

#1 MOST ADDED AT AC  
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Fourteen Top 10 Hits

Seven #1 Hits

Six Grammy Awards

Over 70 Million Albums Sold Worldwide

# PHIL COLLINS TRUE COLORS

PRODUCED BY BABYFACE

the new single from the appropriately entitled new album

## ...HITS



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Face Value  
Records

PAGE 22

## Redefining Success

The Tao teaches that without commitment and encouragement of people—not just at the top but throughout an organization—no system can succeed. The power of any idea is expressed only through people. Quincy McCoy reviews *Real Power: Business Lessons From the Tao Te Ching*.

PAGE 24

## Top 40's 2-Minute Drill

It's late in the game, the point spread is tight, the play is third and four with just two minutes left in the game. What's your winning 4th quarter strategy...and what plays are you going to send in to your team? Top 40 programmers answer the tough questions.

PAGE 50

## Get Up, Stand Up

On the eve of a major release of previously unheard Bob Marley material, Vinnie Esparza examines the legacy of the late, great reggae singer. "I think Bob's universal appeal comes from his incredible gift of poetry combined with one of the great melodic gifts of the century," explains Roger Steffans, a world-renowned Marley archivist.

AS TOLD TO ELIOT TIEGEL

## Gary LeMel

**Film LPs: Hard to Assemble But Loaded With Sales Lure**

"For years, soundtrack albums were sort of the bastard child. In the last couple of years they've become a business." So says Gary LeMel, President of Music for Warner Bros. for the past 12 years. LeMel, responsible for all music in WB films, also heads Warner Sunspot Records, the soundtrack imprint, and maintains a separate career as a singer. His next LP, a tribute to Bobby Darin, is in production for Atlantic.

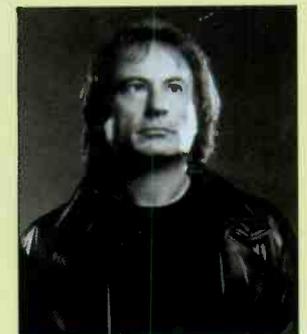
Song-driven soundtracks have become more important than composer-written scores. Soundtrack albums are popular with the public because kids don't have a lot of artist loyalty anymore. They're more into songs. They're following Europe, which for a long time has had compilation soundtracks. *Titanic* is the great exception which will happen on occasion.

The major problem in putting together a soundtrack featuring different artists from different labels is that the deals are difficult and time-consuming. It's a little better than it used to be because everybody now is in the business, so everyone is sort of trading artists. Obtaining all the clearances is one of the reasons we're jamming at the end much harder than we should be. You can't put the band in the studio until all the deals are done.

Fees for soundtrack rights have gone up 100 percent over the past couple of years because of all the record companies competing for the scores. We're talking six figures or more, depending on the film. We just finished director Nora Ephron's film, *You've Got Mail*, with Tom Hanks and Meg Ryan. The same people who did

*Sleepless in Seattle* did this film, so you're going to offer a lot of money for the soundtrack.

We released three singles by contemporary artists from the Elektra



soundtrack CD of *Why Do Fools Fall in Love*, including "I Want You Back" by Missy "Misdemeanor" Elliott and Melanie B; "No Fool No More," by En Vogue, and "Get on the Bus" by Destiny's Child. We've had airplay on Urban A/C, A/C, and Top 40 Rhythmic stations.

A second companion album on Rhino has all the Frankie Lyman and the Teenagers' cuts and other oldies songs by different artists. We released two different song albums from the film because the oldies sound would be hard to fit into pop radio. Having contemporary artists gives us a chance for hit singles and videos. We've never had two film albums where one didn't involve the score.

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*Sarah McLachlan Angel*



*Music from the motion picture*  
**City of Angels**

Five million albums sold worldwide



Also available on Sarah's multi-platinum Arista album, *Surfacing*



*City of Angels* on home video — September 15th

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## Chancellor "Enhances" Management Structure; New Team Includes Fullam, Toulas, Warfield

Chancellor Radio Group President Jimmy de Castro has announced that the company has promoted John Fullam to the position of Senior Vice President, Regional Operations as part of a plan to "enhance" its regional management structure.

Fullam will be responsible for overseeing station operations in New York, Long Island, Detroit, and Washington, D.C. He joins three Regional Vice Presidents: John Madison,

who is responsible for Los Angeles, San Francisco, Boston, Denver, Riverside, Phoenix, and San Diego; George Toulas, who handles Dallas, Houston, Orlando, Minneapolis, Pittsburgh, Sacramento, and Cincinnati; and Charles Warfield, handling Chicago, Philadelphia, Atlanta, Miami, and Cleveland.

Commenting on the change, de Castro said, "As the nation's largest radio broadcaster, Chancellor is committed to providing its

listeners and advertisers with innovative programming across its station portfolio. Our management approach has served the company well during its rapid growth, leading to double-digit revenue gains and a sustained nationwide 12+ ratings improvement."

*"Every element that's scheduled in this fourth quarter was brainstormed back in May, fine-tuned throughout the summer, and now executed..."*  
Rick Cummings  
—see page 26

## Arbitron Buys Stake in Northstar Interactive

Arbitron NewMedia is expanding its Internet services area presence by acquiring a majority stake in Northstar Interactive, an Internet research firm offering a range of Web site evaluation services.

Northstar Interactive conducts qualitative and quantitative research initiatives for new media companies, market research firms, and the communications industry. Its clients include companies in the fields of radio research, telecommunications, publishing, film, television, advertising, marketing, Web site development, and research fields, including Netscape, Sony, NBC, and Motorola.

"Northstar Interactive's impressive client list, along with its qualitative and survey-based studies will help to grow Arbitron NewMedia's presence in the Internet research market," said Greg Verdino, Vice President and General Manager of Arbitron NewMedia. "This acquisition represents a significant step in providing premier services for our current and future clients to maximize the value of their Internet activities. Northstar

Interactive's capabilities will become a companion to Arbitron's Pathfinder comprehensive study of consumer media behavior and new media preferences."

Northstar Interactive's products and services include Site Test™, providing a comprehensive Web site diagnostic evaluation focusing on branding, features, functionality, and content, Site Score™, a survey-based Web site evaluation service, and AdEffects™, which examines the effectiveness of advertisements on a Web site, and AdScore™, a survey-based advertising evaluation service.

## Arbitron Mails Name Previews

Arbitron has begun mailing its Fall 1998 Station Name Preview to radio stations this week. Stations are to review the station names submitted to Arbitron and others in their market to ensure they are correctly recorded by Arbitron and not conflicting with other names in the market. The name changes will be accepted for the Fall 1998 survey through December 17.

## Kennard Mulling New FCC EEO Policy

FCC Chairman William Kennard indicated this week that he is examining ways to resurrect the Commission's policy on affirmative action, despite an appellate court ruling last April that struck down the 30-year old program. Last week a D.C. Circuit Court elected not to grant the FCC another hearing on the constitutionality of its EEO policy.

"I intend to present a proposal that will address the court's concerns and ensure a level playing field so that all Americans have the opportunity to participate in broadcasting," Kennard explains. While vowing to avoid any suggestion of imposing employment quotas in future policy proposals, the FCC Chairman noted that broadcast ownership and staffs should reflect the market's populace in order to maintain a "diversity of

programming and viewpoints."

Kennard and other proponents of the FCC's EEO program, which the Court of Appeals declared was like a "soft quota" system,



say it has led to higher employment levels among minorities and women. Currently, minorities account for 20.2 percent of all persons employed in broadcasting, vs. 9.1 percent in 1971. By contrast, 41 percent of all broadcast employees are women, compared with 23.3 percent in '71.

Try this one on for size: at next month's NAB Radio Show in Seattle, Jacor Chairman Sam Zell delivers the keynote address, with all (or most) of the industry's big-wigs and analysts hanging somewhere near the front row. The bombshell: Zell announces CBS/Infinity's purchase of Jacor Communications.

The flashback: last year CBS President Mel Karmazin made the similarly explosive announcement that CBS was snatching American Radio Systems out of Jacor's hands; a similar performance this year would provide high drama and appeal to the showman in Karmazin. History repeats itself.

Any deal between CBS and Jacor wouldn't have been possible (at least, not probable) without CBS spinning its radio properties out as a separate Infinity entity. The CBS TV network, combined with lackluster earnings, were preventing Karmazin from going after one last golden goose; now he has the war chest to deal directly with the last remaining player that can boost him back into the top slot.

Good for radio? Maybe. But with bigger and bigger spot loads, the dilution of personality, and an overall lowering of radio's talent bar, is radio in danger of losing its loyal following? As persons-using-radio levels continue to decline, and with hand-held, "palm pilot"-type, push-button radio technology only a few years off, perhaps the "Godzilla" ultra-hype of this past summer will be proven wrong.

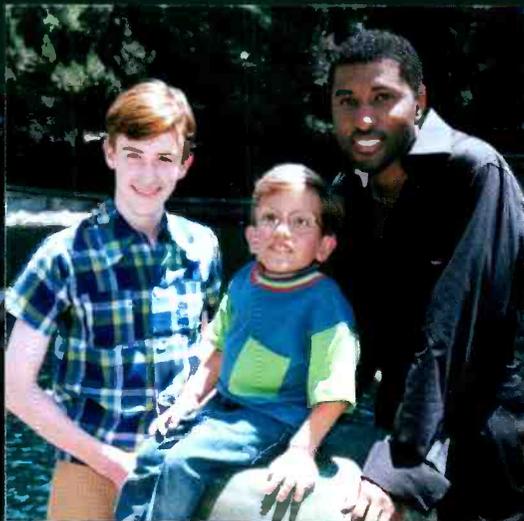
Maybe size doesn't matter, after all.

Reed Bunzel, Editor-in-Chief

When it comes to classic songs, he's always there.

# BABYFACE

*"you were there"*



The song written and performed by Babyface for the film

## SIMON BIRCH

Performed, Written and Produced by Babyface.

Management: Benny Medina for



SONY MUSIC  
SOUNDTRAX



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## The G-files

### ACQUISITIONS

■ **CHANCELLOR MEDIA ANNOUNCED IT IS PURCHASING** KFYI/AM and KKFR/FM in Phoenix from The Broadcast Group for \$90 million.

■ **JACOR COMMUNICATIONS SIGNED THREE SEPARATE** deals to acquire a total of seven properties. In the Los Angeles market, Jacor is purchasing KORG/AM and KEZY/FM from M.L. Media LP for \$30 million; in Ft. Myers/Naples/Marco Island, Fla. the company is acquiring WCCF/AM, WCVU/FM, and WIKX/FM from Intermart Broadcasting for \$7.5 million; and in Bismarck, N.D., Jacor has agreed to buy KFYR/AM and KYYY/FM from Meyer Broadcasting for \$4.8 million. Broker for the L.A. deal is Gary Stevens & Co.; broker for the Bismarck deal is Media Venture Partners.

■ **BI-COASTAL MEDIA IS PURCHASING EIGHT STATIONS IN** non-rated California markets from North County Communications for \$6.4 million. Stations include: KATA/AM-Arcata; KGOE/AM, KRED/FM, KKHB/FM, and KFMI/FM-Eureka; KXBX AM/FM-Lakeport; and KQPM/FM-Ukiah. Broker: Media Services Group.

■ **MEGA BROADCASTING INKED A DEAL TO PURCHASE** WNFT/AM-Boston from CBS for \$5 million.

■ **MARTZ COMMUNICATIONS ANNOUNCED IT IS PURCHASING** WSOO/AM and WSUE/FM in Sault Ste. Marie, Mich. from Fabiano-Strickler for \$2.3 million. Broker: Richard A. Foreman & Assoc.

## Dickins to Depart Warner Music

BY AJAX SCOTT

The U.K.'s longest serving major record company chairman, Warner Music's Rob Dickins, is leaving the company at the end of the year. Dickins—the current BPI Chairman—finally has fallen

victim to long-standing animosities with Warner's U.S. management, despite the fact that 1998 has been one of the most successful of his 15 years in the job.

Dickins' departure is the culmination of a painful relationship with his U.S. bosses

stretching back to the moment in October 1994 when he was summoned to New York to be offered the post of running Warner Bros., only for the job to be snatched away at the 11th hour. Dickins has subsequently had a poor relationship with Warner Music's joint worldwide chief Bob Daly. This is understood to have been made worse by events such as the negotiations that terminated Warner's deal with ZTT.

"Since 1994, I have had a roller coaster ride with the corporate side of the company," says Dickins. "In the last year or so it has got pretty intense. It was either me or the corporation. Go figure who won."

A senior Warner U.S. source suggests that Daly thought it was "time for a change." A spokesman for Daly declined to comment.

### Stern Drops \$45 M Chicago Suit

Howard Stern has agreed settle his \$45 million lawsuit against Evergreen Media (Chancellor) for abruptly dropping his syndicated show from WLUP/AM-Chicago in 1993. Court documents filed in New York indicated that both sides agreed to a settlement; terms of which were not disclosed.

"The case is settled, and we are satisfied with the result," said Stephen Huff, an attorney representing Stern.

In its decision to drop the Stern show, WLUP cited Stern's repeated indecency fines levied by the FCC. "There is no doubt that *The Howard Stern Show* has continued to violate the FCC's present and ongoing conception of indecency," Evergreen Media said in a statement in August, 1993. "We could not afford to be exposed to serious FCC violations in the future."

**HOLLYWOOD HAMILTON'S**

**RHYTHM**

**COUNTDOWN**

**The Beat for Tune-in This Weekend!**

Each week, Hollywood Hamilton takes your listeners through the Top 30 CHR/Rhythmic tunes in the country, along with retro-flashbacks.

**PERSONALITY!** Hollywood Hamilton is the only personality that went number one coast to coast.

**THE MIX** Added to the musical beat are exclusive celebrity interviews, listener interaction, and...

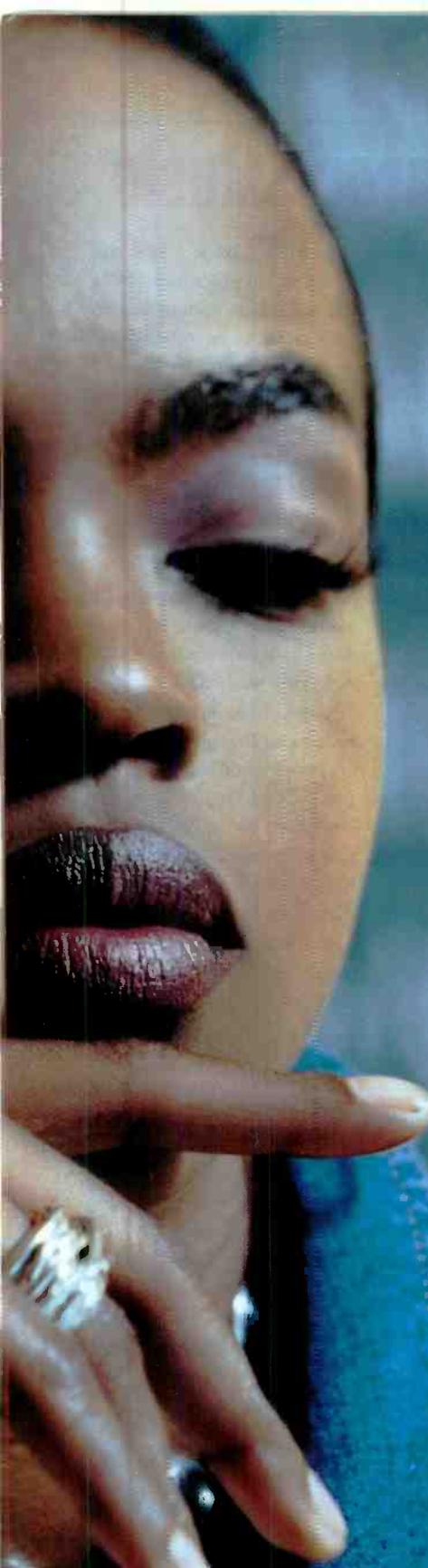
**THE BEAT** It's non-stop music madness!

**3 Hour Weekend Show**

**Add This Show Now**  
972-239-6220

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**amfm**  
RADIO NETWORKS



"How you gon'  
win when you  
ain't right  
within?"

*Lauryn Hill*

## Doo-Wop (That Thing)

meeting  
and  
exceeding  
all  
expectations.

**Top 40 Rhythm**  
**18\*-13\***

**Crossover**  
**4\*-2\***

### Over 3,000 Spins This Week!

KMEL 67x/#1  
WPGC 60x/#2  
WHHH 45x  
PWR96 30x  
KQKS 42x

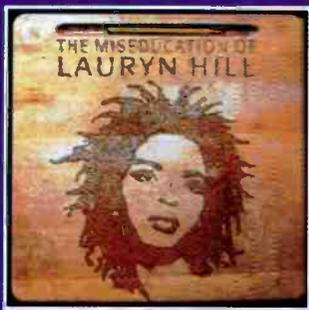
WERQ 54x/#1  
Z90 45x/#2  
KUBE 76x  
WDRQ 30x  
KKXX 45x

KBXX 75x/#1  
KYLD 60x/#3  
WJMN 56x  
WWKX 47x  
KIKI 50x

WQHT 40x/#5  
KPWR 50x  
KSFM 45x  
KKFR 30x

# From The Miseducation of Lauryn Hill

Going for adds  
Tuesday, Sept. 1.



The most anticipated album of the  
year has already gone **PLATINUM!**

Produced by Lauryn Hill for Obverse Creations, Inc.

[www.lauryn-hill.com](http://www.lauryn-hill.com)

COLUMBIA RUFFHOUSE

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## Roy VP/Marketing at Columbia

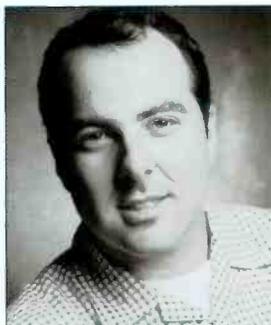
Bridget Roy has been promoted to the post of Vice President, Marketing, of Columbia Records, Tom Corson, Senior Vice President of Marketing for the label, announced.

In her new role, Roy will create, implement, and oversee marketing plans for Columbia artists, working closely with other departments, including promotions, publicity, and emerging technologies.

"In the time I've known Bridget, I've always been impressed with her professionalism and ability to work with artists from a wide variety of genres in helping them shape their careers," Corson said. "It takes talent to work with talent and get the kind of results that Bridget does. We're very fortunate to have Bridget on our team and I'm happy about her well-deserved promotion."

## Zimet VP/Video Promo at Arista

Marc Zimet has been promoted to the position of Vice President, Video Promotion for Arista Records. Zimet will continue to oversee the video promotion on a national and regional level, with particular empha-



sis on promotion at VHI, MTV, and the Box.

Zimet moves up the ranks from Senior Director of Video Promotion, and served as Regional Marketing Director for Arista's Sales Department from 1992 to 1996.

## Bastions of Fair Play

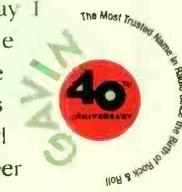


Seymour Stein, President of the Sire Group and a long-time champion of roots music, wrote this piece for our 40th anniversary publication, *On the Air*.

"Forty years ago, fueled by rock & roll, the music business, still in its relative infancy, was dominated by small independent record labels, not just in New York and Los Angeles, but spread across the United States. Distribution was all but controlled by independents as well. It was a very exciting time for American roots music, with rhythm & blues, country & western, rockabilly, and gospel all merged into rock & roll, which was constantly being redefined and holding total sway worldwide.

But the late 1950s was also a wild period. Payola was rampant, and a number of senators and representatives on Capitol Hill were calling for a Congressional investigation.

"I was fortunate enough to experience these thrilling times as a fan and through my part-time job after school at *Billboard* magazine. *Billboard* and Bill Gavin were the two bastions of honesty and fair play I recall most. Bill never abused the increasing power he earned as the *Gavin Report* grew in stature. It is most heartening to see GAVIN alive and well at 40 and still helping to pioneer new music formats, like Americana."



## Internet Launches PJ Harvey Album

Tracks from PJ Harvey's forthcoming album, *Is This Desire*, previewed this week on the Internet prior to its release on Island Records. Fully streamed versions of four tracks were available at [www.pjh.org](http://www.pjh.org) beginning September 20, and additional tracks are being added each day leading up to the album's release next Monday (September 28).

The marketing strategy, and others like it, are leading many analysts to wonder if, as radio plays less and less new music, more and more outlets for releasing new product will come online.

## A New "Look" for Weekend Listening

It's the dance music extravaganza, hosted by a true starpower on radio, RuPaul; with a mix of the hottest body shaking songs and divine features.

### LOOKIN' GOOD

RuPaul has topped the charts when it comes to entertainment, music and radio.

### DRESSED UP FEATURES

RuPaul has a very different look when it comes to...

- RuPaul's Fashion Rescue
- Lip Sync Classics
- Favorite Videos
- Entertainment Break

### WORK THOSE HITS

Every song on *RuPaul Radio* has a beat that has scored hit status.

# RuPaul Radio

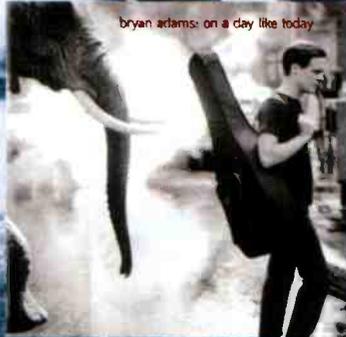
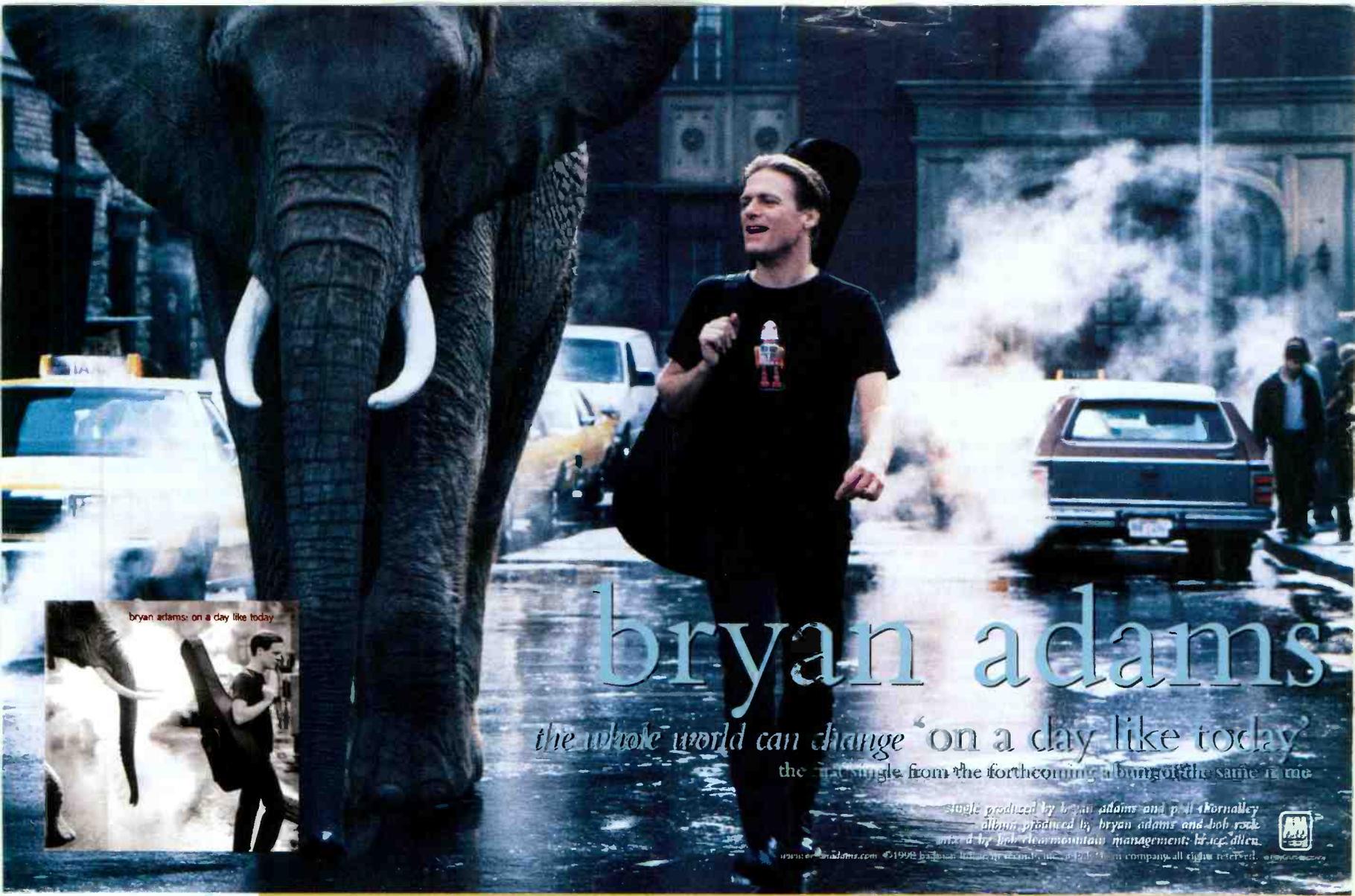
## 2 Hour Weekend Show



Add This Show Now  
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bryan adams: on a day like today

# bryan adams

the whole world can change "on a day like today"  
the title single from the forthcoming album of the same name

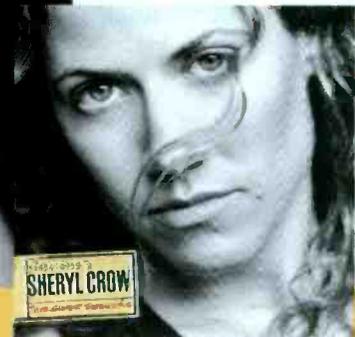
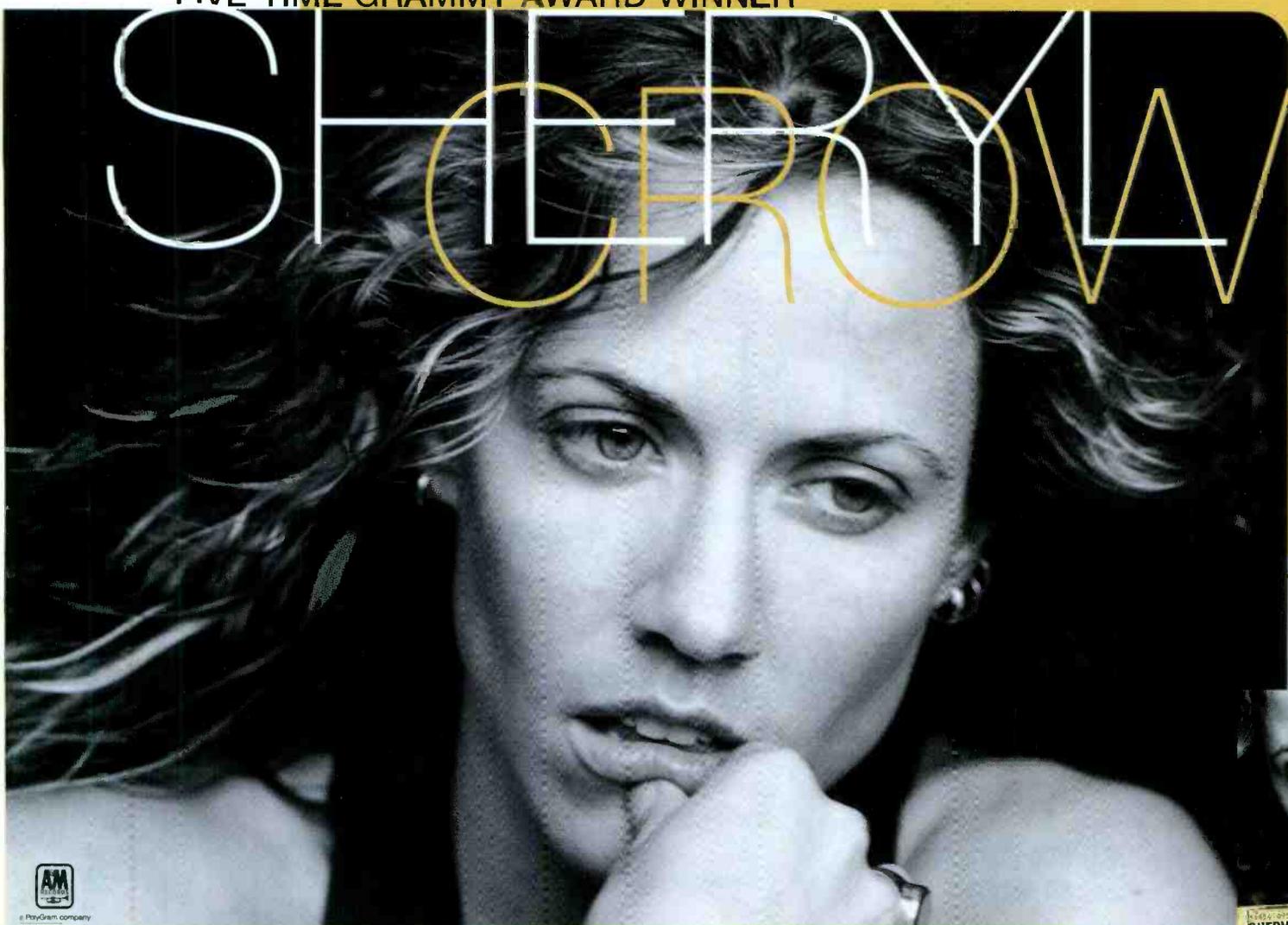
single produced by bryan adams and paul stornalloy  
album produced by bryan adams and bob rock  
mixed by bob clemons/mountain management/la-122/allen



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FIVE-TIME GRAMMY AWARD WINNER

# SHERYL CROW



SHERYL CROW



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THE GLOBE SESSIONS featuring the single "My Favorite Mistake"  
www.sherylcrow.com Produced by Sheryl Crow Management: W Management Inc. ©1998 A&M Records, Inc., a PolyGram company. All rights reserved.

## Listening Peaks Between 7-8 a.m., Study Shows

More people listen to radio during the 7:30-7:45 a.m. quarter hour segment than any other 15-minute period, and 58 percent of all persons 12-plus listen between 7-8 a.m.

That's the word according to a new Interep study designed to provide an around-the-clock analysis of audience listening habits during standard dayparts. "As always, this type of broad-based research is very helpful when speaking in generalities about our medium," says Interep's Michelle Skettino, author of the report. "Of course, it is not meant to replace individual station research which may show substantially different listening patterns for a particular station."

Other key findings of the study:

- Overall, there's no discernible "natural" pattern in radio listening between the first, second, third, and fourth quarter hours positioning, although "certain formats and programming

devices may cause individual variations on a station-by-station basis."

- Radio listening peaks between 7-9 a.m., reach levels, then show several other spikes throughout the day, including noon-4 p.m.

- Average quarter hour ratings remain fairly steady throughout the day, with a slow overall decline. A listening boost occurs at noon,

with a slow decline occurring through 5 p.m.

- Between 7 a.m.-5 p.m., AQH ratings never dip below 21.7, which means that never less than 22 percent of all persons 12-plus are listening to radio during any quarter-hour period during the day.

- Between 8-11 p.m. radio still reaches 25 percent (or more) of all persons 12-plus each hour.

## Rock & Roll Will Never Die

Rock & roll still lives in the hearts of young people, who would rather give up food for a day than give up music for a day.

That's the key finding of a recent Music Trendsetters Survey conducted for MTV by Youth Intelligence. The survey, which tracked the attitudes and interests around music of people between the ages of 14 to 30 identified as "on the edge," was conducted via in-person interviews of 300 young people in New York, Los Angeles, and Austin, Tex.

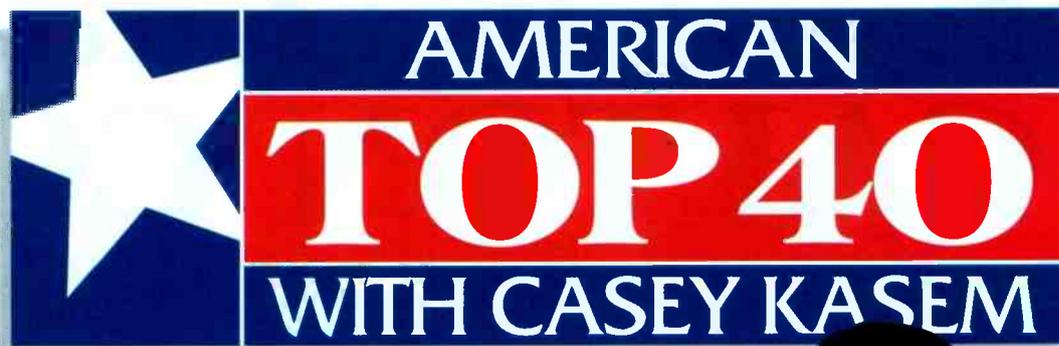
"Trendsetters indicate that we will continue to see a trend toward 'revelism' in music with the ongoing rise of singer-songwriters, increased importance of lyrics, and increased interest in knowing the stories around the music," Todd Cunningham, Vice President of Research and Planning for MTV Networks com-

mented. "Based on this study, we can also conclude that we will see a continued fragmentation in the music industry with young music consumers demonstrating interest in a variety of different music genres."

According to the survey, rock & roll still reigns supreme, despite fragmenting musical tastes and new music genres. The majority of young people indicated that rock & roll will be the genre of music people will remember best 100 years from now, followed by hip-hop, jazz, classical, rap, punk, and techno.

Forty-nine percent of young people surveyed said that music videos have had the most influence on music in the last 50 years, followed by CDs (24 percent), computers (13 percent), movie soundtracks (9 percent), radio (5 percent), and TV soundtracks (1 percent).

**Top Talent.  
Top Show.  
Top Year.**



### Setting The Standard For All Countdown Shows

OVER 350 STATIONS

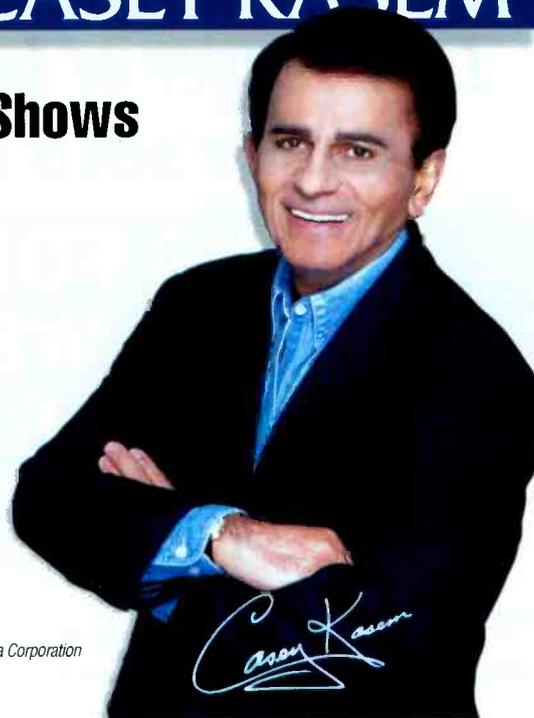
More stations continue to add Casey and his Countdown

TOP MARKET DOMINANCE

Industry leading stations have made it the Countdown of choice

TOP WEEKEND TUNE-IN

CHR, Hot AC and AC versions



Add This Show Now  
972-238-6220

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## TVT, United Partner form New Label

TVT Records has entered into a partnership with United Producers, a new label formed by a variety of producers and artists. UP marks the first occasion a group of producers has joined forces to sign, develop, and produce new talent.

The UP team consists of producer Brad Wood (Smashing Pumpkins, Liz Phair, Veruca Salt), production duo Kevin Bacon/Jonathan Quarmby (Finley Quaye, Ian Brown, Spearhead), Danny Kortchmar (longtime Don Henley producer), Ted Niceley (Girls Against Boys, Fugazi, Shudder to Think, Tripping Daisy), Tim Palmer (Pearl Jam, Robert Plant, David Bowie), Jimmy Douglass (Missy Elliot, Ginuwine, Aalyiah), Roger Greenawalt (Radish, Eve's Plumb, Nils Lofgren), Ted Tuton (Alana Davis), and producer Steve Hitchcock (Stroke).

LIKE A ROLLING STONE

# A Dizzy, Bizzy Week in New York

BY BEN FONG-TORRES

I spent almost a week in New York City without listening to the radio. It was **Mark McGwire** week. It was the Starr Report. We had a 60-inch screen in this loft in Soho where we were guests. We wuz transfixed. And oh, yes—there was New Yawk itself. We were out every night, hitting the dizzying, Disneyized, Vegasized lights of Times Square, catching *Bring in 'Da Noise, Bring in 'Da Funk*; dining at hot spots like Balthazar, Bouley Bakery, and LeCirque 2000 (Hey, there's **Barbara Walters!** Forget her; there's **Robin Leach!**).

By day, I was knee-deep in this biz of ours. At **MJI Broadcasting**, President **Josh Feigenbaum** proudly showed off his expansive newsroom. MJI, built on syndicated specialty programming, is now a leader in providing news and entertainment content for stations, morning shows, and station Web sites. Josh is also partners with the great **Allen Toussaint** in **NYNO Records**. He played a couple of tracks from the new CD, *Satchmo of the Ghetto*, by **James Andrews**. And so he is. Transporting, swinging stuff.

At N2K down on Broad Street, **Paula Batson** hands me **Dave Stewart's** new CD, then hops online to show off the company's **Music Boulevard** superstore. With partners like **ABC, TNN, CMT, AOL, Netscape, Disney, Ticketmaster, AT&T, and Microsoft Plaza**, N2K, it's safe to say, is everywhere.

TNN and CMT, it's likely, are helping toot the horns for

**Mercury Nashville's** definitive, ten-CD set, *The Complete Hank Williams*. To launch it, label prez **Luke Lewis** and Special Projects Director **Kira Florita** hosted a party in a Soho gallery, with live music, lively food, and an entertaining exhibit of Hank-related art: paintings, photos, and sculpture, from **The Arts Company** in Music City. Luke and Kira are also the major forces behind an upcoming audio CD of my book on **Gram Parsons**, *Hickory Wind*, which should be out before year's end. It was beaten to the stores by a reissue of the 1992 book from **St. Martin's...Mercury Records** Group Chairman/CEO **Danny Goldberg**, just wrapping up his summer in L.A., missed the Hank party, but we had coffee at his home in the Village. Goldberg, the only major label head who's had a byline in *Rolling Stone*, has a complete collection of the bound volumes of the magazine, from 1967 to 1977. The previous owner of the collection rebound the first book in a ghastly turquoise leather, shades of the **Miami Dolphins**. That news got a laugh from **Jann Wenner** in his office at *Rolling Stone*. Jann is a long-time supporter of **President Clinton**. How would he fare in the Starr wars? "If his approval rating is 50 or higher," he told a friend on the phone, "he'll be OK."



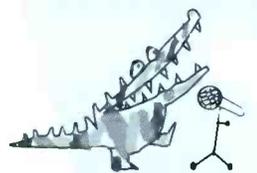
# Reggae's Most Successful Voice CALTON COFFIE

GRAMMY WINNING  
Lead Singer of Inner Circle

★ DEBUT SOLO ALBUM ★

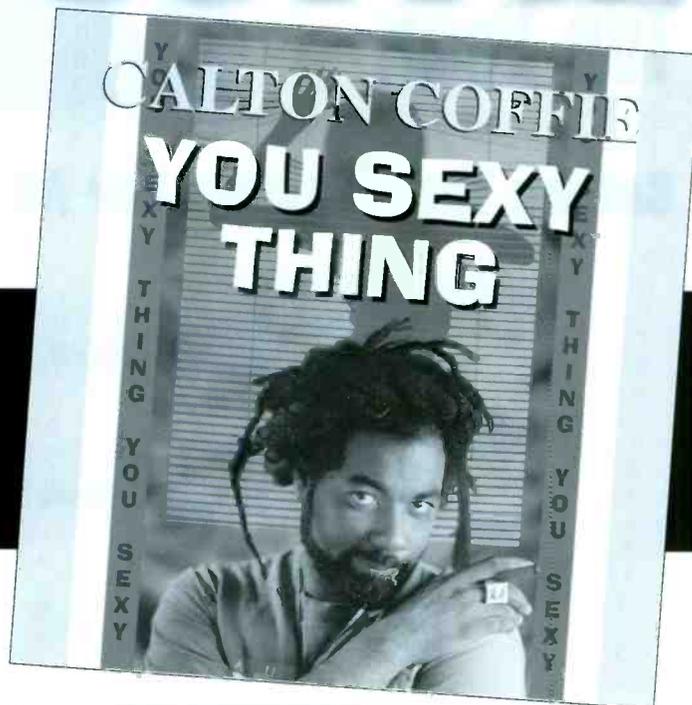
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THIS WEEK  
AT POP RADIO

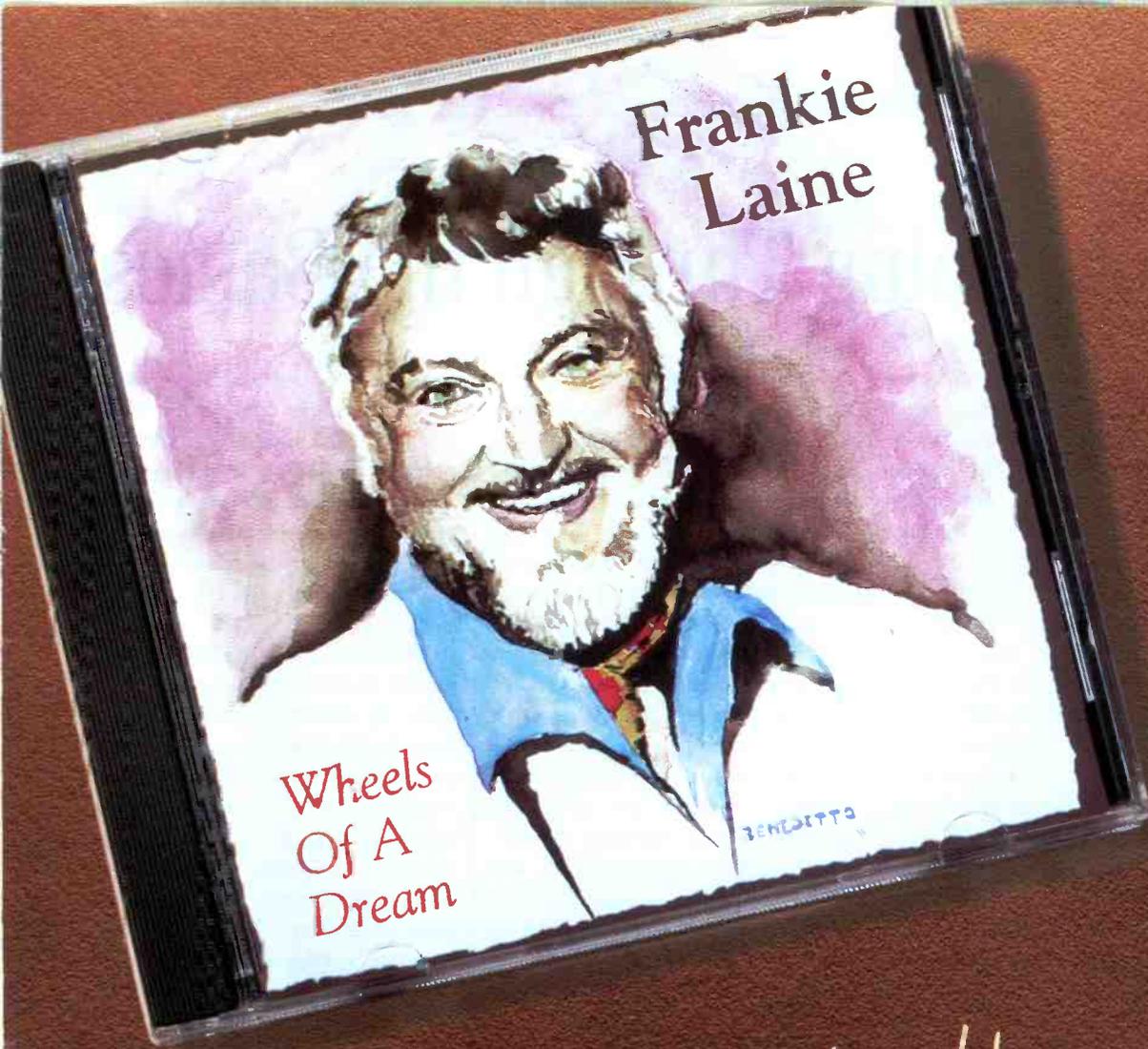
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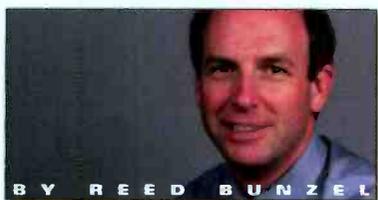


It speaks for itself,  
I'm just the singer  
Frankie



## LEVELING THE PLAYING FIELD:

## Top 40 Playbook: Going Through the Basics



BY REED BUNZEL

Whether you're a seasoned veteran, a third-round draft pick, or a rookie walk-on, the radio playing field probably seems more confusing than ever before.

Consolidation and station clustering have rewritten many of the rules of the game. Today, multiple stations operate under one roof. Program directors often oversee stations in more than one format, and rarely have quality time to spend with the music. Budgets are driven (and dictated) by the needs of corporate offices and Wall Street investors. In many cases programming decisions are being made by in-house consultants and research directors, and some jocks are literally calling in their shows from remote studios. Finding a good job—on or off the air—is becoming more and more difficult, and the opportunities for today's radiophiles to become tomorrow's stars are growing slimmer and slimmer.

All the more reason, then, to bone up on the basic concepts of radio programming. Like football, the rules always seem to be changing, but the general principles remain the same. Get out there on the field, follow your game plan, and lead your team to victory. Disregarding the blatant use of cliché, in football and radio, winning is everything.

**GAME PLAN (PLAYLIST):** Your basic game plan is your playlist, usually generated in the form of a computer log (okay, some stations still use real paper). The playlist specifies every record your station plays, and usually is broken into several sections: the "A" list, which includes those records being played in "hot rotation" (your stars); the "B" list, comprised of records that either are

building or are starting to burn; your "C" list of "recurrents" that aren't played as frequently as the "A" or "B" records; and the "D" list, which includes an occasional new track and most of the oldies (hall-of-famers) the station might play.

**DISABLED LIST (STIFF):** The disabled list is where players with injuries are put when they can't play. Think of them as stiffies, those records that are too badly injured to be on the air. A noun and a verb, a stiff is usually found in the circular file, usually after it stiffies.

**FREE AGENTS (RECURRENTS):** You know those players in their late thirties who keep popping up on a different team every year? It's similar to those songs that have drifted off the charts or out of the station's "A" or "B" list, but still test reasonably well and attract listeners to the station if they're played occasionally. Not to be confused with "hall-of-famers," which typically have been removed from the playlist for a

time-outs are supposed to give a team time to recharge their batteries or review the game plan, but interestingly they usually last just long enough for the network to air eight commercials or promos. Stop-sets are the paradox of broadcasting: listeners would rather they not exist (in fact, many tune to another station when the music breaks), but they produce nearly all of a station's revenue. Thus it is critical that these interruptions be timed to produce the greatest average quarter-hour entries in a diary, be infrequent enough to hold listeners, be frequent enough to not bunch too many commercials together, and be constructed so you can maintain as many listeners through four or five minutes of talk as possible.

**HAND-OFF (SEGUE):** Refers either to a comfortable on-air transition between songs or a positive career move. The former often can lead to the latter.

**SUBBING (ROTATION):** The order in which records on the playlist are

in the same order each time; many different factors dictate at what point in the rotation a song is played, including whether the record features a solo artist or group, whether the artist is male or female, whether the record is slow or uptempo, etc.

**QUARTERS (DAYPARTS):** Quarters are to football as dayparts are to radio. By definition, dayparts designate specific parts of the day, such as "morning drive" (first quarter, usually 6-10 a.m.) or afternoon drive (third quarter, 3-7 p.m.). Records often are "dayparted," meaning that they are played only during specific times of the day. This can be done for strategic reasons (playing harder rock at night to appeal to a certain demographic target), or simply because the station has too many songs in its playlist to fit into a tight playlist, so some are relegated to certain dayparts.

**TELESTRATOR (SELECTOR™):** Like the gizmo John Madden uses on Sunday to diagram plays, Selector is a computer program that revolutionized radio programming by permitting the PD or MD to develop an on-air schedule without having to mix and match index cards or juggle records on a paper log. Selector is widely used by music-oriented radio stations, to the point where the term "Selector" has entered the public domain, along with such words as "Kleenex" and "Xerox."

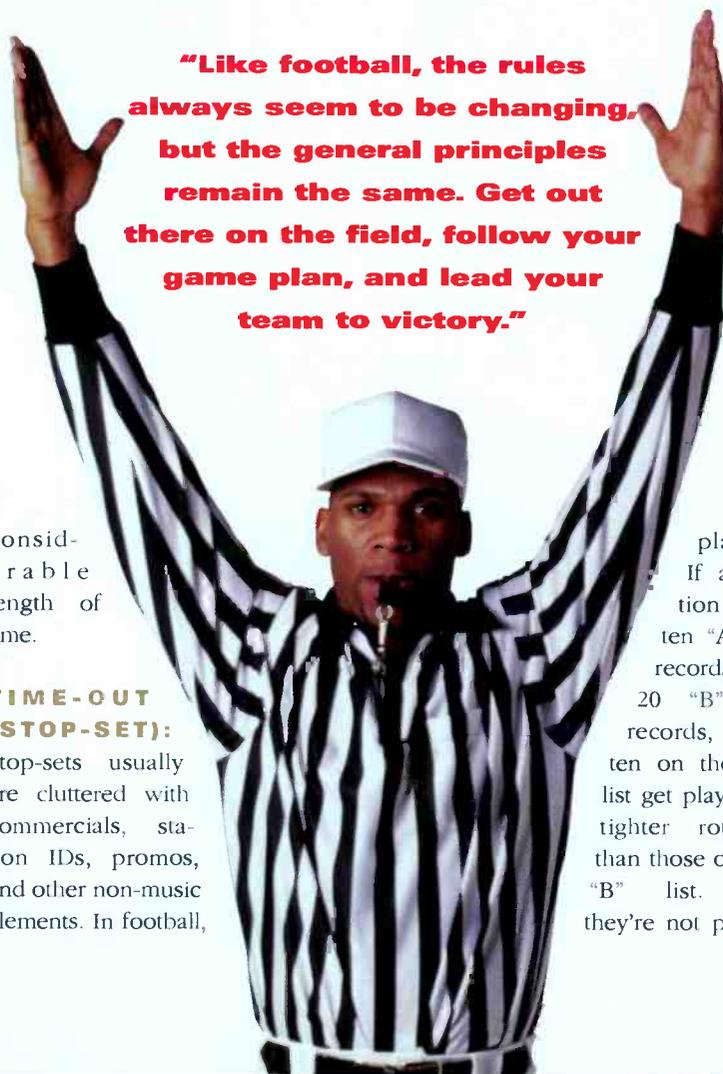
**CLOCK (DITTO):** Football has one, and so does radio. The clock is a critical element of any station's tightly held programming strategy, serving as a firm template that indicates at what point in each hour of the day certain elements will be played. For example, a station's clock might dictate that music be played from :00 to :23, with a 4-minute stop-set, followed by music from :27-38, followed by another stop-set, then music from :42-53, another stop-set, and then more music, taking the clock back up to :00. Clocks vary not only from station to station, but also from hour to hour.

**"Like football, the rules always seem to be changing, but the general principles remain the same. Get out there on the field, follow your game plan, and lead your team to victory."**

considerable length of time.

**TIME-OUT (STOP-SET):** Stop-sets usually are cluttered with commercials, station IDs, promos, and other non-music elements. In football,

played. If a station has ten "A" list records and 20 "B" list records, the ten on the "A" list get played in tighter rotation than those on the "B" list. But they're not played



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Management: Daniel Field for Coastal Management  
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1\* Gavin only Top 40  
 (4 weeks at #1!)  
 9\* Gavin Hot A/C  
 33\* Gavin Mainstream A/C  
 4\* Mainstream Monitor  
 3\* R&R CHR  
 21\* Top 40 Adult Monitor  
 14\* R&R Hot A/C  
 33\* R&R Crossover  
 31\* Monitor Rhythmic Top 40

	BDS Spins	Soundscan Rank
New York		
WHTZ	44x	#6
WBLI	50x	#6
LA		
KIIS	43x	#10
Boston		
WXKS	44x	#7
Dallas		
KHKS	61x	#8
Cincinnati		
Q102	33x	#5
Portland		
KKRZ	43x	#4
Atlanta		
WSTR	21x	#4
Minneapolis		
KDWB	23x	#10
Tampa		
WFLZ	64x	#7
St. Louis		
KSLZ	72x	#6
Cleveland		
WZJM	42x	#6
Orlando		
WXXL	62x	#2
Pittsburgh		
WBZZ	26x	#7
San Diego		
KHTS	53x	#9
Miami		
WHYI	57x	#10
Kansas City		
KMXV	43x	#7
Seattle		
KBKS	44x	#5
Philadelphia		
WIOQ	37x	#4
San Francisco		
KZQZ	55x	#7
Houston		
KRBE	41x	#8

# Jennifer Paige

## CRUSH

Produced and Arranged by Andy Goldmark for GMARK Music, Inc. and Jimmy Bralower  
 Executive Producer: Andy Goldmark



**TOP 40 PLAYBOOK** *continued from previous page*

**FIRST DOWN (AVERAGE QUARTER HOUR):** Okay, so these terms are like apples and oranges (or footballs and baseballs) but, if you think about it, going for the first down and growing your AQH share a similar objective: rolling good performance over, building up a solid score. The greater the Average Quarter Hour (AQH) the better, because it means that listeners are finding the station and staying there. Think of all the football fans who don't get up and use the bathroom, fix nachos, or switch to the other game during the time-outs. The goal is to build this number by appealing to a core group of listeners who find the programming most appealing and therefore won't turn the dial. Casual listeners—those who occasionally tune in—add to AQH listening, but don't contribute as much overall as the core audience.

**FANATICS (CORE AUDIENCE):** Picture those guys in the end zone who strip to their waists, paint their chests, and mug for the camera in 20-below weather. Your core audience is not much different. Sometimes referred to as P1s, these fans comprise your station's listenership base. Essentially, 27 percent of a station's listeners contribute to 72 percent of its listenership; these are its P1s.

**TIME OF POSSESSION (TIME SPENT LISTENING):** Possession is nine-tenths of the game. The longer your team has the ball, the better the job it's doing on the field. Time Spent Listening (TSL) is directly tied to the effectiveness of your station's programming. The objective is to attract and maintain your station's audience, resulting in a high TSL. In simple terms, TSL is calculated by dividing a station's AQH by its cume.

**AUDIENCE (CUME):** In football this refers to everyone who's tuned in to the game, including all those people watching the game at your local sports bar or in the home entertainment department at Sears. In radio, cume refers to the cumulative number (total) of people within a specific demographic group who tuned in to a station during a designated time period (one week, one month, one

ratings period). This is great to know who "sampled" your station, but if you have high cume and low AQH, it means they came, they heard, they left. Not good news.

**PROGRAM (DIARY):** Yet another stretch...but extending the imagination is good for you. In a sense, the Arbitron diary is like the program you pick up at the stadium: it proves you actually went to the game. The diary is a research tool designed to track station listening for a week-long period. Randomly contacted participants are asked to fill out the diary on a daily basis, noting the stations to which they listened, and for how long they listened. Once the diaries are mailed back to Arbitron the raw data is tabulated, weighted, and extrapolated to calculate listening estimates for all stations in the market (although only those stations that subscribe to Arbitron legally can use the results).

**2-MINUTE WARNING (ARBITRENDS):** If your Arbitrends indicate that your numbers may be down a bit, you can adjust your game plan accordingly. Short of throwing a desperation "hail Mary," minor readjustments can lead to additional diary entries.

**QUARTERBACK (PD):** The program director is the quarterback generally responsible for making all decisions regarding the on-air product. Often granted the power to call his or her own plays, this person works with the music director to select the records, liaise with the promotion department to work out marketing programs, and consult directly with the sales department to balance commercial and programming elements. In most (but not all) cases the PD reports directly to the station General Manager (the coach), but also may work directly with an outside programming consultant, research firm, and/or corporate programming executive.

**CENTER (MD):** The music director hands the ball off to the PD. The MD's job is to listen to new music and make recommendations to the PD. This person deals with the record labels and promotion people; in most cases a record will not get

airplay unless (or until) it passes muster with the MD. Besides having an ear for the music, many MDs also pull an air shift. Note: if he or she muffs the hand-off, the quarterback runs the risk of getting sacked. Guess what happens to the MD.

**SPECIAL TEAM (MORNING SHOW):** While all your players are expected to give their best, it's no secret that your morning team can drive the rest of your broadcast day. These guys and gals can (and should) inject the greatest thrill into your overall game plan.

**HUDDLE (MUSIC MEETINGS):** Periodic team gatherings in which the plays are reviewed and the strategic plan is reviewed. Due to sexual harassment laws, butt-slapping is no longer allowed.

**THE SHOTGUN (DESPERATION PLAY):** Often an element of the 2-minute drill, many teams faced with a disappointing loss drop their quarterback into the shotgun in order to buy a second or two on the start of the play. Similarly, many PDs try to make last-minute programming or marketing corrections in order to eke out a slightly better book.

**SALARY CAP (COST EFFICIENCIES):** "We've placed a cap on salaries, so there's no raises until next year...if then." 'Nuff said.

**INSTANT REPLAY (VIRTUAL RADIO):** Is it real or is it Memorex? In a football game, you know when what you're seeing is on tape. A trained radio ear can recognize it on the air, too.

**FORMAT:** Some football teams play a ground game, while others prefer to go to the air a lot. In radio, this roughly translates to a station's format. Unlike football, the format generally is determined by its demographic target and the type of programming that appeals to that target. Some formats are broad-based and appeal to a large cross-section of people (such as Adult Contemporary), others are more tightly focused (such as Top 40 or Alternative), while still others fit a specific, narrow "niche" (such as Jazz or Adult Album Alternative). ■

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NEW

# MAINSTREAM

THE RADIO + HIT MUSIC CONNECTION



**A**s I write this article in San Francisco, I am enjoying the sounds of my hometown station, WBSL in New York, through my PC. True, this online music broadcast has a long way to go before it challenges the sound quality of 100,000 watt FM broadcasts or 20 bit oversampled CDs, but think about the power of this concept...

Online music allows you to reach across thousands of miles and select among thousands of music presentations you could never choose before. It is the power of this choice that drives consumers to put up with the lower sound quality. While poor sound quality has, so far, provided a safe zone between the conventional music industry and the online music industry, what will happen if the sound quality of online music gets better? It seems that a lot of folks are arriving at the conclusion that it is not a question of "if" but of "when." And if you haven't checked lately, online music already sounds a lot better than you might think.

A multitude of radio stations and record labels have staked a claim in the online music space through Web sites. In addition, many exciting new music franchises are being created. This article will take a look at some of these new players—players you should check out because, before you know it, you may find yourself competing with them, wanting to join them, or

## Online Music: The Players

BY RON CADET

wanting to become one of them.

### Retail

Retail music sites have led the way in bringing music to the Internet. Music Boulevard ([www.musicboulevard.com](http://www.musicboulevard.com)), Amazon.com ([www.amazon.com/music](http://www.amazon.com/music)), and CD Now ([www.cdnw.com](http://www.cdnw.com)) are emerging as the biggest retail players. Each of these sites will allow you to "search" for music by artist name, album title, song title, etc. If the song or artist you are looking for is in their library, you will be presented with a picture of the album, a list of tracks on the album, artist info and discography. You will be able to sample music "clips" from the album, and of course, you will also be presented with the ability to purchase the CD.

Music Boulevard ties the artist information with one of its other comprehensive music sites such as [jazzcentralstation.com](http://jazzcentralstation.com) or [rocktropolis.com](http://rocktropolis.com) to "immerse" you in the world of music. They have also partnered with America Online as their "official" music resource. CD Now has the longest head start—partnering with Yahoo and many record labels to provide links to purchase CDs via label Web sites. Amazon.com established itself as the number one bookstore on the Internet with a huge marketing campaign and is now extending into music retailing. Amazon also offers a "top 100" chart that is ranked by sales from their site.

### Artists

One of the most exciting areas of

online music are the Web sites that exist for virtually every artist being released today. David Bowie ([www.davidbowie.com](http://www.davidbowie.com)) was one of the early believers in the Internet, and has one of the coolest music sites on the net. Check out his interactive music catalog to listen to tracks from his 4-decades long career. Posthumously, a "one-stop" site has been set up for the music and career of Miles Davis ([www.milesclavis.com](http://www.milesclavis.com)). You can check out audio and video clips here, and in one of the most important developments in online music, you can "build" your own Miles Davis CD. This feature allows you to peruse Miles' catalog, pick out 70 minutes worth of his music, and have a custom CD burned and shipped to you for \$15.95! Watch for more of these opportunities in the future.



### Aggregators

Unique to the online music world are content aggregators. These Web sites collect music, artist info, chat rooms, retail, links, and more in one place. Content aggregators include the aforementioned Jazz Central Station ([www.jazzcentralstation.com](http://www.jazzcentralstation.com)), Imagine radio ([www.imagineradio.com](http://www.imagineradio.com)), Broadcast.com ([www.broadcast.com](http://www.broadcast.com)), JamTV ([www.jamtv.com](http://www.jamtv.com)), Peeps Republic ([www.peeps.com](http://www.peeps.com)), and The Pseudo Online Network ([www.pseudo.com](http://www.pseudo.com)).

Jazz Central Station was one of the first content aggregators to reach wide recognition. Here, you can explore the world of jazz in the unique motif of a New York subway

station. Listening rooms, chat rooms, and artist biographies and discographies form the basis for this experience. Imagine Radio is a suite of online radio stations, providing music programs in over 20 different genres including Alternative, Classic Rock, Jazz, Smooth Jazz, Urban, and Hip-Hop. Broadcast.com covers the industry from a music and video perspective, and also includes audio content in the news, sports, and financial areas.

JamTV also aims to be all encompassing, including music from most



genres. They have focused on partnerships with radio stations throughout the country and also with *Rolling Stone* magazine. Peeps Republic brings you the Urban music of BMG Records, and the Pseudo Network brings you non-mainstream issues that are often overlooked by the mainstream media, likening themselves to MTV for the new millennium.

\* \* \*

We've only touched the surface of the online music world here, but checking out the sites mentioned in this article will give you a good start. In my next article, I'll explore how those in the music industry can creatively utilize the Internet to create sales and ratings in order to compete in the unfolding new mainstream. ■

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**BRUCE HORNSBY**

# Great Divide

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KLLC / SAN FRANCISCO	WLCE / BUFFALO
KFMB / SAN DIEGO	WKDD / AKRON
WMVX / CLEVELAND	WKLI / ALBANY
WQAL / CLEVELAND	KHTQ / SPOKANE
KPEK / ALBUQUERQUE	WDAQ / DANBURY
KBEI / PORTLAND	WQWZ / CHARLOTTESVILLE
KHMX / HOUSTON	WCGQ / COLUMBUS
WSSR / TAMPA	WMC / MEMPHIS
WWWM / TOLEDO	WKSI / GREENSBORO

**AND OFF TO A GREAT START AT ADULT**

KVIL / DALLAS	WGLM / LAFAYETTE
WTVR / RICHMOND	WMAS / SPRINGFIELD
WMGN / MADISON	KELO / SIOUX FALLS

**#1 MOST ADDED AT A3!**

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— **PAUL EVANS**, CO-AUTHOR *Rolling Stone Encyclopedia  
of Rock & Roll* and *Rolling Stone Album Guide*

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THAT LASTS. THAT SENSIBILITY INFORMS SPIRIT TRAIL,  
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HIS ADVENTURESOME SPIRIT REIGNS."**

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# Michael Martin

**KYLD, Wild 94.9  
San Francisco**

**Owner:**  
Chancellor Media

**Describe your format:**  
"Party radio for young Latin females."

**Current Ratings:**  
4.7 share 12-plus (#3 in the market, the #1 music station); 8.0 share 18-34, (#1 in market); 4.9 share 18-49, (#1 in the market); 2.1 share in teens, (#1 in the market)

**Jock Line-up:**  
Mornings: The Doghouse; middays: Renee Taylor; afternoons: Geoff St. John; nights: C.K.; late nights: Victor Zaragoza; overnights: Big Von Johnson.

**Consultant (if any):**  
"My audience is my consultant. They seem to be more consistent than most other consultants."

**Early Influences:**  
"My influences have been Steve Rivers, who taught me logic and reason, Scott Shannon who taught me focus and drive, and Jerry Clifton for showing me how to really piss people off."

**First gig:** "My first gig was as a research goon at KIIS/FM-Los Angeles. I recently admitted to Steve that I had cheated here and there."

**Presets On Car Radio:**  
KYLD, KMEL, KZQZ, KISQ, KITS.

**Guilty Pleasures (off-duty listening habits):**  
"When I'm off duty I listen to everything from Lauryn Hill and the Beastie Boys to the *City of Angels* soundtrack. I'm also an avid fan of Prince, Aerosmith, Rush, Tori Amos, and U2 as well."

**Personal PD Network:**  
"Unfortunately, I don't talk with as many other programmers as would like to. I do communicate with many of the Chancellor PDs and consultants whenever I can."

**Stop Set times:**  
"Roughly :16 and :42."

**Average Spot Load:**  
"Our current spot load is 11 minutes per hour; 16 minutes in

morning drive."

**Most Memorable Gig:**  
"My most memorable gig was when I left KYLD to work for KMEL. (Before the buy, obviously.) I stayed at KMEL for one day, freaked out, drank a lot that night and went back to KYLD *the next day.*"

**Other Notable Gigs:**  
I also worked at the late Pirate Radio (KQLZ)-Los Angeles for about a year. That was where I learned how to duck while uncued carts were being thrown by Scott Shannon."

**Your Current Boss:**  
"Dick Kelley, GM of KYLD and KMEL."

**Family (or significant other):** "I have a wonderful girlfriend who understands what I do and is very supportive."

**Favorite restaurant in the market:** "Crustacean and Mortons."

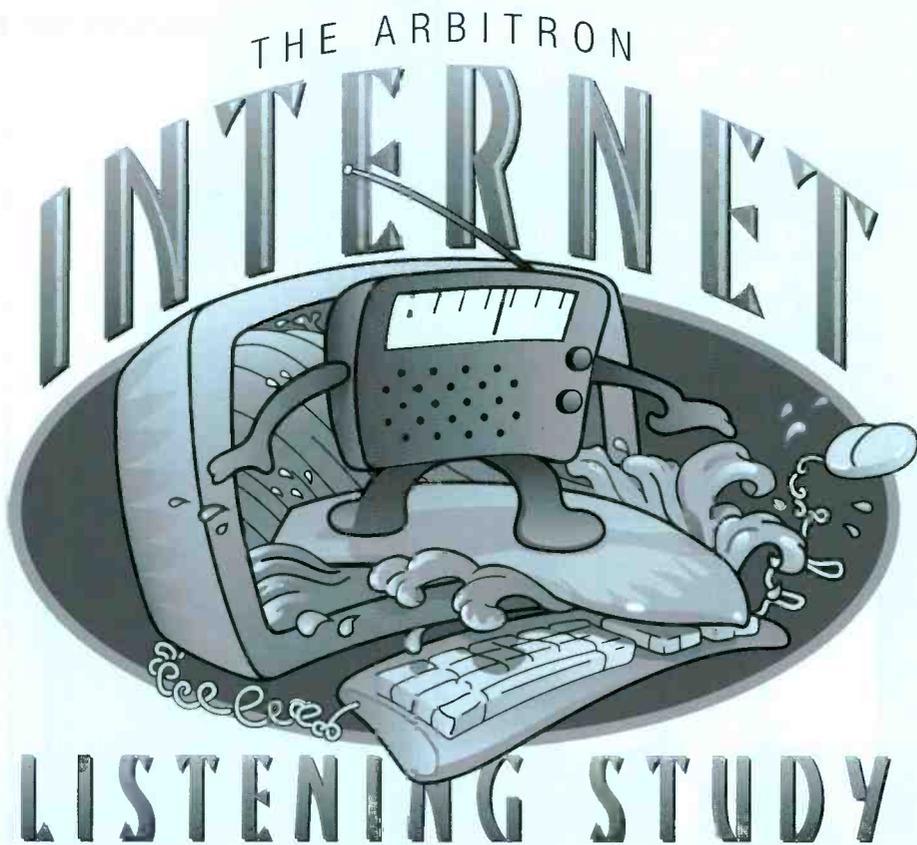
**Favorite movie:**  
a) all-time fave - *Friday*  
b) current fave - *Toss-up between As Good as It Gets and The Kevin Carter Story.*

**Career Goal:** "My career goal is always changing. Eventually, I would like to oversee a cluster of stations or possibly be a format consultant for the company. I never want to be in a position that's removed from the action. I'm a station guy, not a desk guy."



**Wacky anecdote:** "I'm going to release a secret here. When I first came to Wild, Jerry Clifton held a brainstorming session with all of his client stations to plan an attack. In the middle of the session, a fellow programmer WPGC stood up and told us we would never win and we should just give up. At a dinner later that evening, a waitress 'accidentally' spilled a glass of red wine all over him. It was the best \$100 I ever spent."

by Kevin Carter



## Radio: Over the Air or Over the Internet?

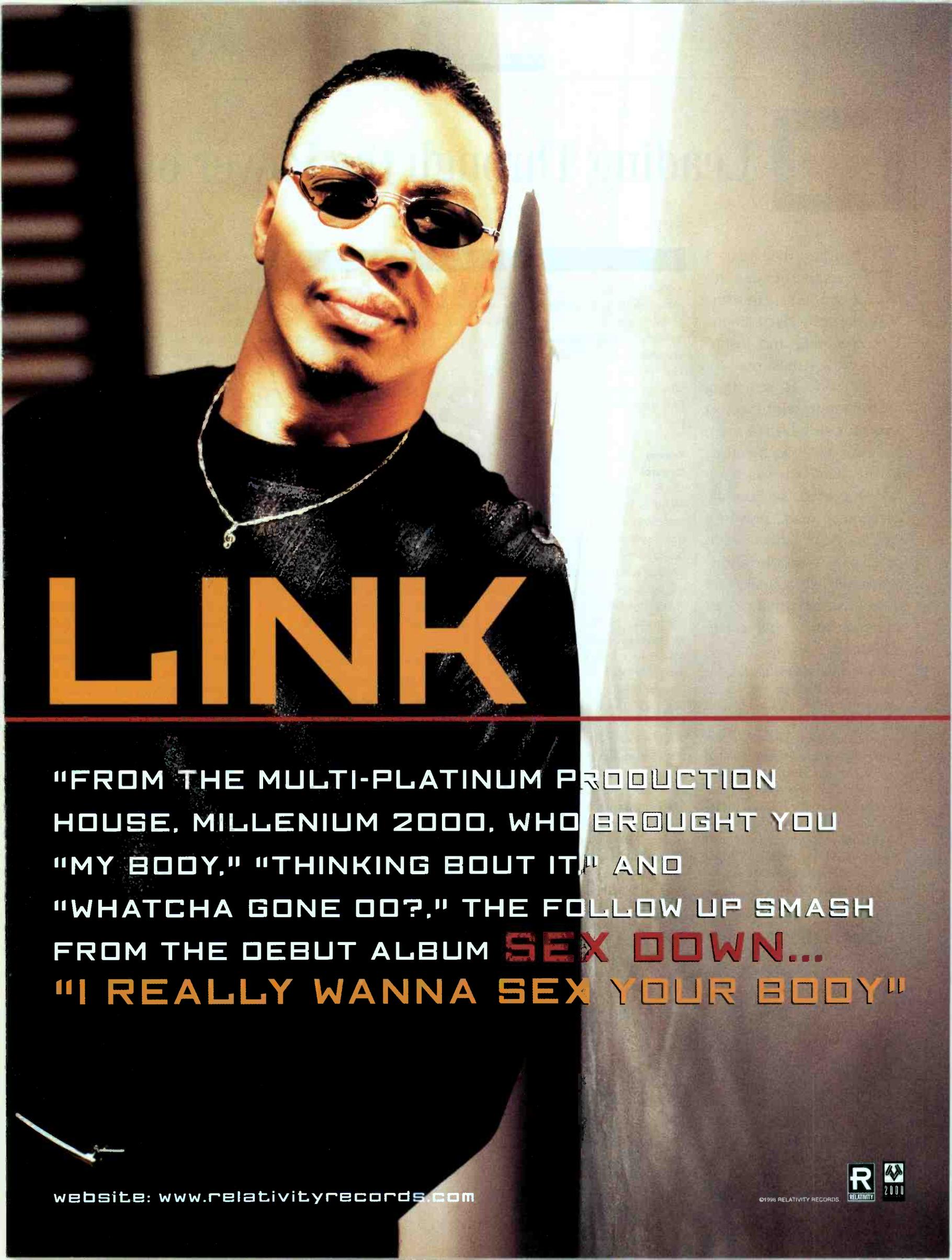
- How much radio listening is happening on the Internet?
- What types of stations and formats stand to benefit on the Internet?
- Can the Internet be your pipeline to increased at-work listening?

Answers debut at 9AM, Friday, October 16, at the NAB Radio Show in Seattle. The Arbitron Internet Listening Study is presented in conjunction with Edison Media Research.

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# Leading Through the Power of Tao

**E**arlier this year, I recommended to readers *Tuesdays With Morrie* by Mitch Albom. This charming and inspiring book is a must read for anyone who is searching for a mentor, who has lost a mentor, or who *is* a mentor. Like all good mentors, Morrie Schwartz was a terrific storyteller, successfully using this most powerful tool to help others reach personal breakthroughs. Stories provide a familiar set of hooks that enhance our attention spans and create inspiration.

Now, I've discovered *Real Power: Business Lessons From the Tao Te Ching* by James A. Autry and Stephen Mitchell. The *Tao Te Ching* (pronounced *Dow Deh Jing*) was written by the legendary Lao-tzu around the 6th Century, but was unknown in the West until the 20th Century. Next to the Bible, it is one of today's most widely translated books. In *Real Power*, the two authors have successfully applied the meaning of these ancient poems to today's world of business in fine storytelling manner. This book offers a stimulating and inspiring approach to solving workplace problems and dealing with issues like competition, mentoring, and downsizing.

Similar to *Tuesdays With Morrie*, *Real Power* lets you sample deep wisdom as you explore the art of living. Autry and Mitchell have gleaned great advice from the Tao on how to invest balance, values, and a generous dose of spirituality into your

work. The Tao teaches that without commitment and encouragement of people—not just at the top but throughout an organization—no system can succeed.

The power of any idea is expressed only through people.

### Taking Control

Our business world is built on command and control systems. The desire for power and our need to control is ingrained in us; our top-down management flow charts support the ego need of our managers. The Tao teaches us a path to become comfortable with a new reality, to accept that non-control is the only way to manage things. Change is hitting us in the face every day. Social, marketplace, financial, and technological change happens every minute. The truth is, with all this change, we don't know what is going to happen next. The Tao teaches us that control is an illusion and that management is an art. If it were possible to control processes and people, computers could do it.

Your first step toward maturity is realizing you are not in control, but rather that you recognize the changes—both positive and negative—that affect your workplace and respond to them skillfully. In the end, having powerful values is what will give your workplace harmony through all this inevitable change.

### Being Flexible

To become a wise leader, one must remain flexible. The old school admires business people who are “buttoned up” or have a “stick to their guns”-type of attitude. Anyone who is thought of as a “soft

leader” is automatically considered weak. But when you drop these foolish stereotypes, softness also means suppleness, flexibility, openness of body and mind. Watch a Tai

Chi or Akido master—that is powerful softness in action.

Just as the body and mind stay young and vital by increasing flexibility, an organization that values suppleness stays vital and creative. The Tao teaches it is an act of strength to let go of old definitions of power and to remain flexible, soft, and ready to yield.

*Men are born soft and supple; dead, they are stiff and hard.*

*Plants are born tender and pliant; dead, they are brittle and dry.*

*Thus whoever is stiff and inflexible is a disciple of death.*

*Whoever is soft and yielding is a disciple of life...*

### Putting People First

In *Real Power*, the authors discuss at length two of today's most popular business shortcuts that have caused a crisis of trust in our business—downsizing and outsourcing.

Downsizing has caused workers to distrust their companies and live in daily anxiety about their jobs. Additionally, cuts in staff often lead to decreased innovation. The remaining staff is overloaded and some managers have to run two staffs. The result is nobody has time to think. This leads to burnout, demoralization, and a loss of creativity. Sound familiar?

*The Tao teaches:* People are a company's greatest asset. Wise companies realize they need the energy and com-

mitment of their employees. There might be short-term advantages to your budget

through downsizing and outsourcing, but in the end, companies pay a big price and find it very difficult to win back the trust and the commitment necessary to restore growth and instill a feeling of community. Many wise business leaders have begun adopting the principles of the Tao, but call it other names, like “value-based,” or “grassroots leadership.” They realize that, to become a wise leader, you must be *among* your people rather than *in front* of them.

*The Tao teaches:* You can't lead people unless they are willing to follow you. To do that, you must inspire them to trust you with their very well-being. Your people will trust you if you bring out their sense of worth and creativity, and the only way to do that is to really know them.

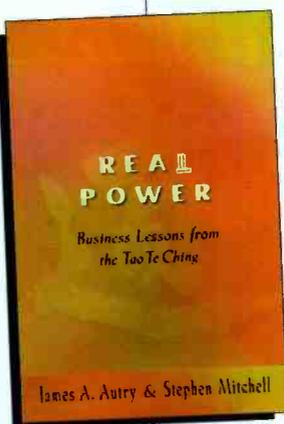
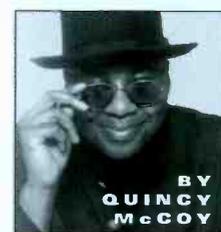
In our culture, this would require a major shift in our thinking. We deal with so much ego in our industry—all managers want to be the hero—but you have to change your belief system and realize that the people you're coaching are the heroes. To really become a wise leader you must let go of your ego, the need for authority and control, in favor of humility and service. This way you become fully available to everyone, above and below, leading and following. Then and only then will you discover real power.

*All streams flow to the sea because it is lower than they are.*

*Humility gives it its power.*

*If you want to govern the people you must place yourself below them.*

*If you want to lead the people, you must learn how to follow them....*



# STELLA GROOVES ON

**BIG PUNISHER & BEENIE MAN**

**MARY J. BLIGE**

**BOYZ II MEN FEATURING CHANTÉ MOORE**

**KEVIN FORD FEATURING RUFUS BLAQ**

**K-CI & JOJO**

**DIANA KING**

**LADY SAW FEATURING NADINE SUTHERLAND**

**ME'SHELL NDEGÉOCELLO**

**MAXI PRIEST**

**SHAGGY FEATURING JANET**

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# THE

# MINUTE

# DRILL

*It's third down and 4, it's late in the game, the point spread is tight, the play is third and four at the 2-minute warning. What's your winning 4th quarter strategy...and what plays are you going to send in to your team?*

*This week, GAVIN looks at a cross section of Top 40 coaches and quarterbacks and their 4th quarter (Fall Book) strategies.*

- **MOTIVATING AND COACHING YOUR TEAM, BOTH ON AND OFF THE FIELD**
- **SIGNIFICANT 4TH QUARTER HIGHLIGHTS [FALL BOOK PROMOTIONS]**
- **UPCOMING HOLIDAY EVENTS**
- **TOP SECRET TRICK PLAYS**
- **SUPER BOWL PREDICTIONS**

## JOHN PEAKE PD, KRBE-HOUSTON

**4TH QUARTER STRATEGY:** It may sound like business as usual, but I feel it's important, now more than ever, to remind the air staff to be even more focused on the air, how to talk to our listeners and properly reward their expectations. I'm also spending extra time with the morning show to make sure that they're hitting all the important topics. Additionally, I want to make



them feel supported, and have the right tools necessary to execute a winning show. As far as maintaining team morale is concerned, at least once per quarter we try to have some sort of unusual party for the staff. During the third quarter we loaded everyone into a bus full of adult beverages and spent the day gambling over in Lake Charles, La. As everyone staggered off the bus, they were handed rolls of quarters. That was a great bonding experience. I'm actually planning a top secret, but really fun, fourth quarter trip right now.

**4TH QUARTER PLAYS:** We're going to continue with our Private Sessions series, where we invite 40 listeners

to hear one of their favorite artists perform at the Art Institute of Houston. I hope to schedule one a month during the book. And in keeping with our theme, 'KRBE is Everywhere,' we're going to visit most of the area haunted houses and broadcast live. The one at Six Flags Astro World is huge.

**BIG-ASS PLAY:** Next week we kick off the fourth quarter with the KRBE Computer-A-Day Giveaway. Winners receive a new Pentium computer, software, printer, and monitor. Computers are the perfect prize: if you don't have one, you want one; if you already have one, you want a bigger one.

**SUPER BOWL PICK:** I was excited about the Redskins until I saw them get killed on Monday Night Football recently. I think the Broncos have a serious shot at repeating, especially after I saw what they did to the Cowboys.

## DAN KIELEY PD, KIIS/FM-LOS ANGELES

**4TH QUARTER STRATEGY:** We don't do anything drastically different late in the game. However, I think the key to winning that fourth quarter is



making that all-important half-time adjustment. It's just a matter of keeping the players pumped up. When they're on the air I want to make sure they're giving the listeners reasons to keep listening, and reasons to keep tuning into this radio station.

**4TH QUARTER HIGHLIGHTS:** We just hired Fabrice, former lead singer of Milli Vanilli, to do an hour special in middays, which is another reason to tune in. We're also bringing in our 'special teams' from West Hollywood when we tie in with their annual Halloween Carnivale. Bring your camera. Then, as we get close to the two-minute warning, we're gonna unveil our annual Rick Dees Kiss-Mas Party to round out the quarter.

**HALFBACK OPTION:** Promotionally, we're going to kick it into high gear with our big aerial attack: we're doing the Million Dollar Birthday Game, five times a day, which will give us a real strong fourth quarter start. Other than that, when you have a solid quarterback on your team like Rick Dees, you're gonna give him a chance to call some audibles and make some moves.

**SUPER BOWL PICK:** Minnesota Vikings over the Broncos. I'm still purple on the inside.

**BY KEVIN CARTER, TONY SANDERS, AND ANNETTE M. LAI**

# SHANIA TWAIN

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20\*-11\* A/C MONITOR

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—Jay Michaels, KRBE

"I'll be shocked if it's not a  
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—Brian Bridgman, WNKS

"0% Country, 100% Pop!"  
—J.J. Rice, WWHT

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XL 106.7-Orlando  
KSLZ-St. Louis  
KZHT-Salt Lake City  
WWMX-Baltimore  
KHMV-Houston  
WAKS-Tampa  
WKTI-Milwaukee  
WXSS-Milwaukee  
KOSI-Denver  
KPLZ-Seattle  
KBKS-Seattle  
WNKS-Charlotte  
B97-New Orleans  
KUMX-New Orleans  
WPRO-Providence  
WKSE-Buffalo  
KTFM-San Antonio

**RICK CUMMINGS****EXEC. VP/PROGRAMMING,  
EMMIS COMMUNICATIONS****4TH QUARTER STRATEGY:** I would

probably make a miserable football coach, because I don't look at the fourth quarter any differently than the rest of the year. We

always like to think that we did our fourth quarter homework back in the second quarter. Every element that's scheduled in this fourth quarter was brainstormed back in May, and fine-tuned throughout the summer, and now executed in the fourth quarter. We're also excited about the strength of our bench, as well as our star running back, morning personality Big Boy, who has developed some serious skills as well as some unique running characters that have really taken off.

**4TH QUARTER PLAYS:** We brought back our Friday Night Flavas feature with afternoon personalities the Baka Boyz, as well as our Cali Caliente Power Mix Weekends. We'll also have a few other assorted promotions in the works, including something for Halloween.

**STATUE OF LIBERTY PLAY:** On November 6 we're shutting down Universal Studios Hollywood for our Superstar Power Party, featuring performances by Next, Mack 10, Miya and Pras, Monifah, Shaquille O'Neal, and Jermaine Dupri.

**SUPER BOWL PICK:** I believe the San Francisco 49ers are due to win this thing again.

**TONY WAITEKUS****PD, ALL HIT 98.9  
[WHTS]-QUAD CITIES****4TH QUARTER STRATEGY:** My

fourth quarter strategy is to make sure the station is in the best shape it could possibly be, musically, promotionally, engineering-

wise, and talent-wise. Since I've been here, every book has been an "up" book, so my goal is to improve upon that track record and not lose any momentum. Most important, I always discuss all aspects of our field strategy with the air talent. I include them

as part of the process, use their ideas and observations, which only serves to heighten their own enthusiasm for winning.

**BIG 4TH QUARTER PLAY:** The High-Low cash game has always been very successful for us, so we're bringing it out again. We also have some holiday promotions forthcoming.

**MVP:** A special shout-out to our consultant, Mark St. John of Zapoleon Media Strategies.

**SUPER BOWL PICK:** I believe it's Green Bay's turn again.

**JOHN THOMAS****PD, WSNX-GRAND RAPIDS**

**4TH QUARTER STRATEGY:** I try very hard to make sure that my people understand what the goal of the radio station is. Basics are the key to executing a great radio station, and if those basics aren't reinforced, your staff is likely to fumble. That motivation comes from within, so you can't just decide, "OK, it's Thursday, I'm gonna motivate." Motivation is what you are all about in the trenches, and those trenches are your hallways each and every day.

**4TH QUARTER HIGHLIGHTS:** The right fourth quarter plays are extremely important because they can actually turn around a dim situation and make it look good. I like to call this the "teflon play," because in the past we've managed to escape a couple of f\*\*\*-ups that could have hurt us badly, but, because of how my staff and I handled it, we actually came out looking great.

**BOOTLEG PLAY:** Our big Fall promotion is never totally decided until the competition shows its hand. Only then do we make sure that we put the right promotion on the air and spin it correctly to maximize the station and that promotion to its fullest.

**SUPER BOWL PICK:** Chicago, of course.

**JEFF KAPUGI****PD, Z107.7  
[KSLZ]-ST. LOUIS**

**4TH QUARTER STRATEGY:** I prepare for that fourth quarter with a lot of screaming and yelling on the sidelines, just like Mike Ditka. But seriously, there will definitely be a lot more focus both on and off the field among the staff during this fourth quarter. It's my job to make sure that we're all playing on the same team and on the same field.

**4TH QUARTER HIGHLIGHTS:** I'm

not going to give up my big two-point conversion play. Let me just say that we have a few new plays in the bag.

**SUPER BOWL PICK:** I was going to go with the Tampa Bay Bucs early on, but now that they're 0 and 2...I'm going to go with the "Repeat Bowl," except this time, it's the Packers over the Broncos.

**JAY STEVENS****PD, WPGC-WASHINGTON**

**4TH QUARTER STRATEGY:** During the fourth quarter, we don't do a whole lot different, either externally or promotionally, than we do during the rest of the year. It's an ongoing project. I do, however, feel more internal pressure during the Fall book, but the outward mission remains the same: do a bunch of cool promotions and keep looking for those exclusive records.

**BIG 4TH QUARTER PLAYS:** We're doing our Sisters Only Weekend, a two-day expo for women with a portion of the proceeds going to charity. It's also going to feature some major recording acts, to be announced. We also tie in with a big local haunted house, called "Hallow Scream," followed by our eighth annual Thanksgiving coat drive for the needy.

**BIG-ASS PLAY:** We have one major, major promotion that I can't reveal at this time, but it will occur sometime during the second half of the Fall book, just before the two-minute warning.

**SUPER BOWL PICK:** It won't be the Skins or my Bills; I see Denver winning the AFC again, and, in the NFC, I still think Green Bay is the team to beat. Many people think Green Bay was hurt by free agent defections, but that team is so deep it hasn't really affected them. But Denver will repeat.

**TODD SHANNON****CHANNEL 933 [KHTS]-SAN DIEGO**

**4TH QUARTER STRATEGY:** Respect your competition. Learn from your competitors' mistakes. Set your sights on taking them out. I have a standard locker room speech for the team, something like, "Winning isn't everything; it's the only thing." Oh my God, I'm quoting Vince Lombardi. But it's a good motto to live by, no matter what you do for a living.

**4TH QUARTER HIGHLIGHTS:** I can't really tell you right now, but we've got some cool promotions coming up.

**BIG-ASS PLAY:** We're gonna do something during the fourth quarter that's never been done in San Diego radio.

**SUPER BOWL PICK:** It sure as hell won't be Dallas, but keep your eyes on my hometown boys, the Jacksonville Jaguars.

**KIP TAYLOR****PD, G105 [WDCG]-RALEIGH**

**4TH QUARTER STRATEGY:** We recently held a mini-camp with our players and gave out the new playbooks, which were still really familiar; they were just this year's version. Last weekend in practice we had a few wrinkles; we hadn't run the flea-flicker in a couple of years, plus the "Statue of Liberty" play had never been run in this market, so we're practicing that as well. It's the same basic football team, but I really like our new uniforms. The teal color make them look more show-bizzy.

**4TH QUARTER STRATEGY:** We cut a lot of our former songs and put them on practice squad; we're only playing the travel team right now because we're pretty tight.

**BIG FOURTH QUARTER PLAYS:** Our Super Bowl of promotions is our version of "Cash, Cars, and Stars," which is money and five Honda Civics. We're giving away one car every other week through the book.

**ACTIVITIES:** We're doing a big Yard Party featuring four bands; during the second week of October we're hosting the Carolina Music Harvest with about 20 bands at a big venue; we're doing a huge haunted house throughout October; and a Christmas concert at the beginning of December.

**BOOTLEG PLAY:** A huge New Year's Eve party. It's what everybody will be wanting, and I've got it. All I can say is, the Heisman Trophy winner is playing on my team New Year's Eve.

**SUPER BOWL PICK:** San Francisco 49ers over the AFC champs, the Kansas City Chiefs, because Jerry Rice needs to win. That would be good for America.

**"BIG DAVE" EUBANKS****PD, WZJM [JAMMIN' 92.3]-  
CLEVELAND**

**4TH QUARTER STRATEGY:** Preparation is always the key to success. I always work with my staff to prepare them mentally for the task at hand. When you're prepared, you're relaxed; when you're relaxed, you perform at your best. Since I consider the Fall Book the most important

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book of the year, it's important to get the staff prepared. We usually have a few social gatherings to loosen up the team.

**GAME PLAN:** I like to run a safety blitz on listeners, hitting them at all angles at once. Top 40's strategy has always been to make them feel like they'll miss something important if they tune away.

**BOOTLEG PLAY:** Cash is key. You cannot beat cash. It's the one four-letter word that everyone loves to hear.

**4TH QUARTER PLAYS:** We usually do a big show to kick off each book, and we've found that we get a nice blow-over that carries over from the summer into the Fall Book. We don't have an organized Christmas show, but we will be doing some individual shows at various locations throughout the fourth quarter. If we get an artist that's worthy of performing, we'll lock up a venue and put 'em on.

**SUPER BOWL PICK:** I obviously can't pick the Browns until next year, so I'm going with the Steelers/Niners, with the Steelers on top—I can't tell you how much that hurts, coming from a Cleveland boy.

## DARRIN STONE

PD, WABB-MOBILE

**4TH QUARTER STRATEGY:** My philosophy is K.I.S.S.—'Keep It Simple, Stupid.' I also believe in S.H.E.—'stick to the basics + hits + entertainment' (I just made that one up). Those may seem silly, but it helps me keep everything in perspective. I'm fortunate to have a great staff that knows how to execute the game plan. But I also trust them to get out of the pocket and scramble for that first down if their protection ever breaks down. They may not get that first down on every play, but they also don't lose yardage or throw interceptions, either.

**4TH QUARTER HIGHLIGHTS:** This year marks WABB's 25th year of doing Top 40, and we plan on using that to our advantage. All year we've tried to tie everything in to our birthday, and that game plan will continue. We did the \$25,000 Birthday game during the first quarter (the Spring book), so that line of attack will continue. This time we're also going to throw in Thousand-Dollar Thursdays.



**TRICK PLAY:** We have a very balanced attack. Our running game is strong, and we have the best receivers in our division. Defensively, we have the biggest line, the toughest linebackers, and the fastest secondary as well. We play straight-ahead, basic, smash-mouth football here. I don't feel we need to use any trick plays right now. But we do keep some in the playbook...just in case.

**BOOTLEG PLAY:** Again, in keeping with our birthday theme, we're going to throw a 25th birthday party for our listeners. I can't give details just yet, but trust me when I say it's gonna be huge!

## CHRIS TAYLOR

PD, WKSL

(107.5 Kiss-FM)-MEMPHIS

**4TH QUARTER STRATEGY:**

Obviously, I believe that every quarter counts but, going into the fourth quarter, it's especially important to make sure that everybody's head is focused on the game plan. Now more than ever, communication is the most important element, ensuring that everyone on the team understands that the way to win is to stay on the same page of the playbook. If even one person is running in the wrong direction, not only is it going to look funny in the game films, but someone's gonna fumble. Our only goal to win the game. It's time put the pressure on and make that happen.

**4TH QUARTER HIGHLIGHTS:** We're looking at tying in with some important holidays coming up in this quarter. In this market, we don't want to miss any local activities. High school football is extremely important here, plus it's county fair season and there are a lot of local Fall festivals happening. Expect a lot of guerrilla warfare, a real grass-roots attack, shaking hands and kissing babies. The only way to win is one listener at a time.

**BIG-ASS PLAY:** We actually have a couple of big plays up our sleeve. We've been in a huddle for weeks to come up with the perfect game plan. Watch us as we execute these plays over the coming months which will make Kiss-FM victorious here in Memphis. When we score a promotional touchdown, the competition will be scratching their heads, asking themselves, "How the hell did that just happen?"

**SUPER BOWL PICK:** I predict that last year's winner, the Denver Broncos, will be defeated by the Miami Dolphins, in spite of the fact

that my MD, Robin Cole, doesn't like their colors.

## WAYNE COY

PD, KQKQ [SWEET 98] OMAHA

**4TH QUARTER STRATEGY:**



The Sweet 98 Fall game plan is simple: restore greatness to a dormant but once dominant franchise. The Sweet 98 legacy of winning in

the birthplace of Top 40 radio remains intact. However, recent "seasons" have ended in disappointment for those who have worn the Sweet 98 uniform. The current squad is immensely talented, a mixture of wily veterans and eager rookies who long to taste the thrill of victory enjoyed in the past by Sweet 98 teams coached by the likes of Hall-of-Famers Ken Benson and Dan Kieley. Our immediate goal is to reach the "post-season," and eventually win the Omaha/Council Bluffs ratings "Super Bowl" in the Spring of 1999. "Never let up" is the mantra at Sweet 98. The team is prepared to play until the final whistle. The opposition has been forewarned! Sweet 98 will establish a position on the field and is not about to give away what they have fought so hard to gain. No prisoners, No mercy...Just Win Baby!

**PREP/PRACTICE:** The "Sweet 98'ers" recently broke training camp under the tutelage of head coach Wayne Coy, armed with a playbook that focuses on the basics of winning radio. The key is to stay aggressive and focused. A major goal is to eliminate the "penalties" of recent seasons by executing the principles laid out in practice. Chalk talks (aircheck sessions) and full team meetings are plentiful as we take the field, united in our vision for success, and with a clearly defined commitment to excellence.

**BOOTLEGS/TRICK PLAYS:** No surprises from this bunch. The mission is to run it up the gut with "Today's Best Music," and stretch the field vertically with an awesome combination of speed and power. Sweet 98 will establish its "running game" early and strike terror into opponents with the ability to "go deep" at any time.

**SUPER BOWL PICK:** The Oakland Raiders (big surprise) over the Minnesota Vikings.

## NEIL SULLIVAN

PD, B98.5 [WBBO]-MONMOUTH-OCEAN CITY, N.J.

**4TH QUARTER STRATEGY:** I've found that a cattle prod works best. Actually, I'm very fortunate to have hired a hungry, passionate group of people who intensely want to win. Motivation is not a problem. We meet weekly as a staff so that everyone understands the game plan and target-focused strategy. The key day-parts also have ratings-driven cash incentives. We reward part-timers with dinner certificates, concert tickets, etc.

**4TH QUARTER HIGHLIGHTS:** The first phase of our fall campaign is the B98.5 Sticker Patrol. We distribute stickers, spot vehicles, and pay off with \$100. We will also use billboards, as we've found them to be effective in the past. I can't reveal the rest of our fall campaign because our competitors read your fine publication!

**GAME PLAN:** We just finished a very successful B98.5 Beach Bash that drew thousands of people to see six national acts. Needless to say, there's more to come. We will work with the American Red Cross for the second consecutive year, collecting food for the needy during the holidays.

**SUPER BOWL PICK:** New England 21, San Francisco 17

## DALE O'BRIAN

PD, Z104 [WWZZ]-

WASHINGTON, DC

**4TH QUARTER STRATEGY:** We're doing a couple of things to help psyche the team for the fourth quarter. First, we'll huddle up to discuss our "Big Play" and we'll debut the new team colors with a new imaging spot that will be running on TV. We'll bring in some food, take a meeting, and get everyone involved so we can fine-tune or tweak our game strategy.

**THE BIG PLAY:** We're doing a variation of the "Live Free" promotion. It's a first for our station here in this market. We're going to pay all of a listener's bills up until the year 2000. That's going to be our main focus. We'll get on that and really bear down on it and sell it. WWZZ's "Live Free" promotion kicked off this week; last week, Z104 teased the contest with the FM's jocks teasing it live.

**OTHER 4TH QUARTER PLAYS:** We're going to do a Christmas concert for charity. It's a benefit concert

# THIRD EYE BLIND jumper

NEW

WPLJ - NYC  
WBLI - NYC  
WNKS - Charlotte  
WWZZ - Washington DC  
WTIC - Hartford  
KBFM - Mc Allen

ALREADY ON

Z-100 - NYC  
KIIS - LA  
WFLZ - Tampa  
KKRZ - Portland  
KRBE - Houston  
WXKS - Boston

MONITOR POP

26-24\*  
MODERN ADULT  
23-21\*  
ADULT TOP 40  
29-26\*  
MODERN ROCK  
TOP 10



CALL OUT AMERICA  
#1 WITH FEMALES 25-34  
#3 OVERALL

# NICOLE make it hot

NEW

KZQZ - San Francisco  
KIIS - Los Angeles  
KSLZ - St Louis  
WMAX - Rochester  
KISX - Tyler

SIX VERY DIFFERENT STATIONS

WNVZ - Norfolk 52x #6  
B-96 - Chicago 85x #1  
KUBE - Seattle 47x #9  
WLKT - Lexington 32x #15  
KXME - Honolulu 111x #2  
WZJM - Cleveland 38x #13  
SIX STATIONS WHO WIN



CALL OUT AMERICA  
#8 WITH TEENS  
TOP 15 OVERALL

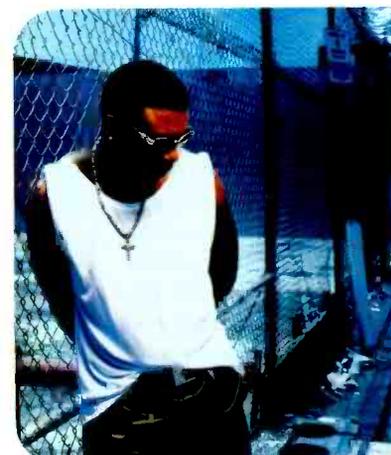
# KEITH SWEAT come and get with me

NEW

WDJX - Louisville  
KTAA - Fresno  
WOWZ - Utica  
KMAX - Rochester

TOP 10 PHONES

KTFM - San Antonio  
BIG PHONES WITH  
18 - 24 Latin Female  
KYLZ - Albuquerque



IMPACTING TOP 40 NOW!



on Dec. 4 at DAR Constitution Hall, and so far we've booked Everything and 98 Degrees, with two or three other acts to follow. We don't really have anything special set up for Thanksgiving, but we might do a "Leftovers"-type weekend promotion. What's fun to do is give away loaves of bread, jars of mayonnaise, and a few CDs.

**SPECIAL WIDE-RECEIVER PLAYS:**

On the day after Thanksgiving, over the last few years, we've done a special Christmas promotion, called "Christmas Cash for Kids." We accept donations for several days and then buy toys for all the underprivileged in that community. The toys are distributed by the Salvation Army. On that Friday we're going to play Christmas music all day and we'll sell the segments to corporate sponsors to raise money.

**SUPER BOWL PICK:** Even though the Redskins aren't doing well, there's always the potential for a miracle.

**TOM CALOCOCCI**

**PD, 920 (WERO)-BALTIMORE**

**4TH QUARTER STRATEGY:** Basically I have challenged every member of the staff to take it to the next level by eliminating mistakes, coming to their shows more prepared, and being more creative. We had a meeting about that and talked about ways we could take our team to the next level. It's different for each individual, but the main gist was challenging the staff to continue to remain Number One, but grow the ratings so we can further distance ourselves from the number two station.

**BIG 4TH QUARTER PLAYS:** We're doing a big scavenger hunt for \$25,000. Basically, we issue a set of 25 different challenges that either have to be completed or items have to be collected. We just kicked off the promo, in order to have momentum going into the Fall Book and also because we just lost our number one rated morning show. I'm trying to counter the loss of the morning show, which was extremely popular, by putting the emphasis on this promotion. We did the scavenger hunt two years ago and gave away \$10,000. It was a huge success, so we came up with more challenges and we're doing it again.

**OTHER 4TH QUARTER PLAYS:**

We've got some of the typical things—the Thanksgiving stuff. For the holidays we'll be doing what a lot of people do, granting Christmas wishes for those less fortunate. We will have a

big holiday Christmas party for our listeners where a couple of acts perform. These may not be particularly original, but they tend to work.

**SUPER BOWL PICK:** New England over San Francisco.

**JON ZELLNER**

**OM, Mix 93.3**

**(KMXV)-KANSAS CITY**

**4TH QUARTER STRATEGY:** The best way to motivate your staff is to surround yourself with people who are as competitive and as positive as you are. We just took this staff to Universal Studios in Florida in celebration of our Number One Spring Book. That was obviously a great motivational tool to get them pumped up about the rest of the year. We had all the full-timers fly down and do the VIP tour together.

**4TH QUARTER HIGHLIGHTS:** To get the team motivated regularly, we have meetings and we talk things out and have brainstorming sessions. But the key really is just hiring and surrounding yourself with people who are as competitive as you are, who have the urge to want to win as badly as you do.

**BIG 4TH QUARTER PLAYS:** We're sending one listener to three shows with Celine Dion in Orlando, Tampa, and Ft. Lauderdale. Basically it's going to be On the Road with Celine Dion for a week. We're giving out the Titanic video as a qualifying prize for that. We just sent someone to the MTV Video Music awards and we're sending someone to a private John Mellencamp concert in New York. We're sending listeners to every Kansas City Chiefs away game during the year, including airfare, hotel, and tickets.

**ADDITIONAL PLAYS:** For Thanksgiving we do what's called "Feed a Family Thanksgiving." We take anonymous faxes from people who tell us about a family that's having a tough time and the Mix air staff delivers full-course turkey dinners to 10 families on Thanksgiving Day. We're also involved with the Children's Miracle Network. Basically we'll be doing a radiothon to help raise money for two local children's hospitals. We also do Christmas wishes every year, and we've done the "Feed a Family" for a while, too. We grant Christmas wishes throughout the month of December. Another first will be our holiday CD, which will be a benefit for a local food bank here in town. We're getting a bunch of Mix artists on the CD and basically with a

can of food you can get the CD throughout November and December.

**THE BIG PLAY:** Our big money promotion is going to be "Beat the Bomb," where listeners can win up to \$10,000 instantly. Basically the bomb is lit and it goes \$100, \$200 and the listeners can yell stop and keep the money or keep going all the way to \$10,000, but if the bomb goes off, they win nothing. That's going to start in October.

**SUPER BOWL PICK:** Denver over all takers.

**DAVID EDGAR**

**PD, 894 (WBZZ)-PITTSBURGH**

**4TH QUARTER STRATEGY:** The biggest thing we did was to move everybody into a brand new, state-of-the-art studio. For the last four years, we have been separated from the sales staff in two different buildings. We've got four radio stations here in town, with the three music stations together in one building. Everybody's pretty psyched about the new studios and production facilities. As for regular, down-to-the-grindstone meetings, we've talked about the fact that it's time to take ownership of the radio station again and to improve everything we can, every step of the way. Everybody needs to do more than just come in and do their airshift. They need to come up with concepts and ideas and things that can take the station to the next level in the Fall book.

**BIG 4TH QUARTER PLAYS:** The Fall book for us is the time of year when there is so much going on that we don't have to create quite as many events and promotions as we do in the Spring and Summer. We do have a Fall Book promotion and a contest where we're looking at possibly giving away a Volkswagen Beetle. Over the summer we gave away cash and a Jeep Wrangler and we're trying to continue this giveaway of big-sized items into the fall. That will launch in the second or third week of the book. We're also going to do a second annual Halloween bash at a local club and tie into the local Pittsburgh AIDS Task Force. The event will be called "Red, Hot, and Halloween." We're also looking at doing our second annual "Jingle Ball," which is a huge holiday office party with food, dancing, and then we'll get a couple of acts. Last year we had Meredith Brooks and Shawn Colvin, and about 800 people in a hotel ballroom.

**SUPER BOWL PICK:** Steelers against all comers. I liked the Redskins when

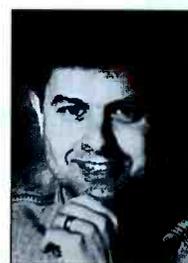
I was in Washington. In fact, they used to win when I was there and the Steelers used to lose. Then I moved to Pittsburgh and the Steelers started winning and the 'Skins began to lose. So, I'm starting to think that whatever town I'm in is going to win.

**TOM PEACE**

**PD, THE RIVER**

**(WRVW)-NASHVILLE**

**4TH QUARTER STRATEGY:** We have



developed a game plan and we're going to stick to it. Basically, the game plan is to give it 110 percent, do the best you can. Like a

lot of folks we're freshening the sound of the station. From a production standpoint, we're going to change our voice person and kind of slap a fresh coat of paint on the station.

**THE BIG PLAY:** From a promotion standpoint, we're doing something that fits right in with sports...we're going to do "The Big Ticket" promotion. We're in a unique situation right now in Nashville because we've got professional sports teams that we really haven't had before. We've got the Tennessee Oilers for pro football, and we'll have the Nashville Predators—one of the NHL expansion teams—in a couple of weeks. Plus, UT is huge. On top of that, we're checking out some of the hot shows. We're going to try and get some tickets for Alanis Morissette's local club dates. So, basically we're trying to get the big tickets.

**BIG 4TH QUARTER PLAYS:** We don't do a special show for Halloween or Thanksgiving, but for Christmas we'll do tons of holiday programming. We haven't discussed our game plan for this year, but in the past we've been on the promotions as early as the day after Thanksgiving when you have that early rush for Christmas shopping. We'll be involved with the Second Harvest food bank and promoting their gathering of food around Thanksgiving. Also, traditionally we do a "Christmas Wish" promotion.

**THE TRICK PLAY:** We don't have anything laid out yet but you can bet that instead of punting on fourth-and-three we'll be ready to roll out the trick play and pick up the short yardage when it really counts.

**SUPER BOWL PICK:** Denver Broncos to repeat as Super Bowl champs. ■

# SIXPENCE NONE THE RICHER



6<sup>P</sup>

*Kiss me*

**KLLC-San Francisco:  
#1 callout and #1 most played**

**WPLT-Detroit: Top 15 callout potential**

**WPNT-Milwaukee: Top 15 callout**

**Already scanned over 45,000 units**

*"Sixpence None The Richer's  
'Kiss Me' is my favorite  
record on the radio. Instant  
requests! Perfect record!!"*

*—Louis Kaplan, PD (KLLC)*

**SQUINT**  
— ENTERTAINMENT

**SQUINT ENTERTAINMENT 310-545-4032**



# 4<sup>TH</sup> QUARTER COUNT



Jim Elliott    Andrea Ganis    Jerry Blair    Monte Lipman    Greg Thompson  
 Jack Saffel    Karen McLellan    Ric Lipincott    Nancy Levin    Vicki Leiben

**A&M RECORDS**

**Peter Napoliello**  
 NFC: San Francisco  
 AFC: N.Y. Jets  
 Super Bowl: San Francisco (48 pts.)

**ARISTA RECORDS**

**Jim Elliott, VP Promotion**  
 NFC: Green Bay  
 AFC: New England  
 Super Bowl: Green Bay

**Releases:**

- Five, "The Things You Do" (10/5)
- TLC (TBA)
- Andrea Martin, "Let Me Return The Favor"
- Faith Evans, "Love Like This"
- Ace of Base, "Whenever You're Near Me"

**ATLANTIC RECORDS**

**Andrea Ganis**  
 Exec. VP Promotion  
 AFC: Denver  
 NFC: San Francisco  
 Super Bowl: Denver (56 pts.)

**Danny Buch, Sr. VP/Promo**  
 NFC: Green Bay  
 AFC: Miami  
 Super Bowl: Green Bay (52 pts. — "Darius Rucker made me do this")

**Releases:**

- matchbox 20
- Brandy
- Phil Collins
- Jewel
- All-4-One
- Seven Mary Three

**CLASSIFIED RECORDS**

**Matt Villacarte**  
 NFC: San Francisco 49'ers  
 AFC: Denver Broncos  
 Super Bowl: 49ers (59 pts.)

**Releases:**

- Pinay (pronounced "pin-eye"), "Next Time"
- M:G, "What Do You

- Remember"
- Booty Hop DJs, "It's On and Poppin'"
- Julie Plug, "Devoted"

**COLUMBIA RECORDS**

**Jerry Blair, Sr. VP**  
 NFC: Minnesota  
 AFC: Jacksonville  
 Super Bowl: Minnesota (44 pts.)

**Charlie Walk,**  
 Sr. VP/Pop Promotion  
 AFC: Miami Dolphins  
 NFC: Green Bay Packers  
 Super Bowl: Miami

**Releases:**

- Lauryn Hill "Doo Wop"
- Will Smith "Miami"
- John Mellencamp "Your Life Is Now"
- Pras "Blue Angel"
- Xscape "My Little Secret"
- JD & Mariah Carey "Sweetheart"
- Maxwell "Matrimony"
- Shawn Mullins "Lullaby"
- N-Tyce "Telefunkin'"

**ELEKTRA ENTERTAINMENT**

**Greg Thompson,**  
 Sr. VP Promotion  
 NFC: San Francisco  
 AFC: Denver  
 Super Bowl: San Francisco (48 pts.)

**Mike Whited,**  
 VP/ Pop Promotion,  
 AFC: Pittsburgh  
 NFC: San Francisco  
 Super Bowl: Pittsburgh

**Bill Pfordresher,**  
 VP Promotion  
 NFC: Minnesota  
 AFC: Denver  
 Super Bowl: Minnesota (42 pts.)

**Releases:**

- Keith Sweat, "Come Get Wit Me" (9/28)
- Still in the Game (9/22)
- Natalie Merchant, "Break Your Heart" (10/5)
- Destiny's Child, "Get on the Bus" (10/5)
- Busta Rhymes single TBA (10/26)
- E.L.E. (12/8)
- Metallica (11/17)
- Gerald Levert, "Taking Everything" (TBD)
- Silk, "If You" (TBD)
- Missy Elliot single and album (TBD)

**GEFFEN RECORDS**

**Bob Catania,**  
 Head of Promotion  
 NFC: Green Bay  
 AFC: Denver  
 Super Bowl: Green Bay

**Tracy Skelly**  
 NFC: San Francisco  
 AFC: Miami  
 Super Bowl: Miami (51 pts.)

**Releases:**

- Phantom Planet
- Sabrina the Teenage Witch soundtrack (various artists)
- Hole
- Pure Sugar

**HOLLYWOOD RECORDS**

**Dan Hubbert,**  
 Sr. VP Promotion  
 AFC: New England  
 NFC: Minnesota  
 Super Bowl: New England (68 pts.)

**Scot Finck,**  
 VP/Promotion  
 AFC: New England  
 NFC: San Francisco  
 Super Bowl: New England (56 pts.)

**Tim Burruss,**  
 VP/Operations  
 AFC: Miami  
 NFC: Green Bay  
 Super Bowl: Miami

**Releases:**

- Fastball, "Fire Escape"
- Khaleel, "No Mercy"
- Jennifer Paige, TBA

**ISLAND RECORDS**

**Dave Sholin**  
 NFC: San Francisco  
 AFC: Pittsburgh  
 Super Bowl: San Francisco (52 pts.)

**Ed Green**  
 NFC: Minnesota  
 AFC: Denver  
 Super Bowl: Denver (56 pts.)

**Releases:**

- Dru Hill, "How Deep Is Your Love" (next single in November)
- U2, "Sweetest Thing" Sept 28 (from U2: Best of

# ENTER DOWN



Barney Ilbarick



Bill Florin



Bob Catania



Ron Geslin



Tim Burruss



Bonnie Goldner



Steve Ellis



Tony Smith



David Leach



Sean Lynch

- 1980-1990, November 3)  
 ■ Ednaswap, "Back on the Sun" (September 21)  
 ■ WC feat. Jon B., "Better Days" (out now)  
 ■ Elton John duet with LeAnn Rimes (November)  
 ■ All Saints.

## JIVE RECORDS

**Jack Satter**,  
 Sr. VP Promotion  
 NFC: San Francisco  
 AFC: Seattle  
 Super Bowl: San Francisco (46 pts.)

**Karen McLellan**  
 National Promotion Manager  
 NFC: San Francisco 49ers  
 AFC: Jacksonville  
 Super Bowl: San Francisco (53 pts.)

### Releases:

- R. Kelly and Celine Dion, "I'm Your Angel" Oct. 12
- Britney Spears, "...Baby One More Time"
- Backstreet Boys, "All I Have to Give"
- Bob Carlisle, "Father's Love"

## MAVERICK RECORDINGS

**Ric Lippincott**,  
 Head of Promotion  
 Picks: (courtesy of stepson, Roy Disney)  
 AFC: Denver  
 NFC: Green Bay  
 Super Bowl: Denver (again)

### Releases:

- Alanis Morissette, "Thank U"

- Candlebox, "10,000 Horses"
- Cleopatra, "Life Ain't Easy"

## MCA

**Nancy Levin**,  
 Sr. VP  
 AFC: Denver  
 NFC: Green Bay  
 Super Bowl: Denver (again)

**Steve Zap**,  
 VP/Top 40 Promotion  
 NFC: Green Bay  
 AFC: Denver  
 Super Bowl (41 pts.)

**Bonnie Goldner**  
 NFC: Green Bay  
 AFC: Denver  
 Super Bowl: Green Bay (54 pts.)

### Releases:

- Semisonic, "Singing in my Sleep"
- New Radicals, "You Get What You Give"

## MERCURY RECORDS

**Steve Ellis**, VP Promotion  
 NFC: Minnesota  
 AFC: Miami  
 Super Bowl: Minnesota (49 pts.)

**Tony Smith**  
 VP of Field Promotion/Singles Promotion  
 NFC: Green Bay  
 AFC: Denver (56 pts.)  
 Super Bowl: Green Bay

**David Leach**  
 General Manager  
 AFC: New England

NFC: San Francisco  
 Super Bowl: New England (44 pts.)

### Releases:

- Boyzone, "All the Time In the World"
- Cardigans, "My Favorite Game"
- KISS, "Psycho Circus"
- Cake, "Never There"
- Reiss, "Dance On Angel"

## MJJ MUSIC

**Patricia Bock**, VP Promotion  
 AFC: Denver  
 NFC: San Francisco  
 Super Bowl: Denver

### Release:

- Men of Vizion, "Do You Feel Me"

## NATIONAL RECORD COMPANY

**Ron Alexenberg**  
 NFC: San Francisco  
 AFC: Denver  
 Super Bowl: 49ers (55 pts.)

### Release:

- Jon-Paul & Rich "When the Smoke Clears" (9/30).

## PRIORITY

**Sean Lynch**, VP  
 Super Bowl: Clinton vs. Starr, Clinton Wins.

### Releases:

- Badazz (9/29)
- Mack 10 (10/6)
- Heltah Skeltah (10/13)
- Gambino Family (10/20)
- Mia X (10/27)
- N.W.A. (11/3)
- Ice Cube (11/17)

## RCA RECORDS

**Ron Geslin**, Sr. VP Promotion  
 NFC: Minnesota  
 AFC: Jacksonville  
 Super Bowl: Minnesota (52 pts.)

**Ray Carlton**,  
 VP/Top 40 Promotion  
 AFC: Miami  
 NFC: Green Bay  
 Super Bowl: Miami (59 pts.)

### Eric Murphy

Nat'l Director/Promo/Marketing  
 NFC: Green Bay  
 AFC: Denver  
 Super Bowl: Green Bay (56 pts., predicts that at least one player will suffer a severe groin pull)

### Releases:

- Dave Matthews Band, "Crush"
- NSync, "God Must Have Spent a Little More Time On You"
- Natalie Imbruglia, TBA

## REPRISE RECORDS

**Steve Tipp**  
 NFC: San Francisco  
 AFC: Denver  
 Super Bowl: Denver (52 pts.)

**Vicki Leben**,  
 VP Promotion  
 AFC: Denver  
 NFC: Green Bay  
 Super Bowl: Denver

### Releases:

- Sarah McLachlan "Angel" from City of Angels soundtrack (adds 9/28-29)
- Chris Isaak "Please"
- Lisahall "I Know I Can Do It" (12/98 - 1/99).

## RESTLESS RECORDS

**Dave "Rambo" Darus**,  
 VP/Promotion  
 Super Bowl: Cleveland

## TOMMY BOY

**Jack Cyphers**,  
 Head Of Promotion  
 Super Bowl: Broncos to repeat

### Releases:

- Noreaga, "Superthug"
- "Perfect Beats" compilation
- Hypertrophy, "Beautiful Day" from the Jock Jams IV album
- Jason Nevins & House Of Pain, "Jump Around"
- Everlast, "What It's Like"
- new albums coming from Cynthia, Amber and Jocelyn Enriquez.

## UNIVERSAL RECORDS

**Monte Lipman**, Sr./VP  
 AFC: New York Giants  
 NFC: New York Jets  
 Super Bowl: Giants (38 pts.)

**Charlie Foster**,  
 VP/Pop Promotion  
 NFC: Dallas  
 AFC: Denver  
 Super Bowl: Denver (48 pts.)

### Releases:

- Monifah, "Touch It"
- Blue Flannel, "Havin' a Bad Day" (10/27)
- Inner Circle, "Da Bomb"
- Ricky Jones "If I Was the One"
- Chico, "Virgin" (9/29)
- Billie Myers, "A Few Words Too Many" (10/16)
- Reel Big Fish, "The Set Up"
- A+, "Enjoy Yourself"
- Sister Soleil, "Butterfly" (10/13)
- Jaze, "It's Alright" (10/13)
- Cherry Poppin' Daddies
- Merril Bainbridge, "Walk In Fire"

## WARNER BROS.

**Barney Kilpatrick**,  
 VP/Promotion  
 AFC: Denver  
 NFC: San Francisco  
 Super Bowl: Denver

### Releases:

- Goo Goo Dolls, "Slide" (9/29)
- REM, "Daysleeper" (10/12-13)
- Seal, "Human Being" 10/26-27
- Tamia, "So Into You" (10/98)
- Cher, "Believe" (11/98) ●

# TOP 40

## RAVES

Raves are written by New Mainstream Editor Annette M. Lai

### ALANIS MORISSETTE "Thank U" (Maverick/Reprise)

What can you possibly say? Morissette's first single from her long-awaited sophomore album is #1 Most Added this week at Top 40, Hot A/C, and Alternative.

Co-written by Alanis and producer Glen Ballard, her biting wit remains intact with this latest release.



### SARAH McLACHLAN "Angel" (Warner Sunset/Reprise)

From one Canadian superstar to another. Sarah McLachlan's latest can be found on the 3 million-plus selling soundtrack to *City of Angels*—which already boasts hits from Alanis Morissette and the Goo Goo Dolls—as well as on her own best-selling album

*Surfacing*. WKSE and WLCE-Buffalo were the first to bring this tune to our attention. Simply put, it's beautiful. Impacting mainstream Top 40 and Hot-Modern A/C.



### U2 "The Sweetest Thing" (Island)

Trivia buffs will remember this song as the B-side of the group's 1987 hit "Where the Streets Have No Name." The 1998 version has been spruced up with a new vocal and a new mix. Look for both versions of the song to appear on the group's forth-

*Continued on page 39*

## MOST ADDED



- ALANIS MORISSETTE (81)
- MATCHBOX 20 (51)
- SHAWN MULLINS (43)
- \*\*REPUBLICA (19)
- \*\*GOO GOO DOLLS (19)
- ACE OF BASE (13)

## TOP TIP



ALANIS MORISSETTE "Thank U" (Maverick/Reprise) Top 40 radio is very thankful for Alanis' latest effort, making her #1 Most Added. Early phone reaction already being reported.

## RADIO SAYS



### THIRD EYE BLIND "Jumper" (Elektra/EEG)

"Early callout shows great scores across all demos; already generating phones in all dayparts." —Dan Bowen, PD, Star 94 (WSTR)-Atlanta

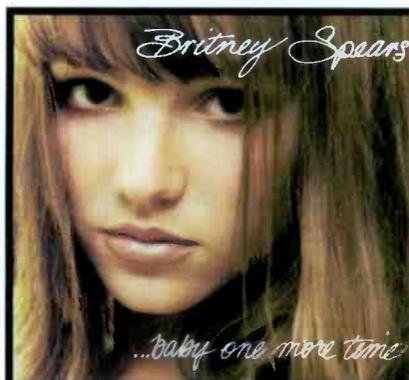
LW	TV	Artist - Title (Label)	Weeks	Reports	Adds	SPINS	TREND
1	1	AEROSMITH - I Don't Want To Miss A Thing (Columbia/CRG)	19	155	0	7570	-161
3	2	BARENAKED LADIES - One Week (Reprise)	12	159	0	7229	+485
2	3	JENNIFER PAIGE - Crush (Edel America/Hollywood)	16	157	0	6994	+14
4	4	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	26	129	0	6215	-451
5	5	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	13	153	0	6137	+191
6	6	'N SYNC - Tearin' Up My Heart (RCA)	14	145	2	5634	+106
7	7	ALL SAINTS - Never Ever (London/Island)	25	123	1	5041	-44
11	8	HOOTIE & THE BLOWFISH - I Will Wait (Atlantic)	6	147	0	4598	+218
8	9	MATCHBOX 20 - Real World (Lava/Atlantic)	26	114	0	4435	-519
10	10	NATALIE IMBRUGLIA - Wishing I Was There (RCA)	13	128	0	4366	-271
9	11	SEMISONIC - Closing Time (MCA)	27	116	0	4176	-518
18	12	SHERYL CROW - My Favorite Mistake (A&M)	5	142	4	3995	+619
14	13	JANET JACKSON - Go Deep (Virgin)	16	122	2	3816	+203
13	14	EDWIN McCAIN - I'll Be (Lava/Atlantic)	46	101	3	3786	+154
17	15	FAITH HILL - This Kiss (Warner Bros.)	13	114	0	3625	+178
21	16	THIRD EYE BLIND - Jumper (Elektra/EEG)	7	141	6	3572	+475
16	17	EVERYTHING - Hooch (Blackbird/Sire)	10	124	3	3572	+99
19	18	INOJ - Time After Time (So So Def/Columbia/CRG)	13	112	3	3291	+101
12	19	BRANDY & MONICA - The Boy Is Mine (Atlantic)	21	90	0	3270	-470
22	20	BRIAN SETZER ORCHESTRA - Jump Jive An' Wail (Interscope)	14	119	4	3239	+159
23	21	EAGLE EYE CHERRY - Save Tonight (WORK)	11	112	1	3180	+227
25	22	AALIYAH - Are You That Somebody (Atlantic)	16	110	5	3112	+439
15	23	NEXT - Too Close (Arista)	36	80	0	3010	-468
20	24	WILL SMITH - Just The Two Of Us (Columbia/CRG)	21	78	0	2687	-418
29	25	MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)	4	116	10	2496	+670
<i>Tops in Spinincreases this week and gets added at 295.7-San Francisco.</i>							
24	26	FIVE - When The Lights Go Out (Arista)	23	85	1	2448	-258
30	27	JOHN MELLENCAMP - Your Life Is Now (Columbia/CRG)	4	103	5	2348	+542
27	28	HARVEY DANGER - Flaggpole Sitta (Slash/London)	16	88	0	1962	-24
33	29	P.M. DAWN - I Had No Right (V2)	7	89	2	1953	+264
26	30	FASTBALL - The Way (Hollywood)	31	64	0	1865	-273
37	31	SHANIA TWAIN - From This Moment On (Mercury)	5	92	6	1777	+343
38	32	EVE 6 - Inside Out (RCA)	9	86	4	1724	+298
31	33	USHER - My Way (LaFace/Arista)	22	63	0	1617	-134
—	34	MONICA - First Night (Arista)	11	76	10	1433	N
<i>Already a sensation at Urban &amp; Rhythm-Crossover, Monica sets out to conquer Top 40.</i>							
28	35	SHANIA TWAIN - You're Still The One (Mercury)	37	49	0	1347	-550
—	36	98 DEGREES - Because Of You (Motown)	7	63	7	1324	N
34	37	NATALIE IMBRUGLIA - Torn (RCA)	35	47	0	1240	-402
36	38	ALANIS MORISSETTE - Uninvited (Warner Sunset/Reprise)	27	46	0	1211	-225
39	39	PRAS MICHEL - Ghetto Supastar... (Interscope)	21	49	0	1072	-269
—	40	TATYANA ALI - Daydreamin' (MJJ/Epic)	14	43	2	986	N

Total Reports This Week 163 Last Week 163

## CHARTBOUND

Artist - Title (Label)	Reports	Adds	SPINS	TREND
*ALANIS MORISSETTE - "Thank U" (Maverick/Reprise)	81	81	295	+295
SHAWN MULLINS - "Lullaby" (SMG/Columbia/CRG)	75	43	835	+528
DINA MENZEL - "Minuet" (Hollywood)	60	9	933	+446
GOO GOO DOLLS - "Slide" (Warner Bros.)	60	19	892	+436

TOP 40 REPORTS ACCEPTED MONDAYS AND TUESDAYS 8:30 A.M.-4 P.M. GAVIN STATION REPORTING PHONE: (415) 495-1990 FAX: (415) 495-2580



# Britney Spears "Baby, One More Time"

ON YOUR DESK NOW!

Britney. Touring with 'NSync as special opening guest this November & December

Impacting Top 40, Rhythm Crossover & Hot A/C: **SEPTEMBER 28TH**



# What do these stations have in common?

Call      Format      Sp '97      Su '97      Fa '97      W '98      Sp '98

## DALLAS, TX

<b>KHKS</b>	top 40	7.0	7.3	7.5	7.1	8.0
<b>KKDA-FM</b>	R&B	7.1	6.8	7.2	7.0	7.1
<b>KVIL</b>	AC	5.3	5.2	5.7	4.9	5.3
<b>KDMX</b>	AC	4.1	4.4	3.9	3.8	5.0
<b>KSCS</b>	country	5.7	5.7	5.5	6.1	4.6
<b>KEGL</b>	album	3.8	3.3	2.7	3.3	4.4
<b>WBAP</b>	N/T	4.3	4.1	4.9	4.7	3.9
<b>KLUV</b>	oldies	4.2	3.9	3.7	3.8	3.6
<b>KRLD</b>	N/T	3.6	4.0	3.8	4.1	3.5
<b>KZPS</b>	cls rock	3.8	3.1	3.9	3.4	3.3
<b>KOAI</b>	jazz	3.1	2.9	2.7	3.3	3.2
<b>KYNG</b>	country	3.3	3.8	3.6	3.5	3.2
<b>KPLX</b>	country	4.1	3.4	2.8	2.7	3.1
<b>KBFB</b>	AC	1.7	2.4	2.6	2.5	2.8
<b>KLTY</b>	religious	2.7	3.0	3.2	3.4	2.8
<b>KRBV</b>	R&B adult	2.8	2.7	2.9	2.8	2.8
<b>KAAM</b>	adult std	1.6	2.0	1.4	1.5	2.6
<b>KDGE</b>	modern	3.0	3.0	2.7	2.4	2.5

## KANSAS CITY, MO

<b>KMYV</b>	top 40	8.3	8.2	6.6	6.3	7.8
<b>KPRS</b>	R&B	8.0	8.6	10.0	8.3	7.8
<b>WDAF</b>	country	6.6	6.5	6.3	7.3	6.7
<b>KFKF</b>	country	7.0	6.1	6.7	6.5	6.6
<b>KQRC</b>	album	5.3	5.1	4.9	5.1	6.3
<b>KUDL</b>	AC	3.3	4.5	5.1	7.0	6.0
<b>KCIY</b>	jazz	3.8	4.5	4.3	5.7	5.1
<b>KBQF-FM</b>	country	6.2	6.0	5.9	5.0	5.0
<b>KYYS</b>	album	4.2	3.7	5.3	5.0	5.0
<b>KCMO-FM</b>	oldies	6.3	6.5	5.1	5.2	4.7
<b>KCFX</b>	cls rock	6.1	6.3	6.0	5.0	4.6
<b>KMBZ</b>	N/T	5.8	6.1	5.5	5.4	4.6
<b>KCMO-AM</b>	N/T	4.3	3.4	3.5	4.2	4.1
<b>KOZN</b>	AC	3.4	3.0	3.4	3.7	2.8

## WILKES BARRE, PA

<b>WKRR/WKRF</b>	top 40	11.8	13.1	12.9	10.7	13.4
<b>WGGY/WGGI</b>	country	11.2	9.6	9.1	10.2	10.5
<b>WMGS</b>	AC	7.1	7.4	9.8	7.7	8.4
<b>WEZX</b>	cls rock	5.9	5.6	5.7	7.8	6.0
<b>WNAK</b>	adult std	3.4	3.0	3.8	5.1	5.4
<b>WBHT/WEMR-FM</b>	top 40	3.7	5.0	5.1	4.6	4.9
<b>WZMT/WKQV-FM</b>	album	5.4	6.0	4.4	5.9	4.4
<b>WILX/WILT/WGB/WILP</b>	N/T	3.7	3.7	5.1	3.6	4.3
<b>WBAX/WEJL</b>	adult std	3.8	3.5	3.8	4.1	3.9
<b>WQFM</b>	oldies	2.3	2.4	2.4	1.5	2.7
<b>WARM</b>	N/T	3.4	2.9	2.8	1.8	2.6
<b>WCTD/WCTP</b>	country	2.0	3.1	3.4	2.5	2.1
<b>WSBG</b>	AC	1.8	2.4	1.8	2.0	1.8
<b>WVPO</b>	AC	.9	.6	1.4	.8	1.8
<b>WWFH/WWSH</b>	AC	2.9	2.4	2.1	2.1	1.8
<b>WODE</b>	oldies	1.8	1.8	1.8	2.5	1.5
<b>WHLM</b>	AC	1.5	1.7	1.2	1.4	1.4

Call      Format      Sp '97      Su '97      Fa '97      W '98      Sp '98

## TAMPA, FL

<b>WFLZ</b>	top 40	9.5	10.4	9.3	9.7	9.0
<b>WQYK-FM</b>	country	6.8	7.2	8.3	6.9	7.5
<b>WFLA</b>	N/T	6.4	7.1	6.3	6.5	6.6
<b>WDOV</b>	adult std	6.7	8.7	7.1	7.0	6.5
<b>WTBT</b>	cls rock	2.9	2.8	5.5	5.8	5.5
<b>WGUL-AM-FM</b>	adult std	3.8	3.5	4.1	4.2	4.9
<b>WRBQ-FM</b>	country	4.8	4.9	4.4	4.6	4.8
<b>WSSR-FM</b>	AC	3.3	4.5	4.2	4.3	4.5
<b>WXTB</b>	album	5.3	4.9	4.5	5.6	4.5
<b>WWRM</b>	AC	6.1	4.6	6.5	4.8	4.3
<b>WSJT</b>	jazz	3.5	4.1	3.9	4.6	4.0
<b>WCOF/WFNS</b>	cls rock	4.4	3.8	3.4	2.6	3.6
<b>WAKS</b>	AC	4.4	3.6	3.5	4.4	3.2
<b>WYUU</b>	oldies	4.4	4.5	3.4	2.8	2.9
<b>WLLD</b>	R&B	—	—	—	—	2.1
<b>WHPT</b>	triple-A	3.9	3.0	2.4	2.0	2.0
<b>WRBQ-AM</b>	R&B adult	1.4	1.6	1.9	1.7	1.5
<b>WLVU-FM</b>	adult std	1.7	1.2	1.7	2.0	1.3

## OKLAHOMA CITY, OK

<b>KJYO</b>	top 40	9.2	10.2	10.3	10.8	11.9
<b>KOXY-FM</b>	country	12.7	13.6	11.1	9.1	9.9
<b>KATT</b>	album	8.4	6.5	7.2	8.2	8.8
<b>KOMA-AM-FM</b>	oldies	9.9	10.6	9.9	5.8	7.7
<b>KTOK</b>	N/T	7.1	6.9	5.6	7.5	6.7
<b>KRXO</b>	cls rock	4.8	5.0	7.2	5.9	5.7
<b>KYIS</b>	AC	4.7	4.1	5.0	6.6	5.6
<b>KMGL</b>	AC	7.8	6.3	7.1	6.0	5.3
<b>KTST</b>	country	6.8	8.1	8.5	6.0	5.3
<b>KQSR</b>	AC	4.0	3.8	3.7	4.8	4.6
<b>KVSP</b>	R&B	5.3	4.4	3.8	4.9	3.0
<b>KTNT</b>	jazz	3.4	3.2	2.7	3.3	2.5
<b>WWLS</b>	sports	1.3	1.4	1.9	1.3	1.5
<b>KEBC</b>	sports	1.0	1.1	1.4	2.3	1.1

## WICHITA, KS

<b>KKRD</b>	top 40	8.9	8.1	8.1	7.9	10.0
<b>KZSN-FM</b>	country	9.6	11.4	8.4	10.3	8.8
<b>KFDI-FM</b>	country	9.1	11.1	6.8	8.6	8.3
<b>KRBB</b>	AC	7.0	5.1	6.8	9.3	7.6
<b>KRZZ</b>	album	6.9	5.2	8.4	7.8	7.4
<b>KFDI-AM</b>	country	5.9	3.8	3.3	3.8	6.4
<b>KICT</b>	modern	3.8	4.1	6.2	4.6	5.5
<b>KDGS</b>	top 40/rhythm	5.3	7.5	4.6	4.3	5.0
<b>KTLL</b>	religious	3.5	2.9	3.0	2.3	4.8
<b>KEYN</b>	oldies	7.5	6.3	6.1	4.3	4.7
<b>KFH</b>	N/T	2.9	2.9	3.7	4.3	4.2
<b>KLLS</b>	'70s oldies	4.5	4.1	3.8	3.6	3.9
<b>KOEZ</b>	easy	3.2	3.8	6.5	3.3	2.7
<b>KNSS</b>	N/T	3.3	3.5	3.5	3.5	2.6
<b>KWSJ</b>	jazz	3.3	2.8	3.7	3.1	2.4
<b>KYQQ</b>	country	3.7	2.8	2.2	3.0	2.0
<b>KAYY</b>	AC	1.3	1.2	.8	1.2	1.1

Call      Format      Sp '97      Su '97      Fa '97      W '98      Sp '98

## PORTLAND, OR

<b>KKRZ</b>	top 40	9.3	9.5	9.6	10.7	11.1
<b>KKCW</b>	AC	6.1	6.7	5.1	6.7	6.9
<b>KKSN-FM</b>	oldies	5.4	5.6	6.3	5.3	5.8
<b>KUPL-FM</b>	country	5.9	5.5	6.4	5.4	5.8
<b>KEX</b>	AC	4.8	4.4	5.7	5.9	5.0
<b>KGON</b>	cls rock	5.2	5.2	4.8	5.1	4.8
<b>KWJJ</b>	country	5.3	5.1	5.3	5.5	4.8
<b>KUFO</b>	album	4.4	4.7	4.3	5.0	4.6
<b>KINK</b>	triple-A	3.5	3.4	3.4	2.8	4.2
<b>KXL-AM</b>	N/T	5.4	5.5	3.9	3.8	3.8
<b>KEWS</b>	N/T	2.5	2.6	4.1	3.4	3.3
<b>KKJZ</b>	jazz	3.4	4.5	2.9	3.8	3.2
<b>KKSN-AM</b>	adult std	2.9	2.6	3.2	2.8	3.2
<b>KBBT</b>	AC	3.6	3.0	2.3	2.7	3.1
<b>KNRK</b>	modern	2.9	3.1	2.9	3.0	3.1
<b>KKRH</b>	cls rock	3.3	3.1	3.2	3.4	2.7
<b>KPDQ-FM</b>	religious	1.1	1.4	1.5	1.5	2.0
<b>KFX</b>	sports	.8	1.9	1.8	1.8	1.2

## McALLEN, TX

<b>KBFM</b>	top 40	13.0	14.0	15.0	14.5	14.1
<b>KGBT-AM -FM</b>	Spanish	14.4	14.6	12.9	13.1	11.8
<b>KKPS</b>	Spanish	7.7	7.2	9.5	9.0	11.8
<b>KIWW</b>	Spanish	9.1	10.1	7.6	6.8	8.5
<b>KVLY</b>	AC	8.5	7.3	8.9	7.9	8.4
<b>KFRQ</b>	album	5.6	4.2	4.7	7.1	7.6
<b>KTEX</b>	country	6.3	7.2	8.1	7.4	6.7
<b>KTJN/KTJX/KBOR</b>	Spanish	6.1	6.0	5.0	4.3	4.3
<b>KURV</b>	N/T	2.6	1.6	2.2	2.2	3.1
<b>XAAA</b>	easy	3.2	2.7	2.7	3.2	2.3
<b>KSOX-FM</b>	oldies	2.3	1.5	1.9	2.0	1.9
<b>XVTH</b>	Spanish	1.7	1.3	1.0	1.2	1.3
<b>KIRT</b>	Spanish	1.7	1.4	2.1	2.1	1.2
<b>XAVO</b>	Spanish	—	—	—	—	1.0

## COLORADO SPRINGS, CO

<b>KKMG</b>	top 40	10.3	10.9	10.0	9.1	10.8
<b>KKCS-FM</b>	country	8.2	8.1	7.9	6.8	9.1
<b>KKFM</b>	cls rock	9.0	9.8	8.6	8.1	8.0
<b>KILO</b>	album	7.4	6.7	7.9	6.2	6.9
<b>KCCY</b>	country	5.3	7.4	7.4	5.4	6.0
<b>KSPZ</b>	oldies	4.8	6.2	4.5	5.8	6.0
<b>KVUU</b>	AC	5.1	5.3	5.0	5.8	5.7
<b>KVOR</b>	N/T	4.2	3.9	6.0	5.5	5.4
<b>KKLI</b>	AC	6.4	4.2	4.5	5.5	4.9
<b>KRDO-FM</b>	AC	3.5	2.8	3.5	4.4	4.1
<b>KOA</b>	N/T	4.8	5.3	4.0	3.9	3.8
<b>KSKX</b>	jazz	4.5	3.9	3.8	4.7	3.4
<b>KBIQ</b>	religious	1.9	1.9	1.2	1.9	1.8
<b>KQKS</b>	top 40/rhythm	1.0	2.0	.9	1.3	1.8
<b>KGFT</b>	religious	1.4	1.7	1.2	1.3	1.5
<b>KTWK</b>	N/T	1.0	.8	1.2	1.1	1.5
<b>KCMN</b>	adult std	1.9	1.4	1.4	3.2	1.3

They're all playing Monifah's "Touch It!"

Rhythmic Top 40 Monitor: (11) - (5)

Total Audience Over 30 Million

Crossing Over To  
Top 40 Mainstream Now!

PRODUCED BY: JACK KNIGHT FOR DAKODA HOUSE PRODUCTIONS, INC  
CO-PRODUCED BY: SCREWFACE  
WRITTEN BY: JACK KNIGHT & SCREWFACE



# "I GUESS FEBRUARY'S TAKEN CARE OF..."

## FEBRUARY 1999

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
<p>Productive morning - am meeting</p> <p>Proctor's meeting - Noon</p> <p>check out</p> <p>Burr P. 1</p>	<p>Check out</p> <p>colpette's</p> <p>near morning</p> <p>tear</p> <p>Reviews pm</p> <p>Send out</p> <p>add vits</p> <p>2</p>	<p>AM - client</p> <p>calls with G.M.</p> <p>Review Morning</p> <p>show - 10am</p> <p>Music calls</p> <p>Listen to</p> <p>airchecks</p> <p>3</p>	<p>Music meeting</p> <p>conference call</p> <p>11am - Gary PD</p> <p>Management</p> <p>meeting 4pm</p> <p>Do class 7pm</p> <p>4</p>	<p>Conference call</p> <p>with consultant</p> <p>9am</p> <p>Plan</p> <p>meeting 11am,</p> <p>upgrade vits</p> <p>concert</p> <p>co-promote</p> <p>5</p>	<p>Check out</p> <p>T &amp; R</p> <p>G.M.'s birthday!</p> <p>- can</p> <p>Air shift</p> <p>6</p>	<p>Morris Birthday</p> <p>- present</p> <p>Myrius - maybe</p> <p>concert from</p> <p>Air storm.</p> <p>Air shift</p> <p>7</p>
<p>Buy new tie</p> <p>Meeting with</p> <p>G.M. - 9am</p> <p>Proctor resumes</p> <p>Wedding Anniversary 8:1</p> <p>President's Day</p> <p>Air Shift !!</p> <p>write memo</p> <p>re vacation</p> <p>Spring book</p> <p>books 15</p>	<p>Depart</p> <p>send out</p> <p>add vits</p> <p>absolutely must</p> <p>send flowers</p> <p>if forgot</p> <p>Monday.</p> <p>9</p>	<p>Consultant</p> <p>conference call</p> <p>9am</p> <p>Meeting with</p> <p>sales 10:30</p> <p>Music calls</p> <p>10</p>	<p>Music meeting</p> <p>- 10am</p> <p>Another</p> <p>meeting with</p> <p>sales 11:30am</p> <p>2pm</p> <p>11</p>	<p>Lincoln's Birthday</p> <p>Proctor</p> <p>meeting - 9am</p> <p>Party list</p> <p>meeting 11am</p> <p>update</p> <p>books</p> <p>Drinks with</p> <p>our staff</p> <p>12</p>	<p>Hour cut 10:30</p> <p>concert</p> <p>co-promote</p> <p>Air shift</p> <p>13</p>	<p>Valerie's Birthday</p> <p>Proctor</p> <p>Proctor's</p> <p>from</p> <p>Air shift</p> <p>14</p>
<p>Washington's Birthday</p> <p>Vacation</p> <p>Day 21</p> <p>Staff meeting</p> <p>22</p>	<p>Meeting with</p> <p>sales 9:30am</p> <p>send out</p> <p>add vits</p> <p>staff meeting</p> <p>noon</p> <p>16</p>	<p>Doctor - refill</p> <p>prescription.</p> <p>9:30am - 11am</p> <p>Music calls</p> <p>Consultation in</p> <p>town</p> <p>- Dinner</p> <p>24</p>	<p>Music meeting</p> <p>10am</p> <p>conference call</p> <p>11am - Gary PD</p> <p>Management</p> <p>meeting 4pm</p> <p>Do class 7pm</p> <p>25</p>	<p>Proctor's</p> <p>meeting 9am</p> <p>Party list</p> <p>meeting 11am,</p> <p>update</p> <p>books</p> <p>Dinner out?</p> <p>26</p>	<p>Kids' soccer</p> <p>practice</p> <p>Listen to</p> <p>airchecks</p> <p>Air shift</p> <p>27</p>	<p>Family reunion</p> <p>picnic (try to</p> <p>cancel)</p> <p>Air shift</p> <p>28</p>
<p><b>*GAVIN SEMINA R*</b></p> <p><b>Hyatt Regency, New Orleans (504) 561-1234</b></p> <p>17 18 19 20 21</p>						

SEND FLOWERS

TOP 40 UP&COMING

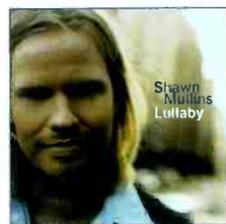
Rpts.	Adds	SPINS	TREND	
53	51	125	+95	* MATCHBOX 20 - Back 2 Good (Lava/Atlantic)
34	19	321	+218	REPUBLICA - Ready To Go (RCA)
33	3	569	+92	SWEETBOX - Everything's Gonna Be Alright (RCA)
31	3	555	-33	SMASHING PUMPKINS - Perfect (Virgin)
29	4	454	+114	MONIFAH - Touch It (Universal)
27	4	544	+103	SHAGGY featuring JANET JACKSON - Luv Me Luv Me (MCA)
27	11	253	+192	CLEOPATRA - Life's Not Easy (Maverick)
26	—	726	+55	LAURYN HILL - Can't Take My Eyes Off You (Columbia/CRG)
25	—	498	-111	ANGGUN - Snow On The Sahara (Epic)
25	1	478	+20	EBBA FORSBERG - Hold Me (Maverick)
25	9	307	+152	NEXT - I Still Love You (Arista)
24	1	495	-76	WILD ORCHID - Be Mine (RCA)
23	1	399	+52	BABYFACE - You Were There (Epic)
22	4	376	+179	INNER CIRCLE - Da Bomb (Universal)
22	6	327	+28	THE GOODS - I'm Not Average (Blackheart/Mercury)
21	1	408	-112	BIG PUNISHER - Still Not A Player (Loud)
21	4	305	+257	DUNCAN SHEIK - Bite Your Tongue (Atlantic)
21	11	202	+190	STEVIE NICKS - If You Ever Did Believe (Reprise)
18	3	307	+144	REBEKAH - Hey Genius (Elektra/EEG)
17	4	360	+11	NICOLE - Make It Hot (The Gold Mind, Inc./EastWest)
17	5	276	+136	TAYLOR DAYNE - Unstoppable (River North)
17	8	265	+205	* BRYAN ADAMS - On A Day Like Today (A&M)
17	13	73	+58	* ACE OF BASE - Whenever You're Near Me (Arista)
16	5	184	0	MICHELLE LEWIS - Nowhere And Everywhere (Giant/Warner Bros.)
14	2	204	+42	MUDHENS - High Tide In Tucson (MH)
14	3	159	+37	NICK HEYWARD - Stars In Her Eyes (Big Deal/Paradigm)
13	7	148	+59	* NATALIE MERCHANT - Break Your Heart (Elektra/EEG)
12	1	177	+66	LeANN RIMES - Feels Like Home (MCG/Curb)
11	—	199	-4	AUDRA & ALAYNA - Tell Me (Blackheart/Mercury)
11	—	188	+22	SEVENTH VEIL - How I Feel (Warped)
10	—	161	+13	THE TUESDAYS - I Was Thinking Of You (Arista)
10	10	82	+82	* KORY & THE FIREFLIES - Sometimes

Drops: #32-Savage Garden, #35-Ace of Base, #40-Dave Matthews Band, Pure Sugar, Stars on 54, Brandy featuring Mase, Ricky Jones, Dreamhouse, No Authority.

GAVIN ONLY

GO STATION PANEL: The GO Chart is based on reports by 90 GAVIN correspondents who are not part of Radio & Record's or Billboard's panels. UNDERLINES indicate upward movement, while **RED** entries highlight a stronger performance than on the main Top 40 Chart.

MOST ADDED



- SHAWN MULLINS (30)
- MATCHBOX 20 (24)
- ALANIS MORISSETTE (21)
- GOO GOO DOLLS (16)
- KORY & THE FIREFLIES (10)

TW		SPINS	TREND
1	JENNIFER PAIGE - Crush (Edel America/Hollywood)	3713	+150
2	BARENAKED LADIES - One Week (Reprise)	3577	+286
3	AEROSMITH - I Don't Want To Miss A Thing (Columbia/CRG)	3499	+115
4	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	3140	+319
5	'N SYNC - Tearin' Up My Heart (RCA)	2833	+138
6	NATALIE IMBRUGLIA - Wishing I Was There (RCA)	2776	+78
7	HOOTIE & THE BLOWFISH - I Will Wait (Atlantic)	2745	+240
8	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	2603	+150
9	SHERYL CROW - My Favorite Mistake (A&M)	2338	+360
10	EVERYTHING - Hooch (Blackbird/Sire)	2198	+108
11	ALL SAINTS - Never Ever (London/Island)	2156	+89
12	MATCHBOX 20 - Real World (Lava/Atlantic)	2124	+21
13	SEMISONIC - Closing Time (MCA)	2095	-29
14	THIRD EYE BLIND - Jumper (Elektra/EEG)	2030	+294
15	EAGLE EYE CHERRY - Save Tonight (WORK)	1948	+160
16	BRIAN SETZER ORCHESTRA - Jump Jive An' Wail (Interscope)	1934	+142
17	FAITH HILL - This Kiss (Warner Bros.)	1884	+110
18	JANET JACKSON - Go Deep (Virgin)	1878	+171
19	INOJ - Time After Time (So So Def/Columbia/CRG)	1690	+76
20	BRANDY & MONICA - The Boy Is Mine (Atlantic)	1660	-56
21	JOHN MELLENCAMP - Your Life Is Now (Columbia/CRG)	1614	+462
22	MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)	1577	+423
23	EDWIN McCAIN - I'll Be (Lava/Atlantic)	1551	+194
24	AALIYAH - Are You That Somebody (Atlantic)	1375	+227
25	HARVEY DANGER - Flaggpole Sitta (Slash/London)	1218	+27
26	NEXT - Too Close (Arista)	1176	-9
27	P.M. DAWN - I Had No Right (V2)	1086	+189
28	EVE 6 - Inside Out (RCA)	1041	+175
29	FASTBALL - The Way (Hollywood)	1003	-70
30	SHANIA TWAIN - From This Moment On (Mercury)	978	+134
31	WILL SMITH - Just The Two Of Us (Columbia/CRG)	921	-19
32	FIVE - When The Lights Go Out (Arista)	873	+12
33	IDINA MENZEL - Minuet (Hollywood)	719	<b>N</b>
34	MONICA - First Night (Arista)	698	+95
35	DAVE MATTHEWS BAND - Stay (Wasting Time) (RCA)	680	0
36	ACE OF BASE - Cruel Summer (Arista)	630	-73
37	GOO GOO DOLLS - Slide (Warner Bros.)	623	<b>N</b>
38	SAVAGE GARDEN - To The Moon & Back (Columbia/CRG)	595	+31
39	ALANIS MORISSETTE - Uninvited (Warner Sunset/Reprise)	589	+42
40	98 DEGREES - Because Of You (Motown)	585	<b>N</b>

ARTIST PROFILE

BRITNEY SPEARS

LABEL: Jive  
 PROMOTIONAL CONTACT: Senior VP of Promotion Jack Satter  
 HOMETOWN AND BIRTHDATE: "Kentwood, La., December 2, 1981."  
 MAJOR MUSICAL INFLUENCES: "Prince, Whitney Houston, and Mariah Carey."  
 YOUR FAVORITE ALBUM OF ALL-TIME: "Michael Jackson's *Thriller*."  
 WHAT RADIO STATION DID YOU GROW UP LISTENING TO? "102.5 and 104.1 in Kentwood, La."  
 THINGS THAT MAKE YOU HAPPY: "Shopping, eating homemade meals, performing, spending time with family."  
 THINGS THAT MAKE YOU

SAD: "Homeless people, no dessert."  
 YOUR BEST PERSONALITY TRAIT: "Making the best of things."  
 YOUR WORST PERSONALITY TRAIT: "Biting my nails and worrying too much."  
 FAVORITE WAYS TO RELAX: "Going to the beach, reading books."  
 FAVORITE COMFORT FOOD: "Cookie dough ice cream and pasta."  
 IF YOU COULD LIVE ANYWHERE, WHERE WOULD IT BE AND WHY? "Florida, because it's beautiful and close to home."  
 SOMETHING PEOPLE WOULD BE SURPRISED TO KNOW ABOUT YOU: "I have the ugliest toes in



the world."  
 THREE ESSENTIALS YOU'D NEED TO LIVE ON A DESERT ISLAND: "Food, Brad Pitt, and music."  
 BEST CAREER MOMENT SO FAR: "Going to Sweden and working with Max Martin and Remy."  
 FUTURE AMBITIONS: "To write my own music and be a success."  
 QUOTE ABOUT YOUR MUSIC: "I think my music captures my personality because it's happy and fun."

**MOST ADDED**



**NICOLE (13)**  
**PRAS (9)**  
**DRU HILL (8)**  
**\*DIVINE (7)**  
**\*VOICES OF THEORY (7)**

**TOP TIP**



**NICOLE**  
 "I Can't See"  
 (The Gold Mind, Inc./EastWest)  
 This second single by Nicole can already be seen and felt by The Bomb, WBTT, and KHTN/FM.

**RADIO SAYS**



**XSCAPE**  
 "My Little Secret"  
 (So So Def/Columbia/CRG)  
 #1 phones for us, across all demos and ethnic lines. It's exactly the type of song we want."  
 —Mark Feather, PD, KISV (Kiss 94.1)-Bakersfield

**RHYTHM CROSSOVER**

LW	TW	Weeks	Reports	Adds	SPINS	TREND		
1	1	AALIYAH	- Are You That Somebody (Atlantic)	5	53	0	3059	-11
2	2	MONICA	- First Night (Arista)	5	54	0	2500	+362
6	3	MYA	- Movin' On (Interscope)	5	49	1	2212	+465
3	4	TATYANA ALI	- Daydreamin' (MJJ/Epic)	5	40	0	1941	-87
7	5	MONIFAH	- Touch It (Universal)	5	45	2	1851	+281
4	6	NICOLE	- Make It Hot (The Gold Mind, Inc./EastWest)	5	39	1	1824	+18
5	7	LAURYN HILL	- Can't Take My Eyes Off You (Columbia/CRG)	5	43	1	1733	-66
13	8	LAURYN HILL	- Doo Wop (That Thing) (Columbia/CRG)	5	42	5	1640	+367
12	9	GINUWINE	- Same Ol' G (Atlantic)	5	37	0	1438	+154
16	10	XSCAPE	- My Little Secret (So So Def/Columbia/CRG)	5	40	2	1405	+382
8	11	INOJ	- Time After Time (So So Def/Columbia/CRG)	5	32	0	1375	-106
20	12	TQ	- Westside (Epic)	5	30	3	1207	+289
22	13	DIVINE	- Lately (Red Ant)	5	38	7	1185	+281
<i>Exploding everywhere it's played. Period.</i>								
10	14	BRANDY featuring MASE	- Top Of The World (Atlantic)	5	26	0	1130	-213
11	15	BRANDY & MONICA	- The Boy Is Mine (Atlantic)	5	30	0	1129	-197
9	16	BIG PUNISHER	- Still Not A Player (Loud)	5	26	0	1103	-260
14	17	USHER	- My Way (LaFace/Arista)	5	25	0	1094	-170
18	18	KEITH SWEAT	- Come With Me (Elektra/EEG)	5	36	3	1067	+88
17	19	BACKSTREET BOYS	- I'll Never Break Your Heart (Jive)	5	26	1	1057	+48
15	20	NEXT	- Too Close (Arista)	5	25	0	1026	-14
23	21	NEXT	- I Still Love You (Arista)	5	36	3	1012	+133
26	22	DRU HILL	- How Deep Is Your Love (Island)	5	39	8	1008	+258
<i>See Michael Martin's self-explanatory quote at right.</i>								
29	23	PRAS MICHEL	- Ghetto Supastar... (Interscope)	5	22	0	841	+114
19	24	'N SYNC	- Tearin' Up My Heart (RCA)	5	23	1	831	-114
35	25	R. KELLY	- Half On A Baby (Jive)	5	31	1	807	+212
21	26	SHAGGY featuring JANET JACKSON	- Luv Me Luv Me (MCA)	5	19	0	772	-133
34	27	JENNIFER PAIGE	- Crush (Edel America/Hollywood)	5	17	0	727	+121
24	28	JON B.	- They Don't Know (Yab Yum/550 Music)	5	15	0	697	-133
33	29	J. DUPRI feat. M. CAREY	- Sweetheart (So So Def/Columbia/CRG)	5	29	3	683	+62
28	30	JANET JACKSON	- Go Deep (Virgin)	5	18	0	679	-52
31	31	J. DUPRI feat. JAY-Z	- Money Ain't a Thang (So So Def/Columbia/CRG)	5	22	2	647	-27
30	32	MASE	- Lookin' At Me (Bad Boy/Arista)	5	19	0	625	-51
32	33	MO THUGS FAMILY	- All Good (Relativity)	5	14	0	572	-51
27	34	WILL SMITH	- Just The Two Of Us (Columbia/CRG)	5	17	0	566	-184
36	35	VOICES OF THEORY	- Say It (H.O.L.A./Red Ant)	5	13	0	562	+30
39	36	SWEETBOX	- Everything's Gonna Be Alright (RCA)	5	20	1	539	+48
25	37	CAM'RON feat. MASE	- Horse And Carriage (Entertainment/Epic)	5	21	0	537	-268
37	38	SNOOP DOGGY DOGG	- Still A G Thang (No Limit/Priority)	5	19	0	529	+22
38	39	KELLY PRICE	- Friend Of Mine (Island)	5	13	0	502	-5
—	40	TAMIA	- So Into You (Qwest/Warner Bros.)	8	21	2	499	N

Total Reports This Week 57 Last Week 54

**CHARTBOUND**

Reports	Adds	SPINS	TREND		
BIZZY BONE	- "Thugs Cry (Relativity)	16	1	369	+27
NICOLE	- "I Can't See" (The Gold Mind, Inc./ EastWest)	15	13	124	+96
PRAS MICHEL	- "Blue Angels" (Columbia/CRG)	14	9	181	+56
SHAQUILLE O'NEAL	- "The Way It's Goin' Down" (T.W.I.S.M./A&M)	13	1	313	+58
WILLIE MAX	- "Can't Get Enough" (Motown)	13	3	126	+86

**FOR THE RECORD**

"Nicole Renée is my pick for artist of the year.



Musically, she's very diverse; a true artist and superstar. 'Strawberry' is Top 5 phones."

—Joey Arbagey, PD, KMEL-San Francisco

"Dru Hill's 'How Deep Is Your Love' has exploded for us." —Michael Martin, PD, Wild 94.9 (KYLD)-San Francisco



"I love the latest from Will Smith, even if I'm not living in 'Miami.'"

—Danny Ocean, APD/MD, Jam'n 94.5 (WJMN)-Boston

"Incredible phone reaction on 'N Sync's 'God



Must Have Spent...'  
 One of my top five favorite songs of the year." —Erik

Bradley, MD, B96-Chicago

"Joints & Jams' by Black Eyed Peas is through the roof." —Russ Allen, PD, 102 Jamz (WJHM)-Orlando

"We've tested 'Music Sounds Better With You' by Stardust (Virgin) in every daypart—already getting good reaction." —Jason Hillery, Acting PD, KBTE-Corpus Christi

RHYTHM CROSSOVER REPORTS  
 ACCEPTED MONDAYS & TUESDAYS  
 8:30 A.M.-4 P.M.  
 GAVIN STATION REPORTING  
 PHONE: (415) 495-1990  
 FAX: (415) 495-2580

**THE FOLLOWING STATIONS DID NOT REPORT THIS WEEK:**

- 92Q-Baltimore
- KDGS-Wichita
- KKSS-Albuquerque
- KTFM-San Antonio
- KZFM-Corpus Christi
- Power 96-Miami

**CHANGING FORMATS:**  
 KCHX-Midland/Odessa  
 WKXJ-Chattanooga

**OUTTATHEMIX**

**DJ DIVINE**

Mixshow Coord., KCAQ-Oxnard, CA

**112 "Love Me Featuring Mase"**  
 (Bad Boy/ Arista)  
 "Can't go wrong with the Bad Boy Sound."

**Andrea Martin "Let Me Return The Favor"**  
 (Arista)

"If you like R&B this is the new flavor."

**SKYY WALKER**

OM/PD, WXXP Party 105 - Long Island, NY

**Branbug "Rain" (Strictly Rhythm)**

"Very underground, very melodic, and easy to listen to. The station is totally behind this record."

**Venga Boys "Up and Down" ( Time Records)**

"Hot Request, the most requested record at the station. It's an instrumental track with a catchy hook. All the club jocks are banging it on Long Island."

# HOT A/C

RAVES *continued*

## MOST ADDED



- ALANIS MORISSETTE (36)
- BRUCE HORNSBY (27)
- SHAWN MULLINS (21)
- FASTBALL (15)
- GOO GOO DOLLS (14)

## TOP TIP



**ALANIS MORISSETTE**  
 "Thank U" (Maverick/Reprise)  
 Blasting out-of-the-box faster than a speeding bullet is Hot A/C's #1 Most Added from this Canadian singer.

## RADIO SAYS



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

"I'll Be" is one of those songs that was a slow build, but will be in our library forever. We added it in February and we're still spinning it 35 times a week." —Erik Johnson, MD, KSRZ/FM-Omaha

LW	TW	Reports	Adds	SPINS	TREND
1	1	117	0	4559	-14
2	2	119	2	4317	+3
3	3	124	0	4245	+217
4	4	110	1	3928	+160
5	5	104	1	3847	+133
8	6	119	5	3553	+508
6	7	99	0	3322	-259
7	8	111	0	3246	-30
9	9	97	2	3130	+164
12	10	93	1	2866	+137
10	11	85	0	2715	-74
11	12	87	0	2572	-211
13	13	89	1	2552	+17
17	14	100	6	2288	+363
16	15	80	1	2161	+146
18	16	85	8	2132	+208
19	17	64	1	1965	+137
15	18	70	0	1937	-200
25	19	73	5	1704	+167
<i>One of the week's biggest movers, Eagle-Eye Cherry soars into Top 20 territory.</i>					
14	20	60	0	1698	-487
20	21	58	0	1618	-128
23	22	70	2	1566	-27
22	23	65	0	1477	-143
24	24	45	0	1464	-103
29	25	73	6	1394	+138
27	26	53	0	1309	-63
26	27	50	0	1219	-182
21	28	49	0	1213	-452
28	29	49	0	1178	-97
31	30	57	3	1150	+133
30	31	54	1	1131	+20
32	32	40	0	1101	+98
33	33	44	0	980	+43
40	34	49	10	896	+284
35	35	41	1	848	-38
34	36	24	0	785	-103
38	37	40	1	742	+49
—	38	43	21	710	N
<i>Last week's Top Tip is this week's only debut and trends upward by 274.</i>					
36	39	37	0	707	-163
37	40	26	0	564	-208

Total Reports This Week 128 Last Week 126

CHARTBOUND					DROPS				
Reports	Adds	SPINS	TREND	Reports	Adds	SPINS	TREND		
*ALANIS MORISSETTE - "Thank U" (Maverick/Reprise)	36	36	362	+362	IDINA MENZEL - "Minuet" (Hollywood)	22	3	376	+53
FASTBALL - "Fire Escape" (Hollywood)	33	15	471	+200	LUCINDA WILLIAMS - "Right in Time" (Mercury)	19	2	227	+28
GOO GOO DOLLS - "Slide" (Warner Bros.)	32	14	515	+229	CHRIS ISAAK - "Please" (Reprise)	18	3	257	+14
*BRUCE HORNSBY - "The Great Divide" (RCA)	31	27	351	+294					
MICHELLE LEWIS - "Nowhere..." (Giant/Warner Bros.)	22	4	366	+68					

coming "collectors' edition" double-CD set. Impacting Top 40 and all shades of A/C.

## BRITNEY SPEARS "...Baby One More Time" (Jive)

Meet pop music's latest star-on-the-horizon: 16-year old Britney Spears, whose debut single is one funky jam. Stations like WDRQ-Detroit and WWZZ-Washington, D.C. are already leading the charge. It's three and a half minutes of pure pop, complete with a killer cold end! Impacting mainstream Top 40, Rhythm-Crossover, and Hot A/C.



## GOO GOO DOLLS "Slide" (Warner Bros.)

Firmly ensconced at #1 on GAVIN'S Hot A/C chart since July 10 with "Iris" (which will undoubtedly rank as one of the year's biggest songs), the Dolls follow-up that effort with the lively and catchy "Slide." B94-Pittsburgh PD David Edgar has already sung the praises of this song in *gmail*, and it's already Top Ten at Alternative. Impacting mainstream Top 40 and Hot-Modern A/C.

*Continued on page 42*

HOT A/C REPORTS ACCEPTED  
 MONDAYS 8 A.M.-5 P.M.  
 GAVIN STATION REPORTING  
 PHONE: (415) 495-1990  
 FAX: (415) 495-2580

## ARTIST PROFILE

# CRAIG HONEYCUTT

of Everything

EVERYTHING IS: Rich Bradley (tenor sax, guitar, vocals); Nate Brown (percussion, vocals); Craig Honeycutt (lead vocals, guitar); Wolfe Quinn (keyboards, trombone); David Slankard (bass); Steve Van Dam (guitar, alto sax, clarinet, vocals).

LABEL: Blackbird/Sire  
 SR. VP. PROMOTION: Catherine Burke  
 CURRENT SINGLE: "Hooch"  
 HOMETOWN & BIRTHDATE: "Crofton, Maryland; April 8, 1970."  
 MAJOR MUSICAL INFLUENCES:

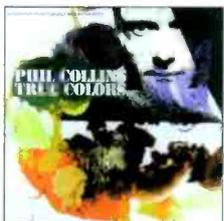
"The people we play with on the road."  
 WHAT RADIO STATIONS DID YOU GROW UP LISTENING TO? "WHFS, DC101, JAZZ90."  
 HOW WERE YOU DISCOVERED? "We played on the road, released albums on our own, and basically made a lot of noise."  
 THINGS THAT MAKE YOU HAPPY: "Living"  
 THINGS THAT MAKE YOU SAD: "Living"

BEST PERSONALITY TRAIT: "Obsessed with music."  
 WORST PERSONALITY TRAIT: "Obsessed with music."  
 PET PEEVE: "Unfilled ice trays."  
 FAVORITE MOVIE OF ALL-TIME: "Willy Wonka."  
 FAVORITE WAY TO RELAX: "Sleep."  
 IF YOU COULD TRADE PLACES WITH ANYONE FOR A DAY, WHO WOULD IT BE AND WHY? "Chris Rock, because you

know that for 24 hours you'd be saying some funny, hip s—t."  
 FUTURE AMBITIONS: "Faster music."

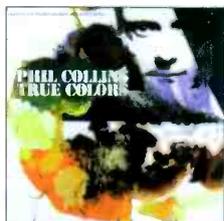


**MOST ADDED**



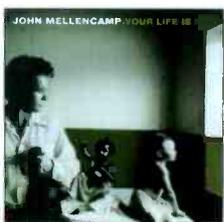
**PHIL COLLINS (46)**  
**BONNIE RAITT (37)**  
**BRUCE HORNSBY (25)**  
**LIONEL RICHIE (20)**  
**\*\*BETTE MIDLER (18)**  
**\*\*DAVID CASSIDY (18)**

**TOP TIP**



**PHIL COLLINS**  
 "True Colors" (Atlantic)  
 Nearly one-third of the A/C panel give Phil an out-of-the-box nod, making him the format's #1 Most Added.

**RADIO SAYS**



**JOHN MELLENCAMP**  
 "Your Life Is Now"  
 (Columbia/CRG)

"So vintage Mellencamp, it's an absolute natural for A/C radio."  
 —Steve Larson, PD, KKLI-Colorado Springs, Colo.

**A/C**  
 A D U L T C O N T E M P O R A R Y

LW	TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	1	<b>BACKSTREET BOYS</b> - I'll Never Break Your Heart (Jive)	13	149	3	3620	+245	55	46	37	8
4	2	<b>JOHN TESH</b> featuring <b>DALIA</b> - Mother I Miss You (GTSP/Mercury)	8	150	3	3141	+355	49	28	39	26
3	3	<b>CELINE DION</b> - To Love You More (550 Music)	20	116	0	2858	+17	41	39	30	6
7	4	<b>FAITH HILL</b> - This Kiss (Warner Bros.)	11	133	9	2818	+222	33	41	36	17
5	5	<b>GEORGE BENSON</b> - Standing Together (GRP)	14	130	3	2771	+105	48	19	28	25
2	6	<b>ROD STEWART</b> - Ooh La La (Warner Bros.)	20	122	1	2694	-149	31	40	35	16
12	7	<b>JOHN MELLENCAMP</b> - Your Life Is Now (Columbia/CRG)	4	128	12	2523	+539	35	24	39	21
14	8	<b>SHANIA TWAIN</b> - From This Moment On (Mercury)	5	139	12	2456	+493	25	26	38	38
<i>Shania scores herself another trip into A/C's Top Ten!</i>											
8	9	<b>ANNE COCHRAN</b> and <b>JIM BRICKMAN</b> - After All These Years (Windham Hill)	15	114	4	2294	-176	22	34	34	19
6	10	<b>GARTH BROOKS</b> - To Make You Feel My Love (Capitol)	20	108	0	2290	-339	30	27	29	16
15	11	<b>HOOTIE &amp; THE BLOWFISH</b> - I Will Wait (Atlantic)	6	95	4	2143	+240	34	21	27	11
11	12	<b>AEROSMITH</b> - I Don't Want To Miss A Thing (Columbia/CRG)	18	91	3	2142	+117	38	18	21	10
10	13	<b>LIONEL RICHIE</b> - Time (Mercury)	19	88	0	1784	-297	15	28	31	11
20	14	<b>LeANN RIMES</b> - Feels Like Home (MCG/Curb)	7	106	7	1764	+241	16	20	29	31
18	15	<b>DAKOTA MOON</b> - Another Day Goes By (Elektra/EEG)	10	88	4	1745	+140	22	19	27	20
21	16	<b>AMERICA</b> - From A Moving Train (Oxygen)	6	92	6	1676	+230	12	26	33	15
16	17	<b>SHANIA TWAIN</b> - You're Still The One (Mercury)	37	78	0	1668	-219	17	24	25	11
23	18	<b>CHUCK JACKSON</b> - What Goes Around (Wave Entertainment)	11	71	3	1564	+198	25	16	19	11
13	19	<b>SAVAGE GARDEN</b> - To The Moon & Back (Columbia/CRG)	15	76	0	1521	-450	11	23	32	9
19	20	<b>NATALIE IMBRUGLIA</b> - Torn (RCA)	34	72	1	1495	-104	14	18	27	13
22	21	<b>MAX CARL &amp; BIG DANCE</b> - One More River (Mission)	16	79	0	1453	+44	18	18	19	18
9	22	<b>RICHIE SAMBORA</b> - In It For Love (Mercury)	14	68	0	1451	-689	17	19	23	7
17	23	<b>MARC ANTHONY &amp; TINA ARENA</b> - I Want To Spend My... (Sony Classical/Columbia/CRG)	11	79	0	1437	-316	17	16	20	20
31	24	<b>SHERYL CROW</b> - My Favorite Mistake (A&M)	5	71	12	1345	+363	13	19	23	13
<i>Quickly following Top 40 and Hot A/C's lead.</i>											
26	25	<b>AMY GRANT</b> - I Will Be Your Friend (A&M)	10	83	4	1330	+111	6	17	32	22
27	26	<b>JAMAICA</b> - Tell Me Where It Hurts (National)	8	67	2	1235	+90	12	18	19	18
28	27	<b>CUTTING EDGE</b> - Without You (Thunder Quest)	15	56	2	1211	+79	18	16	16	4
24	28	<b>SARAH McLACHLAN</b> - Adia (Netwerk/Arista)	30	63	0	1116	-228	8	12	24	18
30	29	<b>NATALIE IMBRUGLIA</b> - Wishing I Was There (RCA)	11	48	1	1061	+52	15	13	14	6
34	30	<b>SIMON APPLE</b> - A Boy Like Me (Trunk)	21	50	2	1030	+93	16	12	9	12
39	31	<b>EDWIN McCAIN</b> - I'll Be (Lava/Atlantic)	46	62	7	1014	+254	7	9	23	14
33	32	<b>LINDA HORNBUCKLE</b> - Pages Of Time (FT)	19	49	2	1014	+64	13	15	12	8
35	33	<b>JENNIFER PAIGE</b> - Crush (Edel America/Hollywood)	10	40	2	977	+60	16	10	12	2
32	34	<b>ERIC CLAPTON</b> - My Father's Eyes (Duck/Reprise)	33	53	1	970	-3	6	14	18	14
37	35	<b>FICTION</b> - So Many Tears (High Time)	20	41	3	904	+55	18	7	7	9
38	36	<b>PLEASURE FORCE</b> - Come With Pleasure (Starbound)	10	47	1	872	+96	5	16	18	6
25	37	<b>CHRISTINA AGUILERA</b> - Reflection (Walt Disney/Hollywood)	15	51	1	848	-382	8	5	16	18
—	38	<b>LOUETTE</b> - Living For The Weekend (Private Eye/Mercury)	11	44	3	847	N	7	17	11	8
36	39	<b>LeANN RIMES</b> - Looking Through Your Eyes (Curb/Atlantic)	27	47	0	829	-34	4	16	14	8
—	40	<b>FULL MOON BAY</b> - Back Into The Night (Hudson Valley)	9	48	3	800	N	7	9	17	13

Total Reports This Week 174 Last Week 173

**CHARTBOUND**

	Reports	Adds	SPINS	TREND
<b>BETTE MIDLER</b> - "My One True Friend" (Warner Bros.)	60	18	662	+214
<b>*PHIL COLLINS</b> - "True Colors" (Atlantic)	51	46	504	+448
<b>PJ</b> - "A Little Bit of Me" (Tidal Wave)	49	6	758	+183
<b>LISA MOLINA</b> - "I Would Walk Through Fire" (Wave Entertainment)	49	8	671	+193
<b>DAVID CASSIDY</b> - "No Bridge I Wouldn't Cross" (Slamajama)	46	18	496	+215

**SPINCREASE**

<b>JOHN MELLENCAMP</b>	<b>+539</b>
<b>SHANIA TWAIN</b>	<b>+493</b>
<b>PHIL COLLINS</b>	<b>+448</b>
<b>BONNIE RAITT</b>	<b>+423</b>
<b>SHERYL CROW</b>	<b>+363</b>

**ARTISTPROFILE**

**DALIA**

**LABEL:** GTSP/Mercury  
**PROMOTION CONTACT:**  
 Scotty Meyers (516) 829-0964  
**CURRENT SINGLE:** "Mother I Miss You" (duet with John Tesh)  
**HOMETOWN & BIRTHDATE:**  
 Greensboro, N.C.; August 13  
**MAJOR MUSICAL INFLUENCES:**  
 "Aretha Franklin and a variety

of gospel artists."  
**THINGS THAT MAKE YOU HAPPY:**  
 "Family and friends, singing, and traveling."  
**THINGS THAT MAKE YOU SAD:**  
 "Being away from my family."  
**YOUR BEST PERSONALITY TRAITS:**  
 "Being objective and open-minded. I like to laugh and try to be a very giving person."  
**YOUR WORST PERSONALITY TRAIT:** "Sometimes I'm too



much of a perfectionist."  
**FAVORITE COMFORT FOOD:**  
 "French fries."  
**FAVORITE MEMORY OF YOUR MOTHER:** "She was a truly sweet person, but she always kept me in line."  
**IF YOU COULD LIVE ANYWHERE, WHERE WOULD IT BE AND WHY?**  
 "Where I currently live, Charlotte, N.C., because it's not too big and not too small. I also like the fact that it's close to both the beaches and the mountains."

**THREE THINGS YOU'D NEED TO SURVIVE ON A DESERT ISLAND:**  
 "My family, my music, and my french fries."  
**FUTURE AMBITIONS:** "To touch people with music, continue to help my family and friends, and do more production and songwriting."  
**ON WORKING WITH JOHN TESH:**  
 "John is really down-to-earth and easy to work with. He's also extremely talented and has a great sense of humor!"

PASSION BURNS LIKE NEVER BEFORE

# JULIO IGLESIAS

SMOKE GETS IN YOUR EYES

DUET WITH ALL-4-ONE

Impacting Adult Radio  
September 28 & 29.

From his new album  
"My Life: The Greatest Hits"



On COLUMBIA

[www.julioiglesias.net](http://www.julioiglesias.net)

All-4-One appears courtesy of Blitz Records/A-Tune Recording Corporation.  
"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1998 Sony Music Entertainment (Ireland) B.V.  
Album Cover: Alvaro Rodriguez.

**A/C UP&COMING**

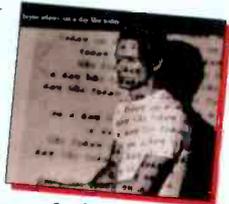
Rpts.	Adds	SPINS	TREND	
46	37	542	+423	* BONNIE RAITT - Blue For No Reason (Capitol)
43	17	588	+243	MADONNA - The Power Of Goodbye (Maverick/Warner Bros.)
41	—	677	+52	SLIM MAN - End Of The Rainbow (GES)
40	4	483	+94	FREE CLINIC - Morning Rain (Free Clinic)
38	3	703	+122	ALAN ST. JON - Kick (J-Bird)
37	2	732	+94	DAVID FRANKEL BAND - Cancin Into Dreamland (Anonymous Rex)
35	4	445	+82	MARSHALL TUCKER BAND - Love I Gave To You (K-TEL)
34	3	542	+67	JIM WALSH - This Is Home (Phon)
33	8	380	+99	TEN SUGAR COFFEE - Stand A Little Rain (Huge Secret)
32	2	383	+77	LIGHTHOUSE FAMILY - High (Island)
31	25	319	+250	* BRUCE HORNSBY - The Great Divider (RCA)
30	2	352	+74	PATTY O'HARA - Forever Friends (J-Bird)
28	1	663	+4	GOO GOO DOOLS - Iris (Warner Sunset/Reprise)
28	3	366	+46	DAVE ROBYN - Color Blind (High Time)
27	4	575	+106	BRIAN SETZER ORCHESTRA - Jump Jive An' Wail (InterScope)
27	20	242	+152	* LIONEL RICHIE - I Hear Your Voice (Mercury)
22	6	236	+57	JOE'S BAND - Daydream Lover (Rag)
21	2	282	+29	LENNY SMITH - Louisiana Mojo Man (Stingray)
20	2	217	+37	BABYFACE - You Were There (Epic)
20	11	223	+121	* KENNY LATTIMORE w/ HEATHER HEADLEY - Love Will Find Us (Columbia/CRG)
19	3	220	+30	ZAK DANIELS & ONE EYED SNAKES - Tombstone Hat (Big Water)
19	6	194	+47	FUSHIA - It's Not Too Late (Elektron)
19	6	199	+96	* MR. BLUE - Shadow On The Wall (Tidal Wave)
18	2	330	+35	EAGLE EYE CHERRY - Save Tonight (WORK)
16	3	169	+21	* JN DENIAL - Till The End Of Time (J-Bird)

Drops: #29-Ace of Base, #40-Chicago, Serdar.

**RAVES continued**

**BRYAN ADAMS**  
"On a Day Like Today" (A&M)

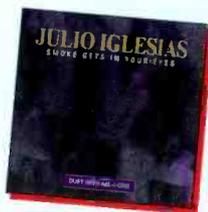
Here's the latest from another North-of-the-border superstar. The title track from Adams' forthcoming album is signature Bryan, through and through. Some stations couldn't wait and have already been playing this since it landed on their desks two weeks ago. Impacting mainstream Top 40 and all shades of A/C.



**JULIO IGLESIAS WITH ALL-4-ONE**  
"Smoke Gets in Your Eyes" (Columbia/CRG)

Time to get romantic with international sensation Julio Iglesias, who teams up for this lush duet with All-4-One. Maybe I'm too sentimental for my own good, but this remake of Jerome Kern's classic sends tingles

up my spine. K103-Portland is the first to add. From Julio's forthcoming double album, *My Life: the Greatest Hits*. Impacting mainstream A/C.



**Previously reviewed in the New Mainstream:**

- Ace of Base "Whenever You're Near Me" (Arista)** Reviewed September 18. Now impacting Hot and mainstream A/C.
- Phil Collins "True Colors" (Atlantic)** Reviewed September 18. Now impacting mainstream Top 40.
- Shawn Mullins "Lullaby" (Arista)** Reviewed September 11. Now impacting Top 40 and Hot-Modern A/C.

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—Casey Kasem

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—Your fan, Rick (Deas)

"The 'On The Air' special is absolutely beautiful! I've only begun to sample the rich treasures contained... But the really magnificent aspect of your special is that it preserves media reality... a reality that is, was perhaps, much too fast becoming mere myth." —Claude Hall

"...I hope you can pull back and enjoy this package as much as we who are experiencing a classic movie—or book—for the first time. We can't enjoy the meal, as we were not a part of the chaos in the kitchen.

As I thumbed through it at the station (only I knowing it was the bug-eyed Mel Leeds who came up with the call letters K-FOL and stroting flashbacks), some of the staff ooh'd and aah'd, impressed with both the style and content of your creation." —Ron Jacobs

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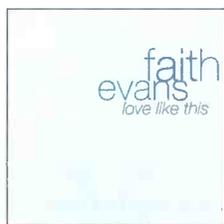
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## MOST ADDED



**FAITH EVANS (53)**  
"Love Like This"  
(Bad Boy/Arista)

Including: KMJJ, WJIZ, WPLZ, WKGN, KRIZ, WJMZ, KBMS, WJZO, KRRQ, KOXL, WRNB, WJFX, WJUN, KHRN, WBLX, WDOZ, KKDA, KMJK, WPAL, WAAA, WZHT, WPHI, WJMG, WDWI, WROU, KVSP, WKYS, WFXE, KJMM

**BRIAN MCKNIGHT (45)**  
"Hold Me" (Motown)

Including: WTLZ, KMJJ, WGLI, WPLZ, WKGN, WEUP, WJZO, KOKO, KRRQ, KOXL, WJFX, WJUN, KHRN, WBLX, WDOZ, KKDA, KMJK, WPAL, WAAA, WZHT, WJMG, WDWI, KVSP, WFXE, WUSL, KJMM, WQHH, WBLI, WIZF, WENN

**DESTINY'S CHILD (35)**  
"Get On The Bus"  
(Columbia/CRG)

Including: WTLZ, KMJJ, WPLZ, WKGN, WJMZ, WJZO, KOKO, KRRQ, WJFX, WJUN, KHRN, WBLX, WDOZ, KKDA, WPAL, WZHT, WPHI, WJMG, WDWI, KVSP, WUSL, KJMM

**VOICES OF THEORY (27)**  
"Wherever You Go"  
(H.O.L.A./Red Ant)

Including: WTLZ, KMJJ, WPLZ, WDAS, WJZO, KOKO, KRRQ, KOXL, WJFX, KHRN, WDOZ, WPAL, WJMG

**PRAS MICHEL (22)**  
"Blue Angels" (Columbia/CRG)

Including: WTLZ, KMJJ, WKGN, KBMS, WJZO, WJFX, WJUN, KHRN, WDOZ, WPAL, WJMG, WFXE, WQHH, WKVV

## BLACK A/C



**TAMIA**

"So Into You" (Qwest/Warner Bros.)

**THE TEMPTATIONS**  
"Stay" (Motown)

**GERALD LEVERT**  
"Thinkin' Bout It" (Eastwest/EEG)

**LUTHER VANDROSS**  
"Nights In Harlem" (Virgin)

**XSCAPE**  
"My Little Secret"  
(SoSoDef/Columbia/CRG)

### WEST COAST

**FAITH EVANS +39** "Love Like This"  
(Bad Boy/Arista)

**NICOLE +38** "I Can't See"  
(The Gold Mind/Eastwest)

**LUTHER VANDROSS +34** "I Know" (Virgin)

**AARON HALL +27** "All The Places" (MCA)

**DRU HILL +27** "How Deep Is Your Love" (Island)

### MIDWEST

**LAURYN HILL +184** "Doo Wop (That Thing)"  
(Ruffhouse/Columbia)

**MYA +135** "Movin' On" (Interscope)

**R. KELLY +117** "Half On A Baby" (Jive)

**FAITH EVANS +99** "Love Like This"  
(Bad Boy/Arista)

**JON B. +96** "I Do (Whatcha Say Boo)"  
(YabYum/550 Music)

### EAST COAST

**DRU HILL +153** "How Deep Is Your Love" (Island)

**XSCAPE +100** "My Little Secret"  
(SoSoDef/Columbia)

**R. KELLY +96** "Half On A Baby" (Jive)

**USHER +94** "One Day You'll Be Mine"  
(LaFace/Arista)

**JD & MARIAH CAREY +71** "Sweetheart"  
(SoSoDef/Columbia)



### SOUTHWEST

**MASTER P +65** "Goodbye To My Homies"  
(No Limit/Priority)

**USHER +51** "One Day You'll Be Mine"  
(LaFace/Arista)

**KENNY LATTIMORE +49** "Days Like This"  
(Columbia/CRG)

**MARY J. BLIGE +47** "Beautiful" (Flyte Time/MCA)

**R. KELLY +47** "Half On A Baby" (Jive)

### SOUTHEAST

**R. KELLY +185** "Half On A Baby" (Jive)

**USHER +106** "One Day You'll Be Mine"  
(LaFace/Arista)

**FAITH EVANS +87** "Love Like This"  
(Bad Boy/Arista)

**XSCAPE +77** "My Little Secret"  
(SoSoDef/Columbia)

**MONIFAH +67** "Touch It" (Universal)

### CAROLINAS/VIRGINIA

**R. KELLY +180** "Half On A Baby" (Jive)

**TQ +160** "Westside" (Epic)

**GINUWINE +117** "Same Ol' G" (Atlantic)

**MAXWELL +116** "Matrimony: Maybe You"  
(Columbia/CRG)

**JON B. +102** "I Do (Whatcha Say Boo)"  
(YabYum/Epic)

## TOPTENSPINZ

1	R. KELLY "Half On A Baby"	2207	2973
2	XSCAPE "My Little Secret"	2855	2973
3	LAURYN HILL "Doo Wop (That Thing)"	2344	2887
4	TAMIA "So Into You"	2809	2876
5	GINUWINE "Same Ol' G"	2351	2596
6	NEXT "I Still Love You"	2392	2444
7	MYA "Movin' On"	2341	2580
8	KEITH SWEAT "Come With Me"	2010	2196
9	MONICA "The First Night"	1977	2371
10	TYRESE "Nobody Else"	1826	1941

SPINZ LAST WEEK

SPINZ THIS WEEK

## ARTIST PROFILE

### PATTI LABELLE

LABEL: MCA Records  
PROMOTIONAL CONTACT:  
Ken James (818) 777-4026  
CURRENT RELEASE: *Patti LaBelle Live! - One Night Only*  
CAREER HIGHLIGHTS: LaBelle was a member of the sixties

girl band Patti LaBelle & the Bluebelles, leader of the group LaBelle in the seventies, and solo artist in the '80s and '90s.

Her accolades include nine Grammy nominations, 1992's Grammy for Best R&B Vocal Performance, eight NAACP Image Awards, including two Entertainer of the Year Awards, three Emmy nominations, two



American Music Awards, a Cable Ace Award, an honorary doctorate from the Berklee College of Music, and her own star on Hollywood Boulevard's Walk of Fame.

FIRST PLATINUM HIT: 1961's "I Sold My Heart to the Junkman."  
THE NEW ALBUM: *Patti LaBelle Live! - One Night Only* features a mixture of standards and songs never previously

performed by Patti. Inspired by her performance on Broadway earlier this year, LaBelle was also captured live on film by PBS, who will release a home video in conjunction with the album. PATTI SEIZ: "I could never give up performing. If I didn't sing, I don't know what I'd do. Onstage is the one place where I can open up, vent my hostility, and cry out my pain."

# FROM THE STREET

## THE RAP CONNECTION



BY JANINE COVENEY

When singer Keith Sweat burst onto the scene in 1987 with "I Want Her," he became one of New Jack Swing's premiere poster boys. And New Jack Swing itself was the fusion of R&B sentiments with hip-hop energy and beats. The release of his sixth solo album, *Still in the Game* (Elektra), shows Sweat is still one of R&B's prime male vocalists—and he's still got hip-hop attitude.

The newly released 12-track project, features Sweat's trademark new-soul vocal styling, but also pairs him with a number of key hip-hop figures, including Snoop Dogg, who contributes his laconic commentary to leadoff single "Come and Get Me"; Jermaine Dupri, new femme rapper Free, Erick Sermon, and Too Short also make appearances.

Sweat says the involvement of rappers on his latest project seemed like a natural evolution, particularly since many of those included on the project had become friends and associates over the years.

"I [added rap] on the uptempo stuff because when we do remixes anyway, we always involve rappers. And we know that rap is so prominent right now in the music busi-

## Rappers Add Spice To New Sweat Album

ness," Sweat explains.

"So I can't act like rap don't exist, I can't act like it's not real prevalent. My attitude was like, I still had to



show people that I have to stay in style, stay trendy. I can't keep throwing Keith Sweat down people's throats all the time without giving them something fresh, something new," he says, "I want to stay trendy so I can keep coming back. It's easy for me because I have that street, Harlem 125th Street background."

Sweat has attained a level few R&B recording artists seem to reach. Currently serving as his own manager, Sweat has the business foresight and clout to plot his own promotional and marketing strategies with an eye to keeping himself at the top of his game. Therefore, the album's title seems completely appropriate.

He named the album *Still in the Game* because, "I'm still here doing my thing. The underlying message is there are a lot of people who have come before me or come after me, but I'm still here doing my thing. *Still in the Game* is just saying that, after six

albums, what I'm doing is not dated, it's still just as fresh sounding as I when first came out. Whether you like me or don't like me, you have to respect the consistency," he says.

He is consistent, but within a career context. Another reason to include rap on his new project was strategic, he says; he simply



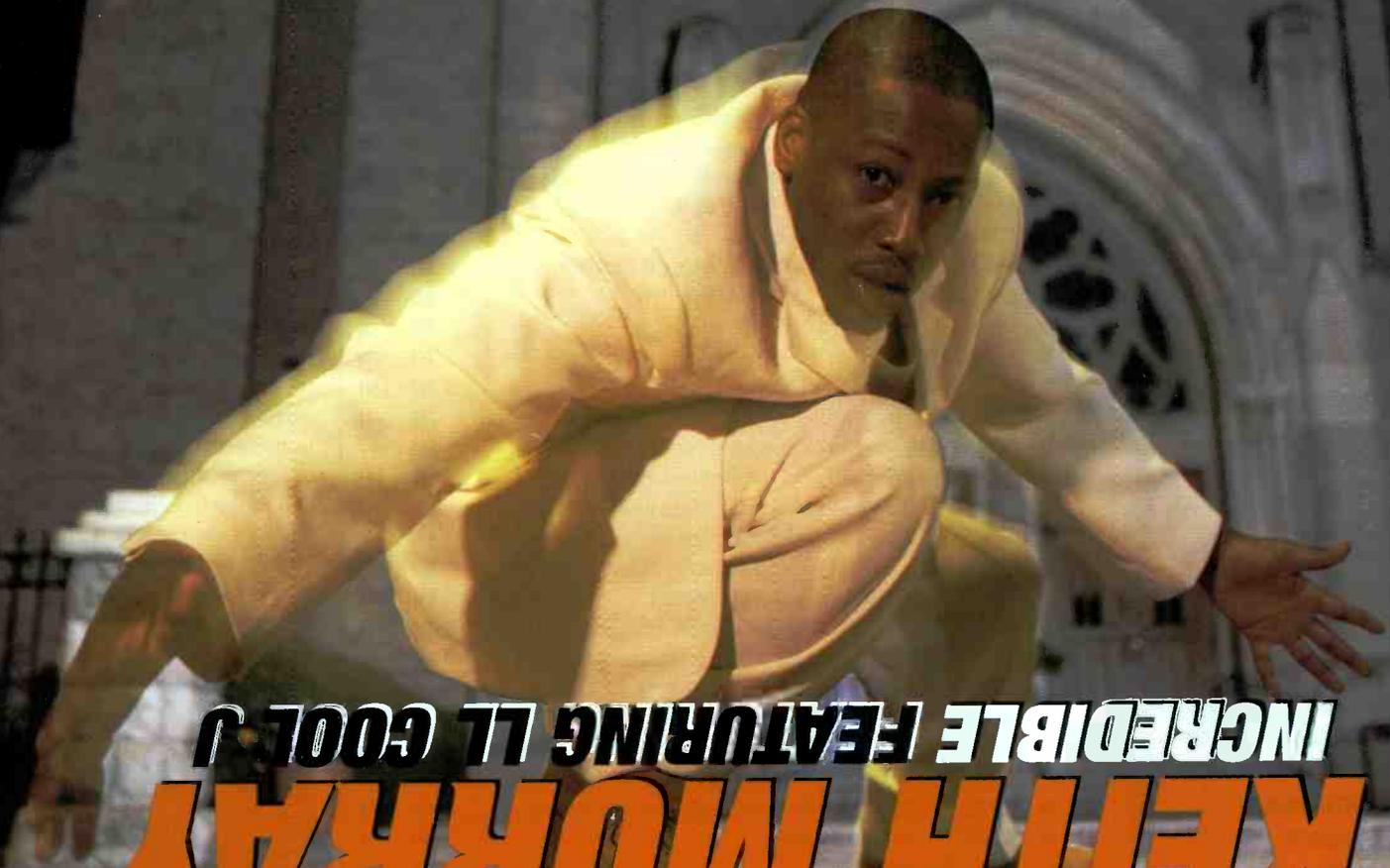
watched what radio is playing. "You've got the competition between the 'hot' stations, and a lot of them won't play your record because ain't no rap on it," Sweat explains. "So you say, 'OK, what can I do to get all the stations?'"

"It's a power move, like when I did LSG [the album pairing him with Johnny Gill and Gerald Levert]—ya gotta play the power game. This is about marketing, and what I do is try to market myself to the best of my ability. Who knows what I want better than me? I've been in the game long enough to know that there are certain things I have to do. It's not about me having a number 1 album, it's about being consistent. As long as I can do my sales and give Keith Sweat fans what they want, then I'm fine."

Currently, Sweat is renegotiating a distribution deal for his label, Keia, which introduced the world to the groups Ol' Skool and Kut Klose, but he won't say with which label until the deal is done. Sweat also expects to go on the road to perform the new material sometime in the new year. ■

## MIXSHOW *Real Spins*

LW	TW		Spinz	Trend
4	1	KURUPT - We Can Freak It (Antra/A&M)	54	+19
5	2	SHAQUILLE O'NEAL - The Way It's Going (TWISM/A&M)	45	+11
1	3	FAT JOE - Don Cartagena / John Blaze (Atlantic)	44	+5
2	4	CAM'RON - Horse & Carriage Feat. Mase (Epic)	35	0
3	5	SILKK THE SHOCKER - Ain't My Fault (Northland)	35	0
6	6	69 BOYZ - Woof Woof (Atlantic)	34	0
8	7	QUEEN LATIFAH - Bananas (Motown)	33	0
7	8	M.C. LYTE - I Can't Make A Mistake (Elektra/EEG)	33	0
10	9	JAYO FELONY - Whatcha Gonna Do (Insomniac)	31	0
11	10	PRAS MICHEL - Blue Angels (Ruffhouse/Columbia/CRG)	31	0
9	11	GOODIE MoB - Beautiful Skin (LaFace/Arista)	29	-2
16	12	LAURYN HILL - Doo Wop (That Thing) (RCE/Ruffhouse/Columbia/CRG)	28	+21
12	13	HEATHER B - Do You (MCA)	28	0
13	14	WC - Better Days feat. Jon B (London/Payday)	28	0
14	15	THE LOX - Money, Power, & Respect (Bad Boy/Arista)	27	0
—	16	SNOOP DOGGY DOGG - Still A G Thang (No Limit/Priority)	19	<b>N</b>
—	17	A TRIBE CALLED QUEST - Find A Way/Steppin' It Up (Jive)	15	<b>N</b>
17	18	DMX - How's It Goin' Down (Def Jam/Mercury)	14	+7
—	19	BIZZY BONE - Thugs Cry (Relativity)	13	<b>N</b>
—	20	NOREAGA - Superthug (Penalty Recordings)	13	+8



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# RAP

## RAP REVIEWS

All reviews written by Janine Coveney

### A-G-2-A-KE "Sellin' Dreams"

Interface/ Rap-A-Lot

Scarface is one of the executive producers as well as one of the featured voices on this ethereal track from of the brand-new conglomeration of rappers known as A-G-2-A-Ke. With a rough, fiery delivery, the lead rapper relates the tale of what it takes to get the best things in life, whether those things are real or illusion, and how the pressure of trying to make stacks of cream can eat at your mind. It's "sellin' dreams" that can take away the love. A unique debut. The instrumental gives an ear to the unique arrangement of sweet guitars and funky live drums. CD single also includes the radio edit of "Playa Dead" and "Mo Power" featuring Scarface and Lo-Life.

### MOST ADDED



**THE ROOTS**  
**KEITH MURRAY**  
**CYPRESS HILL**  
**A+**  
**D.I.T.C.**

### MOST REQUESTED



**A TRIBE CALLED QUEST**  
**CANIBUS**  
**NOREAGA**  
**XZIBIT**  
**LAURYN HILL**

### RADIO SAYS



**D.I.T.C.**

"Dignified Soldiers/Themes, Schemes, and Dreams" (Tommy Boy)

"Hot, It's sizzlin' on the 12's and the perfect blend. All these cats get down."

—Mike Nice,  
WNCU Durham, NC

LW	TW		Spins	Diff.
2	1	<b>A TRIBE CALLED QUEST</b> - Find A Way/Steppin' It Up (Jive) <i>Holding it down this week at No. 1, Tribe found it's way to the top.</i>	1649	+217
4	2	<b>NOREAGA</b> - Superthug (Penalty Recordings)	1370	+93
3	3	<b>CANIBUS</b> - I Honor U/Get Retarded (Group Home/Universal)	1186	-153
5	4	<b>FLIP MODE</b> - Everybody On The Line Outside/Cha Cha Cha (Elektra/EEG)	1104	-38
1	5	<b>SHAQUILLE O'NEAL</b> - The Way It's Going (TWISM/A&M)	908	-551
6	6	<b>XZIBIT</b> - What U See Is What U Get (Loud)	853	-155
9	7	<b>RAS KASS</b> - Ghetto Fabulous feat. Dr. Dre & Mack 10 (PatchWerk/Priority)	835	+105
31	8	<b>GANG STARR &amp; M.O.P.</b> - 1/2 & 1/2 (Blunt/TVT)	825	+405
8	9	<b>FAT JOE</b> - Don Cartagena / John Blaze (Atlantic)	793	-36
14	10	<b>CHANNEL LIVE</b> - Red Rum (3-2-1 Records)	751	+94
24	11	<b>PETE ROCK</b> - Tru Master feat. Insp. Deck & Kurupt (Loud)	747	+261
15	12	<b>LAURYN HILL</b> - Doo Wop (That Thing) (RCE/Ruffhouse/Columbia/CRG)	718	+77
—	13	<b>SUNZ OF MAN</b> - The Plan/Collaboration '98 (Wu-Tang Records/Red Ant)	645	<b>N</b>
20	14	<b>HELTAH SKELTAH</b> - I Ain't Havin' That (Duck Down/Priority)	620	+94
7	15	<b>FUNKMASTER FLEX</b> - Wu-Tang Cream Team Line Up (Loud)	606	-351
13	16	<b>GANG STARR</b> - Milita II feat. W.C. & Rakim (Noo Trybe/Virgin)	593	-76
11	17	<b>PAULA PERRY</b> - Extra, Extra / Down To Die For This (Motown)	568	-113
22	18	<b>JIGMASTAS</b> - Last Will And Testimony (Tommy Boy)	551	+43
16	19	<b>N.O.T.S. CLICK</b> - World Reknown/N.O.T.S. (Official Jointz)	516	-84
—	20	<b>MEDINA GREEN</b> - Crosstown Beef (Rawkus Entertainment)	500	<b>N</b>
34	21	<b>BIG PUNISHER</b> - You Came Up Feat. Noreaga (Loud)	494	+115
25	22	<b>THE ASSOCIATES</b> - From The Ground Up/Blackberry (Blackberry/Nu Groove)	488	+7
12	23	<b>DON SCAVONE</b> - Sketchy Situation/The Force (Makin' Records)	475	-199
26	24	<b>VARIOUS ARTISTS</b> - Slam Soundtrack feat. Black Rob /Most Wanted feat. Pras (Epic) 459	+1	
37	25	<b>CHARLI BALTIMORE</b> - NBC feat. Noreaga & Cam'ron (Unentertainment)	443	+81
17	26	<b>KOOL G RAP</b> - Foul Cats (Ill Street)	429	-124
18	27	<b>BLACK STAR</b> - Definition (Rawkus)	426	-123
23	28	<b>KURUPT</b> - We Can Freak It (Antra/A&M)	425	-73
39	29	<b>The Anonymous</b> - Green & Gold feat. Eminem (GoodVibe)	384	+69
30	30	<b>SAAFIR</b> - Crawl Before You Ball/ Hitlist (Qwest)	376	-49
40	31	<b>JAY-Z</b> - Can I Get A ... (Roc-A-Fella/Def Jam)	375	+69
—	32	<b>JOHN FORTE</b> - They Got Me feat. Fat Joe (RCE/Ruffhouse/Columbia/CRG)	363	<b>N</b>
10	33	<b>STYLES OF BEYOND</b> - Spies Like Us / Style Warz (Bilawn Records)	361	-324
33	34	<b>KID CAPRI</b> - Unified (Columbia/CRG)	355	-43
32	35	<b>SPORTY THIEVZ</b> - Cheap skate (Roc-A-Blok)	350	-66
—	36	<b>EMINEM</b> - Just Don't Give A F*ck/Brain Damage (Interscope)	341	<b>N</b>
27	37	<b>BUDDAH MONK</b> - Spark Somebody Up (Edel America)	335	-114
—	38	<b>BRAND NUBIAN</b> - Brand Nubian / The Return (Arista) <i>Brand Nubians- Puba, Lord J, Sadat X, and Alamo back together. Ya heard!</i>	328	<b>N</b>
—	39	<b>VISIONARIES</b> - Come On (UP ABOVE)	321	<b>N</b>
—	40	<b>THE LORDS</b> - Take Dat (Island)	301	<b>N</b>

### CHARTBOUND

- Network Reps - "Dos Collabo" (Nervous)
- Tony Touch - "Rican-Struction EP" (T/E)
- Outkast - "Skew It On The Bar-B-Cue feat. Ragkwon" (LaFace)
- A.D.O.R. - "The Rush" (T/R)
- Keith Murray - "Incredible feat. LL Cool J" (Jive)

email the Rap Department  
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# NEW ROCK ZONE

ACTIVE + ALTERNATIVE + COLLEGE + A3



BY KENT ZIMMERMAN

Over the past few weeks, President Clinton learned how well the power of the Internet and new media serves those in need of instantaneous information, communication, and gratification.

If the Internet (coupled with cable) isn't our prime source for transporting music, telephone, and fax communication as well as streaming television and radio entertainment within the next five years, I'll be surprised. In the meantime, here's one example of how the Internet can be of practical use to adult rock programmers as a multi-communication device.

\*\*\*

"I got an account, logged on, and from then on, I was hooked," says A3 independent music promoter Paulette McCubbin, describing her first minutes jacked into cyberspace. "I'm so interested in the Internet. I'm constantly amazed at the amount of information available on everything."

As a result of her raw enthusiasm for the Internet, McCubbin, one of many promoters in a crowded field, decided to take her business in a different direction. She founded The Frequency Lounge, the first Internet watering hole for Triple A programmers, last May, and after only four months on the Net, her site has become a popular stomping ground for adult rock programmers, promoters, and trade scribes.

"The Frequency Lounge' was based on the idea that it's a place for radio and audiophiles to hang out. It was built to give radio and music a place to connect, with the atmosphere of a community meeting place," explains McCubbin.

## Freq-ing Out On the Internet

"I became interested in the Internet because I'm curious," she continues. So far, that curiosity has cost her in terms of time and money. As the site's Webmaster, McCubbin's first challenge was translating onto a computer screen the visions she saw in her head of a cyberspace station, a meeting of Triple A minds. With the help of Blue Room Media based in Milwaukee, the idea quickly became a reality.

"The Web site has taken a lot of passion and commitment from our Web builder Lars and audio tech Peter Conte," says McCubbin. "It's expensive to build a site, and an ongoing process, one you have to expect to pay premium dollars supporting, because good Web builders are in demand."

Once the site debuted, the key to drawing an audience was maintaining a sense of exclusivity. Not everyone gets past the cyber shark that guards the gates of the Frequency Lounge. First you must register, submitting a password and a log-in ID; a few days later you're cleared for admittance. So far, McCubbin is only accepting those inside the adult rock community. "As far as other formats," says McCubbin, "I guess we'll have to see. Right now we have no plans to open this to other formats, though Americana may [eventually] be included as a part of our extended family."

So far, according to McCubbin, lots of "freqs" are registering and signing on to listen to music, read messages from other programmers and promoters from within the Triple A community, and even posting their own rants and raves.

The Frequency Lounge is a colorful, data-based town hall where information can be posted, stored, and archived.

Besides the site's most popular "Freq Speak" sector, there's also a section called "Currents," where Freqs can log in, listen to, and comment on new music.



"Currents is there as an added convenience to radio," McCubbin explains. "Record people can also use it to keep up on the latest releases if they're on the road. We're also able to download music to radio from our server using Liquid Audio. Once the music is downloaded, it's compressed into a near-CD-quality file."

McCubbin concedes that the downloading portion is a "growing area of the music business," and, she predicts, as soon as the limitations of band width are lifted, you'll see the Internet as a prime source of trading music and listening to a new form of radio. Meanwhile, technologies such as Liquid Audio and MP3 are vying to become the most effective way to digitize and transport honest-to-goodness, CD-quality

music over the Internet. As for the future growth of the Freq Lounge, a lot of its direction hinges on that technology—and how fast McCubbin can absorb it, possibly reducing costs.

"Everytime I make changes, there's a cost involved. But I believe it's important for the growth of the format. While I'm sticking my neck out, I'm excited about the potential to build more communication.

"I'm thinking about taking some evening classes on html so that I can do some of this myself. I have one book, but it's not for dummies, so...."

While the Frequency Lounge is an offshoot of McCubbin's promotion business ("I'm a promotion person, and I always will be"), her altruism is refreshing, at times almost naive. "It's really all about creating good will and harmony. I could get 50,000 hits a week on this site if I wanted, but that's not the point. If it's too saturated, then people won't accomplish what they hope to.

"I'm considerate of the people who come onto this Web site. At this point you have to be in the industry and working inside the A3 format. I don't know if I even want artists on the site. I don't want to intimidate other people with their presence."

So for now, the Frequency Lounge remains a sort of cyber country club, reserved for those who want to stay on top of the latest developments in the Triple A world—saving time keeping up. Popular subjects discussed include music, Triple A job openings, music business and radio trends, even the most recent GAVIN Summit.

"All sorts of people with great ideas should be recognized," says Webmaster McCubbin. "People should promote themselves and their stations, as well as ask for help and share ideas. We have so many unique people inside our community. I want to convey that." ■

(FREQUENCYLOUNGE.COM AND FREQLOUNGE.COM, WILL GET YOU ONTO THE SITE. MS. MCCUBBIN CAN BE REACHED VIA E-MAIL AT PROMOTION@BIGEMOTION.COM.)

## Train Kept A-Rollin'



Aware/Columbia recording artists Train played to their biggest audience yet at Mile High Stadium in front of 70,000 screaming Bronco and Packer fans. The band performed two songs at half time, in addition to the National Anthem.

## Chocolate Cafe



That's guitarist Marc Ribot (left) and Marc Anthony Thompson (right) with World Cafe host David Dye in support of V2's Chocolate Genius disc, *Black Music*.

## THIP and KFOG



Tragically Hip played a rare United States club gig after hanging at KFOG-San Francisco (back row, l-r): Sire's Gary Neull, Hipsters Johnny Fay and Rob Baker, and Lori Blumenthal of Sire; (front row, l-r): KFOG's Bill Evans, T. Hip's Paul Langlois, Gordon Downie, Gordon Sinclair, KFOG's Paul Marszalek; (front): Manager Jake Gold.

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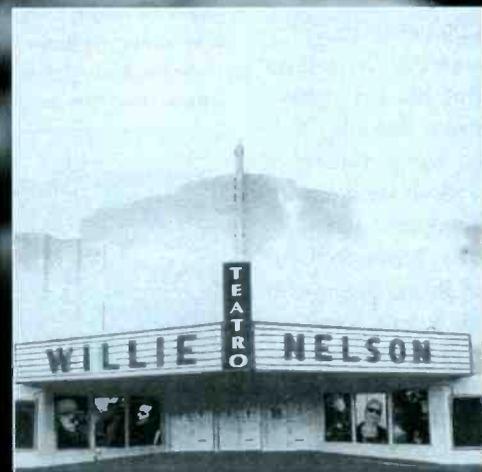
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# Bob Marley: Rare Material Finally Sees the Light

BY VINNIE ESPARZA

What is it about Bob Marley that intrigues even those who don't listen to reggae? Was it his ability to write stellar pop songs that blurred color lines, much like Sly & the Family Stone, or maybe his commitment to creating some of the most socially conscious and empowering lyrics ever to be recorded, such as "Get Up, Stand Up," "Slave Driver," and the entire *Survival* album.

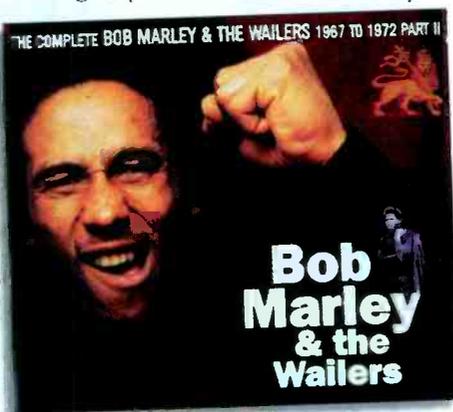
Whatever the reason, Marley's life and music remain contemporary, even decades after his death; "I think Bob's universal appeal comes from his incredible gift of poetry combined with one of the great melodic gifts of the century. The music matched the emotions of the words perfectly. The words were divinely inspired," explains Roger Steffans, a world-renowned Marley archivist, who has been building his private collection for 25 years.

Fans agree: Marley's *Legend* compilation has been on Billboard's catalog chart for over 500 weeks (read: close to ten years), and has stood at #1 longer than any other artist in history. So far, 11 million units have been sold in America alone. It still manages to go gold ever six months. In addition, "copies of the out-of-print, limited edition 4 CD box set, *Songs of Freedom* [Island] are now seriously in-demand," says George Gibson of Ernie B's Reggae Distributor, the nation's top reggae music distribution company. "We have been offered up to \$200 per box set."

Between his earliest recordings for Studio 1 and his U.S. breakthrough on Island Records, Bob Marley recorded for a variety of Jamaican labels. His unknown work for these small imprints has now been collected by Roger Steffans, Danny Sims, and Bruno Blum, who combed through a vast series of archives to chronicle Marley's late '60s/early '70s work. Sims has revived the JAD imprint in order to collect and released much of Marley's unheard work from the period. A new project, titled *The Complete Bob Marley and the*

*Wailers, 1967-1972*, is a three part series, with 2-3 CDs per set; Part 4 is scheduled to be released in 2001. Needless to say, this is the most complete documentation ever of Marley's material from this time.

Steffans, who currently holds the largest private collection of Marley



material anywhere in the world, served as the project's co-compiler. "I heard something I hadn't heard in 20 years when I discovered reggae," he says. "It was the music I had been waiting for. It had all the great political commitment of the '60s, it extolled the virtues of herb, it wanted to change the world, and it wanted people to live in community. It also gave us an understanding that there was something bigger than all of us out there. And you can dance to it. So, what's not to like?"

According to Steffans, the JAD project should be seen as a Godsend,

not only for fans of reggae, but for fans of music in general.

"The sound quality of these recordings is the best that has ever been released for music of this time period," he enthuses. "We went to Abbey Road [Studios, to work] with the engineers who did the Beatles' anthologies.

"It was a massive undertaking. It's a true labor of love that a lot of us thought would never take place because of all the litigation among the parties. I think they've finally seen the light—all they've done in 30 years is make lawyers and bootleggers rich while cheating themselves out of tens of millions of dollars that should have gone to the children of Peter and Bob, and to Bunny.

"The *Complete Wailers* sets are a dream come true for me," continues Steffans. "What distinguishes our release from other non-Island releases is that we actually pay royalties. Most of the other compilations are bootlegs that do not pay the artists anything. Next to the Beatles, Marley is the most bootlegged artist in history. Not only are the Wailers getting royalties from our release, the Marley estate, the Peter Tosh estate, and Bunny Wailer himself have also received handsome advances before we even pressed the records."

Music fans aren't the only ones to eagerly anticipate these new discs. In the years since his death, Bob Marley has become a core artist for many radio formats including A3, College, even Rap.

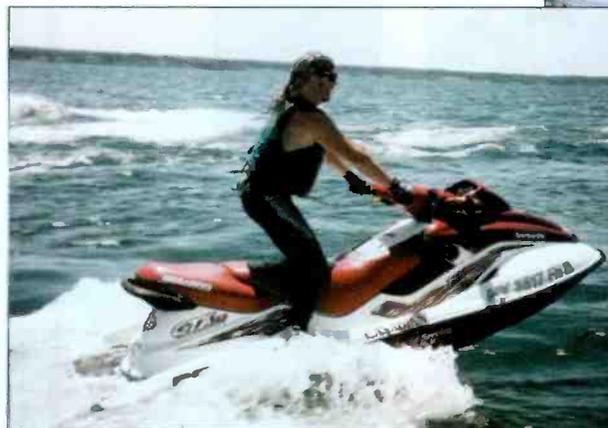
Unfortunately, the radio format that mattered most to Bob—Urban radio—has historically never paid much attention to his music or message. It was very important to Bob to reach the Black American population, but, according to Steffans, "Black radio didn't want to hear anything about repatriation to Africa and a Black God. They didn't want to hear a music that was like rock & roll turned inside out. It was just too slow and strange for them. I think Bob is still looked on as a novelty act by Urban radio."

Whether that's as universally true now as it was when Bob Marley was alive remains to be seen. But Triple A Music Director Bill Evans (KFOG-San Francisco) has always praised the virtues of Bob. "Since we rely on a roots-based sound for a lot of the music on our radio station, Bob Marley is a natural pick. He demonstrates that, no matter what the music genre, if it's got soul, it belongs."

FOR MORE INFORMATION CONTACT STEPHEN ROOME AT (310) 264-5755; E-MAIL JADRECORDS@AOL.COM.

## Ted Shredd's his Way into Cleveland

**Back in August Alternative WEDG-Buffalo's morning show madmen Ted Shredd, Tom Ragan, and Frankie Moh straddled their jet skis and rode more than 200 miles across Lake Erie eventually**



**landing in the rockin' burg of Cleveland. Upon their arrival in the Rock & Roll city, the trio set up a live remote broadcast from The Rock and Roll Hall of Fame. The reason behind the aquatic adventure? The guys raised more than \$1300 for Cradle Beach Camp, a local children's charity.**

# ALTERNATIVE

## MOST ADDED



### ALANIS MORISSETTE (40)

Thank U (Maverick/Reprise)

Including: CIMX, WENZ, WPGU, KTOZ, WXDX, KQXR, KACV, WEDG, KMYZ, WWOX, KHLR, WPLT, KTZ, KLZR, KWOD, WGRD, WPLY, WEQX, WBRU, WXEX, WOST, KROX, WLSZ, WXEG, KROO, KQGE, WHMP, KMRJ, KLYY, WKOC, KKDM, WHFS, WIXD, WKQX, WWCO, KENZ, WLIR, KEDJ, WJSE, WFNX

### GREEN DAY (21)

Nice Guys Finish Last (Reprise)

Including: KXTE, WPBZ, KACV, WKRL, WXDX, WHTG, KHLR, KLZR, KWOD, WBTZ, WPLY, KROO, WHMP, WRXQ, WEJE, WHFS, WKQX, WAVF, KFTF, KNRX, WJSE

### AFGHAN WHIGS (13)

Something Hot Uptown Again (Columbia/CRG)

Including: WOXY, KNDD, WKRL, KMYZ, KLZR, KWOD, WEQX, WOST, WRXQ, WWCO, KEDJ, WJSE, WMRQ

### LIMP BIZKIT (11)

Faith (Flip/Interscope)

Including: KQXR, WKRL, KXTE, KHLR, KPNT, WBER, WHMP, WIXD, KNRX, WJSE, KLZR

### LENNY KRAVITZ (9)

Fly Away (Virgin)

Including: WLSZ, KPXX, WPGU, KNRX, WXEG, KMRJ, WEJE, WIXD, WJSE

## RECORD TO WATCH



### SIXPENCE NONE THE RICHER

"Kiss Me" (Squint)

"That Sixpence track is such a hit. I believe with all my heart that after we give it spins, it will be played on every station in town."

—Lloyd Hocutt, MD KROX-Austin.

LW	TW		Spins	Diff
1	1	EVE6 - Inside Out (RCA)	2098	-23
4	2	HOLE - Celebrity Skin (DGC)	1955	+97
2	3	SMASHING PUMPKINS - Perfect (Virgin)	1880	-193
5	4	GARBAGE - I Think I'm Paranoid (Almo Sounds)	1731	-117
7	5	BEASTIE BOYS - Intergalactic (Capitol)	1708	+78
13	6	GOO GOO DOLLS - Slide (Warner Bros.)	1656	+378
9	7	EAGLE EYE CHERRY - Save Tonight (WORK)	1587	+193
6	8	EVERCLEAR - Father of Mine (Capitol)	1582	-232
3	9	BARENAKED LADIES - One Week (Reprise)	1565	-296
8	10	THIRD EYE BLIND - Jumper (Elektra/EEG)	1543	-12
12	11	FASTBALL - Fire Escape (Hollywood)	1409	+80
11	12	SEMISONIC - Singing In My Sleep (MCA)	1393	+57
14	13	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	1366	+109
16	14	LENNY KRAVITZ - Fly Away (Virgin)	1276	+179
17	15	SHAWN MULLINS - Lullaby (SMG/Columbia)	1268	+206
27	16	CAKE - Never There (Capricorn)	1248	+522
10	17	CREED - What's This Life For (Wind-Up)	1215	-143
15	18	BRIAN SETZER ORCHESTRA - Jump Jive An' Wail (Interscope)	1209	+60
21	19	MARILYN MANSON - The Dope Show (Nothing/Interscope)	1017	+104
18	20	LOCAL H - All The Kids Are Right (Island)	972	-24
23	21	SOUL COUGHING - Circles (Slash)	928	+104
19	22	HARVEY DANGER - Flaggpole Sitta (Slash/London)	918	-48
22	23	DISHWALLA - Once In A While (A&M)	775	-50
24	24	BETTER THAN EZRA - One More Murder (Elektra/EEG)	774	-10
28	25	SHERYL CROW - My Favorite Mistake (A&M)	739	+90
20	26	DAVE MATTHEWS BAND - Stay (RCA)	722	-210
26	27	KORN - Got The Life (Immortal/Epic)	703	-35
25	28	FUEL - Shimmer (550 Music)	659	-106
39	29	FUEL - Bittersweet (550 Music)	626	+229
31	30	PJ HARVEY - A Perfect Day Elise (Island)	583	+31
29	31	DAYS OF THE NEW - The Down Town (Outpost)	537	-104
36	32	DEPECHE MODE - Only When I Lose Myself (Reprise)	530	+81
32	33	LIZ PHAIR - Polyester Bride (Matador)	525	+2
30	34	MONSTER MAGNET - Space Lord (A&M)	457	-112
35	35	EVERYTHING - Hooch (Blackbird/Sire)	404	-51
44	36	COWBOY MOUTH - Whatcha Gonna Do? (MCA)	393	+45
43	37	THE URGE - Closer (Epic)	393	+28
47	38	ROB ZOMBIE - Dragula (Geffen)	390	+78
37	39	dada - California Gold (MCA)	365	-63
33	40	PEARL JAM - In Hiding (Epic)	357	-117
38	41	STABBING WESTWARD - Sometimes It Hurts (Columbia/CRG)	354	-51
41	42	FATBOY SLIM - The Rockafeller Skank (Astralwerks)	343	-32
34	43	SEVEN MARY THREE - Over Your Shoulder (Mammoth/Atlantic)	337	-130
—	44	EVERLAST - What It's Like (Tommy Boy)	322	N
<i>He who breaks the law must go to the House of Pain</i>				
46	45	RAMMSTEIN - Du Hast (Slash)	322	-1
—	46	ATHENAEUM - Flat Tire (The Truth) (Atlantic)	319	N
<i>You can drive a long ways on a flat tire, provided you've got good rims</i>				
—	47	SONICCHROME - Honey Please (Capitol)	314	N
—	48	LEAH ANDREONE - Sunny Day (RCA)	294	N
45	49	SQUIRREL NUT ZIPPERS - Suits Are Picking Up The Bill (Mammoth)	290	-43
42	50	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	289	-84

## REVIEWS by Spence D.

### SOUL COUGHING

#### El Oso (Slash/Warner Bros.)

Neo-Bohemian hip-hop abstraction and skewed bee-hop jazz-phonics have always been the SC modus operandi.



Not much has changed on their third LP, except that it's tighter and more stripped down. "Circles" is a no-brainer, catchy w/o being kitschy. But also drop the needle on the sparse, clanking rhythm surge of "Misinformed," the illuminent wurgle slant of "Blame," the jagged guitar squelch of "St. Louise Is Listening," the dum-dum-did-dyesque "Maybe I'll Come Down," and the infectious burble of "\$300." Hell, just listen to the whole damn album, cuz every track is a solid gem of ingenious soniference.

### ELLIOTT SMITH

#### XO (Dreamworks)

This much lauded songsmith is virtually being ignored by the format. What's up with that? Instead of playing the same, tired schmaltz that Hot & Mod A/C and Top40 are spinning, why not step out on an artist that Alt should (and can) own? "Waltz #2 (XO)" is hauntingly beautiful. "Baby Britain" has neo-Beach Boys' flashback potential. "Independence Day" is a quasi-jangly ditty. "Bled White" is an upbeat, little jam. And there's the swirling, infectious grind of "Amity" and the bubbly "A Question Mark." This is an album filled with intensely subtle, yet extremely powerful quietude. Don't let this one slip by.

### ALTERNATIVE REPORTS

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## ARTISTPROFILE

### RIALTO

CURRENT BASE OF OPERATIONS:  
London

MEMBERS: Louis Eliot, vox, guitar; Jonny Bull, guitar; Julian Taylor, bass, vox; Toby Hounsham, keyboards; Pete Cuthbert, drums; Anthony Christmas, drums

CURRENT SINGLE:

"Untouchable"

ALBUM: Rialto

LABEL CONTACT: Sherri Trahan  
@ Sire (310) 828-1033

THE NATURE OF THE DUELLING

DRUMMERS: "We got that idea from Phil Spector. That's how he used to achieve that big drum sound. When we started out [we only had Pete on drums]. Anthony was a good

friend of ours who was also a drummer and we just thought 'Let's get him in the band as well so that we can kind of recreate this big drum sound.'" — Louis

NON-MUSICAL INFLUENCES:

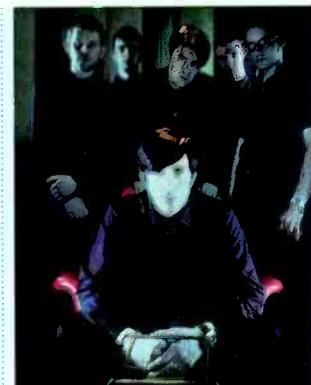
"Books. I always have a book on the go. That can be quite a subconscious way of influencing you. I don't steal storylines from books, it's more playing with words.

Books that are kind of more similar to my lyrics are probably by a guy called Nick Hornsby. He's a British writer who writes about twentysomething male kind of crises."

—Louis

FAVORITE LATE NIGHT SNACK:

"When we were in the studio last there was a good noodle bar down the road which had a really nice Cantonese duck with bean sprouts." — Louis



# TRIPLE A

Red entries highlight a stronger performance than on the combined A3

## MOST ADDED



### THE BAND (15)

Jubilation  
(River North/  
Platinum Entertainment)

Including: WERI, WERU, WKZE, WFHB, WNCW, WMKY, WNKU, WDET, KSUT, KVNF, KUWR, KTAD, KTHX, KPIG, and KRVM

### ALANIS MORISSETTE (13)

"Thank U"  
(Maverick)

Including: WXRV, WBOS, WMVY, WXPB, KKZN, KACV, WYCD, WTTT, KTCZ, KBGO, KBAC, KRSH, and CIDR

### THE V-ROYS (11)

All About Town  
(E-Squared)

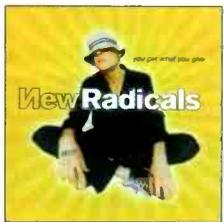
Including: WMMV, WERU, WXPB, WNCW, WMNF, WFPK, WNKU, WEBX, KSUT, KVNF, and KRVM

### SON VOLT (10)

"Driving the View"  
(Warner Bros.)

Including: WXRV, Music Choice, WLPW, WFHB, WYOD, WFPK, KERA, KACV, WCBE, and WDET

## RECORD TO WATCH



### NEW RADICALS

"You Get What You Give"  
(MCA)

I'm with KGSR, WXRV, KRXS, WAPS, WRLT, and WRNR. I smell a hit record. New Radicals recall early Philly Todd Rundgren.

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
2	1	CHRIS ISAAK (Reprise)	1	1	CHRIS ISAAK (Reprise)	3	1	KEB' MO' (550 Music)
3	2	SHERYL CROW (A&M)	2	2	SHERYL CROW (A&M)	2	2	WILLIE NELSON (Island)
1	3	EAGLE EYE CHERRY (WORK)	3	3	EAGLE EYE CHERRY (WORK)	1	3	EMMYLOU HARRIS (Eminent)
4	4	KEB' MO' (550 Music)	6	4	DAVE MATTHEWS BAND (RCA)	9	4	LYLE LOVETT (Curb/MCA)
11	5	LYLE LOVETT (Curb/MCA)	4	5	BARENAKED LADIES (Reprise)	4	5	LUCINDA WILLIAMS (Mercury)
5	6	BARENAKED LADIES (Reprise)	8	6	JOHN MELLENCAMP (Columbia/CRG)	5	6	JAMES McMURTRY (Sugar Hill)
10	7	SHAWN MULLINS (SMG)	7	7	SHAWN MULLINS (SMG)	6	7	EAGLE EYE CHERRY (WORK)
12	8	JOHN MELLENCAMP (Columbia/CRG)	5	8	BRIAN SETZER ORCHESTRA (Interscope)	8	8	DR. JOHN (Virgin)
9	9	DAVE MATTHEWS BAND (RCA)	9	9	KEB' MO' (550 Music)	7	9	LIZ PHAIR (Matador/Capitol)
6	10	BRIAN SETZER ORCHESTRA (Interscope)	11	10	LYLE LOVETT (Curb/MCA)	10	10	SINEAD LOHAN (Interscope)
7	11	LUCINDA WILLIAMS (Mercury)	10	11	NATALIE MERCHANT (Elektra/EEG)	11	11	CRACKER (Virgin)
8	12	NATALIE MERCHANT (Elektra/EEG)	17	12	HOOTIE & THE BLOWFISH (Atlantic)	16	12	CHRIS ISAAK (Reprise)
14	13	BONNIE RAITT (Capitol)	14	13	BONNIE RAITT (Capitol)	13	13	JENNIFER KIMBALL (Imaginary Road)
19	14	HOOTIE & THE BLOWFISH (Atlantic)	12	14	LUCINDA WILLIAMS (Mercury)	12	14	GILLIAN WELCH (Aimo Sounds)
18	15	CRACKER (Virgin)	13	15	SMASHING PUMPKINS (Virgin)	27	15	ELLIOTT SMITH (Dreamworks)
21	16	SINEAD LOHAN (Interscope)	16	16	SUSAN TEDESCHI (Rounder)	14	16	COWBOY JUNKIES (Geffen)
20	17	LIZ PHAIR (Matador/Capitol)	20	17	TRAGICALLY HIP (Sire)	15	17	JUNIOR BROWN (Curb)
13	18	COWBOY JUNKIES (Geffen)	N	18	BRUCE HORNSBY (RCA)	23	18	ROOMFUL OF BLUES (Bullseye/Rounder)
16	19	SUSAN TEDESCHI (Rounder)	19	19	SEMISONIC (MCA)	19	19	SQUIRREL NUT ZIPPERS (Mammoth)
15	20	NEIL FINN (WORK)	15	20	COWBOY JUNKIES (Geffen)	30	20	SHAWN MULLINS (SMG)
17	21	SMASHING PUMPKINS (Virgin)	21	21	CRACKER (Virgin)	18	21	RANDY SCRUGGS (Reprise)
N	22	BRUCE HORNSBY (RCA)	22	22	FASTBALL (Hollywood)	20	22	BRIAN SETZER ORCHESTRA (Interscope)
22	23	FASTBALL (Hollywood)	25	23	SINEAD LOHAN (Interscope)	17	23	NEIL FINN (WORK)
27	24	WILLIE NELSON (Island)	24	24	LIZ PHAIR (Matador/Capitol)	24	24	MICHELLE LEWIS (Revolution)
24	25	PATTY GRIFFIN (A&M)	18	25	NEIL FINN (WORK)	21	25	BARENAKED LADIES (Reprise)
23	26	TRAGICALLY HIP (Sire)	26	26	PATTY GRIFFIN (A&M)	33	26	LOWEN & NAVARRO (Intersound)
25	27	SEMISONIC (MCA)	30	27	LENNY KRAVITZ (Virgin)	31	27	SHERYL CROW (A&M)
29	28	EMMYLOU HARRIS (Eminent)	23	28	MARC COHN (Atlantic)	36	28	SUSAN WERNER (Bottom Line)
32	29	ROOMFUL OF BLUES (Bullseye/Rounder)	29	29	BILLY BRAGG & WILCO (Elektra/EEG)	29	29	JOHN HIATT (Capitol)
31	30	JAMES McMURTRY (Sugar Hill)	31	30	TRAIN (Aware/Columbia)	22	30	BILLY BRAGG & WILCO (Elektra/EEG)
28	31	BILLY BRAGG & WILCO (Elektra/EEG)	N	31	SON VOLT (Warner Bros.)	35	31	SUSAN TEDESCHI (Rounder)
35	32	SQUIRREL NUT ZIPPERS (Mammoth)	42	32	CITY OF ANGELS SOUNDTRACK (Reprise)	N	32	SON VOLT (Warner Bros.)
26	33	GRANT LEE BUFFALO (Slash/Warner Bros.)	37	33	GOO GOO DOLLS (Warner Bros.)	25	33	WILLIAM TOPLEY (Mercury)
39	34	DR. JOHN (Virgin)	32	34	WILLIAM TOPLEY (Mercury)	34	34	RANDALL BRAMLETT (Capricorn)
42	35	LENNY KRAVITZ (Virgin)	N	35	JONI MITCHELL (Reprise)	28	35	GRANT LEE BUFFALO (Slash/Warner Bros.)
N	36	SON VOLT (Warner Bros.)	35	36	TORI AMOS (Atlantic)	26	36	NANCI GRIFFITH (Elektra/EEG)
41	37	TRAIN (Aware/Columbia)	27	37	GRANT LEE BUFFALO (Slash/Warner Bros.)	38	37	TINY TOWN (Pioneer Music Group)
33	38	WILLIAM TOPLEY (Mercury)	38	38	dada (MCA)	32	38	ANGELIQUE KIDJO (Island)
36	39	JOHN HIATT (Capitol)	N	39	JONNY LANG (A&M)	43	39	BONNIE RAITT (Capitol)
30	40	MARC COHN (Atlantic)	28	40	SONIA OADA (Capricorn)	37	40	PATTY GRIFFIN (A&M)
N	41	JONNY LANG (A&M)	39	41	MATCHBOX 20 (Lava/Atlantic)	46	41	DAVE MATTHEWS BAND (RCA)
34	42	MICHELLE LEWIS (Revolution)	41	42	SQUIRREL NUT ZIPPERS (Mammoth)	48	42	TRAGICALLY HIP (Sire)
N	43	ELLIOTT SMITH (Dreamworks)	46	43	WILLIE NELSON (Island)	N	43	DUKE DANIELS (E Pluribus Unum)
38	44	TORI AMOS (Atlantic)	N	44	PETE DROGE (Epic)	42	44	THE SAMPLES (W.A.R.)
50	45	GOO GOO DOLLS (Warner Bros.)	36	45	JOHN HIATT (Capitol)	49	45	MORLEY (WORK)
49	46	LOWEN & NAVARRO (Intersound)	34	46	AGENTS OF GOOD ROOTS (RCA)	N	46	JOHN MELLENCAMP (Columbia/CRG)
N	47	JONI MITCHELL (Reprise)	48	47	JOHN FOGERTY (Reprise)	N	47	HOOTIE & THE BLOWFISH (Atlantic)
45	48	JENNIFER KIMBALL (Imaginary Road)	—	48	KENNY WAYNE SHEPHERD (Revolution)	N	48	JONI MITCHELL (Reprise)
48	49	CITY OF ANGELS SOUNDTRACK (Reprise)	N	49	LOWEN & NAVARRO (Intersound)	44	49	RUFUS WAINWRIGHT (Dreamworks)
N	50	MARTIN'S DAM (HYBRID/SIRE)	N	50	DUNCAN SHEIK (Atlantic)	N	50	DEE CARSTENSEN (NYC/GRP)

## Step Inside This House

FEATURING "Bears"

PRODUCED BY Billy Williams AND Lyle Lovett

GAVIN 5\*  
Album Net 7\*  
FMQB 5\*  
R&R 10\*

CURB  
MCA

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Tonight Show with Jay Leno, October 13

# Lyle Lovett

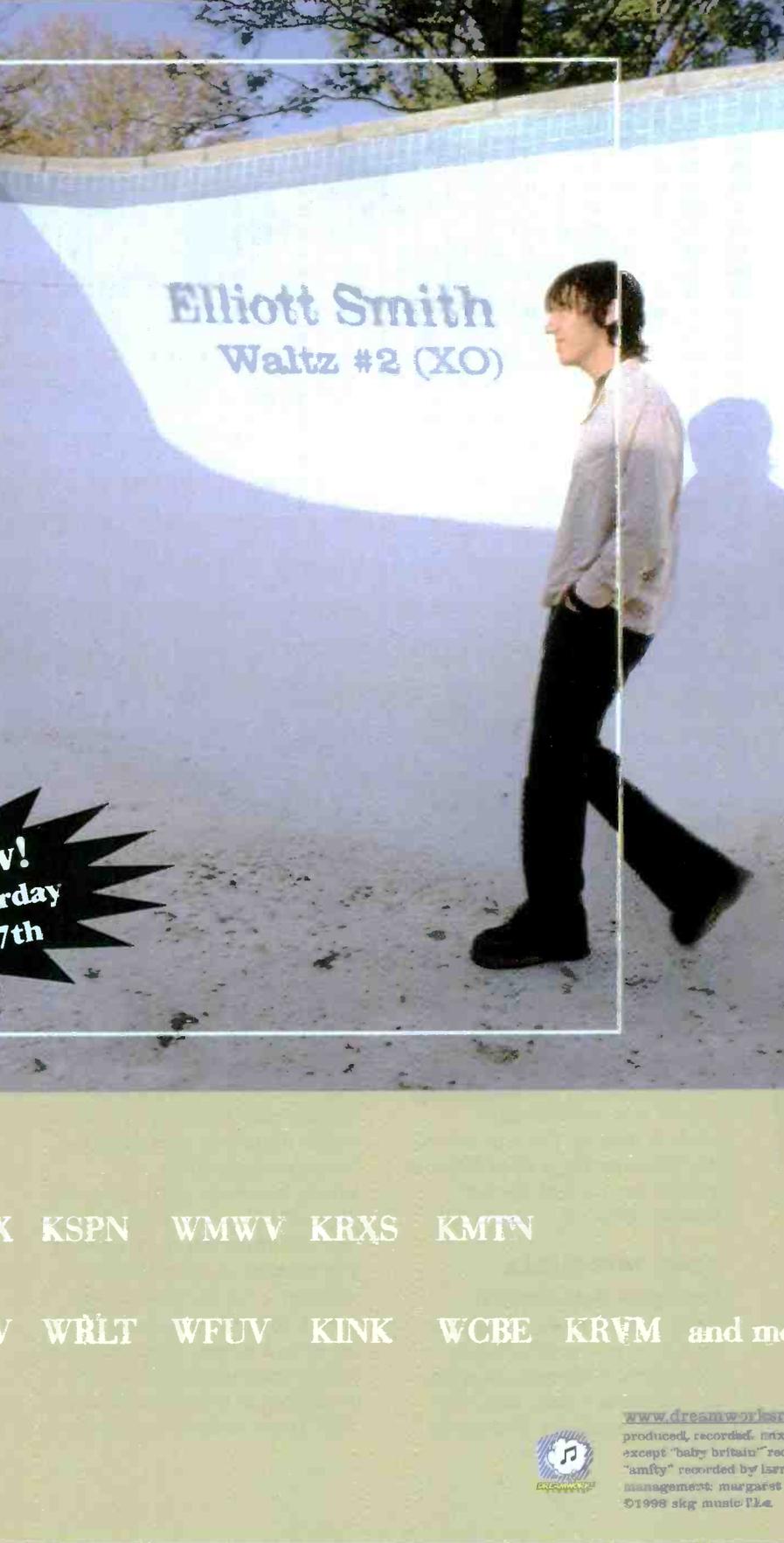
# Elliott Smith Waltz #2 (XO)

From the DreamWorks Debut Album XO

★★★★1/2-Rolling Stone

8/10 -Spin

★★★★ -Los Angeles Times



Elliott Smith  
Waltz #2 (XO)

**On Tour Now!**  
Appearing on Saturday  
Night Live Oct. 17th

## *New This Week:*

KMTT KGSR WRNX KSPN WMWV KRXS KMTN

## *Already On:*

KCRW WXPB WXRV WRFT WFUV KINK WCBE KRVM and more

[www.dreamworksmusic.com](http://www.dreamworksmusic.com)

produced, recorded, mixed by tom rothrock, rob schnapf and elliot smith  
except "baby britain" recorded by joanna bohn and  
"amfy" recorded by larry crane  
management: margaret mittleman  
©1998 skg music llc



# A3 BOOMER GRID

EDITORS:  
KENT/KEITH  
ZIMMERMAN

TW	Title (Label)	Spins	Trend	CDR	KACY	KBAC	KBCD	KBRB	KBRN	KEPC	KFRN	KELY	KEGG	KFKJ	KFSR	KINK	KICZ	KLCC	KLRQ	KMMB	KMITT	KMBA	KNNB	KOTR	KPECC	KPIG	KRQK	KRSH	KRWI	KRYS	KSPN	KSUT	KTAO	KTCZ
1	CHRIS ISAAK (Reprise)	1009	+49	0	23	20	24	24		7	10	20	22	23	25	27	32	4	10	7	23	12		8	7	14	38	16	10	14	9	7	21	
2	SHERYL CROW (A&M)	941	-3	31	24	20	19	23			10	19	22	24	22	26	18		9	7	24	6	21	6	5	34	7	14	10			18		
3	EAGLE EYE CHERRY (WORK)	917	-62	32	23	23	12	25		11			12	25	15	12	28	7	18	6	13	7	21	7	7	23	17	15	12			22		
4	KEE'EMO (550 Music)	912	+61	20	15	28	11			13	15	13	12	24	13	29		7	9	6	21	12		12	7	15	31	12	10	14	15	12	13	
5	LYLE LOVETT (Curb/MCA)	804	+138	21	22	25	7	10	8	12	15	12	12	12	29	11	18	7	3		27	11		12	7	16	32	10	20	12	11	12		
6	BARENAKED LADIES (Reprise)	774	-77	21		2	12	23		8			12	14		11	16	7	18	6	9	12		14	5	32	3	15	12	11		8		
7	SHAWN MULLINS (SMG)	773	+103	33	23	7	25	11					23	24	24	10	30			5	22	6		5		38	6	15	12	10	5	12		
8	JOHN MELLENCAMP (Columbia/CRG)	768	+109	32	22	27	18	10			15	20	23	13	24	24	28		0	6	11	11	21		3	15	37	16	7	12	10	29		
9	DAVE MATTHEWS BAND (RCA)	727	+36	32		11	37	25			10		9	4	23	20		5	3	18	23	21		8	7	2	37	13	15	9	19	14		
10	BRIAN SEITZER ORCHESTRA (Interscope)	670	-78		14	14	12	16		8		20	28	13	22	9	29		11		10	6		9	5	8	9	10	12			7		
11	LUCINDA WILLIAMS (Mercury)	663	-55	21		13			8	13	15		11		35	10		7			24			16	7	18	30	15	14	13	12			
12	NATALIE MERCHANT (Elektra/EEG)	627	-82	29		8	20			7	10	10	14	12	15	16	28			7	4	7		16	7	18	32	18	20	7		10		
13	BONNIE RAITT (Capitol)	593	-25	22		5	28	6		7	10	12	23	11		19		5		5	7	6	21		5	12	23	16	15	26	14	14		
14	HOOTIE & THE BLOWFISH (Atlantic)	556	+49	17	15	3	16	10			10		10	25			18			6			21		5		18	10	14	9		11		
15	CRACKER (Virgin)	533	+19			9				12	5		12	7						4	12			16	5	2	14			17	5			
16	SINEAD LOHAN (Interscope)	524	+20	8	15	14		13	8	11				8	9			4				11	6		8	7	13	16		7	4	6		
17	LIZ PHAIR (Matador/Capitol)	522	+15		23	3		13	13	13				4	23							9			5		26			12		5		
18	COWBOY JUNKIES (Geffen)	514	-106	19		13	23			11		10	11	6		15	5			19	14			8	5	3	32			10	12	8	13	
19	SUSAN TEDESCHI (Rounder)	505	-42		6	6	13			15	22		23	24	8			10			9	12			7	8			15	14	9	10	10	
20	NEIL YOUNG (WORK)	482	-91	32		12		25		10			11	6	32	11	17	7						9	5	38			15					
21	SMASHING PUMPKINS (Virgin)	448	-73	20	15	14	5	10						17		11		11	7	2				5		31	17	7		13		2		
22	BRUCE HORNSBY (RCA)	435	NEW	15		11	17	7		6	0	18	10	7	22	25	12	4	4		10			4	3	15	16	3		12	10	4	7	10
23	FASTBALL (Hollywood)	435	-2		24	13	18	17						11	23	7	18								5		35	11		12	7		3	
24	WILLIE NELSON (Island)	425	+35		14			5	11	9	15	12			23	10		7	4			5		12	7	12			20		12	13		
25	PATTY GRIFFIN (A&M)	406	-23	19			14	12		7		19			15		17	5		7		6			5		26		15					
26	TRAGICALLY HIP (Sire)	405	-26	31		12				6			11	6				10			11			9	7		4	10	12	8			9	
27	SEMI-SONIC (MCA)	404	-1	20	24			12						6				9								13		10					25	
28	EMMYLOU HARRIS (Eminent)	384	+18			2				12	15							7				6		12	7	10			12		12			
29	ROOMFUL OF BLUES (Bullseye/Rounder)	353	+17			4				13	15							7	5						5	12	32	6		12		9		
30	JAMES McMURTRY (Sugar Hill)	337	-4		23	3				13	15	11						7											10		5			
31	BILLY BRAGG & WILCO (Elektra/EEG)	337	-52	12						7	5				15	10						7			7	5	13	26			10	10		
32	SQUIRREL NUT ZIPPERS (Mammoth)	322	+6			15			5	11	15				15						10				7	10		6		12		9		
33	GRANT LEE BUFFALO (Slash/Warner Bros.)	297	-107			7		22		8							9			6	9	0		14	5	4	21		10		7			
34	DR. JOHNN (Virgin)	291	-8							12	10				10			7						4	5			10	14	8				
35	LENNY KRAVITZ (Virgin)	276	+3							7					17	10				16	19							15	14		9	4	8	
36	SON VOLT (Warner Bros.)	275	NEW			15				0				6	17	7								12	3	8			9	4	8			
37	TRAIN (Aware/Columbia)	271	-10	10						10			25					10			12	11			7		12		12				11	
38	WILLIAM TOPELY (Mercury)	270	-63			8	16	12		9	0				11		5		18			7		7	5	19		10				10		
39	JOHN HATT (Capitol)	268	-40	9						9	15	14		4	12							6			7	15			12		6		6	
40	MARC CROHN (Atlantic)	265	-96			6				5	11					18				14	8				5			10	14			3		
41	JONNY LANG (A&M)	262	NEW		6					0	18			6			16			5	10	13				10		8	12	7		5	20	
42	MICHELLE LEWIS (Revolution)	262	-68							13				13								6			3		32	6			5			
43	ELLIOTT SMITH (Dreamworks)	261	NEW			1			14	6	5					9		4				6		8	3				12		8	4		
44	TORI AMOS (Atlantic)	258	-49	7	15	15								12	10							4	6		8			16	10					
45	GOO GOO DOLLS (Warner Bros.)	249	+39		14		5	10						6											3		19		12	10		7	6	
46	LOWEN & NAVARRO (Intersound)	238	+25			2				10	15			12							4				5						5			
47	JONI MITCHELL (Reprise)	237	NEW			28				0					11	24		4			10			12	3			2			7	7		
48	JENNIFER KIMBALL (Imaginary Road)	224	-5			1				13								7							5		13			10	8			
49	CITY OF ANGELS SOUNDTRACK (Reprise)	216	0									9	6				29																3	
50	MARTINA DAM (HYBRID/SIRE)	214	NEW			4								12											5		12							

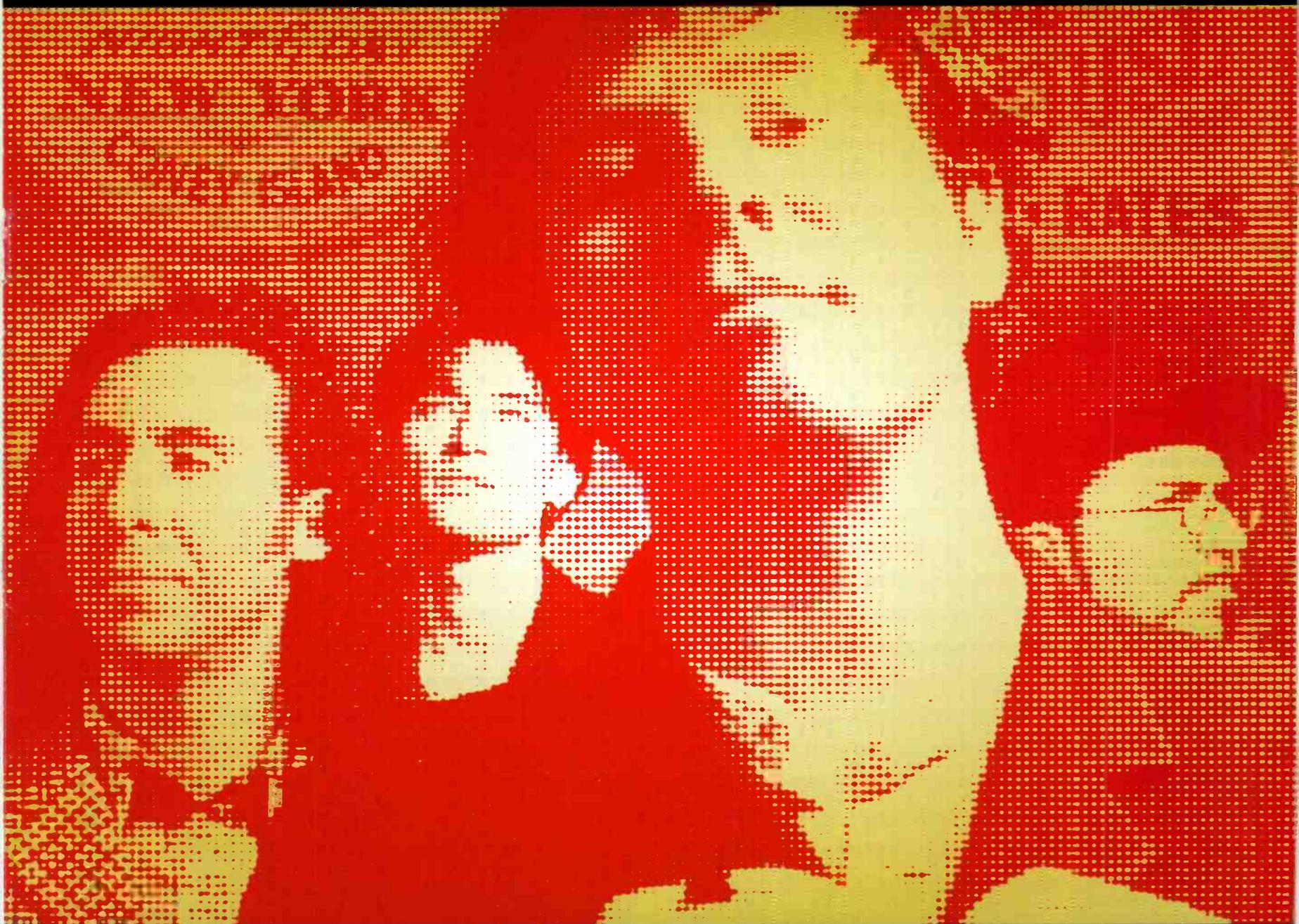
## REVIEWS

### U2

#### "Sweetest Thing" (Island)

U2's best songs finally get a makeover with an overdue, remastered best-of 2 CD set. In the process, here's something from the vaults from the *Joshua Tree* sessions that will show up as both an A- and B-side. Confused?

# TESTIMONY



## GRANT LEE BUFFALO

**TESTIMONY** is the follow-up track to the Top Ten adult alternative and alternative RADIO HIT, **TRULY, TRULY**

From the album **JUBILEE**

*On Your Desk Now! Going for Adds 10/5*

# A3 BOOMER GRID

SPINS in **RED** are ADDS

Artist - Title (Label)	KTRX	KUMH	KXL	WSPS	WBOB	WBZC	WCFE	WGLZ	WDET	WEEK	WFBX	WFRU	WPHB	WPTX	WFOV	WHS	WJCE	WMMW	WNNY	WNNY	WVCS	WVCH	WVNU	WVRN	WVLT	WVPR	WVNY	WVOD	WVRY	WVWD	WVLE	WVFN	WVRT	WVRY
CHRIS ISAAK (Reprise)	14	2	7	8	28	4			14	7	20				9	16	6	23	11	14	14	4	3		28	19	28	22	32	16	33	7	16	23
SHERYL KROW (A&M)	10	1	8	7	27						10				15	6	24	12	12	16				17	19	23	21	46	13	46	7	14	24	
EAGLE EYE CHERRY (WORK)	9	1		6	28	12		15	11		20	4		8	5	17	6	23	8	16	16	8		20	32	10	17	12	32		33	10	14	13
KEB' MO' (550 Music)	10	2	22	7	17	11	9		13	21	36	8	12	4	7		16	17	9	14	11	16	15		7	8	14				31	4	14	
LYLE LOVETT (Curb/MCA)	14	2	10	7	13		9		12	19	36	7	7	12	7		12	17	10	14	10	16	6		14	19	6	11			5	10	14	
BARENAKED LADIES (Reprise)	14				17			14		7	36	4		12		17	16		11	14	13	8	15	26	9	17	11	52	25	46	9	5	23	
SHAWN MULLINS (SMG)	7	2		8	28	5					36				16		15	11	10	11				5	15	19	6		19	20	33	18	17	15
JOHN MELLENCAMP (Columbia/CRG)	14	1	8	7	17					14	10					6	24	11	12	11				10	10	22	33	14	17	2	14	14		
DAVE MATTHEWS BAND (RCA)	9			4	19	5		14							9	6	16		12	6	16			28	7	18	10	20	33	14	7	24	17	
BRIAN SEZNER ORCHESTRA (Interscope)	12	2		8	15			15	7					12	5	16	26	10	14	8	8	6		18	18	21	10	34	29	48		15	10	
LUCINDA WILLIAMS (Mercury)	9	1					9	15	16	15		10	5	12	10	16	8	7	31	9	16			12	19	10					14	7	11	
NATALIE MERCHANT (Elektra/EEG)	12		21					15			20				10	16	13	11	10	9				8	17	21	17	51	7	23	4	2	24	
BONNIE RAITT (Capitol)	8		25	3	13		9	15							9	16	15	14	16	9				12	9	21					8	2		
HOOTIE & THE BLOWFISH (Atlantic)	8	1		7	29	10									0	6	23	10									28	16	35		47		10	13
CRACKER (Virgin)	10			5		10				21	50	7	8	8		12		9		12	8	16	15	18	18	11			17		14	5	1	
SINEAD LOHAN (Interscope)	9	2	5	7	29	10	3		10			5	3	8		6		5	16	16	4	15	12	10	11	14	24				10	7	16	
LIZ PHAIR (MCA/Capitol)	10	1		6		9				8	50	5	5	12				9	4		10	8	3	28	33	22		24		28		7	15	
COWBOY JUNKIES (Geffen)		1	3		28	12	6	10	6	9	20	8		12	7		12		12	14	11	16	15	24			17					6		
SUSAN TEDESCHI (Rounder)	8	1			27		9	15			20	6			10	16	17	12	16	9					8	12					3		14	
NEIL FINN (WORK)	8	1	6	6			3	15				6			12	5	12		8	11				12	6				6		6	5	23	
SMASHING PUMPKINS (Virgin)				3			6	10								15		23	10	12				20	18		6		17	29	19		34	
BRUCE HORNSBY (RCA)	12	1	7		3											6	16	1		11		3		5	8	21				14	3	6	12	
FASTBALL (Hollywood)	8				5													7		11				18	17	21			30	32	7	1	13	
WILLIE NELSON (Island)	8	1		5			9		13	7		10	14	12	5		6	8		10		16	15								11			
PATTY GRIFFIN (A&M)	9		7		28			30		10		7		12	5		12		12						8	10					7	3	12	
TRAGICALLY HIP (Sire)	8				7						36					15		8	6	12	7	4			11	6	14	23		24		5	7	12
SEMISONIC (MCA)				12	14			15								14		13		10	16			18	31		17		21	49	10	12	14	
EMMYLOU HARRIS (Eminet)	12	2	4		7	9		15	7		10	11	12	10		12			10	10	16	15	8				12				7			
ROOMFUL OF BLUES (Bullseye/Rounder)	1		5			3		14		20	5		8	5		6			14	6	8	3												8
JAMES McMURTRY (Sugar Hill)	8	2		6		9		16	13		6	8	8			12			5	11	16	15	5	10	10							2		
BILLY BRAGG & WILCO (Elektra/EEG)	1				12	9	15	6	9	36	8	5	4	7		16		6		7				14	8				18		1			
SQUIRREL NUT ZIPPERS (Mammoth)	1				8	6		7			6	8	7			12				8	16	15	16	10	10				19		9			
GRANT LEE BUFFALO (Slash/Warner Bros.)	10	1		6	16		9				9					14		7		10				28	10				13		2	13		
DR. JOHN (Virgin)	8	2				6		15	13		7	8	8	5		6	8	6	10		16	15					6				8		10	
LENNY KRAVITZ (Virgin)					14											16	6		9	7	12				31		19		15				11	
SON VOLT (Warner Bros.)	9		8		9	3			20	6					5		5	8		10	9	16	3		15	8	6				6	6	1	
TRAIN (A&M/Columbia)	7			4												18				10	9	16	3		10	6	10	23		17		8		
WILLIAM TOPLEY (Mercury)	8		7		5	9	15		7	20									9	7							6						9	
JOHN HIATT (Capitol)	9	2			5			8		10	5					15	6			14			15		10		14						2	
MARC COHN (Atlantic)	9		8		29		44												9	10	14				8		13							
JONNY LANG (A&M)	9			6	4						10							13		5						8							8	16
MICHELLE LEWIS (Revolution)	8	1	2	3	3	11			9		3		12						7	12		4	6		11			19		11	5			
ELLIOTT SMITH (Dreamworks)	1		7			6		9			8	13	8	7										18	11							17	10	
TORI AMOS (Atlantic)	7	1				9	12												12		13			28	5		12		18			4		
GOO GOO DOLLS (Warner Bros.)				9	11					2						17		10							7		6		17	21	8			
LOWEN & NAVARRO (Intersound)	7	2		6	3					14										6	11	4	6			5	6	13						10
JONI MITCHELL (Reprise)	12	1	8	7					7						7		6	10	7	10	12	3					6				8			
JENNIFER KIMBALL (Imaginary Road)		2			8				14	15		4		8	4		6			7	10	12	3				17				3		5	
CITY OF ANGELS SOUNDTRACK (Reprise)			2	15																				9				32	6	68		9		
MARTIN'S DAM (HYBRID/SIRE)				5	4					14	10	3				14					5						6	13			5	3		

Joan Jones' latest album. Having admired her work with Sun 60, her work as a soloist is a sturdy, stand-alone piece of work. On a song like "Everyday Down," she nicely straddles the line between pop balladeer and singer-songwriter. It would be a shame if she becomes another talent forced to shop her wares to Modern A/C. "Wide Eyed Devil" is the first single.



## CHRIS ISAAK Speak of the Devil (Reprise)

Live and on tape, style continues to become an even more important ingredient to Chris Isaak's music; nobody combines croon

and subtlety to produce power quite like he does. Having seen him during his salad days, no image will ever surpass

# ELVIS COSTELLO WITH BURT BACHARACH

ON YOUR DESK NOW  
THE NEW SONGS OF BACHARACH & COSTELLO

## I STILL HAVE THAT OTHER GIRL



ELVIS COSTELLO  
WITH  
BURT BACHARACH  
PAINTED FROM MEMORY

THE NEW SONGS OF BACHARACH & COSTELLO

FROM THE ALBUM "PAINTED FROM MEMORY"  
TOGETHER FOR THE FIRST TIME...BECAUSE IT'S A LONELY WORLD.  
THE NEW SONGS OF BACHARACH & COSTELLO

Produced by Burt Bacharach and Elvis Costello • Recorded, engineered and mixed by Kevin Killen • Management: Danny Bennett for RPM Music Productions Inc., New York

# COLLEGE

## REVIEWS

### MY SUPERHERO

#### Solid State 14 (Risk)

Hailing from the warm California sun, down the street from the Happiest Place on Earth, My Superhero's music reflects the level of comfort that comes from living down the block Mickey. The bands music is a rather tasty combination of pop and rock-steady, that puts a smile on your face whether you want it there or not. Think of Weezer and the English Beat forming a super group. Contact Ari at 1-888-409-2283 ext. 106.



### VIDA

#### Playing With Matches (Piegraph)

The dark quality of Vida will touch the souls of fans of early Cure, Joy Division, and even Mary's Danish. Self-described as "Music Noir," Vida presents a wicked fusion of PJ Harvey meets Public Image Limited. With proper marketing and promotion, this is a band destined for greatness, as it will find the way into many dark hearts. Need proof?



Check the opening track "Vida," and prepare to be impressed.

Contact [djvida@sirius.com](mailto:djvida@sirius.com).

### ADDS FOR SEPT. 28/29

**Mercury Rev** (V2), **Yatsura** (Sire), **The Crank-Tones** (Rhubarb/Fuego), **Science Park** (Obscure Disk), **The Minders** (Elephant 6/SpinART), **Cream Abdul Babar** (AAJ), **Birdog** (Sugar Free), **The Lapse** (Gem Blandsten), **Dalek** (Gem Blandsten), **Julie Ruin** (Kill Rock Stars), **PJ Harvey** (Island), **DJ Spooky** (Asphodel/Outpost), **Tom Zé** (Luaka Bop/Warner Bros.), **Adventures In Stereo** (Bobsled), **Suckdog** (Tray Full of Lab Mice), **Faithless** (Arista), **Flick** (Facility/Columbia/CRG), **Bare Junior** (Epic/Immortal), **DeeJay Punk Roc** (Epic), **Dovetail Joint** (Aware), **w/a- All Done With Mirrors** (Le Grand Magistery).

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## MOST ADDED

### ARCHERS OF LOAF White Trash

#### ARCHERS OF LOAF (38)

White Trash Heroes (Alias)  
Including: CTR, KCDU, KOVS, KFSR, KGLT, KGRG, KJHK, KUCI, KUGS, KWBU, KWVA, WBNY, WCBN, WCDB, WDBM, WICB, WITR, WJCU, WMSE, WMSV, WNHU, WPRK, WRFL, WRSU, WRUV, WRVU, WSMU, WTSR, WUMS, WUNH, WUSC, WUTK, WYFS, WYKR, WYUM.

#### MURDER CITY DEVILS (37)

Empty Bottles, Broken Hearts (Sub Pop)  
Including: CTR, KCMU, KCDU, KOVS, KFSR, KTX, KUCI, KUGS, KWBU, KWVA, WBNY, WCDB, WDBM, WDCR, WFDU, WICB, WITR, WMNF, WMSE, WNHU, WPRK, WQFS, WRUV, WRVU, WSMU, WTSR, WUMS, WUNH, WUSC, WUSC, WUTK, WYFS, WYKR, WYUM, WZBC, KBDD, WJCU.

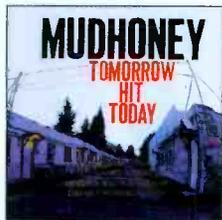
#### SOUL COUGHING (35)

El Oso (Slash/Warner Bros.)  
Including: KALX, KBDD, KCMU, KCDU, KCSU, KFSR, KGRG, KTX, KUOM, KVMR, KWBU, KWVA, WCBN, WFDU, WICB, WJCU, WMNF, WMSE, WNHU, WPRK, WRFL, WRSU, WTSR, WUMS, WUSC, WUTK, WYUM, WYUV, KLSU.

#### SIX BY SEVEN (35)

The Things We Make (Interscope)  
Including: KBDD, KCMU, KCRW, KCSU, KFSR, KGLT, KLSU, KXSJ, KTX, KWBU, WBNY, WCBN, WCDB, WDBM, WDCR, WICB, WJCU, WMNF, WMSV, WNHU, WQFS, WRSU, WRUV, WRVU, WSMU, WTSR, WUMS, WUNH, WUSC.

## RECORD TO WATCH



### MUDHONEY

Tomorrow Hit Today (Reprise)

Aw, shoot!! It's Mudhoney! Man, suddenly my week got a whole lot better. This is their best work in years. Please play lots.

LW	TW		Rpts.	Agds
2	1	ELLIOTT SMITH - XO (Dreamworks)	38	0
23	2	BELLE & SEBASTIAN - The Boy With the Arab Strap (Matador) <i>Man, you think the college kids like these guys? B&amp;S leaps 21 spots to #2.</i>	33	4
6	3	U.N.K.L.E. - Psyence Fiction (Mo'Wax/frr/London)	37	0
1	4	BOB MOULD - The Last Dog and Pony Show (Rykodisc)	30	0
3	5	SQUIRREL NUT ZIPPERS - Perennial Favorites (Mammoth)	25	0
7	6	JULIANA HATFIELD - Bed (Zoe)	25	1
N	7	SUNNY DAY REAL ESTATE - How It Feels to be Something On (Sub Pop) <i>Legends of the format receive a very warm, and long overdue "Welcome Back."</i>	28	2
8	8	THEY MIGHT BE GIANTS - Severe Tire Damage (Restless)	23	1
4	9	LIZ PHAIR - whitechocolatespeceegg (Matador/Capitol)	23	0
12	10	SNOWPONY - The Slow-Motion World of Snowpony (Radioactive)	24	0
5	11	BIS - Intendo (Grand Royal)	26	1
14	12	KNAPSACK - This Conversation is Ending Starting Right Now (Alias)	26	1
20	13	BLONDE REDHEAD - In An Expression of the Inexpressible (Touch & Go)	26	2
9	14	BEASTIE BOYS - Hello Nasty (Grand Royal/Capitol)	18	0
11	15	HOOVERPHONIC - Blue Wonder Power Milk (Epic)	21	2
27	16	ST. ETIENNE - Good Humor (Sub Pop)	24	1
13	17	KENT - Isola (RCA)	19	0
10	18	MEDESKI MARTIN & WOOD - Combustication (Blue Note)	26	0
N	19	FRANK BLACK AND THE CATHOLICS - Frank Black and the Catholics (SpinART)	16	0
24	20	JUDE - No One Is Really Beautiful (Maverick)	16	0
33	21	CRACKER - Gentleman's Blues (Virgin)	13	0
N	22	SLOAN - Navy Blues (Murder)	13	1
26	23	ROYAL CROWN REVUE - The Contender (Warner Bros.)	17	0
15	24	SIX FINGER SATELLITE - Law of Ruins (Sub Pop)	16	0
35	25	VARNALINE - Sweet Life (Zero Hour)	17	1
21	26	VAINIO VAISANEN VEGA - Endless (Blast First/Mute)	15	1
17	27	JESSAMINE - Don't Stay Too Long (Kranky)	19	0
32	28	PRIMUS - Rhinoplasty (Interscope)	15	0
37	29	SHUDDER TO THINK - First Love, Last Rites (Epic/Soundtrax)	11	0
49	30	PANSY DIVISION - Absurd Pop Song Romance (Lookout)	14	1
19	31	DUB NARCOTIC SOUND SYSTEM - Out of Your Mind (K)	18	0
28	32	MAD CADDIES - Duck and Cover (Fat Wreck Chords)	18	0
N	33	PROLAPSE - The Italian Flag (Jet Set)	19	2
N	34	THE NOTWIST - Shrink (Zero Hour)	17	2
25	35	BEATNIK FILMSTARS - Boss Disque (Merge)	14	0
16	36	MIXMASTER MIKE - Anti-Theft Device (Asphodel)	14	0
47	37	VARIOUS ARTISTS - Untouchable Outcaste Beats Vol. 1 (Tommy Boy)	13	0
40	38	PEDRO THE LION - It's Hard to Find a Friend (Made In Mexico)	14	1
30	39	REMY ZERO - Villa Elaine (DGC)	7	0
N	40	VOODOO GLOW SKULLS - Band Geek Mafia (Epitaph)	14	1
22	41	CIRRUS - Back On A Mission (Moonshine)	11	0
N	42	MINERAL - End Serenading (Crank!)	16	2
29	43	KID ROCK - Devil With A Cause (Lava/Atlantic)	11	0
N	44	R.L. BURNSIDE - Come On In (Fat Possum/Epitaph)	15	1
N	45	FANTASTIC PLASTIC MACHINE - The Fantastic Plastic Machine by Fantastic Plastic Machine (Emperor Norton)	17	3
34	46	JACK DRAG - Dope Box (A&M)	11	0
18	47	A MINOR FOREST - Inindependence (Thrill Jockey)	10	0
41	48	BABE THE BLUE OX - The Way We Were (RCA)	12	0
31	49	RICHARD BUCKNER - Since (MCA)	11	0
N	50	HOWE GELB - Hisser (V2)	12	0

## ARTISTPROFILE

### PULLMAN

WHO: Chris Brokaw (1/4 of Pullman)

FROM: Chicago

LATEST RELEASE:

Turnstyles & Junkpiles

LABEL: Thrill Jockey

CONTACT:

Damon @ (312) 455-0310

DID YOU KNOW?: Pullman is an

acoustic guitar quartet that features members of Tortoise, Rex, Directions In Music, and Come. The album was recorded in a Chicago loft with two AKG 451eb Mics, live to two tracks.

#### HISTORY AND INFLUENCES:

"When I was in high school, I listened to stuff that was an influence to Pullman, like Jorma Kaukonen from Hot Tuna.

People liken our music to John Fahey's quite a bit. In actuality, I personally do not know Fahey's stuff at all. I've been getting into Leo Kottke recently, because people have said we sound like him. There's a lot of influences in our press release that I've actually never heard."

TOURING?: "I doubt we'll tour. Everyone involved is really busy with other stuff. I'm hoping that sometime in the

Spring well start working on another record and hopefully play a few shows."

FUTURE PROJECTS: "I just did a record with Mitchell Rasor,

formerly of Absolute Gray. It's a pop-rock record under the band name Snares and Kites. The album is out on a Dutch label called In Between."



**MOST ADDED**



**MOTLEY CRUE (12)**  
Bitter Pill (Motley/Beyond)  
Including: K1LO, K1BZ, KEYJ, KTUX, KDOT, KZRO, KSQY, KHOP, WCCC, WHMH, WRIF, WYSP.

**MONSTER MAGNET (8)**  
Powertrip (A&M)  
Including: WCCC, KDEZ, KFMY, K1BZ, K2OZ, KTUX, KHOP.

**CANDLEBOX (8)**  
10,000 Horses (Maverick/Warner Bros.)  
Including: WEBN, WTOS, WLZR, WMFS, K1LO, K2OZ, KPPT, KZZK.

**LIMP BIZKIT (6)**  
Faith (Flip/Interscope)  
Including: WAAF, WBUZ, WHMH, WTOS, KRQR, KXXR.

**FUEL (5)**  
Bittersweet (550 Music)  
Including: KKED, K1BJ, KZZK, K1AQ, WWBN.

**GODSMACK (4)**  
Whatever (Republic/Universal)  
Including: KBPI, KPOI, KDEZ, WTOS.

**ONE MINUTE SILENCE (4)**  
A Waste Of Things To Come (Big Cat/V2)  
Including: KTUX, KRQR, KDOT, WHMH.

**RADIO SAYS**



**MONSTER MAGNET**  
"Space Lord"  
(A&M)

"Monster Magnet is huge in Great Falls. Our listeners are burning the phones up!"  
— **KODI Q 106.1 FM-Great Falls, Montana APD/MD, Tammie Toren**

# ACTIVE

LW	TW		Spins	Diff.
1	1	<b>CREED</b> - What's This Life For (Wind-Up)	1445	-15
7	2	<b>KISS</b> - Psycho Circus (Mercury)	1111	+215
4	3	<b>METALLICA</b> - Better Than You (Elektra/EEG)	1078	+40
3	4	<b>MONSTER MAGNET</b> - Space Lord (A&M)	1060	-35
6	5	<b>EVE6</b> - Inside Out (RCA)	1050	+114
2	6	<b>DAYS OF THE NEW</b> - The Down Town (Outpost)	980	-141
5	7	<b>AEROSMITH</b> - What Kind Of Love Are You On (Columbia/CRG)	961	-28
10	8	<b>HOLE</b> - Celebrity Skin (DGC)	852	+130
8	9	<b>ROB ZOMBIE</b> - Dragula (Geffen)	832	+7
11	10	<b>BROTHER CANE</b> - Machete (Virgin)	814	+100
14	11	<b>LENNY KRAVITZ</b> - Fly Away (Virgin)	748	+108
<i>More stations continue to go Lenny's way. What can you say, he's the mack!</i>				
13	12	<b>KENNY WAYNE SHEPHERD</b> - Somehow, Somewhere, Someway (Revolution)	738	+93
9	13	<b>CANDLEBOX</b> - It's Alright (Maverick/Warner Bros.)	735	-54
12	14	<b>MARILYN MANSON</b> - The Dope Show (Nothing/Interscope)	695	+40
17	15	<b>LOCAL H</b> - All The Kids Are Right (Island)	646	+31
15	16	<b>KORN</b> - Got The Life (Immortal/Epic)	626	-3
20	17	<b>THE FLYS</b> - Got You (Where I Want You) (Trauma/Delicious Vinyl)	550	+108
<i>The surfer dudes shredded Gibson's at the KUPD sponsored show in Phoenix.</i>				
19	18	<b>SECOND COMING</b> - Soft (Capitol)	527	+69
16	19	<b>JERRY CANTRELL</b> - My Song (Columbia/CRG)	526	-96
29	20	<b>SCREAMING CHEETAH WHEELIES</b> - Boogie King (Capricorn)	485	+121
22	21	<b>STABBING WESTWARD</b> - Sometimes It Hurts (Columbia/CRG)	465	+44
18	22	<b>SEVEN MARY THREE</b> - Over Your Shoulder (Mammoth/Atlantic)	457	-29
38	23	<b>GOO GOO DOLLS</b> - Slide (Warner Bros.)	440	+189
26	24	<b>FASTBALL</b> - Fire Escape (Hollywood)	427	+39
28	25	<b>DISHWALLA</b> - Once In A While (A&M)	393	+19
32	26	<b>FINGER ELEVEN</b> - Quicksand (Wind-up)	391	+50
23	27	<b>RAMMSTEIN</b> - Du Hast (Slash)	375	-42
46	28	<b>PEARL JAM</b> - Do The Evolution (Epic)	352	+155
25	29	<b>PEARL JAM</b> - In Hiding (Epic)	351	-54
24	30	<b>SMASHING PUMPKINS</b> - Perfect (Virgin)	351	-65
21	31	<b>STABBING WESTWARD</b> - Save Yourself (Columbia/CRG)	349	-74
27	32	<b>FUEL</b> - Shimmer (550 Music)	324	-61
37	33	<b>SEMISONIC</b> - Singing In My Sleep (MCA)	303	+44
34	34	<b>GOO GOO DOLLS</b> - Iris (Warner Sunset/Reprise)	298	-11
33	35	<b>TOOL</b> - Eulogy (Volcano Recordings)	281	-34
31	36	<b>EVERCLEAR</b> - Father of Mine (Capitol)	277	-68
—	37	<b>FUEL</b> - Bittersweet (550 Music)	271	N
40	38	<b>VAST</b> - Touched (Elektra/EEG)	268	+35
35	39	<b>KID ROCK</b> - I Am The Bullgod (Lava/Atlantic)	267	-1
—	40	<b>JACKYL</b> - We're An American Band (Geffen)	261	N

**CHARTBOUND**

<b>PUSHMONKEY</b> - "Handslide" (Arista)	<b>FIREWATER</b> - "Dropping Like Flies" (Universal)
<b>GODSMACK</b> - "Whatever" (Republic/Universal)	<b>JONNY LANG</b> - "Still Rainin'" (A&M)
<b>GRAVITY KILLS</b> - "Alive" (TVT)	<b>CANDLEBOX</b> - "10,000 Horses" (Maverick/Warner Bros.)
<b>ECONLINE CRUSH</b> - "Surefire (Never Enough)" (Restless)	<b>MONSTER MAGNET</b> - "Powertrip" (A&M)
<b>FLIGHT 16</b> - "If All The World Hated Me" (550 Music)	<b>MOTLEY CRUE</b> - "Bitter Pill" (Motley/Beyond)
<b>COWBOY MOUTH</b> - "Whatcha-Gonna Do?" (MCA)	<b>FEAR FACTORY</b> - "Resurrection" (Roadrunner)

**REVIEWS**

**VARIOUS ARTISTS**

**Strangeland soundtrack (TVT Soundtrax)**

The last time I saw Dee Snider on the big screen he nearly took out Pee Wee Herman and his trusty bike. Now Dee and posse are back with a movie, soundtrack, and single guaranteed to please everyone with big hair. The *Strangeland* soundtrack features an opening solo track from Dee ("Inconclusion") as well as new tracks from Twisted Sister ("Heroes Are Hard To Find"), Crisis, dayinthelife, and Bile. Other artists that are not gonna take it include: Anthrax, Sevendust, Soulfly, Nashville Pussy, Snot, Megadeth, System Of A Down, and Pantera. K1BZ, K1LO, and WSOU are spinning "Heroes Are Hard To Find." To officially welcome yourself to Dee's nightmare give Mark "Psycho" Abramson a buzz for your ticket to Hell (212) 979-6410. *Strangeland* hits theatres on Rocktober 2. Check out [www.deesnidersstrangeland.com](http://www.deesnidersstrangeland.com) for the full 411. Paging Mr. Herman, Pee Wee Herman.



**ADDS FOR SEPTEMBER 27 & 28**

Sevendust "Bitch" (TVT), Janus Stark "Every Little Thing Counts" (Earache/Trauma), Gloritone "John Wayne" (Kneeling Elephant/RCA), Bryan Adams "On A Day Like Today" (A&M), Peter Wolf "Turning Pages" (Mercury), The Diner Junkies "X (Lucy Say Goodbye)" (Cyber), U2 "Sweetest Thing" (Island), Sprung Monkey "Super Breakdown" (Surfdog/Hollywood), The Prowlers "Do Nothing" (Beat The Blues).

**ADDS FOR ROCKTOBER 5 & 6**

Phish "Birds Of A Feather" (Elektra/EEG), Queens Of The Stone Age "If Only" (Loosegroove), Black Sabbath "Psycho Man" (Epic), Placebo "Pure Morning" (Hut/Virgin), Cold "Give" (Flip/A&M), Dave Matthews Band "Crush" (RCA).

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# NASHVILLE

COUNTRY ROADS AND AMERICANA BYWAYS

Given today's reality of radio consolidation, programmers are continually faced with the challenge of finding ways to help their stations grow and become more effective to insure future value—many times with fewer resources and personnel. While syndication and voice-tracking have become hot topics and potential alternative programming sources, the truth remains that PDs still need to find, train, and nurture that most precious commodity: on-air talent. We asked several radio professionals to share their methods of working with air-talent. In this first of a two-part story, WYRK-Buffalo ADP/MD John Paul explains effective air-checking techniques.

"It seems that every time I am at a seminar or talk to other programmers, we talk about air talent. Two frequently asked questions are, 'Where is the talent of tomorrow?' and 'Are the PDs teaching air talent what good radio really is?' Some of the most important things we as pro-



## Talent Show Finding, Inspiring, and Keeping On-Air Talent

BY JAMIE MATTESON

grammers can do is critique, coach, and motivate talent. This is of key importance if you are in a small market with talent that is new to the business, but whether your talent is new or veteran, here are some basic ways to accomplish this:



John Paul

1) Be prepared. Get the aircheck a few days in advance and listen to it alone. Type up a critique sheet so the jock can take the notes and review them later. The first part of the sheet should have all the positives in bold. Then list 5-6 things to work on and why you want them done. Whenever possible include specific examples.

2) Be excited about the session. How can the talent be excited about the meeting if you aren't?

3) Do not let the phone or staff interrupt. Let your air talent know this is important and that they are a priority.

4) Listen to a few breaks before stopping. Start positive...but don't necessarily end negative. Teach, coach, and motivate constructively.

5) Be honest and be prepared to be challenged by the talent. Back up why you are telling the jocks to do what you want with simple logic. Use analogies; they can be great teachers and help people remember things.

6) Critique all staff at least twice a month. On the weeks that you do not meet with talent, leave a note with comments so they know that you are listening. Only put positive comments and improvements on the note. Save the rest for the one-on-one meeting.

7) Be clear on the basics. I spend a lot of time on formatics, because they are just as important as a good-sounding jock.

8) Not all full-time jocks need to be *critiqued* every session. Use the time to brainstorm ideas to make the shift better.

*Continued next page*

## The Scene



Lyric Street's Aaron Tippin gives a thumbs up while hanging with WPZM's Tim Mercer (l) and his guest Delisa Williams during a recent listening party for his new LS release, *What This Country Needs*.



The Great Divide recently headed west for a visit with KFRG (l-r): GD's JJ Lester and Mike McClure, KFRG's Don Jeffrey and Bo Wintrow, GD's Kelly Greene and Scott Lester.



L-R KBCR's midday jock Kathy Cain tolerates Lazy S.O.B.'s Dave Sanger (The Wandering Eyes) and KBCR's PD-Terry Kottom at KBCR's studios in sunny Steamboat Springs, Colorado.

## Radio & The Internet

During the recent CRS-Great Lakes Regional Seminar, the session, "Radio & The Internet" provided these tips for maximizing your station's effectiveness on the Web:

Get listener information on every hit that comes in. It's a great way to build your database.

Provide station press releases and information via e-mail to listeners. This will help keep listeners informed on events, concerts, giveaways, and station promotions.

Have Internet-only contests for your listeners. Draw people to the site using on-air mentions and gather sponsors for these contests.

Be sure to look at your Web site from AOL's web browser. It will look different than from Netscape or Internet Explorer.

Hook up with local retailers to provide coupons and discounts available for listener use. For example, a \$2 off coupon for Musicland or another local retail outlet.

Do a tie-in with local news affiliates. Provide a link to their site and ask for the same in return. Pay special attention to weather and hot news topics.

Be sure to register with all the search engines. Hint: Yahoo! delivers search results alphabetically and Alta-Vista by the number of times a keyword is in the description.

Incorporate e-mail into your request shows. Keep your studio wired to the Internet at all times and have a separate mailbox for listener requests such as "request@yourstation.com."

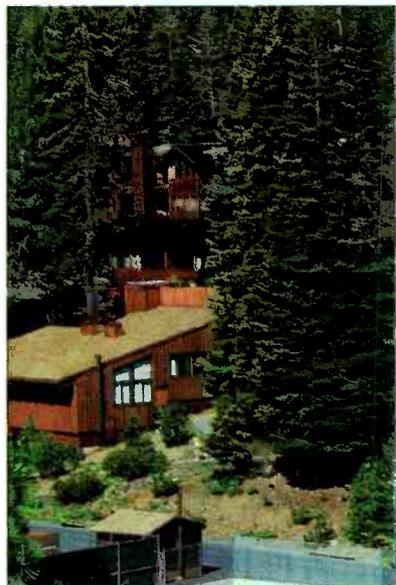


Little Sisters do grow up! GAVIN Happy Birthday wishes to Atlantic Records' (and Jamie's little sister) Jenny Shields. Gosh, nice bedspread and headboard girls!

# Annual Americana Jam Resumes in Tahoe

BY CHRIS MARINO

Last year, the solace of Squam Lake in New Hampshire (a solace we broke into tiny pieces) served as the landscape for the most unique conference in the music business. This year, we head out west to the northwest corner of Lake Tahoe—the Granlibakken Resort in Tahoe



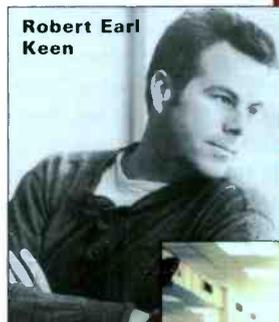
City, to be exact—beginning on October 2, for what will again be an incredible experience.

What makes GAVIN's In the Pines so unique in the music business is our determination to find a place with few distractions from what is taking place at Ground Zero. We purposely limit opportunities for the off-site schmoozes and artist showcases that are pervasive at other music industry events. In addition, there are no scheduling conflicts for any of the artist showcases or panel discussions, meaning we can all be focused on each event. It has to be this way, because we have a lot to talk about and a lot to accomplish.

What makes the Americana format—and, by extension, In the Pines—so novel is the collection of people who support it. As a group, we are passionate about music, believe that some of the best music never gets heard, and have made it our mission to change that. With help from GAVIN's A3 guru Kent and Keith Zimmerman, expect an increased

level of information and interaction at our discussions and panels.

It's been a productive year in terms of Americana music and the growth of the format. In fact,



Robert Earl Keen



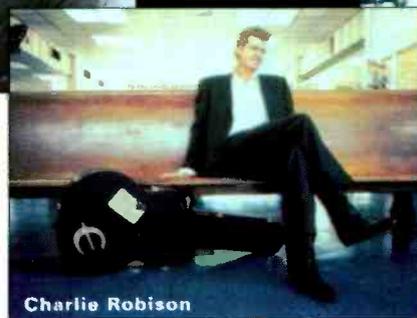
Ricky Skaggs



Chris Hillman



Heather Myles



Charlie Robison



Jim Lauderdale

despite having to make substantial changes to our panel of reporters over the last

year, we are currently at a record 85 stations and, by the middle of October, expect to be over 90 stations strong. Many of these newcomers will be represented at this

year's conference; already radio registration has eclipsed

last year's numbers.

So...what about this year's artist line-up? Well, besides the incredible lineup of performers listed below, quite a few Americana icons will also be registered for the conference, including Doug Sahm, Ray Wylie Hubbard, Bruce Robison, Laurie Lewis, Tom Rozum, and James Inveltd.

As you can see, this is going to be one hell of a party. Don't miss it.

## TALENT *continued*

9) To vary the session, let the jock critique themselves. This will show you what is getting through to them.

10) Remember that you can't teach personality. You can't expect to have a personality on the air if the talent doesn't have one.

11) Also, use the time to "talk radio." It's amazing how much can be learned from just "talking radio."

12) Share handouts you may get from consultants and trades.

13) Make sure the talent leaves the session understanding what you want done. The session was a waste if they are confused.

Remember, it takes time. The payoff comes when you can pull old tapes out and compare them with how a jock is sounding today. As the shampoo commercial says, "it won't happen overnight, but it *will* happen." ■

JOHN PAUL HAS BEEN IN RADIO 11 YEARS AND IN PROGRAMMING FOR FIVE. HE IS CURRENTLY THE APD/MD AT CBS'S WYRK-BUFFALO. NEXT WEEK, WE CHECK IN WITH SEVERAL PROGRAMMERS ON PRACTICAL AND UNIQUE WAYS TO FIND, TRAIN, AND KEEP PART-TIMERS.

## COUNTRYPROFILE

# Lance Houston



**Station/Market:**  
WTXT-Tuscaloosa, Ala.

**Position:**  
Music Director/APD

**How long?** 1 1/2 years

**What do you like most about your job?**

Tinkering with music clocks and the music rotations. Programming is my true love of the radio industry, but opening the new CDs that come in the mail is also a thrill.

**Least?** Trying to work out schedules for our weekend personalities.

**The Early Years**  
BORN IN:  
Tuscaloosa, Ala.  
GREW UP IN:  
Demopolis, Ala.

First radio job: WZMJ-Demopolis, Ala.

**Title:** Part-time weekends and running the Good Time Oldies Magazine

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

WZBQ-Tuscaloosa

**What is your favorite song of all-time?**

"Sweet Home Alabama" by Lynyrd Skynyrd and "The Fireman" by George Strait

**What is your favorite song out right now?**

"One Week" by Barenaked Ladies

**What album/CD in your collection are you most ashamed**

of? The Mavericks *Trampoline*

**DIDYAKNOW?** At the group of stations I work for, I also do the music for our rock and Top 40 stations.

**If I worked for a record label, I would:** stop pushing a new single by a major artist after the last single has only been out for 10 to 12 weeks.

**Motto to live & work by:** For radio to be successful, the people have to remember your station.

by Jeff House

## SCHEDULED PERFORMERS

- Charlie Robison (Sony/Lucky Dog)
- Great Divide (Atlantic Nashville)
- Jim Lauderdale (BNA)
- Steve Riley & the Mamou Playboys (Rounder)
- Chris Hillman (Sugar Hill)
- Deke Dickerson & the Ecco-Fonics (Hightone)
- The Hot Club of Cowtown (Hightone)
- John Jennings (Vanguard)
- Heather Myles (Rounder)
- Rosie Flores (Rounder)
- Greg Trooper (Koch)
- Ricky Skaggs (Skaggs Family Label)
- Bad Livers (Sugar Hill)
- Kieran Kane (Dead Reckoning)
- Kevin Welch (Dead Reckoning)
- Robert Earl Keen, Jr. (Arista)
- Bob Cheevers (Cheeversongs)

# COUNTRY

## MOST ADDED



**BROOKS & DUNN (95)**  
**RANDY TRAVIS (54)**  
**MARTINA MCBRIDE (51)**  
**GEORGE STRAIT (50)**  
**JOHN M. MONTGOMERY (49)**

## MOST REQUESTED

**ALAN JACKSON**  
**SHANIA TWAIN**  
**MARK WILLS**  
**TIM MCGRAW**  
**DIXIE CHICKS**

## MOST SPINCREASE

**TRISHA YEARWOOD W/ GARTH BROOKS +904**  
**GARTH BROOKS +568**  
**SHANIA TWAIN +515**  
**TERRI CLARK +445**  
**TY HERNDON +406**

## RADIO SAYS



**DERYL DODD**  
 "A Bitter End" (Columbia)  
 "A lot of us have seen this artist coming for a long time. With this song, I think he has finally arrived" —**Todd Berry, MD, WPOC-Baltimore, Md.**

LW	TW		Weeks	Rpts	Adds	SPINS	TREND	35+	25+	15+	5+
2	1	<b>TIM MCGRAW</b> - Where The Green Grass Grows (Curb)	10	198	0	7330	+33	147	44	7	0
<i>Another chart topper for one of Louisiana's hottest exports!</i>											
4	2	<b>MARK WILLS</b> - Don't Laugh At Me (Mercury)	12	198	0	7202	+210	137	49	12	0
3	3	<b>ALAN JACKSON</b> - I'll Go On Loving You (Arista)	10	197	0	7118	+52	136	48	11	2
5	4	<b>DIAMOND RIO</b> - You're Gone (Arista)	19	196	0	7022	+77	132	53	9	2
8	5	<b>SHANIA TWAIN</b> - Honey, I'm Home (Mercury)	8	196	1	6516	+515	107	60	26	3
7	6	<b>LONESTAR</b> - Everything's Changed (BNA)	14	195	0	6514	+308	102	69	22	2
6	7	<b>REBA McENTIRE</b> - Forever Love (MCA)	11	196	0	6479	+108	99	73	22	2
13	8	<b>GARTH BROOKS</b> - You Move Me (Capitol Nashville)	5	198	0	5892	+568	65	78	50	5
10	9	<b>TRACY BYRD</b> - I Wanna Feel That Way Again (MCA)	16	193	2	5757	+264	66	78	44	5
11	10	<b>LeANN RIMES</b> - Nothin' New Under The Moon (MCG/Curb)	10	197	0	5707	+251	50	90	55	2
12	11	<b>CLINT BLACK</b> - Loosen Up My Strings (RCA)	8	198	1	5632	+281	48	87	58	5
14	12	<b>LEE ANN WOMACK</b> - A Little Past Little Rock (Decca)	9	198	2	5368	+210	31	99	65	3
15	13	<b>ALABAMA</b> - How Do You Fall In Love (RCA)	11	195	3	5236	+376	37	89	58	11
16	14	<b>DIXIE CHICKS</b> - Wide Open Spaces (Monument)	6	194	3	5030	+285	25	89	72	8
1	15	<b>THE WILKINSONS</b> - 26¢ (Giant)	16	164	0	5007	-2350	88	30	21	25
18	16	<b>COLLIN RAYE</b> - Someone You Used To Know (Epic)	7	193	4	4615	+345	14	78	88	13
19	17	<b>TY HERNDON</b> - It Must Be Love (Epic)	9	190	1	4554	+406	17	76	82	15
20	18	<b>NEAL McCOY</b> - Love Happens Like That (Atlantic)	16	183	1	4151	+90	20	59	71	33
24	19	<b>TRISHA YEARWOOD with GARTH BROOKS</b> - Where Your Road Leads (MCA)	3	192	12	4084	+904	6	63	90	33
<i>Jumping into the top twenty in just three weeks!</i>											
21	20	<b>TERRI CLARK</b> - You're Easy On The Eyes (Mercury)	6	184	2	4074	+445	11	63	83	27
9	21	<b>BROOKS &amp; DUNN</b> - How Long Gone (Arista)	13	143	0	3993	-1572	65	21	21	36
22	22	<b>WADE HAYES</b> - How Do You Sleep At Night (Columbia/DKC)	15	171	3	3572	+191	8	50	80	33
32	23	<b>GEORGE STRAIT</b> - We Really Shouldn't Be Doing This (MCA)	2	183	50	3502	+1248	5	43	90	45
25	24	<b>KENNY CHESNEY</b> - I Will Stand (BNA)	8	179	7	3486	+307	4	49	80	46
23	25	<b>BILLY DEAN</b> - Real Man (Capitol Nashville)	14	173	2	3413	+99	11	42	76	44
26	26	<b>KEITH HARLING</b> - Coming Back For You (MCA)	10	170	2	3295	+117	11	45	55	59
28	27	<b>CLAY WALKER</b> - You're Beginning To Get To Me (Giant)	6	169	6	3154	+305	4	37	75	53
36	28	<b>FAITH HILL</b> - Let Me Let Go (Warner Bros.)	3	174	41	3094	+1152	1	34	84	55
29	29	<b>AARON TIPPIN</b> - For You I Will (Lyric Street)	8	163	4	3048	+243	3	38	74	48
30	30	<b>BLACKHAWK</b> - There You Have It (Arista)	6	157	5	2752	+284	2	29	68	58
34	31	<b>TRAVIS TRITT</b> - If I Lost You (Warner Bros.)	6	151	12	2421	+249	0	22	59	70
35	32	<b>PAM TILLIS</b> - Every Time (Arista)	4	147	9	2375	+291	1	21	58	67
31	33	<b>BRYAN WHITE</b> - Tree Of Hearts (Asylum)	11	141	0	2346	+69	1	30	45	65
41	34	<b>DEANA CARTER</b> - Absence Of The Heart (Capitol Nashville)	3	162	47	2334	+858	0	12	66	84
—	35	<b>BROOKS &amp; DUNN</b> - Husbands And Wives (Arista)	2	145	95	2160	N	3	16	53	73
17	36	<b>LINDA DAVIS</b> - I Wanna Remember This (DreamWorks)	22	85	0	1949	-2761	9	30	28	18
40	37	<b>TOBY KEITH</b> - Getcha Some (Mercury)	3	125	20	1888	+406	0	16	48	61
44	38	<b>MARTINA MCBRIDE</b> - Wrong Again (RCA)	2	139	51	1826	+739	0	5	50	84
43	39	<b>JOE DIFFIE</b> - Poor Me (Epic)	3	113	15	1637	+328	0	9	43	61
38	40	<b>DANNI LEIGH</b> - If The Jukebox Took Teardrops (Decca)	5	102	2	1630	+63	1	16	37	48
42	41	<b>RICK TREVINO</b> - Only Lonely Me (Columbia/CRG)	6	103	4	1565	+127	1	12	37	53
48	42	<b>THE WARREN BROTHERS</b> - Guilty (BNA)	4	92	12	1159	+225	0	4	33	55
46	43	<b>TRINI TRIGGS</b> - Straight Tequila (MCG/Curb)	6	82	2	1133	+137	0	7	29	46
45	44	<b>MONTY HOLMES</b> - Alone (BANG II)	6	81	6	1118	+102	0	8	25	48
50	45	<b>T. GRAHAM BROWN</b> - Wine Into Water (Intersound)	3	78	10	1035	+241	0	5	25	48
47	46	<b>WYNONNA</b> - Woman To Woman (Asylum)	4	68	3	1000	+64	0	7	26	35
—	47	<b>MARK CHESNUTT</b> - Wherever You Are (Decca)	2	79	27	999	N	0	1	27	51
49	48	<b>DWIGHT YOAKAM</b> - These Arms (Reprise)	4	64	3	901	+96	0	2	28	34
—	49	<b>DAVID KERSH</b> - Something To Think About (Curb)	3	67	11	845	N	0	2	21	44
—	50	<b>SUZY BOGGUSS</b> - Nobody Love, Nobody Gets Hurt (Capitol Nashville)	4	64	2	841	N	0	3	21	40

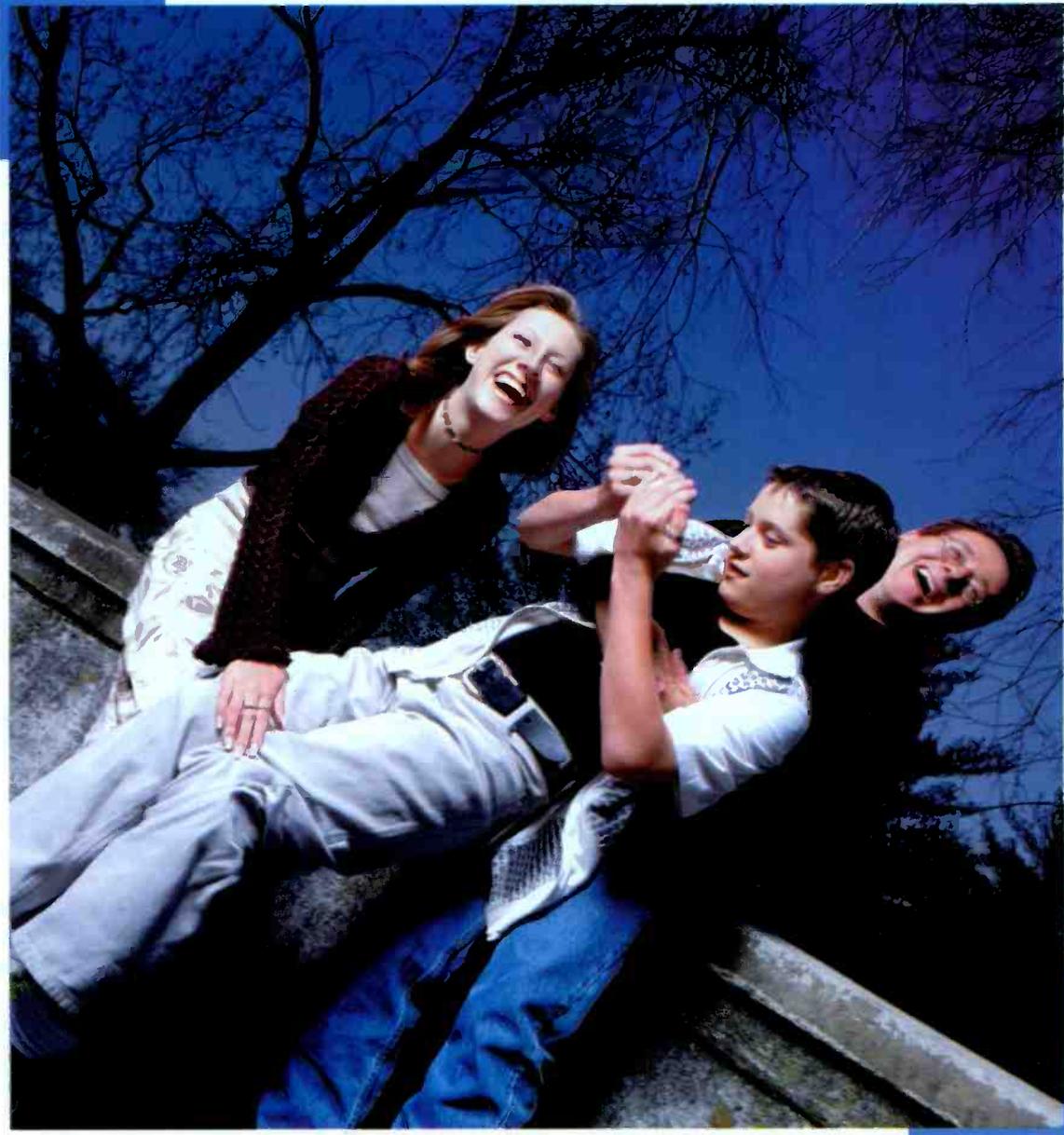
## COUNTRY UP&COMING

Rpts.	Adds	SPINS	Wks.	
63	26	738	2	<b>DERYL DODD</b> - A Bitter End (Columbia/CRG)
54	54	698	1	* <b>RANDY TRAVIS</b> - Spirit Of A Boy, Wisdom Of A Man (DreamWorks)
50	16	603	2	<b>MARK NESLER</b> - Slow Down (Asylum)
49	49	591	1	* <b>JOHN MICHAEL MONTGOMERY</b> - Hold On To Me (Atlantic)
47	—	693	5	<b>HEATHER MYLES</b> - True Love (Rounder)

Rpts.	Adds	SPINS	Wks.		*INDICATES DEBUT
37	27	414	1	* <b>MICHAEL PETERSON</b> - By The Book (Reprise)	
35	4	451	2	<b>CONFEDERATE RAILROAD</b> - Keep On Rockin' (Atlantic)	

**Questions? Comments?**  
 E-mail Jamie Matteson at [gavingirl@earthlink.net](mailto:gavingirl@earthlink.net)

COUNTRY REPORTS ACCEPTED FRIDAYS 8 A.M.-3 P.M. AND MONDAYS 8 A.M.-3 P.M.  
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To all of our radio friends,  
Your commitment has overwhelmed us.  
Your support has inspired us.  
Your belief has touched us.

But, most of all, your friendship and love  
will be cherished for life.

From our family to yours,  
Loving thanks—

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VENTURA NASHVILLE

**The Wilkinsons**

# AMERICANA®

## MOST ADDED



**THE V-ROYS (24)**  
**THE BAND (24)**  
**THE KENNEDYS (20)**  
**ROBBIE FULKS (17)**  
**THE BAD LIVERS (16)**  
**LOS SUPER SEVEN (16)**

## HOT PICKS



**LYLE LOVETT**  
**DALE WATSON**  
**CHARLIE ROBISON**  
**V/A "CHASING THE DREAM"**  
**WILLIE NELSON**

## RADIO SAYS



**ROBBIE FULKS**  
 "Let's Kill Saturday Night"  
 (Geffen)

"Robbie rocks! With his killer song writing, you'll be singing along!"

—Armando Bellmas, A.P.D.,  
 WNCW - Spindale, NC

LW	TW		Repts.	Adds	Spins	Trend
1	1	<b>HEATHER MYLES</b> - Highways & Honky Tonks (Rounder)	71	1	1018	-37
3	2	<b>JUNIOR BROWN</b> - Long Walk Back (Curb)	81	2	992	+20
2	3	BR5-49 - Big Backyard Beat Show (Arista)	73	2	952	-58
5	4	<b>WILLIE NELSON</b> - Teatro (Island)	74	6	789	+29
4	5	RANDY SCRUGGS - Crown Of Jewels (Reprise)	68	1	762	-145
12	6	<b>LYLE LOVETT</b> - Step Inside This House (Curb/MCA)	75	13	737	+198
6	7	<b>DOLLY PARTON</b> - Hungry Again (Decca)	59	2	692	+27
10	8	<b>DALE WATSON</b> - The Truckin' Sessions (Koch)	68	5	657	+91
7	9	EMMYLOU HARRIS - Spyboy (Eminent)	71	0	638	-17
16	10	<b>CHARLIE ROBISON</b> - Life Of The Party (Lucky Dog)	54	4	563	+75
<i>Bruce's brother Charlie joins the party by hitting the top ten this week!</i>						
13	11	<b>JAMES McMURTRY</b> - Walk Between the Raindrops (Sugar Hill)	58	1	544	+5
9	12	LUCINDA WILLIAMS - Car Wheels On A Gravel Road (Mercury)	50	1	544	-28
8	13	BRUCE ROBISON - Wrapped (Lucky Dog)	45	1	517	-132
11	14	GILLIAN WELCH - Hell Among the Yearlings (Almo Sounds)	64	1	511	-35
17	15	<b>MOLLY &amp; THE MAKERS</b> - Lucky Flame (Media)	45	2	453	+21
15	16	NANCI GRIFFITH - Other Voices, Too (Elektra/EEG)	50	0	450	-48
14	17	WILL SING FOR FOOD - SONGS OF DWIGHT YOAKAM - V/A (Little Dog)	38	0	434	-72
19	18	MOLLIE O'BRIEN - Big Red Sun (Sugar Hill)	57	3	410	-11
23	19	<b>CHASING THE DREAM</b> - Various Artists (Cold Spring)	50	5	400	+65
18	20	DWIGHT YOAKAM - A Long Way Home (Reprise)	40	1	386	-41
37	21	<b>TAMMY WYNETTE</b> - Remembered - Various Artists (Asylum)	30	9	380	+157
21	22	NASHVILLE BLUEGRASS BAND - American Beauty (Sugar Hill)	48	1	323	-32
28	23	<b>JUDITH EDELMAN</b> - Only Sun (Compass)	41	2	311	+3
20	24	WANDERING EYES - Songs Of Forbidden Love (Lazy SOB Recordings)	34	0	306	-55
30	25	<b>CHRIS JONES</b> - Follow Your Heart (Rebel)	44	2	298	+4
32	26	<b>LONESOME RIVER BAND</b> - Finding The Way (Sugar Hill)	43	2	296	+17
27	27	SHAVER - Victory (New West)	39	0	285	-24
33	28	<b>RED MEAT</b> - Red Meat 13 (Ranchero)	40	2	280	+19
22	29	CHARLIE DANIELS BAND - Fiddle Fire -25 Years Of The... (Blue Hat)	27	0	279	-70
29	30	TOM ROZUM - Jubilee (Signature Sounds)	49	0	275	-20
31	31	JOE ELY - Twistin' In The Wind (MCA/Nashville)	25	0	263	-17
—	32	<b>ROBBIE FULKS</b> - Let's Kill Saturday Night (Geffen)	46	17	259	N
<i>With great tunes and a change in direction, Robbie is this weeks top debut!</i>						
25	33	BILLY BRAGG & WILCO - Mermaid Avenue (Elektra/EEG)	31	0	256	-71
40	34	<b>WYLLIE &amp; THE WILD WEST SHOW</b> - Total Yodel! (Rounder)	30	7	244	+59
26	35	LAUREL CANYON RAMBLERS - Back On The Street Again (Sugar Hill)	40	1	242	-77
24	36	CHRIS HILLMAN - Like A Hurricane (Sugar Hill)	28	0	240	-91
35	37	LAST TRAIN HOME - Last Train Home (Adult Swim)	27	1	234	-17
39	38	<b>JOHN HIATT</b> - The Best of (Capitol)	24	2	231	+22
38	39	<b>RICHARD BUCKNER</b> - Since (MCA)	39	4	225	+13
—	40	<b>THE HOT CLUB OF COWTOWN</b> - Swingin' Stampede (Hightone)	36	4	215	N

## CHARTBOUND

THE BAD LIVERS (Sugar Hill)	PHILIP CLAYPOOL (Curb)
FREIGHT HOPPERS (Rounder)	VERN GOSDIN (BTM)
DAVID CHILDERS (Rank)	
GREG TROOPER (Koch)	
RANDY THOMPSON (Jackpot)	
LOS SUPER SEVEN (RCA)	

## AMERICANA REVIEWS

### BULL RIDERS: CHASING THE DREAM Various Artists (Cold Spring)

From the motion picture *Bull Riders: Chasing the Dream*, this soundtrack

features some hot Americana artists—including Reckless Kelly, Don Walser, Jack Ingram, The Derailers, Chris



Wall, and Doug Supernaw—all singing about being a bull-riding, rodeo cowboy. Hop on, let 'em buck, and see if you can hang on for eight! Check out "The Glory Will Never Get Old" by the Derailers, Chris Wall's "Let 'Em Buck," and "Just a Ride" from Jack Ingram & The Beat Up Ford Band.

### DAVIS RAINES Big Shiny Cars (Crossfield Records)

An ex-corrections enforcement officer in charge of death row at an Alabama prison, Raines' lyrical influences are easy to spot.



He's a hell of a storyteller, drawing you in with his dark tales of life, murder, and imprisonment. Great cuts, many reminiscent of Johnny Cash, include "Hell for Breakfast," "Working Homicide," and "Limestone Chain."

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# WHISKEYTOWN Faithless Street

## WHISKEYTOWN



Faithless Street

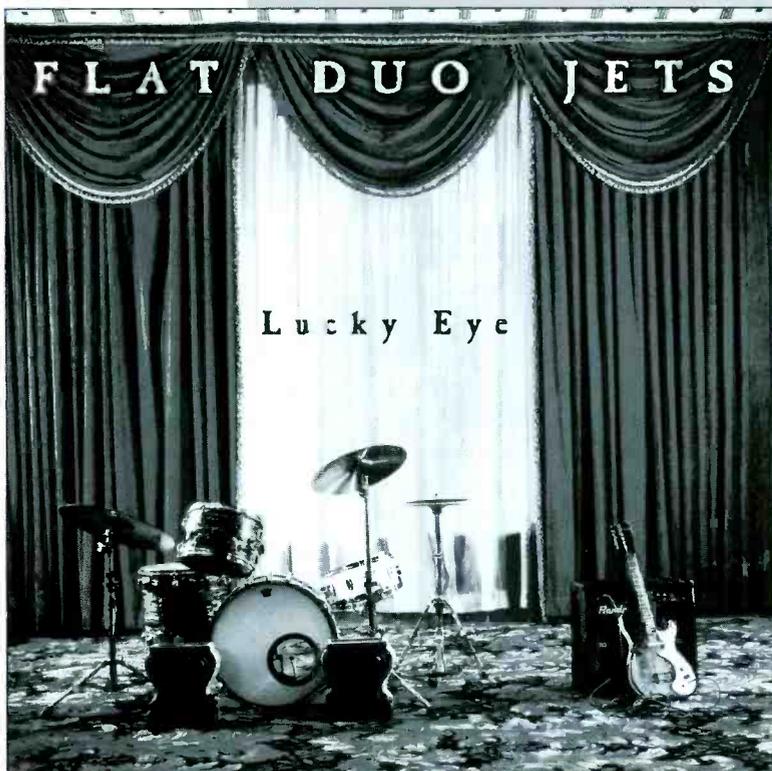
The reissue of their rare 1996 release with previously unreleased outtakes and demos

Twenty-one tracks total  
Twelve from the original release  
Four outtakes from those original sessions  
Five songs from "The Baseball Park Sessions"

All remixed and remastered

**On your desk now!**  
**In Stores September 29**

# FLAT DUO JETS Lucky Eye



The major-label debut from this legendary Chapel Hill, North Carolina, duo is both the culmination of their 14-year indie history and a bold new beginning. Dexter Romweber (guitars, piano, vocals) and Crow (drums and vocals) expand their primitive rock 'n' roll sound with bass, horns and a 12-piece string section to bring you fervent rock 'n' roll that glides from over-the-top rockabilly to hip-shakin' swing and pop.

**Going for Adds**  
**October 6!**  
**In Stores October 6**



RECORDINGS

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# JAZZ + SMOOTH

THE JAZZ AND SMOOTH CONNECTION



BY KEITH ZIMMERMAN

I hate it when people look to me for the big picture. I'm a trumpet player; I'm used to people ignoring everything I say."

Rick Braun is used to having several pots boiling at once. *Full Stride* (technically Rick's sixth record) is on the air, in the stores, and climbing the GAVIN Smooth Jazz charts, plus he's slated to produce some tracks for David Benoit's next record and a couple of tunes for Jeff Golub's next Avenue Blue project. The day we spoke, Braun was off to do a television session.

During the last several months, Braun's multi-track, home studio shack in Woodland Hills was buzzing during the *Full Stride* sessions, especially since Braun now uses more live players instead of canned drums and loops. Braun is careful not to upset the neighborhood with his record-making activities. "It's OK," assures Rick. "Everybody who comes over plays really quiet."

Although Rick could have recorded *Full Stride* in any uptown studio in Los Angeles, he chose instead to hunker down and purchase more high priced, high-resolution, 24-bit/96K gear and roll ADAT at home. Being versed in computerized recording technology has increased efficiency; Braun now builds riffs and melodies in his computer and replaces each part with live players.

"I do a rough sketch on my computer to get the form of the

## There Goes the Neighborhood: Recording With Rick Braun

song. Sometimes I start with sequenced keyboards," explains Braun, "or maybe some rhythm. Then I'll add real players over top, and gradually take away what I've started out with."

Using a long list of session players, Braun picks and chooses between live parts and original demo sounds.

"Sometimes I'll add a real bass, and the synth bass will win out because it's right for the song," explains Braun. "It's a matter of making it sound as live and organic as you can. That's how I add personality to the music."

An engineer named Steve Sykes—who worked with Stanley Clarke on many of his soundtrack projects—helped get the proper room sound. Over the past few records, recording at the home studio afforded Braun the opportunity to learn first-hand the best techniques to use with mike drums and other acoustic instruments.

David Palmer, who has played with everyone from Sade and Rod Stewart to ABC and Yellow Magic Orchestra, contributed live drums on the new record.

"I really wanted this to be the best sounding record I've done," says Braun. "A lot of it started out with real drums and acoustic instruments. David Palmer came over with his drums, set them up, and we

would decide what kind of groove we wanted. It sounds more organic, like *Beat Street*."

Now that Braun is happily married to his German girlfriend, Christiane (the "dashing" blonde on the front cover of the CD) how is the home studio affecting his personal life?

Braun laughs at the question. "My wife comes down in the morning to make coffee, and there's this drum set in the middle of the room! Actually, when the stack of empty pizza boxes reached head height, that's when I knew the record was done."

"I have this room that was built in 1925 with a cathedral ceiling, and it's all wood," he continues. The irony is that it sounds so good, it would be hard to improve on the sounds I'm getting. People spend a fortune building drum rooms, and this one sounds wonderful and flexible.

"Dave Palmer has played on a lot of hit records, and when he comes over, he always comments how great the room sounds. I'll probably build an adjoining studio room and end up bringing the drums back into the house anyway!"

Many radio programmers feel *Full Stride* is a stylistic blend of his previous release, the sexy *Body and Soul*, and the more upbeat *Beat Street*. Braun agrees: "It leans more towards *Beat Street* than *Body and Soul*, especially when you hear the energy and the live sound," he says.

When Braun completed "Hollywood & Vine," it was a positive

omen that the sessions were proceeding "smoothly." The song was born when Brian Culbertson, Rick's new neighbor in Woodland Hills, came over to help write the tune.

"'Hollywood and Vine' was the first one I wrote for the record," says Braun. "I had a feeling *Full Stride* was going to be a good record when that tune ended up being the first single."

Rick's close relationship with Smooth Jazz radio programmers has made him one of the most proactive advocates for the format. In addition to headlining listener festivals, Braun has also emceed the day-long events. This year Braun was voted GAVIN Smooth Jazz Artist of the Year for the second time, and when KIFM-San Diego produced a direct-

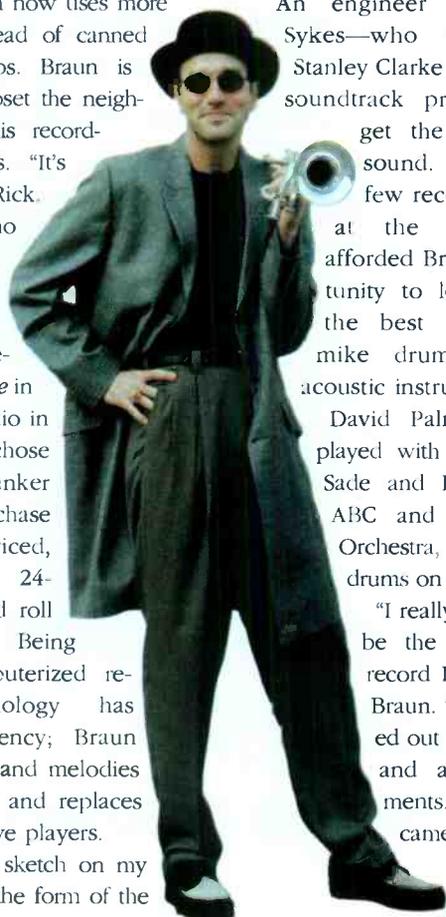
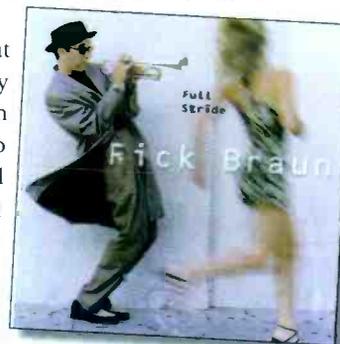
mail video for its Winter Arbitron campaign, Braun served as its on-camera host.

"I feel like the Henry Kissinger of Smooth Jazz," Braun jokes. "But seriously, the music is very healthy and on the upswing. It's been

my fortune that my music fits on the radio."

Braun's relentless road work is beginning to pay off. His records sell in the six figures, and like the jazz horn players he admires—Miles and Chet—Rick has accumulated a quality catalog. While many Smooth Jazz artists record then stay home and do lucrative session work, Braun bankrolled a traveling band and built his live following brick by brick, person by person. As an accomplished producer, the phone now rings with offers.

"I'm in a good space. I've been playing live for a lot of years. Sometimes I lost money to get to this point. But I still love touring. Last week I was in Rockford, Illinois and after that I played a big outdoor festival in Kansas City. Even though it's called Smooth Jazz, when we play concerts, the people get so excited, sometimes it borders on a rock show." ■



# JAZZ

## MOST ADDED



**BRAD MEHLDAU (55)**  
Songs: The Art of the Trio Vol. 3 (Warner Bros.)

Including: WHOV, WWVU, WSHA, WRQM, WKGC, WUCF, WUSF, WFPK, WUAL, WTUL, KNTU, WCPN, WXTS, WQUB, WDET, WLNZ, WGVU, KWIT, KBEM, KUSD

**CYRUS CHESTNUT (47)**  
Cyrus Chestnut (Atlantic)

Including: WKGC, WUCF, WDNA, WUSF, WFPK, WUAL, WTUL, WCPN, WXTS, WNOP, WQUB, WDET, WLNZ, KBEM, KUSD, KCND, WDCB, WGLT, KANU, KLCC

**MARCUS PRINTUP (39)**  
Nocturnal Traces (Blue Note)

Including: KUT, KKUP, KUZZ, KTAO, KUNV, KLON, KSDS, KCBX, KAZU, KCSM, WFMJ, KLCC, WGBH, WEVD, WYBC, WAER, WITR, WESM, WWVU, WFSS

**JOE LOVANO (31)**  
Trio Fascination (Blue Note)

Including: WKGC, WDNA, WTUL, WCPN, WNOP, WQUB, WDET, WGVU, KWIT, KBEM, KCND, KIOS, KUZZ, KTAO, KUNV, KSDS, KCBX, KAZU, KCSM, WFMJ

**TOMMY FLANAGAN (19)**  
Sunset and the Mockingbird (Blue Note)

Including: WGBH, WWUH, WYBC, WITR, WHOV, WWVU, WFSS, WUCF, WFPK, KABF, WEMU, WLNZ, KVNF, KJZZ, KCBX, KSJS, KLCC, KSMF, WGMG

## RECORD TO WATCH



**CYRUS CHESTNUT**  
(Atlantic)

Cyrus Chestnut's new self-titled release features two vocals by Anita Baker and was co-produced by Ahmet Ertegun.

LW	TW	Repts.	Adds	Spins	Diff.
1	1	84	0	763	+28
3	2	83	0	693	+80
4	3	78	0	624	+28
2	4	65	0	601	-15
11	5	84	1	599	+93
<i>Score one for great tunes and fine melody interpretation.</i>					
6	6	77	1	589	+33
8	7	76	1	581	+58
13	8	72	0	567	+68
9	9	78	0	562	+42
15	10	75	0	555	+67
<i>McBride starts a big trend towards contemporary standards.</i>					
5	11	60	0	543	-32
10	12	55	0	498	-16
18	13	72	2	489	+43
7	14	63	0	478	-52
14	15	57	0	462	-30
19	16	68	0	455	+34
12	17	58	0	447	-58
24	18	70	1	445	+68
20	19	73	2	445	+35
16	20	59	0	436	-47
23	21	70	1	427	+47
21	22	63	2	422	+16
29	23	69	1	371	+57
17	24	54	0	369	-98
30	25	57	1	368	+64
41	26	73	6	355	+119
35	27	58	1	344	+79
26	28	55	0	336	-17
28	29	60	4	332	+13
31	30	54	2	328	+32
27	31	45	0	324	-2
22	32	42	0	295	-88
36	33	51	0	293	+38
34	34	45	0	288	+19
40	35	61	4	285	+46
—	36	70	19	283	<b>N</b>
25	37	35	0	276	-95
38	38	40	0	266	+19
—	39	70	11	260	<b>N</b>
42	40	48	1	243	+24
48	41	46	4	240	+53
37	42	33	0	229	-26
—	43	51	9	212	<b>N</b>
—	44	57	16	208	<b>N</b>
47	45	48	1	207	+18
46	46	41	1	204	+11
32	47	32	0	200	-84
44	48	31	1	195	-12
—	49	30	1	193	<b>N</b>
—	50	34	2	186	<b>N</b>

## REVIEWS

**BRAD MEHLDAU**  
Songs: The Art of the Trio Volume Three (Warner Bros.)

Pianist Brad Mehldau falls back in radio's good graces with a "Songs" and standards-oriented release. But then Brad stays one up on everyone by covering some unusual tunes, like Radiohead's "Exit Music (For a Film)." We also love his brilliantly poignant reading of Nick Drake's "River Man." Brad adds his introspection and sensitivity to more iron-clad pieces like "Young at Heart" and Rodgers & Hart's "Bewitched, Bothered and Bewildered."

**CYRUS CHESTNUT**  
(Atlantic)

Cyrus Chestnut latest self-titled work is probably his most expansive yet. Chestnut covers many moods, eras, tempos, and styles. Saxophonist James Carter honks and swings his way through "The Journey" and "Miss Thing," while Anita Baker croons a couple of jazz anthems, "Summertime" and "My Favorite Things."

## SPINCREASE

1. **DANILO PEREZ** +222
2. **BOBBY SHEW QUINTET** +132
3. **TOMMY FLANAGAN** +126
4. **CHARLES EARLAND** +119
5. **RUSSELL MALONE** +93

## CHARTBOUND

- \*BRAD MEHLDAU (Warner Bros.)
  - \*CYRUS CHESTNUT (Atlantic)
  - DALE FIELDER QUARTET (Blue Fort)
  - \*EVERETT GREENE (Savant)
  - \*DAVE PECK (Let's Play Stella)
  - \*MARCUS PRINTUP (Blue Note)
- Dropped: #33 Chick Corea & Origin, #39 Shirley Horn, #43 Red Holloway, #45 Marian McPartland, #49 Lee Ritenour, #50 Etta Jones.

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THURSDAYS 9 A.M.-3 P.M.  
GAVIN STATION REPORTING  
PHONE: (415) 495-1990  
FAX: (415) 495-2580

## ARTISTPROFILE

# DIANA KRALL

ON FINDING NEW TUNES

"I get up, put on my sweats, have a cup of coffee, sit at my piano and listen to records all day. There are piles of CDs on the floor. I listen to everything from Dusty Springfield to Fats

Waller. It's one of the best times; it reminds me of what I did in high school.

"I am drawn more to older tunes or, as I prefer to think of them, songs that are timeless. I'm not doing a song like 'All or Nothing At All' for nostalgia. I'm doing it because it moves me and because it challenges me harmonically as a jazz pianist to

play over those changes."  
"But there's interesting harmonic writing today. Stevie Wonder's tunes are very interesting harmonically. Shirley Eikhard, a Canadian songwriter who's on a Bonnie Raitt album, just sent me some great tunes. I love Joni Mitchell. I love Willie Nelson...I like Jim Webb. But my favorite composers are still Harry Warren and Jerome Kern."  
"I'm doing 'I've Got You

Under My Skin' for the new album, but we're stripping it down and slowing it down to almost a Brazilian thing. I learned it from a Frank Sinatra record; he slowed it down and forced you to listen to the lyrics, which really mean a lot. If you slow something down, the whole song changes."

—EXERPTS FROM 9/18/98  
WASHINGTON POST FEATURE BY  
GEOFFREY HIMES



# SMOOTH

JAZZ & VOCALS

## REVIEWS

### WARREN HILL "Turn Out the Lights" (Discovery)

On his last release, Canadian saxophonist Warren Hill experimented with singing, grand ballads, and catering heavier towards A/C radio. "Turn Out the Lights" is from his upcoming *Life Thru Rose Colored Glasses* release, and on this first track, Hill tones down the tour de force and goes for more of a funkier groove treatment. The tune sticks to your head and kicks in pretty quick.

### YELLOWJACKETS "Spirit of the West" (Warner Bros.)

Some insiders fear that Smooth Jazz is going very pop, and that some respected musicians are being pushed aside. Along come Yellowjackets to the rescue. YJs have been active on the scene since before Smooth Jazz's inception. Bob Mintzer moves over to soprano, but the solo interplay between the group is understated virtuosity.

### SPINCREASE

1. PETER WHITE +159
2. GEORGE BENSON +84
3. ERIC MARIENTHAL +72
4. WALTER BEASLEY +61
5. RICK BRAUN +58

### CHARTBOUND

CHRISTIAN McBRIDE (Verve)  
RACHEL Z (NYC/GRP)  
CANDY DULFER (N2K Encoded Music)  
RICKY JONES (Universal)  
LISA LAUREN (Planet Jazz)  
MARCUS JOHNSON (N2K Encoded Music)  
Dropped: #47 Craig Chaquico, #48 Louie Shelton

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## MOST ADDED



**PETER WHITE (12)**  
"Midnight in Manhattan"  
(Columbia)

Including: WHRL, WJJJ, WSMJ, WCCJ, WLDQ, WSJT

**YELLOWJACKETS (8)**  
"Spirit of the West" (Warner Bros.)  
Including: WBBJ, WTMO, WSMJ, WUKY, WJAB, WNIJ

**GREGG KARUKAS (7)**  
"Cruisin' Your House  
at Midnight (i.e. music)  
Including: WQJZ, WSMJ, WCCJ, KXDC, KRVR, KSSJ, and KKJZ

**WALTER BEASLEY (5)**  
"I Feel You" (Shanachie)  
Including: WJCO, WLDQ, KOAI, WVMV, and Paul Hunter

**WILL DOWNING/GERALD  
ALBRIGHT (5)**  
"Stop, Look, and Listen"  
(Verve Forecast)  
Including: WTMO, WSJT, KUOR, KRVR, and KNIK

**WARREN HILL (5)**  
"Turn out the Lights"  
(Discovery/Sire)  
Including: WNWV, WMGN, KMJZ, The Wave, and KIFM

## RECORD TO WATCH



**WARREN HILL**  
"Turn Out the Lights"  
(Discovery/Sire)

A lovely and funky alto piece. First five in the water is WNWV, WMGN, KMJZ, The Wave, and KIFM. Look for more takers next week.

LW	TW		Repts.	Adds	Spins	Diff.
3	1	<b>GEORGE BENSON</b> - Standing Together (GRP)	55	0	1072	+84
2	2	<b>MARC ANTOINE</b> - Madrid (NYC/GRP)	60	0	1038	+36
1	3	LEE RITENOUR - This Is Love (i.e. music)	57	0	979	-49
4	4	<b>SOUL BALLET</b> - Trip the Night Fantastic (Countdown/Unity)	51	0	924	+47
6	5	<b>JIM BRICKMAN/DAVE KOZ</b> - Visions of Love (Windham Hill)	49	0	868	+65
5	6	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	49	0	758	-77
7	7	FOURPLAY - Four (Warner Bros.)	51	1	685	-93
8	8	<b>LUTHER VANDROSS</b> - "I Know" (Virgin)	50	0	672	+10
10	9	<b>BONEY JAMES</b> - Sweet Thing (Warner Bros.)	42	1	605	+42
12	10	<b>BRIAN BROMBERG</b> - You Know That Feeling (Zebra)	49	1	590	+35
9	11	JOE McBRIDE - Double Take (Heads Up)	47	1	566	-1
13	12	<b>CHUCK LOEB</b> - The Moon, The Stars, the Setting Sun (Shanachie)	40	0	535	+41
14	13	<b>RICK BRAUN</b> - Hollywood & Vine (Bluemoon/Atlantic)	55	2	526	+58
11	14	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	39	0	506	-54
18	15	<b>KEIKO MATSUI</b> - Toward the Sunrise (Countdown/Unity)	43	0	464	+52
17	16	<b>CHRIS STANDRING</b> - Velvet (Instinct)	42	1	459	+13
15	17	KENNY G - Greatest Hits (Arista)	32	0	454	0
21	18	<b>BRYAN SAVAGE</b> - Soul Temptation (Higher Octave)	42	1	426	+33
20	19	RONAN HARDIMAN - Solas (Philips)	33	0	399	-10
16	20	PEACE OF MIND - Journey to the Fore (Nu Groove)	37	0	392	-55
19	21	MARILYN SCOTT - Starting to Fall (Warner Bros.)	36	0	386	-25
25	22	<b>GRANT GEISSMAN</b> - In With The Out Crowd (Higher Octave)	38	3	376	+46
22	23	ED HAMILTON - Groovology (Shanachie)	36	0	376	-4
24	24	<b>GABRIELA ANDERS</b> - Wanting (Warner Bros.)	37	2	372	+17
23	25	FATTBURGER - Sugar (Shanachie)	35	0	342	-19
26	26	<b>KIM WATERS</b> - Love's Melody (Shanachie)	33	1	331	+2
27	27	<b>BRIAN McKNIGHT</b> - Anytime (Mercury)	25	0	319	+18
35	28	<b>ERIC MARIENTHAL</b> - Walk Tall (i.e. music)	43	2	305	+72
28	29	<b>KHANI COLE</b> - Places (Fahrenheit)	27	0	296	+9
36	30	<b>WALTER BEASLEY</b> - For Your Pleasure (Shanachie) <i>Beasley's sexy R&amp;B soprano saxophone hits the mark.</i>	34	5	275	+61
32	31	<b>ACOUSTIC ALCHEMY</b> - Positive Thinking (GRP)	26	0	273	+11
29	32	RAMSEY LEWIS - Dance of the Soul (GRP)	26	1	266	-10
30	33	ALFONZO BLACKWELL - Passion (Street Life)	25	0	266	-10
33	34	<b>OPEN DOOR</b> - North From Riverside (Helicon)	30	0	259	+14
34	35	JONATHAN BUTLER - Do You Love Me? (N2K Encoded Music)	23	1	232	-8
31	36	GREGG KARUKAS - Blue Touch (i.e. music)	28	7	228	-39
43	37	<b>CRAIG CHAQUICO &amp; RUSS FREEMAN</b> - "Riders of the Ancient Winds" (Windham Hill Jazz) <i>Chaquico &amp; Freeman nicely complement each other's guitar styles.</i>	30	2	221	+50
46	38	<b>JEFF LORBER</b> - Watching the Sunset (Zebra)	25	0	208	+46
45	39	<b>SHAKATAK</b> - Shinin' On (Instinct)	24	1	202	+37
41	40	SHAHIN & SEPEHR - World Cafe (Higher Octave)	20	0	193	-4
50	41	<b>J.K.</b> - What's the Word (Verve)	23	4	184	+48
40	42	FOUR 80 EAST - Eastside (Boomtang/Cargo)	23	0	184	-15
42	43	<b>RICHARD ELLIOT</b> - Jumpin' Off (Metro Blue/Capitol)	20	0	183	+8
—	44	<b>PETER WHITE</b> - Perfect Moment (Columbia/CRG)	39	12	182	<b>N</b>
44	45	<b>BRIAN CULBERTSON</b> - Secrets (Bluemoon/Atlantic)	20	4	174	+4
37	46	PAUL HARDCASTLE - Cover To Cover (JVC)	19	0	174	-32
39	47	<b>SIMPLY RED</b> - Blue (EastWest/EEG)	16	0	173	-27
—	48	<b>VESTA</b> - Relationships (i.e. music)	17	2	163	<b>N</b>
38	49	AVENUE BLUE featuring JEFF GOLUB - Nightlife (Bluemoon/Atlantic)	17	0	157	-44
49	50	DUNCAN MILLAR - Dream Your Dream (Instinct)	17	0	150	-1

## ARTISTPROFILE

### GRANT GEISSMAN

ON MODERN COMPUTER BLUES  
"The first things I did for In With the Out Crowd was with singer/songwriter/producer, Clair Marlo. We did five tracks together over a few months time, and that became the basis

for this album. Higher Octave wanted to hear a finished record, so little by little I wrote a few more tunes. The record was made casually with a lot of time in between tunes.

"It was recorded digitally on ADAT home studio systems, but the aesthetic we went for was a very retro Wurlitzer, low-fi sound. We were going for the

sound of a band in a club in the early to mid-1960s. That absolutely was the vibe, especially on the first two tracks.

"Did I Save?" is a computer term. It's a bluesy tune, but instead of the old style blue singers singing about not having any whiskey or losing their women, this was a modern blues. What's your first thought when your computer crashes? Did I save? I had the melody for

that song in my dreams. I literally woke up, found a sheet of music paper, and, without a guitar, sat down and wrote the whole tune out.

"Did I Save?" and 'In With the Out Crowd' were the last two songs written for the record. The 'Highway 60's Revisited' was one of the more guitar intensive tunes in terms of layering. I used Rickenbacker 12-string, mandolin, and more."



He's back...

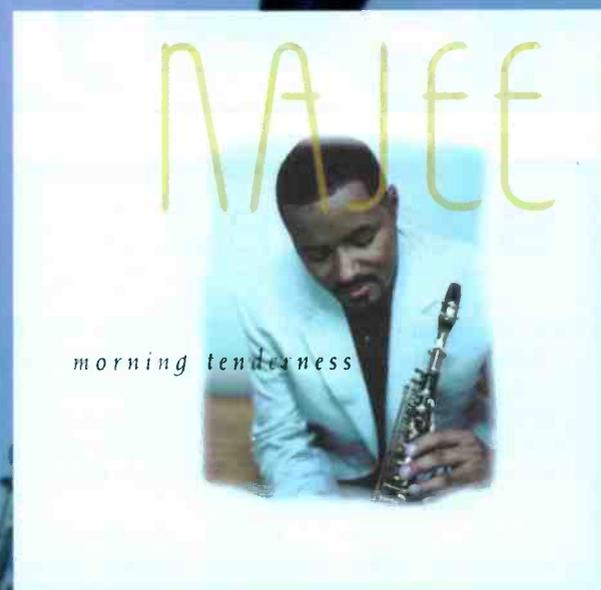
The man who set  
the standard  
for smooth sax  
in the '90s.

# NAJEE

room to breathe

The irresistible new track from his Verve Forecast  
debut, *Morning Tenderness*.

NAC IMPACT DATE: OCTOBER 1st



Album in stores November 3rd

Produced by Fareed and Najee for FAN Entertainment Group Inc.  
Representation: Barrett LaRoda and Fareed of FAN Entertainment



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# PARTINGSHOTS

## SMILE PRETTY (SCARY)

Apparently, seconds before this picture was snapped, KLLC (Alice@97.3)-San Francisco PD Louis Kaplan stepped on a large, juicy bug. Standing, from left, Atlantic's Pamela Jouan, recording artist Edwin McCain, a remorseful Kaplan, and Jean Destro, President of "Friends of Large, Juicy Bugs." Foreground, morning show producer Uzette and APD/MD Julie Stoeckel.



## STAY AWAKE

Over Labor Day weekend, Mix 104.1-New Orleans morning team Robb & Robb (l-r: Robb Holloway and Scott Robb) broadcast for 104 hours straight to raise money for the Muscular Dystrophy Association. The Radio-a-thon raised \$20,159 for the organization.

## SHOWBIZ

**Lorin Palagi**, PD of Hot A/C **KHMN (Mix 96.5)**-Houston joins **Zapoleon Media Strategies**, already home to former PDs **Steve Davis**, **Pat Paxton**, **John Clay**, **Mark St. John**, and **Steve Wyrostok**. Palagi's radio resume includes **KDWB**-Minneapolis, **KBKC**-Kansas City, **WKSE**-Buffalo, **WRQX**-Washington, and **WPNT**-Chicago. Palagi has programmed Mix since last September.

**KPSI**-Palm Springs PD **Jacque Gonzales-James** joins **Power 106 (KPWR)**-Los Angeles in the newly-created position of Programming Coordinator, reporting to **Emmis** VP/Programming **Steve Smith** and working closely with recently-upped APD **Damion Young**. James' previous experience includes MD at Rhythm-Crossover **KCAQ**-Oxnard and **KKXX**-Albuquerque.

**Jacor** flips its 95.7 frequency, formerly used by Urban A/C

**Magic 95.7 (KMCG)**-San Diego to Hot A/C **KMSX**, "Mix 95.7" on Wednesday, 9/23. Jacor/San Diego Dir./FM Programming **Tim Dukes** will be PD of Mix and Rock **KIOZ**.

Rhythm-Crossover **KBTE (The Beat)**-Corpus Christi inks **Michael Knight** of Hot 101.7 (KRSQ)-Billings as PD, freeing up **Jason Hillery** to concentrate fully on programming sister Modern A/C **KKPN (The Planet)**.

**WNKS (Kiss 95.1)**-Charlotte MD/midday personality **Danny Wright** is named PD of **WIFC**-Wausau, Wis., replacing **Paul Kraimer**, who exits after four months. Get your replacement packages to **Brian Bridgman**. Kraimer can be reached @ (715) 848-9868.

Despite the persistent rumors that **Jacor** is set to acquire dance outlet **Groove 103.1 (KACD/KBCD)**-Los Angeles (possibly with

a flip to Triple A), **SHOWBIZ** hears that deal may be unraveling. Highly placed sources at the station confirm that while Jacor's **Randy Michaels** and Groove owner **Ken Roberts** have had discussions, Roberts reportedly informed staff members late last week that the deal was off.

It's a wholesale staff defection at **Gulfstar** Rhythmic Top 40 **KCHX**-Midland/Odessa, including PD **Leo Caro** and MD **Kevin Chase**, who cross the street to **Cumulus** Active Rock outlet **KBAT**, which is expected to flip to Rhythmic Top 40 on or near September 28. Expect **KCHX** to mainstream its presentation.

Changes at **Jet 102 (WJET)**-Erie: PD/p.m. driver **Dino** moves to mornings, teaming with **Deb & Nate**, while MD/overnighter **Joe Arnold** moves to afternoons. Promo Asst. **Michael Ray** takes overnights.

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**KMGZ**-Lawton, Okla. MD/morning guy **Brian Kelly** joins Top 40 **WYOY (Y101)**-Jackson, Miss. for nights/MD.

Modern A/C **KZZO (The Zone)**-Sacramento has two prime openings: nights and promotions director. Packages to PD **Carry Ferreri**.

When **Jam'n 94.5 (WJMN)**-Boston PD **Cadillac Jack McCartney** called **Arbitron's** Customer Service line last week with a routine software question, he was informed that he was the 100,000th person to call the line since its inception in 1994. As a reward, he was given a **Palm Pilot III**.

**Alisa Hashimoto** is the new MD at **Star 101.5 (KPLZ/FM)**-Seattle, effective immediately. "[She's] a natural," says PD **Casey Keating**. "Alisa has been instrumental in Star's ratings success, because of her ability to hear hit music."

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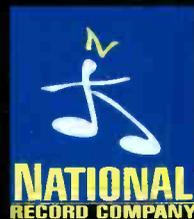
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