeff House** and I found it necessary to go south of the border to celebrate Americana's successful seminar. It's a fascinating place and one of the few spots on this continent that you can smoke a cigar in a pharmacy. Jeff and Toby spent some time at the definitely *not* world famous **Bambi Club**, where we hear **Vinnie Ezparza** spends his free time.

And, as incredible as the Americana component was to the Seminar, believe it or not, there were other great things to do and see. Some highlights were: Keynote speaker **Depak Chopra** giving meaning to the word "soul," high-fiving **Mick Jagger** as he walked through the hotel lobby, "The A3 Glory & Consequence: From Notable Successes to Bad Habits" panel, "Country's Three Cs: Consolidation, Competition, and Congestion," and "The Professionalization of Non-Commercial Radio," which focused on improving non-commercial radio by employing commercial techniques.

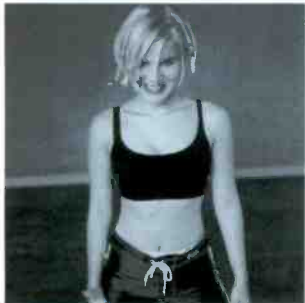
For four days, programmers and music industry people from all aspects of the business congregated to exchange ideas and information. That's pretty incredible! ●

Editor: CHRIS MARINO • Assistant: TOBY FRENCH
 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

GAVIN PICKS

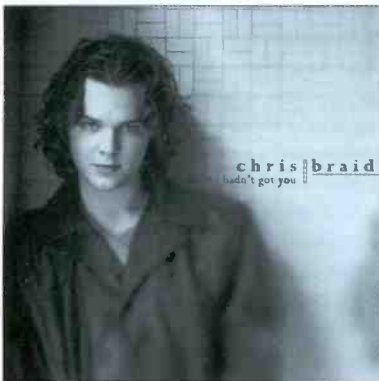
Singles

BY DAVE SHOLIN



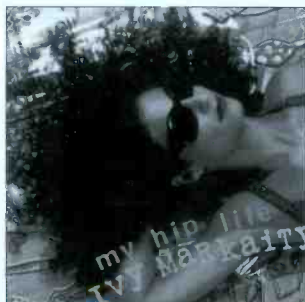
ROBYN
"Do You Really Want Me"
(RCA)

'97 was all good for this Swedish teen sensation. Now with a pair of top five tracks to her credit, Robyn makes sure the streak continues by dropping the single that's been programmers' consensus pick for months. Great response at early believers like KRBE-Houston, where it's been getting plenty of spins since the start of the year.



CHRIS BRAIDE
"If I Hadn't Got You"
(Atlantic)

Not surprisingly, the first offering by British newcomer Chris Braide got a big thumbs-up during the "Top 40 Jukebox Jury" at GAVIN, coming in number three overall and ranking number two with the 12-member jury of PDs and MDs. Braide co-produced his album, *Life in a Minor Key*, with David Stewart formerly of the Eurythmics, and co-wrote this rhythmic pop gem with Chris Difford of Squeeze fame. One helluva impressive debut.



IVY MARKAITZ
"My Hip Life"
(National Record Co.)

A fun storyline is matched by an uptempo melody on this track co-written by a singer-songwriter who is poised to make a splash for herself and this new label. Can find a warm reception at Top 40 and A/C.

CODE RED
"This Is Our Song"
(Polydor/A&M)

This foursome from the UK had their coming out party in San Diego, where they put in a strong performance just before the "Top 40 Roundtable." Providing

smooth harmony as the backbone to this melodic ballad, Code Red has the goods to capture the public's interest in a big way. Their album *Scarlet* arrives in mid-April.

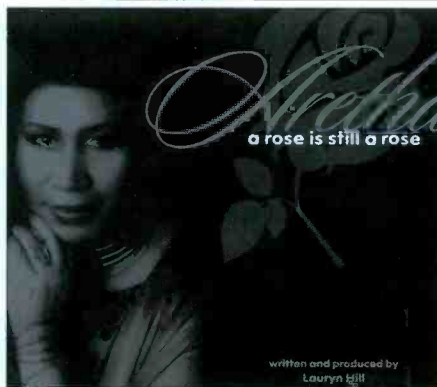
HANSON
"Weird" (Mercury)

Less than a year after exploding on the scene with "MMMBop," the three Hanson brothers

and themselves with several Grammy nominations, including a nod for Best New Artist. This fourth single from *Middle of Nowhere* once again demonstrates the versatility of this young trio and should continue to keep them front and center for weeks to come.

SHE MOVES
"It's Your Love" (Geffen)

Coming off a solid run with the title track from their debut album, *Breaking All the Rules*, this trio showcases a more emotional side on this sweet mid-tempo ballad. Once again, stellar production by the Berman Brothers deserves special mention.



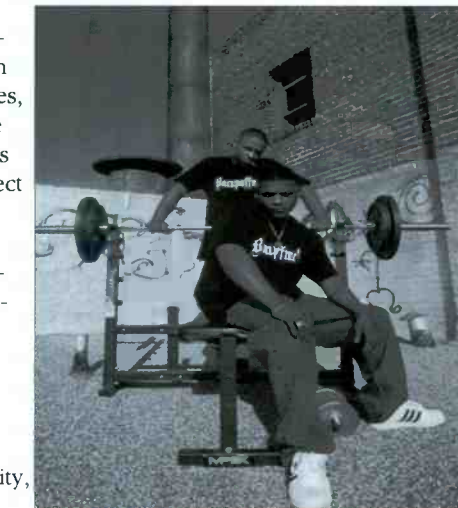
CROSSOVER PICK
ARETHA FRANKLIN
"A Rose Is Still a Rose"
(Arista)

Impressive early airplay for Lady Soul's finest effort in a long, long time. Written and produced by Lauryn Hill of the Fugees, leave it to a true musical treasures for just the perfect interpretation. Already on at WPGC-Washington, D.C., KTFM-San Antonio, KMEL-San Francisco, 99.1 KGGI-Riverside, KWNZ-Reno, OC104-Ocean City, Md., KHTN-Merced/Modesto, and 92Q-Baltimore.

Albums

PETER CASE
Full Service No Waiting
(Vanguard)

After changing the face of the L.A. rock scene with the Plimsouls, Peter Case took on the role of the authentic folk singer and highway troubadour. So it's sort of poetic justice that he's ended up on the same label that's hosted Joan Baez, John Hammond, Eric Anderson, and lotsa other legends. *Full Service No Waiting* features Case's trusty Gibson guitar, Lee Oskar harps, and strong, smoky voice. With his firm West Coast ties, Case's folk is the stuff good



Heard." While the Bay is brimming with talent, King Saan and Mr. Taylor take a worldwide approach to their sound and style, skillfully dodging the regional box. This radio playable, clean album is your ticket to a trunk-rattling sonic adventure with more peaks than valleys. The 'Ridas funkified debut lays a solid foundation for the pair with a bright, successful journey ahead.

—THEMBISA S. MSHAKA



travelogues are made of. We like "Let Me Fall" and "On the Way Downtown," written for his children. —KENT ZIMMERMAN
THE WHORIDAS
WhoRidin'
(Southpaw/Delicious Vinyl)

GAVIN

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

CHIEF EXECUTIVE OFFICER DAVID DALTON
 COMMERCIAL DIRECTOR BOB GALLIANI

EDITOR-IN-CHIEF REED BUNZEL
 ASSISTANT EDITOR ALEXANDRA RUSSELL
 DESIGN DIRECTOR/PRODUCTION CONTROLLER DODIE SHOEMAKER
 ART DIRECTOR PETER GRAME

A3/JAZZ/SMOOTH JAZZ & VOCALS — KENT ZIMMERMAN Editor
 KEITH ZIMMERMAN Editor
 JON FOJTJK Assistant
ADULT CONTEMPORARY — RON FELL Editor
 ANNETTE M. LAI Associate Editor
 LILY SHIH Assistant
ALTERNATIVE — MAX TOLKOFF Editor
 (213) 913-2691, Fax: (213) 913-2693
SPENCE ABBOTT Assistant
AMERICANA — CHRIS MARINO Editor
 TOBY FRENCH Assistant
COLLEGE — MATT BROWN, VINNIE ESPARZA College Crew
COUNTRY — JAMIE MATTESON Editor
 JEFF HOUSE Chart Editor
RAP — THEMBISA MSHAKA Editor
 AYOKA MEDLOCK Assistant
ROCKS — ROB FIEND Editor
 HEATHER WHITAKER Assistant
TOP 40 — DAVE SHOLIN Editor
 ANNETTE M. LAI Associate Editor
URBAN LANDSCAPE — QUINCY MCCOY Editor
 ANNA CALIX Assistant

ART PRODUCTION RENÉ BRUCKNER,
 CHARLES MACNULTY
 EDITORIAL ASSISTANTS JASON OLAINÉ,
 JUSTIN TORRES
 CONTRIBUTING EDITOR JAAN UHELSKI

HEAD OF SALES AND MARKETING
 LOU GALLIANI (805) 542-9999
 Fax: (805) 542-9997
 RICK GALLIANI (415) 459-3703,
 Fax: (415) 485-1799
TOP 40 MARKETING — STEVE RESNIK
 (818) 951-6700, Fax: (818) 951-6800
A/C MARKETING — MEL DELATTE
 (310) 573-4244, Fax: (310) 573-4289
AMERICANA MARKETING — JEFF HOUSE
 (615) 255-5010, Fax: (615) 255-5020
RAP MARKETING — JOHN AUSTIN
 (215) 924-7823, Fax: (215) 424-5491
COUNTRY MARKETING — PAULA ERICKSON
 (615) 255-5010, Fax: (615) 255-5020
CLASSIFIED MARKETING — PARKER GIBBS
 (415) 495-1990 ext. 647
CORPORATE SALES — JAY WELLS
 (209) 943-2620

GENERAL MANAGER BETTY HOLLARS
 CIRCULATION MANAGER DIANE RUFER
 MANAGER, MEDIA SERVICES DAVE ROTHSTEIN
 OFFICE MANAGER/ASSISTANT TO CEO SANDRA DERIAN
 CREDIT & ACCOUNTS RECEIVABLE JENNIFER M. DETWEILER
 RECEPTIONIST LISA GRIFFIN

EXECUTIVE DIRECTOR, INFORMATION SERVICES RON FELL
 DIRECTOR, INFORMATION SERVICES JOHN VERNILE
 COORDINATOR, INFORMATION SERVICES WALT REED
 WEB MANAGER, GAVIN.COM KEVIN KLEIN

EXECUTIVE DIRECTOR, CONVENTION SERVICES NATALIE DUTSMAN
 CATHERINE RYAN Assistant
 KIERSTEN HOLLARS Assistant
 GAVIN SEMINAR SPECIAL COUNSEL RON ALEXENBURG

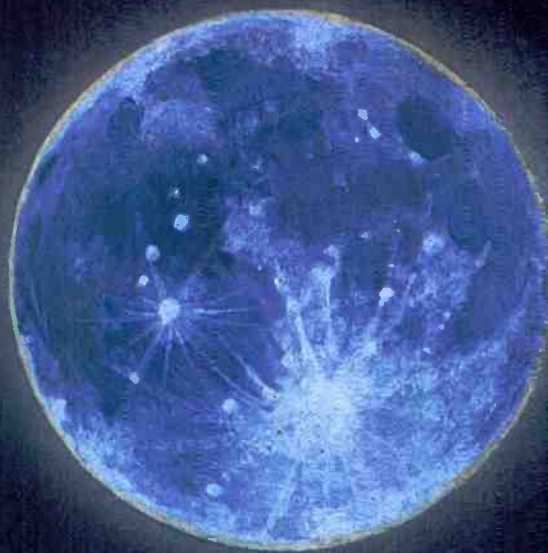
EXECUTIVE DIRECTOR, RADIO SERVICES DAVE SHOLIN

CONSULTING EDITOR, 40TH ANNIVERSARY COORDINATOR BEN FONG-TORRES

EXECUTIVE DIRECTORS, SPECIAL PROJECTS KEITH ZIMMERMAN, KENT ZIMMERMAN

NASHVILLE OFFICE
 209 10th Avenue South, Suite 510,
 Nashville, TN 37203
 (615) 255-5010, Fax: (615) 255-5020

in Miller Freeman
 A United News & Media company



ERIC CLAPTON

MY FATHER'S EYES

FROM HIS FORTHCOMING ALBUM: PILGRIM

PRODUCED BY ERIC CLAPTON AND SIMON CLIMIE

©1998 REPRISÉ RECORDS ROGER FORRESTER MANAGEMENT LTD. WWW.REPRISEREC.COM



ALBUM IN STORES MARCH 10
U.S. TOUR STARTS MARCH 30TH

ONLY X



SHUT 'EM DOWN '98

ALBUM IN STORES 4/21



©1998 Del Jun Music Group, Inc.