

THE MOST TRUSTED NAME IN RADIO

ISSUE 2088

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GAVIN

One Year
Down the Road

A Look Inside
Some of
Americana's
Ace Labels

This Week.....

There are many among us who still wish that there could be free-form radio on commercial stations. Even if we understand the difficulties of successfully



programming a station with eclectic music today, we'd love to be able to listen to such a station. For us, the

closest thing to musical freedom is on A3 stations and, in the last year, on stations that could be called Americana. That's the format GAVIN identified a year ago, and we are happy to report, on this anniversary, that an increasing number of stations are choosing to call themselves Americana.

As with all formats, there are definitions and restrictions. But, as Americana editor Rob Bleetstein (top) notes, there is good reason to

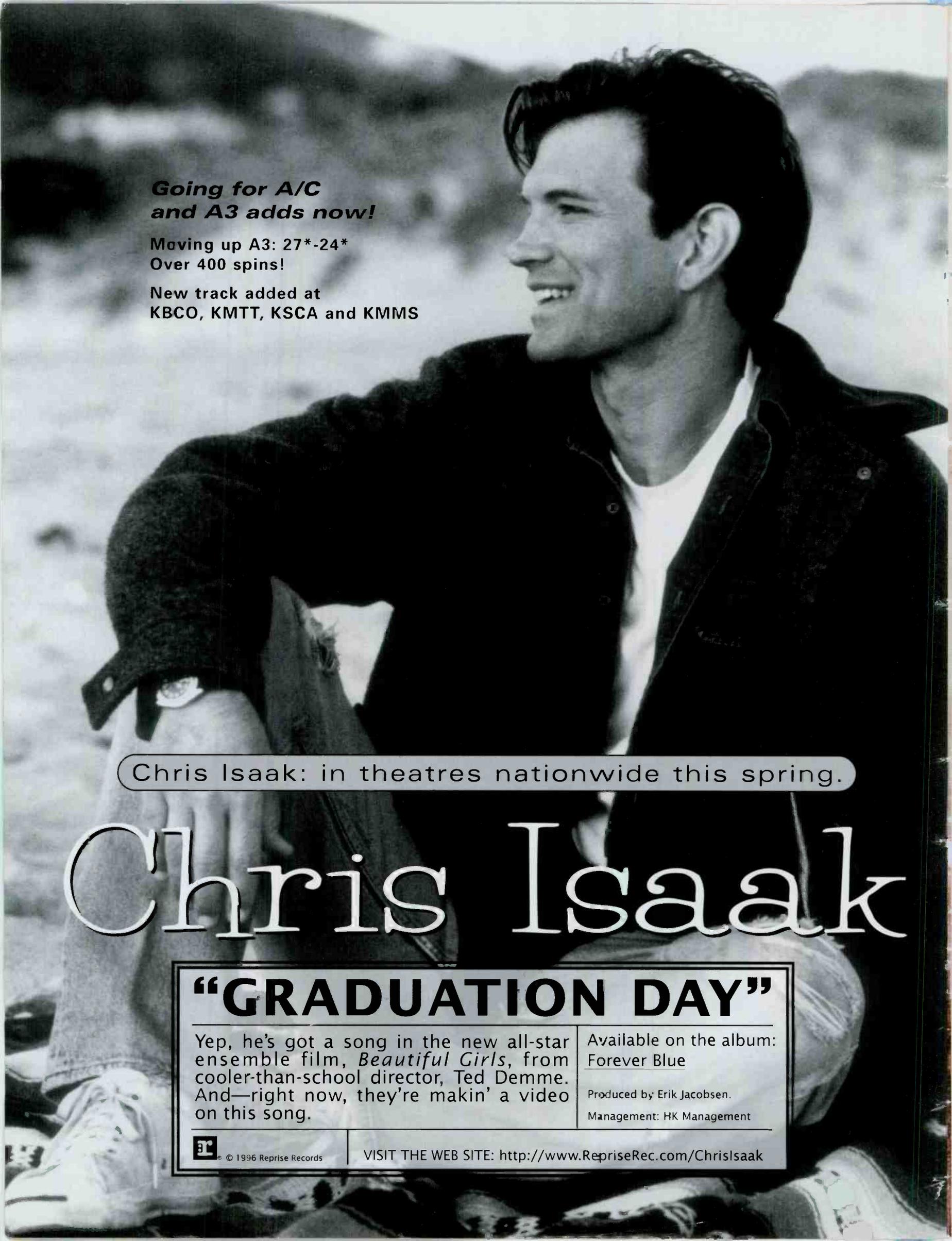


believe that the format will continue to grow, both in the number of stations playing the music and in the parameters of the music itself. It isn't just left-of-mainstream country. It's all kinds of roots music, and, at age one, Americana has already made an impact on radio, record labels (such as Sugar Hill, headed by



Barry Poss, middle), and music-lovers alike. 'Atta baby! In News, the executive turntable keeps on spinning,

churning out major announcements about Val Azzoli at Atlantic, Richard Palmese at Arista, and more. We report the latest Arbitrons, going deeper in the rankings than ever before, and welcome Arbitron GM Pierre Bouvard back to the GAVIN Seminar On the GO Chart. Soul Asylum, Tom Petty & the Heartbreakers, and Smashing Pumpkins (bottom) are pulling great numbers



**Going for A/C
and A3 adds now!**

Moving up A3: 27*-24*
Over 400 spins!

New track added at
KBCO, KMTT, KSCA and KMMS

Chris Isaak: in theatres nationwide this spring.

Chris Isaak

“GRADUATION DAY”

Yep, he's got a song in the new all-star ensemble film, *Beautiful Girls*, from cooler-than-school director, Ted Demme. And—right now, they're makin' a video on this song.

Available on the album:
Forever Blue

Produced by Erik Jacobsen.

Management: HK Management



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VISIT THE WEB SITE: <http://www.RepriseRec.com/ChrisIsaak>

AS TOLD TO ROB BLEETSTEIN

Ed Benson

On Giving Country Listeners What They Want

As Executive Director and chief staff executive of the Country Music Association, Ed Benson directs the ongoing operations of CMA, the first trade organization formed to promote a type of music. Overseeing programs and activities which include marketing, public relations, international development and special events, Benson, a native Nashvillian and Vanderbilt University graduate, joined the CMA as its first Associate Executive Director in 1979 and has held his current title since 1992.



Ed Benson

We're at an interesting time in country music right now. After a five-year growth surge that has tripled the size of the country music industry since 1990, making it the largest radio format, we must look for what's going to influence our ability to continue to be successful. Along with data from record sales and radio ratings, the CMA undertakes periodic consumer attitude studies, looking for what the consumer wants in their music.

As country music has evolved, its audience has broadened significantly. The scope of its audience includes many exclusive listeners, but there is now a larger body of shared listeners. It's interesting how a large number of country radio programmers have reacted to the broadening of the format and its popularity. One of the unfortunate things going on in our business right now is that, from an artistic perspective, some of the artists whose musical interpretation and lyrical genius could transcend several formats at radio, like Americana. A3

and A/C, as well as being perfectly on-the-mark for country, are reluctant to have their music positioned into other formats because of the growing territorialism that country programmers have exhibited in reaction to artists whose music is being adopted and played in other formats. This is counterproductive to the overall growth of country music and is in contravention to the way the CMA has always promoted country music.

The essence of the idea of Americana has been the fact that there are certain artists who are song-driven, serious poetic artists, whose musical content and/or personal appearance did not fit within a parameter of what country music is, as defined by country radio. Therefore, they had difficulty finding a place to get played.

If you look at the growth surges that country music has experienced in the last three decades, you'll find it plateaus when it fails to remain fresh

and unique in its approach. The neo-traditionalist movement of the '80s was about making music with integrity and believability, not trying to chase a crossover record as the previous *Urban Cowboy* boom had done. Today's criticism is that too many artists are sounding alike chasing the success the huge audience that's embodied in the country radio format can offer.

What we have to do as an industry is be smart enough to realize that we have to adapt to where the consumer wants the music to go. In music, people will eventually tire of the same thing repeatedly. While there's a compelling need to stay fresh, you don't have to completely abandon the traditional values of the music.

The music industry as a whole has created these rigid format designations, yet the consumer is more eclectic than they've ever been, and that's a trend I don't think is going to go away. Americana is a demonstrated example of the fact that today's consumers have a broader taste range. I think you're going to see some type of evolution of musical presentation from radio and the media to address this. Exclusive format buying and listening is on a decreasing trend.

There will always be leaders and followers. We just have to be careful of the mix of what we do musically. We can't eliminate the opportunity for the innovator to come along, and for the artist who is already there to evolve and be innovative with their music. Country music needs to provide its consumer a greater diversity rather than a narrower one. **GAVIN**

First Words

It is thoroughly refreshing to read Ed Benson's clear analysis of the direction in which country music should be headed. He advocates facing challenges rather than merely protecting Country's substantial existing territory. He wants radio to embrace what's exciting and different.

I'd like to think we at Gavin take the same approach to the Gavin Seminar which is fast approaching. From a simple gathering of progressive radio programmers from all over the country who could exchange ideas and talk music, which was Bill Gavin's original vision, the Seminar has grown and added new dimensions. Bill himself introduced the concept of a thought-provoking speaker from outside the confines of music or radio and this year we have a true heavyweight in media magnate Rupert Murdoch.

Another fresh strand of the conference - in response to positive feedback from attendees - is a whole section of "Radio Only" sessions covering such diverse and detailed topics as Stationality,

Cluster Analysis, Taking Control Of Your Sales Department, The Value Of Young Demos, Understanding The Rules Of The FCC, Opportunities On The Internet, Maximize Your Station's Visibility, plus close-up gatherings with Arbitron's Pierre Bouvard and with radio's top consultants. There is a bucket load of great live music and there's always that surprise-filled cocktail party, so people will have lots of fun. But in reviewing this year's Seminar agenda, there are so many learning opportunities at all levels, I challenge anyone coming to Atlanta to leave without picking up a wealth of insight and practical information.

David Dalton

David Dalton, CEO



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NEXT WEEK



A special Gavin interview with Enya

Cover Illustration: Lisa Bohm

GAVIN

Founded by Bill Gavin—1958

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ARBS: The Big Picture

By popular demand, we're running an extended list of Fall Arbitron numbers this time around, including not only smaller markets, but also complete numbers for all. We hope this expanded roster puts things into better perspective.

The big news is that programmers continue to simmer over the leap in Spanish station numbers, blaming Arbitron's use of bi-lingual interviewers for the disproportionate rise. Arbitron GM Pierre Bouvard stands by the new methodology, which should make for an exciting exchange when Bouvard takes the hot seat at the GAVIN Seminar in Atlanta (see story, previous page).

Meanwhile, Arbitron is boasting its highest numbers ever for responses from males 18-24, with a whopping 39 markets now hitting perfect target percentages (more than quadruple the number from Fall of '94). In addition, all markets reporting so far have had significant increases in representation of these listeners.

WASHINGTON, D.C.

		Su'95	F'95
WPGC/F	D/T40	7.3	7.2
WMZQ/A	Cntry	5.4	5.6
WHUR/F	Urb	5.7	5.2
WASH/F	A/C	5.1	5.0
WMAL/A	N/T	4.1	4.6
WRQX/F	A/C	4.7	4.5
WBIG/F	Old	3.9	4.4
WJFK/F	T/A2	4.1	4.2
WMMJ/F	Urb A/C	3.4	4.0
WWDC/F	Alb	3.7	3.8
WGMS/G	Class	3.6	3.7
WKYS/F	Urb	4.1	3.6
WHFS/F	Alt	3.8	3.4
WJZW/F	A2	3.3	3.3
WEBR/F	A/C	3.4	2.5
WTOP/A	News	3.0	2.5
WARW/F	CI Rk/Old	2.3	2.1

BOSTON

		Su'95	F'95
WBZ/A	N/T	7.3	8.1
WJMN/F	D/T40	5.9	6.9
WRKO/A	Talk	6.6	6.3
WXKS/F	T40	6.1	5.3
WMJX/F	A/C	4.5	5.0
WBCN/F	Alt	5.7	4.7
WCRB/F	Class	4.2	4.6
WODS/F	Old	4.7	4.6
WBMX/F	A/C	3.8	4.2
WZLX/F	CI Rk	4.3	4.1
WEEI/A	Spts	4.4	3.3
WSSH/F	A/C	3.1	3.0
WKLB/F	Cntry	2.2	2.7
WAAF/F	Alb	2.6	2.5
WEGQ/F	70s	2.7	2.5
WXKS/A	Nost	2.2	2.5
WBOS/F	A3	2.5	2.2
WILD/A	Urb	1.5	2.2
WBCS/F	Cntry	2.1	1.9
WFNX/F	Alt	1.7	1.5

BALTIMORE

		Su'95	F'95
WPOC/F	Cntry	8.2	9.1
WBAL/A	N/T	8.7	7.9
WQSR/F	Old	6.5	6.1
WLIF/F	A/C	6.1	5.9
WERQ/F	D/T40	4.8	5.3
WXV/F	Urb	4.8	5.3
WHFS/F	Alt	4.3	4.7
WMMX/F	A/C	5.3	4.7
WWIN/F	Urb A/C	3.7	3.8
WIYY/F	Alb	4.9	3.6
WOCT/F	70s	3.6	3.4
WCBM/A	Talk	3.1	3.0
WCAO/A	Gosp	2.5	2.8
WJFK/A	T/A2	2.0	1.9
WRBS/F	Relig	1.8	1.5

SAN JOSE

		Su'95	F'95
KGO/A	N/T	7.5	8.3
KYLD/Z	D/T40	3.9	6.0
KOME/F	Alt	4.9	4.7
KBAY/F	A/C	5.2	4.6
KLOK/A	Span	3.6	4.6
KSJO/F	Alb	4.7	4.2
KCBS/A	News	3.9	3.9
KEZR/F	A/C	3.1	3.8
KNBR/A	Spts/T	4.2	3.8
KOIT A/F	A/C	2.8	3.8
KRTY/F	Cntry	4.0	3.5
KAKA/F	A/C	3.4	3.4
KIOI/F	A/C	2.4	3.0
KFRC A/F	Old	3.5	2.8
KMEL/F	D/T40	2.8	2.4
KKSJ/A	Nost	2.5	2.3
KFOG/FG	A3	1.4	2.2
KKSF/F	A2	2.3	2.2
KBGG/F	70s	1.6	2.1
KDFC/F	Class	1.8	2.1
KITS/F	Alt	2.1	2.1

PITTSBURGH

		Su'95	F'95
KDKA/A	N/T	12.5	14.3
WDVE/F	Alb	11.0	8.4
WDSY A/F	Cntry	6.9	8.3
WWSW A/F	Old	7.0	6.7
WBZZ/F	T40	6.4	6.4
WAMO/F	Urb	5.4	5.4
WSHH/F	A/C	4.2	5.1
WLTJ/F	A/C	3.5	4.4
WJAS/A	Nost	4.0	4.3
WVTY/F	A/C	4.7	4.0
WTAE/A	N/T	4.1	3.6
WNRQ/F	Alt	2.1	3.4
WRRK/F	CI Rk	2.7	3.0
WZPT/F	70s	3.5	2.8
WXDX/F	Alt	2.3	1.7

CLEVELAND

		Su'95	F'95
WZAK/F	Urb	8.2	8.0
WGAR/F	Cntry	7.6	7.7
WMJ/F	Old	8.4	7.4
WDDK/F	A/C	7.2	7.1
WRMR/A	Nost	5.8	6.3
WMMS/F	Alt	5.4	5.8
WNCX/F	CI Rk	6.2	5.8
WLTF/F	A/C	4.7	5.6
WQAL/F	A/C	5.4	5.2
WKNR/A	Spts	4.8	4.9
WNVW/F	A2	3.9	4.0
WWWE/A	N/T	3.7	3.9
WZJM/F	T40	3.4	3.2
WCLV/F	Class	2.9	2.6

CINCINNATI

		Su'95	F'95
WLW/A	FI Svc	11.6	12.0
WUBE/F	Cntry	9.5	8.9
WEBN/F	Alb	8.2	7.2
WIZF/F	Urb	6.9	6.6
WKRQ/F	T40	5.7	6.0
WGRR/F	Old	5.3	5.5
WCYK/A	N/T	4.6	5.4
WVAE/F	Jazz	2.9	5.0
WRRM/F	A/C	5.6	4.6
WWNK/F	A/C	4.2	4.2
WOFX/F	CI Rk	3.1	4.0
WYGY/F	Cntry	3.4	3.7
WSAI/A	Nost	4.7	3.6
WAQZ/F	Alt	1.9	2.2
WAKW/F	Relig	1.5	1.4

SAN DIEGO

		Su'95	F'95
KSON A/F	Cntry	6.4	7.7
KYXY/F	A/C	7.6	6.8
XHTZ/F	D/T40	6.8	6.7
XTRA/F	Alt	3.6	4.4
KKLQ A/F	T40	5.6	4.2
KSDO/A	N/T	4.5	4.2
KGB/F	CI Rk	3.4	3.9
KBZT/F	Old	4.5	3.5
KFMB/A	N/T	4.2	3.5
KFSD/F	Class	3.2	3.3
KFMB/F	T40	3.3	3.2
KIFM/F	A2	3.2	3.2
XHKY/F	Span	1.4	2.6
XHRM/F	Alt	3.2	2.6
KIOZ/F	Alb	3.0	2.5
KFI/A	Talk	2.4	2.5
KOGO/A	Talk	1.9	2.4
XTRA/A	Spts	2.6	2.3
KMKX/F	Rk A/C	1.9	2.2
KPOP/A	Nost	2.7	2.2
KKBH/F	70s	2.2	1.7
KCBQ/F	CI Rk/Old	1.8	1.3

PHILADELPHIA

		Su'95	F'95
KYW/A	News	7.4	8.2
WUSL/F	Urb	6.4	6.1
WPEN/A	Nost	4.8	5.7
WBEB/F	A/C	4.4	5.5
WDAS/F	Urb A/C	5.6	5.3
WXTU/F	Cntry	4.7	5.3
WYSP/F	CI Rk/Tk	5.0	5.1
WQGL/F	Old	5.2	5.0
WWDB/F	Talk	4.9	4.7
WIOQ/F	D/T40	4.1	4.3
WMMR/F	Alb	4.5	3.9
WPLY/F	T40	4.0	3.7
WYXR/F	A/C	4.0	3.7
WJJZ/F	A2	3.6	3.5
WIP/A	Spts	2.9	3.2
WMGK/F	70s	3.8	3.1
WFLN/F	Class	2.3	2.5
WDAS/A	Gosp	1.1	1.5
WHAT/A	Talk	1.0	1.5
WIBF/F	Alt	1.3	1.3
WPST/F	T40	1.7	1.3

DETROIT

		Su'95	F'95
WJLB/F	Urb	10.3	10.2
WJR/A	FI Svc	7.9	7.4
WWJ/A	News	5.2	6.2
WNIC/F	A/C	4.9	5.6
WMXD/F	Urb A/C	4.3	5.6
WWWV/F	Cntry	4.9	5.0
WRIF/F	Alb	4.5	4.2
WLTI/F	A/C	3.7	4.0
WOMC/F	Old	4.0	4.0
WKQI/F	A/C	4.1	3.9
WXYT/A	Talk	3.8	3.9
WYCD/F	Cntry	4.5	3.9
WCSX/F	CI Rk	3.0	3.2
WJZZ/F	Jazz	2.9	2.6

		Su'95	F'95
WYST/F	70s	3.1	2.5
WHYT/F	Alt	2.7	2.7
WQRS/F	Class	2.0	2.2
CKWW/A	Nost	2.0	2.0
WLLZ/F	Alb	2.0	2.0
CIMX/F	Alt	1.7	1.4

NASSAU-SUFFOLK

		Su'95	F'95
WALK/F	A/C	6.2	6.5
WABC/A	Talk	3.7	5.0
WHTZ/F	T40	5.2	4.8
WPLJ/F	A/C	3.4	4.5
WCBS/F	Old	4.6	4.4
WXRK/F	CI Rk/Tk	3.7	4.4
WFAN/A	Spts	3.2	4.1
WCBS/A	News	4.0	4.0
WBLI/F	A/C	4.1	3.7
WQHT/F	Urb	4.3	3.6
WOR/A	Talk	3.3	3.2
WHLI/A	Nost	3.5	3.1
WBZO/F	Old	2.8	2.9
WKJY/F	A/C	3.4	2.9
WQXR/F	Class	1.7	2.9
WLTW/F	A/C	3.2	2.8
WYNY/F	Cntry	2.5	2.7
WBAB/HFM	Alb	3.7	2.6
WQCD/F	A2	2.3	2.5
WINS/A	News	2.1	2.2
WMXV/F	A/C	2.6	2.0
WAXQ/F	Alb	2.5	1.9
WRKS/F	Urb A/C	2.1	1.9
WMJC/RCN	Alb	2.5	1.6

RIVERSIDE, CALIF.

		Su'95	F'95
KFRG/F	Cntry	10.1	9.5
KFI/A	Talk	6.9	7.4
KGGI/F	D/T40	5.8	6.1
KVAR/F	Span	4.3	4.6
KOLA/F	Old	4.1	3.9
KKBT/F	Urb	3.5	3.6
KLOS/F	Alb	3.2	3.4
KBIG/F	A/C	2.0	2.7
KRTH/F	Old	1.9	2.6
KCAL/F	Alb	3.6	2.4
KNX/A	News	2.2	2.4
KCBS/F	CI RI/Old	3.0	2.3
KIIS/F	T40	3.6	2.3
KPWR/F	D/T40	2.0	2.2
KWRP/F	EZ	2.4	2.1
KROO/F	Alt	2.9	2.0
KCXX/F	Alt	2.1	1.7
KTWV/F	A2	1.9	1.7

SACRAMENTO, CALIF.

		Su'95	F'95
KFBK/A	N/T	9.9	9.9
KSFM/F	D/T40	8.4	8.2
KNCI/F	Cntry	7.3	6.1
KGBY/F	A/C	5.7	5.9
KHYL/F	Old	5.0	4.9
KYMX/F	A/C	3.8	4.7
KWOD/F	Alt	5.2	4.4
KXOA/F	CI Rk/Old	3.7	4.2
KSEG/F	CI Rk	4.4	4.0
KSTE/A	N/T	4.1	3.9

MONMOUTH-OCEAN

		Su'95	F'95
WABC/A	Talk	4.1	5.9
WPLJ/F	A/C	4.0	5.4
WJLK/QNJ	A/C	6.1	5.0
WXRK/F	CI Rk/Tk	4.6	4.9
WYNY/F	Cntry	2.7	3.9
WOR/A	Talk	3.1	3.8
WADB/F	EZ	5.5	3.7
WKXW/F	Tk/Old	4.5	3.7
WOBM/F	A/C	3.3	3.5
WAXQ/F	Alb	3.9	3.3
WCBS/A	News	3.4	3.3
WJRZ/F	A/C	2.1	3.3
WCBS/F	Old	3.1	3.2

		Su'95	F'95
WFAN/A	Spts	3.3	3.2
WRDR/F	Nost	3.1	3.2

ALLENTOWN

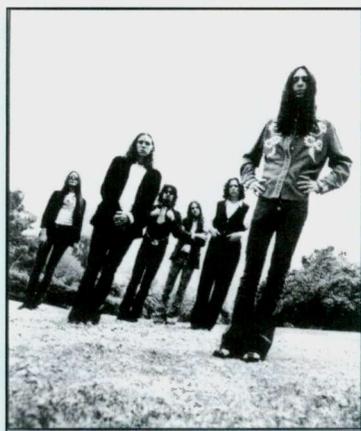
		Su'95	F'95
WAEB/F	T40	12.0	11.2
WZZO/F	Alb	10.3	10.1
WLEW/F	A/C	11.8	9.6
WFMZ/F	A/C	7.0	8.7
WODE/F	Old	7.8	7.8
WAEB/A	N/T	3.9	5.1
WKAP/A	Nost	4.6	4.2

WILMINGTON, DEL.

		Su'95	F'95
WJBR/F	A/C	9.2	10.6
WSTW/F	T40	9.8	8.8
WUSL/F	Urb	5.1	6.7
WPLY/F	T40	5.6	4.7
WDAS/F	Urb A/C	4.3	4.6
WYSP/F	CI Rk/Tk	3.1	4.4
WDSO/F	Cntry	3.5	4.2
WILM/A	N/T	3.7	4.1
WXTU/F	Cntry	3.2	4.0
WDEL/A	N/T	3.3	3.5
WWDB/F	Talk	2.8	3.4
WIOQ/F	D/T40	2.3	3.2
WMMR/F	Alb	4.4	2.9

PROVIDENCE, R.I.

REALITY BYTES


**THUNDERBOLT
GREASE SLAPPER**
(better known as the
BLACK CROWES)

recently broadcast a club gig over their Web Site. The film is still in cyberspace at www.tallest.com... On January 22, *Hotwired's* Club-Wired section will broadcast pirate radio station Free Radio Berkeley, and

discuss FCC issues surrounding the micro radio movement. Word jazz legend **KEN NORDINE** will hold a ClubWired chat session on January 25 at 5 p.m. Type <http://vip.hotwired.com/club/> to access the programs...The Rock & Roll Hall of Fame's Web Site (www.rockhall.com) is featuring a Virtual Reality tour of the museum's lobby and coverage of the latest industries...RCA's **1000 MONA LISAS'** debut album will be available online before its actual release. Beginning January 27, the songs can be downloaded from www.iuma.com/1000_Mona_Lisas...The Reggae band **BIG MOUNTAIN** is slated to chat on AOL's January 22 installment of *Cyber-Talk*. Access *Cyber-Talk* through the Warner/Reprise AOL forum (keyword: Warner) at 6:30 p.m. PST...**MEAT PUPPETS** fans can find the usual stuff plus weird comix art at the band's www.nando.net/music/gm/puppets/ Web Site...Blues legend **B.B. KING** has a new Web Site that previews his *On the Road* CD-ROM at bbking.mca.com...Jazz Central Station, the Global Network for Jazz, can now be found on the Web at jazz-centralstation.com...Questions, comments, guffaws? E-mail me at davberan@best.com.

—DAVID BERAN

BGP and Apple Join Forces For an Interactive New Year

BY JENNIE RUGGLES

You might think rock & roll and 'net nerds make strange bedfellows, but get used to it. They have been meeting in the flattering glow of the Internet, and the affair has just begun. To prove their seriousness about each other, Bill Graham Presents has a multi-year arrangement with Apple to produce a New Year's millenium party.

Their collaboration on the 1995 San Francisco New Year's Eve festivities was just a practice run for what they call "webcasting," which Apple plans to have perfected for the fin de siecle blowout party they will broadcast to many of the 180 countries the Internet reaches.

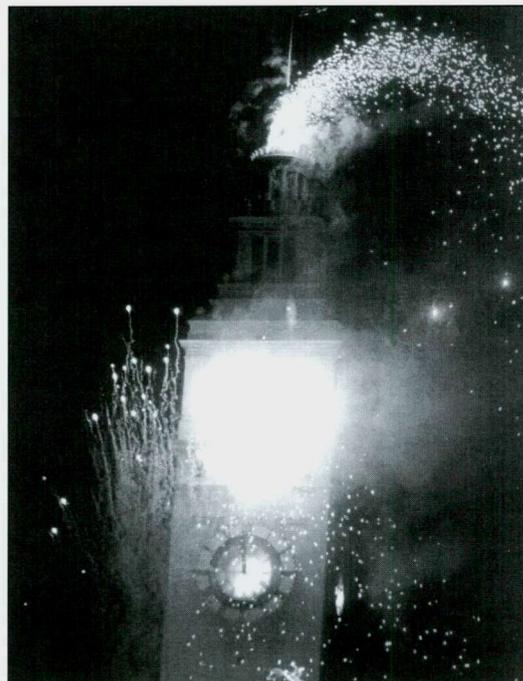
On December 31, 1995 Apple set up workstations at

all of the seven stages inside the party grounds. Using live audio feeds and camera crews, they captured performers such as Santana, Spearhead, and the Gin

a world wide TV station," says Jeff Holtzman in entertainment marketing at Apple. "We don't view this as just another posting of stuff to the Internet. We view it as the beginning of a new medium.

"Everyone knows that interactive TV is going to happen. First you had broadcast TV, then cable TV, and now we have webcasting. To us, the Quick Time Live phenomenon is just like the CNN truck pulling up to a site and reporting live. Instead of using cable lines, we post it on the Internet, and the difference is, it's interactive."

"Webcasting these things will fold into the entertainment experi-



Blossoms, and posted the proceedings on the Internet using Apple digital video software Quick Time Live.

"We've in essence started

enough," adds Lovester Law, VP of Marketing at BGP. "People will always want the live experience, but it can be heightened through the interactivity of the Internet. As we get into hundreds of TV channels and so many different entertainment opportunities for spending leisure time, it becomes more important to reach people's hearts, and that's what music does," says Law.

The marriage of digital and musical might realize the fantasies of cyber fiction, or it could be as fleeting as CB radios and the pet rock. At the very least, in any case, webcasting will produce a party fit to usher in the year 2000.

"Four years from now we'll be able to accomplish much more, if only because bandwidth will be broader," says Holtzman. "We believe that through Internet technology and where it will be in four years, that we could do something very spectacular and world wide."

"If you could be here now, you would hear the buzz all over this office about what we'll be doing for the year 1999," Law says gleefully.

Bob Morgado Rises Again

Robert Morgado, the controversial former Chairman of the Warner Music Group and a central figure in the tumult that engulfed Time Warner in the last two years, has formed a new entertainment company.

Morgado, fired last May, has joined with a former Time Warner consultant, Obed Aboodi, and another former Time Warner executive, Richard Esposito, in Maroly Communications L.L.C., which hopes to raise as much as \$300 million to invest in music, entertainment and telecommunications ventures overseas—primarily in Asia outside of Japan and in Latin America.

The partners will contribute funds to the company and are seeking additional backers.

Simonet Remembered

Condolences to the family and friends of Kristine Y. "Tina" Simonet, 29, who lost her long battle with cancer last week.

A longtime GAVIN corre-

spondent, we first met Tina when she was Music Director and an air personality for KRRG-Laredo, Texas. Her nine years in radio took her to KZFM-Corpus Christi,

KTFM-San Antonio, KPRR-El Paso, and finally to WKSS-Hartford, Conn.

A 1996 Gavin Award nominee for Large Market Assistant Program Director/Music Director of the Year, Simonet resigned

Rising Tide Gets Universal Name

Rising Tide Records, the joint venture label MCA and Doug Morris launched last July, is now Universal Records. MCA announced that it had acquired the remaining stake in the label from Morris, and would combine it with its Uptown Records.

Morris, who joined MCA after his acrimonious departure from Time Warner, where he was chairman of Warner Music U.S. before being dismissed by Michael Fuchs, has become chairman of MCA Music Entertainment Group.

Heavy D. is set to become president of the combined label. Morris is reportedly ready to name, as label toppers, Jocelyn Cooper-Gilstrap as senior vice president and Daniel Glass as executive vice president. A&R will be in the hands of Will Botwin, manager of Liz Phair and other artists.



her MD post at WKSS last November, and returned to Minnesota so she could be near her family and concentrate on fighting the disease.

Memorials may be sent in care of her father: Jack Simonet, 10289 Fraizer St. N.E., Blaine, MN 55014.

THAT'S SHO-BIZ

That's Sho Biz By Dave Sholin

Will there be a tug of war over who gets the services of **Steve Kingston** in New York? Expect the story to play out over the next month. Could the outcome affect the future format direction of **Z100**?

Might there be a "Doctor" in the house soon at **Power 96 (WPOW)**-Miami? Apparently, **Dr. Dave Ferguson** and **Duff Lindsey** lead the list of candidates to fill the vacant PD chair.



KUPR-San Diego/Carlsbad shared some holiday cheer last month with **Lava** artist **Edwin McCain**. On hand (avoiding the mistletoe) were **Atlantic** southern California rep **Pamela Jouan**, **KUPR** PD **Sherman Cohen**, "Mr. Solitude" himself, and MD **Clark Novak**.

Though denials continue to be issued, it seems the buzz about **EMI** selling off its music division grows louder with each passing day.

Jerry Jones and **Barry Switzer** aren't the only happy folks in Dallas. Top 40 **KHKS** and A/C **KVIL** tie for Number One 12-plus in Big D's Fall **Arbitron**.

Glen Beck has not left the building at **KC101 (WKCI)**-New Haven, just the OM chair. Beck stays on and will concentrate energies on his wake-up duties.

It's back to the PD chair for **Jeff Davis**, who last programmed two years ago at now-defunct **KQPW (Power 102)**-Fresno. Davis, who had been sharing a.m. drive with his wife, **Jenny Rolan**, at **KHTN (Hot 105)**-Modesto/Merced, will sign off Wednesday (January 24) and travel to Reno, where'll he be PD of **KWNZ** effective the following week. **KWNZ** PD **Larry Irons** will focus his attention on A/C sister **KRNO**.

Longtime Richmond, Va. programmer (currently at **WMXB** and formerly of **WRVQ**) **Steve Davis** is the latest to join **Guy Zapoleon's Zapoleon Media Strategies**. Davis will remain based in Richmond.

Could two Midwest programmers, once on the same team, be battling each other in the not too distant future?

Is a former **KBLX**-San Francisco programmer in line to replace **Bob Hamilton** as PD of **KSOL**? Hamilton is now across the street at **KBGG**, where he's fine-tuning the '70s outlet. His first hire is former **KSOL** morning personality **Don Sainte Johnn**, who spent much of the '70s, '80s and '90s at **KFRC**.

Two milestones this month for **KGRS**-Burlington, Iowa as the adult Top 40 celebrates its twentieth year of dominance in the format, with morning personality (and PD) **Cosmo Leone** going on year 15.



Blessid Union of Souls' debut album, *Home*, has gone gold, and now we know where four of the copies went. Proudly displaying ownership left to right: **98PXY (WPXY)**-Rochester Music Coordinator **JoJo**, **EMI** rep **Jocelyn Taub**, **98PXY** APD **J.J. Rice**, and **98PXY** OM "Sir Clarke" **Ingram**.

A couple of changes to the promo staff at **Virgin** (current and future home of **Janet Jackson**). Dallas rep **Mike Easterlin** heads to L.A., while L.A. rep **Aggie Baghaei** shifts to Northern California.

Will **Hot 97 (WQHT)**-New York Sales Manager **Jeff Dinetz** soon be working *verry* closely with his brother, **Chancellor** chief **Steve Dinetz**?

Can listeners in the Bay Area expect to hear former **KMEL**-San Francisco morning talent **Bill Lee** back on the airwaves permanently?

Kudos to **Elektra's Don Coddington** for allowing the industry to hear a scoped presentation of the first six hours of **WXRK (K-Rock)** in its flip to Alternative. Wanna copy? Ask Don at (212) 275-4097.

Terry Schooley is the new MD at **KBKB**-Ft. Madison, Iowa, replacing **Todd Wise**, who has left the radio biz.

On the Air

WPXC-Cape Cod Program Director **Phil Manicki** exits the station due to restructuring. **Makkay Group**

Operations Manager **Ron Bowen** assumes day-to-day programming. Bowen also programs **WRZE** and **WCIB**. Call him Thursdays, 10 a.m.-noon at (508) 778-2888.

Also at **WPXC**, night jock **Brian Kelly** and morning driver **Joe Thomas** switch shifts. **Monarch Broadcasting** announces a new PD at **KNNC**-Austin.

Congrats to **Mike Peer**, who's been MD at the station since 1994. **WGRD**-Grand Rapids, Mich.

Promotion Director **Sue Farmer** is promoted to Assistant Program Director. **Booker** moves to **104.7**

The Revolution (WNRQ)-Pittsburgh, where he takes on MD duties and a p.m. shift. Call him Thursdays and Fridays, 2-4 p.m.

at (412) 471-9950 ext. 510

...New MD for **WHZR**-

Logansport, Ind. **Sean Beall** takes calls Mondays, 11 a.m.-noon, (219) 732-1037

...Effective January 29,

Terry Schooley takes over as MD at **KBKB**-Fort Madison, Iowa. Call Mondays and Fridays, 10 a.m.-2 p.m. Talk to PD **Dave Clark**

until then...After a year on the bench, **Matt Bowers**

is back in the game as Promotions Director for

KJSN and **KVFX**-Modesto/Stockton...Shift changes at **KNEW**-San Francisco:

Frank Terry moves from mornings on sister station

KSAN to handle middays, and overnigher **Bill Collins** steps into afternoon drive...

Mix 102.7 (KTHI)-Fresno gets a new address: 4991 E. McKinley Ave., Ste. 124, Fresno, CA 93727. Phones remain the same...

R. Sanders Hickey remains GM of **WGMG**-Athens, Ga. while adding the newly-created post of VP, Operations

with **Southern Broadcasting Companies, Inc.** to his credits... **David Juris**,

General Sales Manager for **KOSI** and **KEZW**-Denver

replaces **Skip Weller** as VP/GM of the stations, effective February 1. Weller takes a position

with **Chancellor Communications Company**.

In the Grooves



Rene Magallon

Discovery Records names **Rene Magallon** National Director of A3/CHR Promotion. Magallon steps in as the label expands its involvement in both formats...

Trevor Carey has been appointed West Coast Regional Promotion Manager for **Relativity Recordings**. He comes to the label with a long list of radio

credits, including stints at **B-95**-Fresno, **Hot 97.7**-San Jose, **KKMG**-Colorado Springs, **KISF**-Kansas City, and **Power 92**-Phoenix...

H.O.L.A. (Home of Latin Artists), the new label headed by **Jellybean Benitez**, brings in **Ken Baumstein** as Executive Vice President/General Manager... **EMI** ups

John Van Lokeren to Manager of College Marketing and **Hillary Siskind** to Manager of Publicity... **Julia Eisenthal** gets the nod for



Julia Eisenthal

VP, Product Marketing at **Columbia**... **Jennifer Gross** takes Director of Product Management at **MCA**...

Anne Kristoff is now Associate Director of Press and Artist Development for **Elektra Entertainment Group**. Also at the label,

Karen Taylor becomes Associate Director of Marketing and **Paul Uterano** takes National Sales Manager.

THE MEDIA CONNECTION

Look for X-man **John Doe** playing a musician named Bobby in Miramax's new film, *Georgia*. *Georgia* stars **Jennifer Jason Leigh** as a struggling singer, and features her performing covers of songs by **Elvis Costello**, **Van Morrison**, and the **Velvet Underground**. Doe performs and sings in the movie, and actress **Mare Winningham** hopes that her performance as Georgia will spur interest in her own recording career...**Garth Brooks'** silver screen career will probably be taking a backseat to touring. Although he has four films in production, Brooks plans to tour through 1999, and will likely only act as producer on his projects...**Bette Midler** will appear in the romantic comedy *That Old Feeling*, which begins principal shooting in Toronto this spring...Disney's monster hit *The Lion King* will pounce onto the Broadway stage as a theatrical production in mid-1997...**Grateful Dead** lyricist **Robert Hunter** penned the Vertigo/DC comic book *Dog Moon*, available at comic shops in February...Original **Selena** songs are set to be featured in the Warner Bros. film biography of the slain Latin pop star. **Gregory Nava** (*Mi Familia*) is at work on a script, and the film will begin production in February.

The first single from Priority's *Bio-Dome* soundtrack is the **Men Without Hats** '80s classic, "Safety Dance," remixed by **Bulletproof**...nu.millenia\ records has released the soundtrack to the adventure film *Cutthroat Island*, and consumers receive a free multimedia CD-ROM when they purchase the disc...**Jann Arden's** hit "Insensitive" will be featured in a romantic sequence of the upcoming **Christian Slater** film, *Bed of Roses*...Island's urban soundtrack to *Don't be a Menace to South Central While Drinking Your Juice in the Hood* includes the **Island Inspirational All Stars'** "Don't Give Up," 16-year-old newcomer **Mona Lisa's** "Can't be Wasting my

Time," and **JOE's** crossover single "All The Things (Your Man Won't Do)"...Milan's soundtrack to the British costume drama, *Restoration*, features 31 original tracks from celebrated composer **James Newton Howard**...The **Bodeans'** upbeat single "Closer to Free," which is



Mare Winningham performs in the new Miramax film Georgia

climbing Top 40 charts, is gaining extra exposure as the intro song on Fox's acclaimed drama, *Party of Five*...Don't forget to tune in to ABC-TV's *American Music Awards* on January 29. Performers include **Reba McEntire** and **Shania Twain**...Mega-diva **Diana Ross** will reign supreme as the headline performer at Super Bowl XXX on January 28...Check out **Bonnie Raitt** on *The Tonight Show with Jay Leno's* January 23 broadcast...**Coolio** joins **Sinbad** on the January 20 episode of Nickelodeon's all-kid sketch comedy, *All That*.

CONGRATULATIONS to **Gary Lefkowitz** at Generic Records for knowing that the name of **D.A. Pennebaker's** 1967 **Bob Dylan** film documentary was *Don't Look Back*. This week's question: **Sting's** music is on the soundtrack to the film *Leaving Las Vegas*. Name any other film Sting did music for. One winner will be drawn from all correct answers received, and will be awarded cool soundtracks from MCA Records, Milan Entertainment, and Epic Soundtrax. Fax answers, along with your address, to my attention at (415) 495-2580, or phone GAVIN at (415) 495-1990 ext. 601. Think for yourself, and we'll see you on the big island. —DAVID BERAN

Sho-Prep

QUINCY JONES

Besides his music empire, Quincy Jones' enterprises include two television stations, *Vibe* magazine, QDE, and a TV production company that produces *Fresh Prince of Bel Air* and the *Jenny Jones* talk show.

BOB SEGER

Some of the money Bob Seger earns as a result of Chevy Trucks using his "Like A Rock" in their TV commercials will be used to set up a fund that provides financial aid to injured or disabled American autoworkers.

SHANIA TWAIN

Shania Twain's debut album, *The Woman in Me*, has been certified by the RIAA for sales of 4 million since its release 11 months ago.

CHRIS ISAAK

Chris Isaak will play a librarian on the January 28 episode of *Friends*. This special Super Bowl episode will also include cameos from Julia Roberts and Brooke Shields.

3T

Two of the three Tito Jackson offspring, Taryll and Taj, are the first members of the extended Jackson family to attend college. Taryll and Taj attend Loyola Marymount.

REBA MCENTIRE

Beginning with her Greatest Hits album in 1987, Reba McEntire had a string of five consecutive albums that have sold three million or more copies each.

THE TONY RICH PROJECT

Tony Rich was discovered by Detroit Piston John Salley, who let him make demo tapes in his home recording studio.

ENYA

Enya's latest album, *The Memory of Trees*, has sold more than three million copies worldwide since its release in November. Her previous two albums have each sold more than 8 million.

GEORGE JONES/PATTY LOVELESS

George Jones and Patty Loveless have recorded a song called "Just Once More" for Kevin Costner's upcoming film, *Tin Cup*.

CHRISSIE HYNDE

Chrissie Hynde has a rider in her concert contract that prohibits the renting of binoculars at every venue. She claims to be distracted and unnerved on stage by the sight of fans peeping back at her.

PHYLLIS HYMAN

Phyllis Hyman committed suicide on June 30, 1995, just weeks after the death of her mother.

U2

U2's Bono says the next U2 album will rock. "A lot of people are ready for our version of rock, because they're tired of the '70s rehash which has been doing the rounds in plaid shirts."

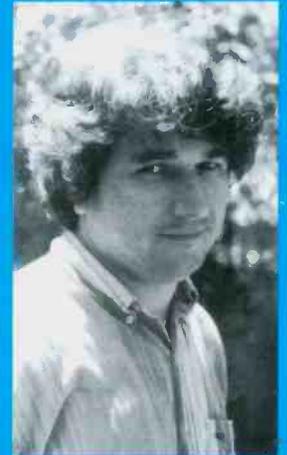
SHO-DATES

Angie Handa WSUY-Charleston, SC 1/21	NY 1/24	Kristi Brake Asylum Records 1/27
Mac Davis, Davis Gaines, Richie Havens, Edwin Starr, Billy Ocean 1/21	Bobby Young River North Records 1/24	Peter Standish Reprise Records 1/27
Jim Burruss Columbia Records 1/22	Ray Stevens, Becky Hobbs, Doug Kershaw, Neil Diamond, Warren Zevon 1/24	Howard Rosen Howard Rosen Promotion 1/27
Melissa McConnell 1/22	Linda Ryan Next 1/25	Estelle Harrison Weir Bros. Entertainment 1/27
Steve Perry, Michael Hutchence (INXS), Eleanor McEvoy 1/22	Rick Hughes Epic Records 1/25	Eric Greenwood WUSC-Columbia, SC 1/27
Franco WQGN-New London, CT 1/23	Kenny Knight WKBO-St. Louis, MO 1/25	Mike Wheaton DMX 1/27
Robin Zander, Johnny Russell 1/23	Terry Base KJMS-Memphis, TN 1/25	Bobby Pena (4 P.M.), Bobby "Blue" Bland, Tracy Lawrence, Richard Young (Kentucky Headhunters), Mark Owen (Take That) 1/27
Bill Cason Mercury Records 1/24	Chuck Collins WKDD-Akron, OH 1/26	
Mike Smith WNYR-Waterloo,	Eddie Van Halen 1/26	

F.O.R. # 127

Friends of Radio

David Gans



Producer— Truth & Fun, Inc., Grateful Dead Radio Hour

Hometown:

Los Angeles

Currently resides in:

Oakland, Calif.

Grew up listening to:

KRLA, KHJ, KFWB, Dodgers on KFI.

Currently listens to:

KPFA, KQED, KFOG.

Last record you went out of your way to get:

Colors by Ken Nordine. It's a re-issue, but he's an innovator of the psychedelic word-play.

Career Highlights:

Doing the Grateful Dead New Year's Eve Broadcast coast-to-coast live.

If you owned a station you would:

Hire smart disc jockeys with great taste and musical knowledge. Encourage drama, fun, and humor on the air. I'd create a format that served the needs of the business while enlightening and respecting the listener, and without crushing the spirits of the personnel.

Other projects:

Recording an album.

MOST ADDED
BLESSID UNION OF SOULS (49)

MEAT LOAF (42)

DEBORAH COX (36)

GEORGE MICHAEL (27)

SMASHING PUMPKINS (23)

TOP TIP
FUN FACTORY

"Celebration"
(Curb)

Is this turning into the first surprise "sleeper" of 1996? Request action is impressive. Added at WFLZ-Tampa and XL106.7-Orlando among others.

RECORD TO WATCH
2 PAC FEATURING DR. DRE

"California Love"
(Death Row/Interscope)

Everyone playing this has the same comment: "It's blowin' up fast!" Pop appeal will turn this into much more than just a crossover smash. It's the "Gangsta's Paradise" story all over again.

Gavin Top 40

TW		Weeks	Reports	Adds	SPINS	TREND
1	MARIAH CAREY w/BOYZ II MEN - One Sweet Day (Columbia/CRG)	14	174	0	8376	+514
2	EVERYTHING BUT THE GIRL - Missing (Atlantic)	30	163	7	6495	+869
3	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	11	159	0	6297	+535
4	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	22	152	3	5882	+139
5	MADONNA - You'll See (Maverick/Warner Bros.)	11	153	0	5553	-42
6	HOOTIE & THE BLOWFISH - Time (Atlantic)	14	150	2	5528	+532
7	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	16	148	4	5292	+778
8	TLC - Diggin' On You (LaFace/Arista)	16	129	3	4767	+11
9	ALANIS MORISSETTE - Hand In My Pocket (Maverick/Reprise) †	18	134	0	4442	-12
10	BIG MOUNTAIN - Get Together (Giant)	8	137	2	4292	+289
11	NATALIE MERCHANT - Wonder (Elektra/EEG)	9	151	4	4101	+351
12	DEEP BLUE SOMETHING - Breaklast... (RainMaker/Interscope/AG)	26	111	2	3944	+40
13	COLLECTIVE SOUL - The World I Know (Atlantic)	12	129	5	3645	+477
14	SEAL - Don't Cry (Zit/Warner Bros.)	8	141	7	3635	+570
15	La BOUCHE - Be My Lover (RCA) †	11	113	9	3633	+677
16	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	5	124	10	3624	+840
17	ACE OF BASE - Beautiful Life (Arista)	12	95	1	3044	-460
18	GROOVE THEORY - Tell Me (Epic)	21	89	1	3008	+79
19	MARIAH CAREY - Fantasy (Columbia/CRG)	19	92	0	2824	-482
20	TOAD THE WET SPROCKET - Good Intentions (Reprise/Columbia/CRG)	16	95	0	2772	-233
21	DEF LEPPARD - When Love and Hate Collide (Mercury)	11	92	2	2624	-84
22	BLUES TRAVELER - Hook (A&M)	19	98	2	2599	+311
23	SOUL ASYLUM - Promises Broken (Columbia/CRG)	7	113	5	2561	+439
24	JANET JACKSON - Twenty Foreplay (A&M)	5	106	3	2511	+303
25	BoDEANS - Closer To Free (Reprise) †	7	108	6	2475	+391
26	TOM PETTY & THE HEARTBREAKERS - Waiting For Tonight (MCA)	4	111	10	2474	+786
27	MELISSA ETHERIDGE - I Want To Come Over (Island)	5	118	12	2380	NEW
28	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	2	131	27	2306	NEW
29	OASIS - Wonderwall (Epic) †	8	93	5	2304	+527
30	JANET JACKSON - Runaway (A&M)	20	73	0	2184	-600
31	SOPHIE B. HAWKINS - As I Lay Me Down (Columbia/CRG)	49	69	0	2077	-213
32	GIN BLOSSOMS - 'Til I Hear It From You (A&M)	24	69	0	2057	-222
33	SELENA - Dreaming Of You (EMI Latin/EMI Records)	20	75	0	2038	-364
34	SMASHING PUMPKINS - 1979 (Virgin) †	7	103	23	1980	NEW
35	THE BEATLES - Free As A Bird (Capitol)	7	72	0	1906	-494
36	BETTER THAN EZRA - Rosealia (Elektra/EEG)	11	77	1	1847	-129
37	MONICA - Before You Walk Out Of My Life (Rowdy/Arista)	14	52	4	1751	+66
38	3T - Anything (MJJ/550 Music)	16	49	4	1654	+130
39	TAKE THAT - Back for Good (Arista)	25	57	1	1611	-107
40	L.L.COOL J - Hey Lover (Def Jam Recording Group)	10	46	2	1517	+82

† = Daypart

Total Reports This Week 207 Last Week 195

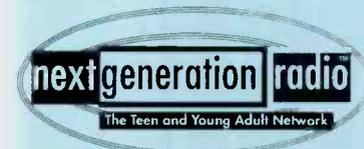
Chartbound

	Reports	Adds	SPINS	TREND
BLESSID UNION OF SOULS - "Oh Virginia" (EMI)	91	49	1057	+697
FOLK IMPLOSION - "Natural One" (London)	70	7	1463	+167
BUSH - "Glycerine" (Trauma/Interscope)	55	14	1069	+331

Inside Top 40 BY DAVE SHOLIN



Next Generation Radio Lower Demos Can Mean Higher Profits



A one time product manager for Proctor & Gamble and the pharmaceutical firm CIBA-GEIGY, Deborah Esayian also is a guest lecturer on marketing and product management at Columbia University and various business schools around the country. As a person who made media decisions, she knows first hand what the decision-making process is all about. The experience proved invaluable when in May of 1994, Next Generation Radio was born, and Esayian became its director.

Serving client stations, who target teen and young adult listeners, NGR's mission is to get back lost revenue and find new sources as well. In the initial six months, while the organization was raising funds, Esayian did some research, and found out that the industry has a marketing problem on its hands—not a sales problem. Instead of TV selling *against* radio, as many believe, she found that "some of the biggest supporters of radio are competitors like Fox, MTV, and the Box. MTV, for instance, spends most of their money on radio. If you visit them, the first thing out of their mouths is, 'Use radio if you're targeting teens.' And as for the talk about network radio 'stealing' money [budgeted for local stations], market-by-market analysis of affiliates shows how weak network radio is as a teen and young adult option."

Esayian argues that "teen and young adult radio is a reach vehicle; spending the same amount of

money, but getting more reach is an idea that's very compelling to a marketing manager."

Esayian explains one common problem facing radio, taking from her own experience: "In the entire seven years I worked as a product manager, I had interaction with radio twice. My research tells me that is not extraordinary; it's the norm." In addition, "Marketing managers typically have very poor backgrounds in media, so instead, they rely heavily on agencies for that information. If the agency isn't recommending radio, and the brand manager doesn't know enough about teen and young adult media habits, it's unlikely they'll push back and ask for it. So a negative cycle begins."

Since companies are the ones that determine which audiences they want to target for specific brands, it's Esayian's experience that radio makes one major marketing error: "A lot of marketing materials out there at local stations focus on why teens and young adults are such a good audience to target. I question why a radio station would ever have the right to walk in to a marketer and make that suggestion. We're suppliers of a medium that targets a certain demographic. It is the marketer's job, not a vendor's, to determine that teens and young adults are a good demo."

Since NGR's lobbying efforts began, the table has started to turn. From mid-'94 to mid-'95, the organization's first year of operation, the board of directors has more than exceeded expectations, in part because NGR has a strict rule: "Business must come from advertisers we haven't seen in at least two years or never before."

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

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

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

Up & Coming

Reports	Adds	SPINS	TRENDS	
70	5	1415	+136	DAVE MATTHEWS BAND - Satellite (RCA)
45	15	678	+113	SEVEN MARY THREE - Cumbersome (Mammoth/Atlantic)
45	36	337	+229	DEBORAH COX - Who Do U Love (Arista)
43	17	1197	+379	BRANDY - Sittin' Up In My Room (Arista)
43	42	160	+134	* MEAT LOAF - Not A Dry Eye In The House (MCA)
42	11	677	+262	GREEN DAY - Brain Stew (Reprise)
40	6	949	+253	FUN FACTORY - Celebration (Curb)
38	3	1133	+69	PLANET SOUL - Set U Free (Strictly Rhythm)
37	—	915	-51	MICHAEL JACKSON - Earth Song (Epic)
37	17	508	+232	THE REMBRANDTS - Drowning In Your Tears (eastwest/EEG)
34	12	491	+359	D:REAM - Shoot Me With Your Love (Sire/Elektra)
31	14	441	+117	JANN ARDEN - Inensitive (A&M)
30	—	965	-204	R. KELLY - You Remind Me of Something (Jive)
30	6	897	+216	DENINE with COLLAGE - All Cried Out (Metropolitan)
30	5	584	+221	SHAWN STOCKMAN - Visions Of A Sunset (Polydor/A&M)
30	6	410	+292	NANCI GRIFFITH - Time of Inconvenience (Elektra/EEG)
29	2	540	-114	COOLIO - Too Hot (Tommy Boy)
28	17	574	+334	2 PAC featuring DR. DRE - California Love (Death Row/Interscope)
26	1	510	-17	ROD STEWART - So Far Away (Lava/Atlantic)
25	1	763	+66	L.A.D. featuring DARVY TRAYLOR - Ridin' Low (Hollywood)
25	10	539	+194	N-TRANCE - Stayin' Alive (Radikal)
23	1	662	-18	MAX-A-MILLION - Sexual Healing (Zoo)
23	—	555	+43	PEARL JAM - I Got Id (Epic)
23	2	446	-21	ENYA - Anywhere Is (Reprise)
21	7	422	+89	ALANIS MORISSETTE - Ironic (Maverick/Reprise)
20	3	388	+81	GOO GOO DOLLS - Naked (Metal Blade/Warner Bros.)
20	19	96	+77	* SAL'S BIRDLAND - Love Is Groovy (Discovery)
19	—	652	+95	QUINCY JONES feat. BRANDY & HEAVY D. - Rock With You (Qwest)
17	1	482	-17	J'SON - Take A Look (Hollywood)
16	7	221	+64	TERRY ELLIS - Wherever You Are (eastwest/EEG)
15	2	371	+105	THE BARRIO BOYZZ - (This Is) How We Roll (EMI)
15	3	292	+103	dc TALK - Jesus Freak (Forefront)
15	6	168	+79	* EXPOSE - I'll Say Goodbye For The Two Of Us (Arista)
14	6	178	+139	* JEWEL - Who Will Save Your Soul? (Atlantic)
13	6	489	+269	* LINA SANTIAGO - Show Me Your Love/Feels So Good (Universal)
13	1	368	+84	NO DOUBT - Just a Girl (Trauma/Interscope/AG)
13	—	308	+5	SIMPLY RED - Fairground (eastwest/EEG)
13	2	305	+26	KRIS KROSS - Tonight's The Night (Ruffhouse/Columbia/CRG)
13	—	293	+59	THA DOGG POUND - Let's Play House (Death Row/Interscope)
13	6	158	+74	* OCCAMS RAZOR - She Said (Totally Oscan)
12	2	200	+97	* SPACEHOG - In The Meantime (Sire/Elektra)
12	7	85	+73	* BULLET PROOF - Safety Dance (Priority)
11	4	398	+244	* MARY J. BLIGE - Not Gon' Cry (Arista)
11	1	232	+94	* RANCID - Ruby Soho (Epitaph)
11	6	209	+133	* XSCAPE - Do You Want To (So So Def/Columbia/CRG)
10	—	346	+42	IMMATURE - We Got It (MCA)
10	1	277	+18	L.V. - Throw Your Hands Up (Tommy Boy)
10	1	275	-43	BANANARAMA - Every Shade Of Blue (Curb)
10	1	229	+17	* LIL' SUZY - When I Fall In Love (Metropolitan)
10	4	163	+45	* DEVONE - Energy (Aqua Boogie/Mercury)
10	6	95	+95	* ROCKY SHARE - Get It Together (Dishi)

* Indicates Debut

The idea is not to take direct business national, but to bring in *new* dollars. Our goal of \$2 million the first year turned out to be more like \$5.4 million and we're shooting for seven and a half in '96."

Those in Atlanta for the **GAVIN Seminar** next month won't want to miss Esayan's eye-opening presentation, where she promises to "crawl" into the mind of the person making media decisions—what motivates them, and what we can say that is compelling versus what isn't. I'll share techniques I use to influence them or change their mind. We'll analyze some ad copy and show examples of people who've done both great TV and great radio."

It's a must for anyone in Top 40. ●

Signals & Detections

98PXY-Rochester is all over a track called "I'll Be Alright" by **M.T.S. OM/PD Clarke Ingram** describes it as "The **Real McCoy** meets **Fun Factory**. "My MD **J.J. Rice** played it for me, and we both feel it's a hit, so we put it right on." Interested in a copy? Call **Summit Entertainment** at (305) 746-5551 and ask for **Rich Knapp**. Top five calls for **N-Trance's** "Stayin' Alive" at **KHKS**-Dallas after less than two weeks. **APD/MD "Mr. Ed" Lambert** reports he "took it to the clubs and it was out of control!" **Z104**-Madison agrees, they tested **N-Trance** before the holidays and **APD/MD Dana Lundon** says phones haven't stopped since. It's going in as a "spike record."...**Power 106**-Los Angeles **MD Bruce St. James** confirms "phenomenal response" to **2Pac featuring Dr. Dre's** "California Love," with "Number One requests

Crossover

URBAN/DANCE

BRANDY - "Sittin' Up In My Room" (Arista)

PLANET SOUL - "Set You Free" (Strictly Rhythm)

N-TRANCE - "Stayin' Alive" (Radikal/Avex-Critique)

2 PAC featuring DR. DRE - "California Love" (Death Row/Interscope)

FUN FACTORY - "Celebration" (Curb)

DENINE with COLLAGE - "All Cried Out" (Metropolitan)

SHAWN STOCKMAN - "Visions of a Sunset" (Polydor/A&M)

ALTERNATIVE

SEVEN MARY THREE - "Cumbersome" (Mammoth/Atlantic)

GREEN DAY - "Brain Stew" (Reprise)

ALANIS MORISSETTE - "Ironic" (Maverick/Reprise)

GOO GOO DOLLS - "Naked" (Metal Blade/Warner Bros.)

JEWEL - "Who Will Save Your Soul?" (Atlantic)

ARTIST PROFILE

DENINE



HOMETOWN: Philadelphia

REAL NAME: Denine Latanzo

BIRTHDATE: September 10

LABEL: Metropolitan

PROMOTION CONTACT: Jason McFadden (201) 483-8080

CURRENT SINGLE: "All Cried Out"

CURRENT ALBUM: To Be Continued

MAJOR MUSICAL INFLUENCES: "Mariah Carey, Diana Ross, and Gloria Estefan."

LIKES: "I love performing before an audience and making people smile."

DISLIKES: "Sitting in Philadelphia traffic and unpleasant people."

FAVORITE HOBBIES/PASTIMES: "Cooking gourmet foods, traveling/performing, racquetball, whitewater rafting, snow skiing, and parasailing."

BEST PERSONALITY TRAIT: "I'm outgoing and have a great sense of humor."

WORST PERSONALITY TRAIT: "Too trusting."

FAVORITE JUNK FOOD: "Ice cream with crushed Oreos on top."

YOUR WISH FOR THE NEW YEAR: "A healthy year for me and my family. It would also be great to have a Top Ten hit!"

FUTURE AMBITIONS: "To continue my education and expand up on my career base."

DENINE ON "ALL CRIED OUT": "I'm very excited about singing a ballad. I feel this song has already and will continue to further my career. It displays my versatility."

GO Chart

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

GO MOST ADDED
MEAT LOAF (17)
DEBORAH COX (18)
GEORGE MICHAEL (16)
BLESSID UNION OF SOULS (15)

TW		SPINS	TREND	TW		SPINS	TREND
1	MARIAH CAREY - One Sweet Day (Columbia/CRG)	4294	+73	21	TOM PETTY & THE HEARTBREAKERS - Waiting For Tonight (MCA)	1874	+612
2	MADONNA - You'll See (Maverick/Warner Bros.)	3701	-22	22	MELISSA ETHERIDGE - I Want To Come Over (Island)	1771	+897
3	HOOTIE & THE BLOWFISH - Time (Atlantic)	3553	+148	23	La BOUCHE - Be My Lover (RCA)	1690	+255
4	WHITNEY HOUSTON - Exhale (Shoop/Shoop) (Arista)	3524	+148	24	THE BEATLES - Free As A Bird (Capitol)	1663	-81
5	EVERYTHING BUT THE GIRL - Missing (Atlantic)	3462	+303	25	JANET JACKSON - Twenty Foreplay (A&M)	1647	+201
6	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	3264	+409	26	BETTER THAN EZRA - Rosealia (Elektra/EEG)	1528	+77
7	GOO GOO DOLLS - Name (Metal Blade/Warner Bros.)	3013	-110	27	BLUES TRAVELER - Hook (A&M)	1436	+109
8	NATALIE MERCHANT - Wonder (Elektra/EEG)	2982	+241	28	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	1394	NEW
9	BIG MOUNTAIN - Get Together (Giant)	2811	+193	29	OASIS - Wonderwall (Epic)	1382	+276
10	TLC - Diggin' On You (LaFace/Arista)	2593	-70	30	SMASHING PUMPKINS - 1979 (Virgin)	1342	NEW
11	ALANIS MORISSETTE - Hand In My Pocket (Maverick/Reprise)	2532	-116	31	GROOVE THEORY - Tell Me (Epic)	1341	+9
12	COLLECTIVE SOUL - The World I Know (Atlantic)	2477	+178	32	JANET JACKSON - Runaway (A&M)	1272	-106
13	SEAL - Don't Cry (Ztt/Warner Bros.)	2361	+318	33	PAULA ABDUL - Ain't Never Gonna Give You Up (Captive/Virgin)	1262	+35
14	ACE OF BASE - Beautiful Life (Arista)	2300	-59	34	MARIAH CAREY - Fantasy (Columbia/CRG)	1202	-12
15	DEF LEPPARD - When Love and Hate Collide (Mercury)	2083	+101	35	SELENA - Dreaming Of You (EMI Latin/EMI Records)	1116	-5
16	DEEP BLUE SOMETHING - Breakfast At Tiffany's (RainMaker/Interscope/AG)	2060	-28	36	GIN BLOSSOMS - 'Til I Hear It From You (A&M)	1075	-58
17	SOUL ASYLUM - Promises Broken (Columbia/CRG)	1922	+350	37	TAKE THAT - Back for Good (Arista)	1058	+15
18	BoDEANS - Closer To Free (Reprise)	1917	+250	38	SOPHIE B. HAWKINS - As I Lay Me Down (Columbia/CRG)	1052	-102
19	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	1896	+453	39	DAVE MATTHEWS BAND - Satellite (RCA)	1022	+136
20	TOAD THE WET SPROCKET - Good Intentions (Reprise/Columbia/CRG)	1888	-33	40	FOLK IMPOLSION - Natural One (London)	939	+103

and nothing else even close. It's scoring a ten in research also."... **Z100**-New York is first to add the **GIN BLOSSOMS**' "Follow You Down" from their forthcoming album. The rest of the world will get the single as quickly as **A&M** can rush it out... **Y100**-Philly and **WPST**-Trenton add **Oasis**' "Champagne Supernova." **Bush**'s "Glycerine" is the lone add at **Star 94**-Atlanta... **B96**-Chicago adds **Ace of Base**'s "Lucky Love" with 19 spins... **Violent Femmes**' "Blister in the Sun" is up to 16 plays at **KHFI**-Austin, which also adds **Selena**'s contribution to the *Songs of West Side Story* collection, "A Boy Like That."...The *Waiting To Exhale* soundtrack is blowin' up at **WPGC**-Washington, D.C., where six tracks are in play: **Mary J. Blige**'s "Not Gon' Cry" (60 spins), **Faith Evans**' "Kissing You" (43), **Brandy**'s "Sittin' Up in My Room" (32), **Toni Braxton**'s "Let It Flow" (32), and **Whitney**'s "Why Does It Hurt So Bad" gets 28.

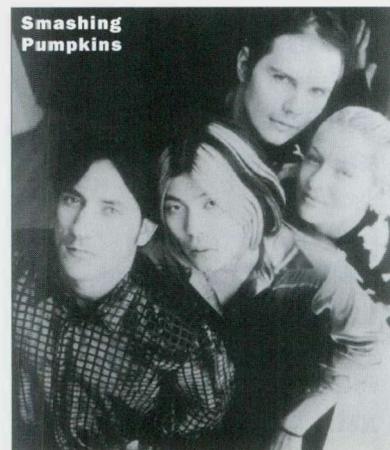
What's Going On?

An overview of early indications from a select panel of GAVIN Only Correspondents **JEFF ANDREWS, PD/MD, KLYV-DUBUQUE, IOWA** "Top five female requests (all demos) for **Fun Factory**'s 'Celebration.' Phones came on real quick for **Michael Jackson**'s 'Earth Song.' Why aren't more programmers on this?" **CHAD BOWAR, PD, KLDR-GRANTS PASS, ORE.** "M.T.S.' 'I'll Be Alright' is on our *Hot Five at Eight* every night. We started playing it two weeks ago. Top five calls for **Denine**'s 'All Cried Out'—it's a smash for us."

SIMON WILL, PD, WQCY/FM-QUINCY, ILL. "The **Smashing Pumpkins** are on fire. Excellent response from the daytime office crowd to **Tom Petty**'s 'Waiting for Tonight.' There are lots of requests for **Bush**'s 'Glycerine.'" **VITO GEE, PD, KCPI-ALBERT LEA, MINN.** "Since stores don't have **Celine Dion**'s 'To Love You More' yet, the only place they can hear this track is on our air. We tested it during the day and got flooded with calls." (Editor's note: Those who want a copy can contact **Paul Drew** at (213) 469-4100."

MICHAEL STUART, PD, Mix 103 (WMXZ)-DESTIN, FLA. "I really like **East 17**'s 'Stay Another Day.' Tracking number two requests for **George Michael**'s 'Jesus to a Child,' 90 percent from women."

STEVE HELLER, PD, ZFUN (KZFN)-MOSCOW, IDAHO "**Bulletproof**'s re-make of 'Safety Dance' is a three-night winner on our *C.D.'sion*. It sounds fresh on the air. **Green Day**'s 'Brain Stew' will



La Bouche



do very well for us. We're still getting great phones on the **Beatles**' 'Free as a Bird.' Looking ahead, I see **Alanis Morissette**'s 'Ironic' and **D:Ream**'s 'Shoot Me with Your Love' in our future."

COSMO LEONE, PD, KGRS-BURLINGTON, IOWA "I fell in love with **Jann Arden**'s 'Insensitive' when she played it at the Conclave last summer. **Janet Jackson**'s 'Twenty Foreplay' is burning up the phones, and takes the biggest jump in spins."

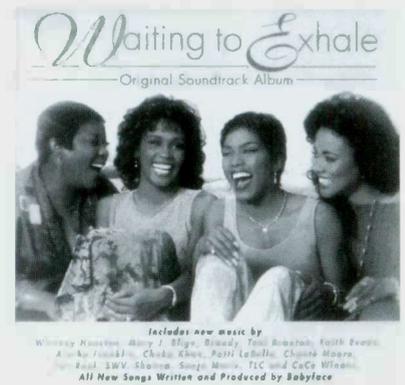
MARK REID, APD/MD, KQKY-KEARNEY, NEB. "**dc Talk**'s 'Jesus Freak' is our Number One request. Quite amazing, since we've been playing it since last September."

SCOTT SHANNON, PD, KHTQ-SPOKANE, WASH. "**N-Trance**'s 'Stayin' Alive' is Number One phones at night and top five daytime. Medium rotation all dayparts. **Spacehog**'s 'In the Meantime' is a definite for next week; listen to it and find out why. The **Tony Rich Project**'s 'Nobody Knows' tops our female requests list. The **Rembrandts**' 'Drowning in

Your Tears' is a perfect song for reaching midday office listeners." **DAVE EVAN, OM/PD, WILI/FM-WILLIMANTIC, CONN.** "**La Bouche**'s 'Be My Lover' and **Melissa Etheridge**'s 'I Want to Come Over' are both hot. I'm starting to feel builds on **Monica**'s 'Before You Walk Out of My Life' and the **Smashing Pumpkins**' '1979.' I think **Denine**'s 'All Cried Out' will be big at night and may be something for all dayparts."

ROB RUPE, PD, WZVZ-KOKOMO, IND. "We're getting heavy requests for **Tony Rich** in our *Heartbeats* show and in other dayparts. **La Bouche** is building in key demos. The **BoDeans** did well for us first time around and seem to be going for greater status now."

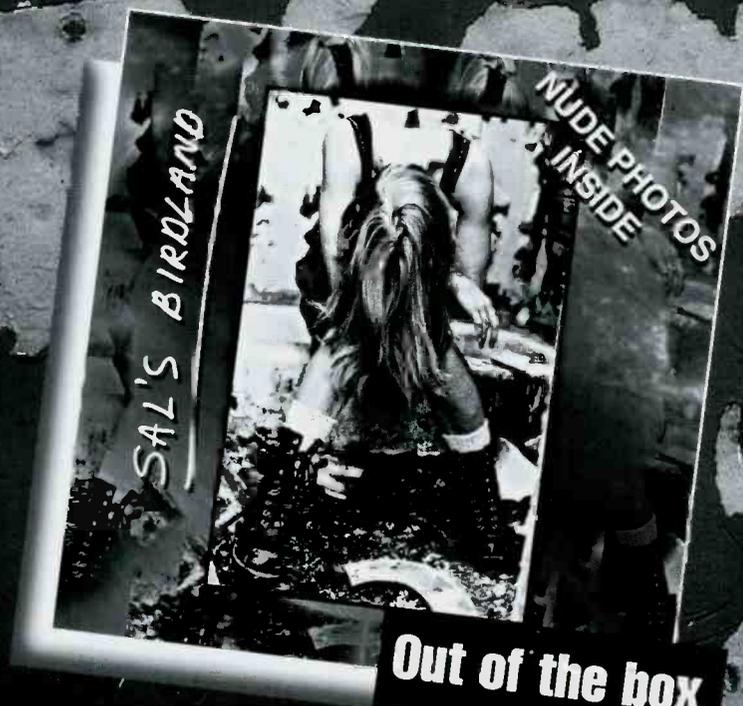
ED KANOI, PD, KONG-LIHUE, KAUAI, HAWAII "With every play of **N-Trance**'s song, we get a flood of calls, 'Who does that song?!' The **Tony Rich Project** is also hot. Response is coming in for **dc Talk**. I'm most excited about **Jewel**'s 'Who Will Save Your Soul.'"



Includes new music by Whitney Houston, Mary J. Blige, Brandy, Toni Braxton, Faith Evans, A Tribe Called Quest, Chaka Khan, Patrice LaBelle, Chuckie Merano, Paul Simon, Shania Twain, TLC and CeCe Winans. All New Songs Written and Produced by Babyface

SAL'S BIRDLAND

"Love is Groovy"



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20 Stations!**

**Rick Hayden/KQIX
Grand Junction, CO:**

*"I put it in the CD
player and within 10
seconds I knew it was
a hit. I put it on the
air immediately and
have been getting
requests since."*

**JoJo Martinez/ WXLC
Waukegan, IL:**

*"Awesome song with
a great hook, and if
you really take the
time to listen to the
lyrics you might get it."*

**Don't blow this
one off!"**

Pulls immediate phones!

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GAVIN
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Seattle	\$273	7 days
San Francisco	\$329	14 days
San Diego	\$323	7 days
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Phoenix	\$335	7 days
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Fares are as of January 17, 1996. Fares subject to change depending on day and time of departure. Receive discount airfares with Delta when booking flights for the 1996 Gavin Seminar through *World Travel Partners*. Call 800-328-1005.

- GAVIN SEMINAR: Hyatt Regency/Atlanta, GA
Feb. 7-10, 1996
- REGISTRATION: (415) 495-1990 x647 (but hurry!)
- AIRPORT TRANSIT: FOR \$1.50 TAKE MARTA
TO THE HYATT LOBBY
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MOST ADDED
GEORGE MICHAEL (72)
PHIL COLLINS (32)
THE REMBRANDTS (31)
JONATHAN CAIN (29)
*** EDDIE MONEY (20)**
*** CAROLINE LAVELLE (20)**

TOP TIP
JONATHAN CAIN

"Little River"
(Intersound)
 Cain should be "able" to chart from his perch at the top of this week's CHARTBOUND.

RECORD TO WATCH



NANCI GRIFFITH
 "Time Of Inconvenience"
(Elektra)
 Now maybe the opportune time for this tune.

Gavin A/C

Adult Contemporary

TW		Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	MARIAH CAREY - One Sweet Day (Columbia/CRG)	13	220	1	6357	+227	131	54	27	8
2	MADONNA - You'll See (Maverick/Warner Bros.)	12	219	2	6215	+173	131	51	27	10
3	WHITNEY HOUSTON - Exhale (Shoop Shoop) (Arista)	12	218	1	5947	+96	118	53	35	12
4	SEAL - Don't Cry (Zit/Warner Bros.)	8	201	11	4977	+570	84	59	37	20
5	HOOTIE & THE BLOWFISH - Time (Atlantic)	13	160	6	4302	+277	88	36	20	15
6	ROD STEWART - So Far Away (Lava/Atlantic)	6	190	13	4273	+627	61	54	50	21
7	ELTON JOHN - Blessed (Island)	17	166	1	4210	+49	70	44	37	15
8	MICHAEL BOLTON - A Love So Beautiful (Columbia/CRG)	8	175	6	4062	+200	59	51	43	18
9	BRUCE HORNSBY - Swing Street (RCA)	9	171	1	4056	+5	68	41	41	18
10	CURTIS STIGERS - Keep Me From The Cold (Arista)	12	169	2	4019	+90	67	44	36	19
11	SELENA - Dreaming Of You (EMI Latin/EMI Records)	12	161	6	3672	+425	47	51	49	13
12	EVERYTHING BUT THE GIRL - Missing (Atlantic)	67	126	15	2955	+567	48	28	35	13
13	TAKE THAT - Back for Good (Arista)	25	120	0	2950	-131	53	24	24	19
14	GOD GOO DOLLS - Name (Metal Blade/Warner Bros.)	15	108	7	2979	+183	58	27	16	6
15	CELINE DION - (You Make Me Feel Like) A Natural Woman (Lava/Atlantic)	13	130	0	2878	-898	41	33	37	18
16	NATALIE MERCHANT - Wonder (Elektra/EEG)	6	142	17	2830	+559	29	39	44	26
17	PETER CETERA - Faithfully (River North)	7	145	16	2787	+403	23	43	49	25
18	THE BEATLES - Free As A Bird (Capitol)	7	119	0	2601	-1090	39	30	28	21
19	STEVE WINWOOD - Reach For The Light (MCA)	11	120	1	2474	+143	28	35	39	15
20	GEORGE MICHAEL - Jesus To A Child (DreamWorks/Geffen)	2	151	72	2442	NEW	8	37	56	43
21	SOPHIE B. HAWKINS - As I Lay Me Down (Columbia/CRG)	51	97	0	2442	+48	42	23	14	18
22	DEEP BLUE SOMETHING - Breakfast At Tiffany's (RainMaker/Interscope/AG)	17	85	0	2316	+244	37	30	14	3
23	THE BLENDERS - Let It Fall (Orchard Lane)	9	111	5	2260	+220	19	38	42	11
24	JANN ARDEN - Insensitive (A&M)	12	105	11	1971	+260	14	34	33	22
25	EXPOSE - I'll Say Goodbye For The Two Of Us (Arista)	9	110	8	1960	+224	10	34	42	21
26	TOAD THE WET SPROCKET - Good Intentions (Reprise/Columbia/CRG)	16	89	1	1954	-469	23	29	26	11
27	MICHAEL W. SMITH - Straight To The Heart (Reunion/Arista)	12	93	1	1913	+10	17	30	33	11
28	CHUCK NEGRON - Pretend (Viceroy/GAP/AEC)	9	104	12	1910	+278	16	27	38	18
29	GIN BLOSSOMS - 'Til I Hear It From You (A&M)	24	74	3	1850	-11	29	16	14	14
30	BIG MOUNTAIN - Get Together (Giant)	7	89	15	1832	+463	24	22	25	18
31	MELISSA ETHERIDGE - I Want To Come Over (Island)	3	97	18	1829	+556	13	29	34	20
32	SARAH McLACHLAN - I Will Remember You (Arista)	17	93	1	1740	-333	16	18	36	23
33	MARY CHAPIN CARPENTER - Grow Old With Me (Hollywood)	8	103	13	1712	+223	12	20	39	26
34	JOAN OSBORNE - One Of Us (Blue Gorilla/Mercury)	11	87	19	1685	+384	18	19	26	23
35	SOUL ASYLUM - Promises Broken (Columbia/CRG)	7	91	17	1619	+372	13	23	29	26
36	THE TONY RICH PROJECT - Nobody Knows (LaFace/Arista)	7	96	16	1550	NEW	8	24	31	29
37	BON JOVI - Lie To Me (Mercury)	10	80	4	1478	+73	10	28	23	17
38	DEL AMITRI - Roll To Me (A&M)	39	52	2	1336	+42	24	10	9	7
39	ACE OF BASE - Beautiful Life (Arista)	12	60	1	1274	-401	14	18	19	9
40	THE CORRS - Runaway (143/Lava/Atlantic)	17	60	0	1124	-308	10	14	18	18

Chartbound

	Reports	Adds	SPINS	TREND
JONATHAN CAIN - "Little River" (Intersound)	80	29	1034	+475
EMILY - "Missin' You Again" (Grey Wolf)	68	6	1117	+162
THE REMBRANDTS - "Drowning In Your Tears" (eastwest/EEG)	61	31	849	+435

Editor: RON FELL

Associate Editor: DIANE RUFER

A/C reports accepted: Mondays

8 a.m.-5 p.m. and Tuesdays 8 a.m.-2 p.m.

Station Reporting Phone: (415) 495-1990

GAVIN Fax: (415) 495-2580

Inside A/C

BY RON FELL



Page Added to GAVIN Seminar



Martin Page

We've got more news regarding the GAVIN Seminar in Atlanta next month. We've just added **Martin Page** to our A/C Musicmakers meeting on Saturday, February 10. It's only fitting that we "panel" him since his "In the House of Stone and Light" was the format's most played single of 1995. Page joins **David Foster**, **Jann Arden**, **Curtis Stigers**, and **Dave Koz** as panelists who'll discuss the wonderful world of *adult* pop music.

Congratulations to **Dana St. John** on becoming the new program director and a.m. drive personality at **STAR 92.9 (WSRV)** Dover/Wilmington, Delaware. St. John began his career at sister station, "Continuous Country" **94.7 WDSB**.

David Lee, PD/MD/AT at **KAYL**-Storm Lake, Iowa is leaving to return to Minneapolis later this year, and the station is seeking a replacement. Contact David at (712) 732-3520 about this great opportunity.

THE MUSIC

The top three (**Mariah**, **Madonna**, and **Whitney**) have been ranked the same since late last year. Carey actually has expanded her lead over Madonna by another 54 spins this week.

Soon to upset the ladies' apple-

Going for Radio
Adds NOW!

Oleta Adams

moving on

The new album from
two-time Grammy nominee
Oleta Adams
featuring
"Never Knew Love"

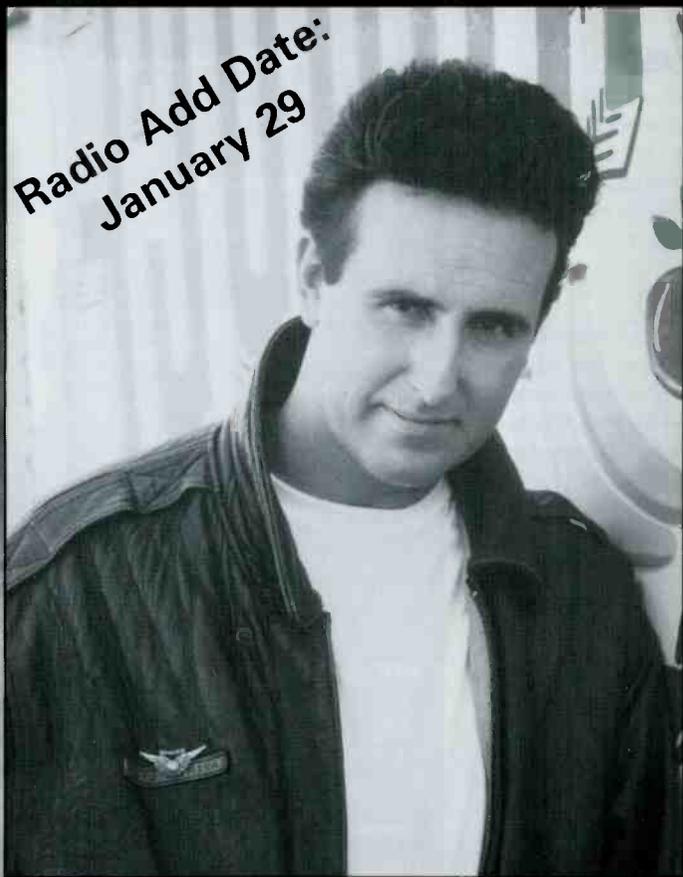


Management: Jim Morey for Gallin, Morey & Associates



M A R T I N P A G E

Radio Add Date:
January 29



had an incredible year...

#1 Hot AC Single, #1 Hot AC Male Artist & #2 Hot AC Artist - Billboard

#1 AC Record Of The Year - Gavin

#1 Hot AC Record Of The Year & #5 Mainstream AC Record Of The Year - R&R

and the longest charting single in the history of Billboard's Hot AC Chart --

"In The House Of Stone And Light" -- or the chart over a year and counting...

Now his debut album just got deeper...

"Light In Your Heart"

the first single for the new year



Produced and arranged by Martin Page Mixed by Mike Shipley Management:  DIANE PENCHER
MANAGEMENT
PERSONAL MANAGEMENT

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A/C Up & Coming

Reports	Adds	SPINS	TRENDS	
57	2	1052	-4	ANNIE LENNOX - Waiting In Vain (Arista)
55	11	772	+179	ENYA - Anywhere Is (Reprise)
54	9	711	+101	TIN DRUM - Surrender (Brainstorm)
54	2	777	+30	KATHY TROCCOLI - Go Light Your World (Reunion/Arista)
52	18	800	+286	BLESSID UNION OF SOULS - Oh Virginia (EMI)
50	32	610	+369	PHIL COLLINS - Somewhere (FCA Victor)
43	5	590	+56	IVAN NEVILLE - After All This Time (Iguana)
43	20	607	+295	EDDIE MONEY - Take It From The Heart (Wolfgang)
37	1	831	+56	BLUES TRAVELER - Hook (A&M)
32	5	443	+60	BRADLEY KAPTURE - Sometimes Love Is (December Moon Music)
31	3	418	+67	MALO - Take My Breath Away (GNP Cresendo)
31	16	309	+181	JAMES INGRAM - So This Is Love (Disney)
30	2	537	+75	JANET JACKSON - Twenty Foreplay (A&M)
23	3	272	+23	GERALD & EDDIE LEVERT - Already Missing You (eastwest/EEG)
22	20	271	+255 *	CAROLINE LAVELLE - A Case Of You (Discovery)
21	2	307	+20	JOHN HIATT - Cry Love (Capitol)
21	1	412	+44	DON HENLEY - The Garder Of Allah (Geffen)
21	11	324	+186	DEL AMITRI - Tell Her This (A&M)
20	14	267	+171 *	CHRISTOPHER CROSS - Been There, Done That (Rhythm Safari/Priority)
19	5	375	+113	TOM PETTY & THE HEARTBREAKERS - Waiting For Tonight (MCA)
17	9	197	+97 *	WET WET WET - Somewhere, Somehow (Island)
16	7	239	+124 *	BONNIE RAITT - Burning Down The House (Capitol)
14	4	247	+111 *	COLLECTIVE SOUL - The World I Know (Atlantic)
13	6	152	+60 *	NANCI GRIFFITH - Time of Inconvenience (Elektra/EEG)
12	12	116	+116 *	SPYRO GYRA - Fine Time To Explain (GRP)
10	8	106	+86 *	OLETA ADAMS - Never Knew Love (Mercury)
10	9	103	+98 *	MEAT LOAF - Nct A Dry Eye In The House (MCA)

Dropped: Jim Brickman, Bonnie Raitt/Bryan Adams, Brian McKnight Michael Jackson, TLC, Hootie & The Blowfish (Dream). * Indicates Debut

cart are **Hootie & the Blowfish** and **Rod Stewart**. Hootie is rotating at nearly 27 spins per playing station, while Rod's "So Far Away" is approaching the magic 200-station threshold, and its Spincrease of +627 was second only to **George Michael's** +1,401 uptick.

Speaking of George Michael, his comeback, "Jesus to a Child," debuts halfway up the chart at #20 with a two-week stat profile of 151 players, 72 of whom are Adds this week like **WALK, KDMX, WLBC, WMXB, WMXV, WLQT, WRCH, KBIG, KOSI, WEQX, 98Q, WLTE, WWNK, and KPLZ.**



Everything But the Girl

Sixty-seven week old "Missing," by **Everything But the Girl**, at #12, is about to go top 10 and above 3,000 Spins per week. Players "already" include **WMXV, WMJQ, WRQX, K-101, KBIG, WIVY, WMC, KMGQ, KPLZ, WQSM, KDMX, KYSR, WMEE, and WALK.**

Two singles have taken 14-point chart jumps over the past two issues.

They are **Natalie Merchant's** "Wonder," which is at #16 from #30, and **Jann Arden's** "Insensitive," which is at #24 from #38. Of the yet-to-peak entries from the female side of the ledger, they are the strongest.

Last week's Record to Watch, **Jonathan Cain's** "Little River," is this week's Top Tip. Twenty nine Adds take it to the top of Chartbound with 1,034 Spins in its second week. Among the players are **KEZT, WHLG, WQTU, WBLG, WHIZ, WTSX, KSEW, WHAI, KAYL, KWXX, WFRO, WPXZ, and KOKO.**

This issue's Record to Watch is **Nanci Griffith's** "Time of Inconvenience." Griffith is not your run-of-the-mill artist, so her impact is deliberate, not hasty. The initial players are **WNYR, KEZT, KOJM, WIBZ, KWAT, KMXL, WHIZ, KSCQ, KGY, KLWN, KEZU, KGWB, and WHCO.** ●

Gavin A/C #1 Hits From:.....

1/22/93 PEABO BRYSON & REGINA BELLE - "A Whole New World"

1/23/87 BILLY VERA & THE BEATERS - "At This Moment"

1/25/85 CHICAGO - "You're The Inspiration"

1/21/83 PATTI AUSTIN - "Baby Come To Me"

A/C Picks

BOB SEGER & THE SILVER BULLET BAND
"I Wonder" (Capitol)

Here's a guy who leaps from "night moves" to star-gazing in a flash. This gentle ballad shucks away, however temporarily, the rock-like shell and exposes the more tender and reflective side of his personality. This one's A/C all the way.

CHRIS ISAAK
"Graduation Day"
(Reprise/Elektra)

Isaak's latest single has kind of an *American Graffiti* feel to it. His patented moody vocals and the song's swooning, heartbroken, nostalgic waxing will do nothing to bring her back, but it's a nice try. The song's going to be featured in the upcoming film, *Beautiful Girls*, starring Matt Dillon, Uma Thurman, Mira Sorvino, and Rosie O'Donnell.

DEL AMITRI
"Tell Her This" (A&M)

Justin Currie chokes a third person to intermediate his woeful relationship with his lover. It's a sad, sad tale of yet another bumbling male with the inability to say what he sings so well. Go figure.

SORAYA
"Suddenly" (Island)

Here's the beginning of something big. Soraya's fragile-but-firm voice is gently supported by acoustic treatments orchestrated by Rod Argent and Peter Van Hooke, the same two guys who introduced us to Tanita Tikaram's "Twist in My Sobriety." Soraya's crystal clarity and the song's lyrical vulnerability offer an intimate introduction to the year's first single-named singer.

ARTIST PROFILE

1/2 of THE BLENDERS

(Allan Rust & Ryan Lance)



LABEL: Orchard Lane

PROMOTION CONTACT: Paul Crowley, Music Marketing (704-367-2511) Fax: (704-365-3504)

ALLAN'S BIRTHPLACE & DATE: Fargo, N.D. - 2/9/71.

RYAN'S BIRTHPLACE & DATE: Crookston, Mn. - 10/23/68.

CURRENT RESIDENCE: Allan's: Minneapolis Mn. Ryan's: Maple Grove, Mn.

ALLAN'S FAVORITE RECORD BY ANOTHER ARTIST: "Turbulent Indigo by Joni Mitchell."

LAST CD RYAN PURCHASED: "Plantation Lullabies" by Me'shell N'ogecello."

ALLAN'S FAVORITE MOVIE OF ALL TIME: "The Lion In Winter."

RYAN'S FAVORITE MOVIES OF ALL TIME: "Raising Arizona and Taxi Driver."

RYAN'S FAVORITE VACATION SPOT: "Hilton Head, S.C."

ALLAN'S FAVORITE VACATION SPOT: "Home."

MOST INTERESTING PERSON RYAN WOULD LIKE TO KNOW: "Robert DeNiro."

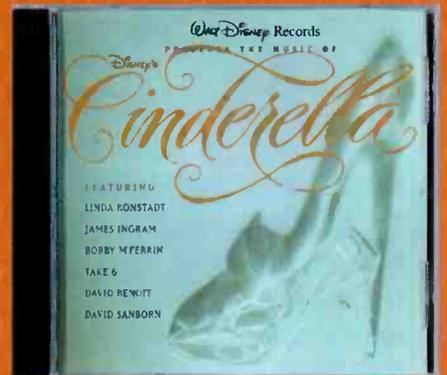
THE BEST ADVICE ALLAN EVER RECEIVED: "Make the choices that best serve your soul."

THREE ESSENTIALS ALLAN WOULD NEED TO SURVIVE ON A DESERT ISLAND: "Food, a companion and a 70" projection screen TV."

THREE ESSENTIALS RYAN WOULD NEED TO SURVIVE ON A DESERT ISLAND: "A beautiful & loving woman, a Sams's club size box of Triscuits and a can of aerosol cheese."

SO this is LOVE

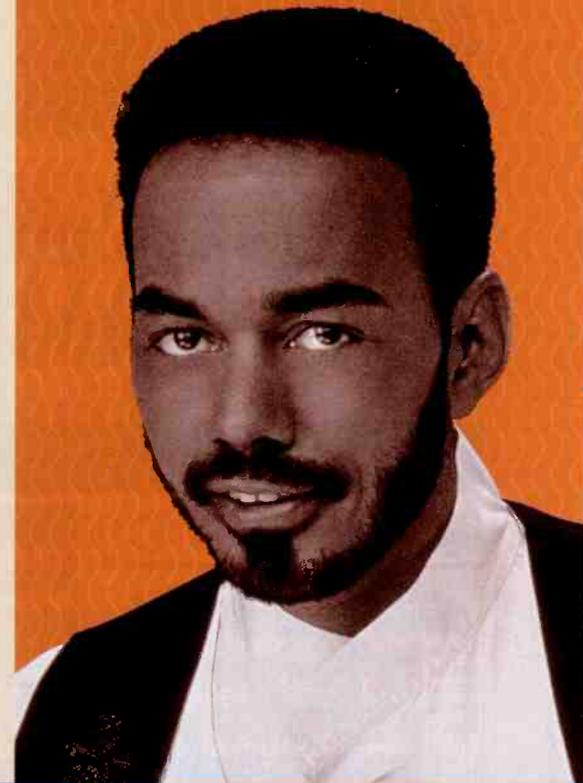
WALT DISNEY
RECORDS



James Ingram

The Love Theme from Disney's Classic

Cinderella



now playing on:

WRCH	WLIF	KQXT	WMJJ
WDEF	WTPI	WFMK	WWWM
WOOF	WGSY	WCOD	WAFY
WTCB	WMT	KMXR	WTVR



Charmless Man*

by Blur

from the new album **The Great Escape**

Produced by Stephen Street
CMO Management (International) Ltd., London

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Continued from page 19

tion distributing records through Dutch East. About six months ago, Grass Records was sold and now has a full staff and distribution through BMG. You can count on us for some great alternative releases this year. First up will be The Wrens' "Rest Your Head," a high energy alterna-pop romp destined for greatness. Next, a New York area band, Wasted Time, whose March release, *When It Was Fun* features a cover of "Brown Eyed Girl" that should be an instant reaction record. As Sara Trexler at KROX says, "It's true to the original but very modern sounding." Other first quarter goodies include a tribute to the Germs, with contributions from the likes of Flea, L7, the Posies, the Melvins, Gumball, the Meat Puppets, and collaborations by Courtney Love & Pat Smear, Mike Watt & J. Mascis, as well as Mike D., Thurston Moore, and Kira (Puzzled Panthers). You can reach me at 212-843-8300 ext. 213.

O.K., TIME OUT FOR A GAVIN SEMINAR UPDATE

Been fielding a lot of calls about the Alternative schedule at the Seminar this year. While the following is not quite etched in stone, I'm getting the chisels sharpened. You will note that there are no sessions this year that involve self indulgent whining about un-retuned phone calls, the unfairness of the music selection process at radio, or inappropriate nostalgia for the good old days when there were only a thimbleful of alternative stations that could all be handled by one promo person per label. No, the theme this year is a bizarre synergy that combines substantive programming issues with outright buffoonery and merriment. In short, it's serious fun.

• *Thursday, February 8: 4 - 5p.m.*

Alternative Jukebox Jury with Howie Klein, President of Reprise Records. Newly refined for 1996, this traditional GAVIN Seminar event will restore your faith in the power of music to totally befuddle top programmers in the format.

• *Friday, February 9: 11:30a.m. - 12:30p.m.* Taking Control of Your Sales Staff with Paul Jacobs of Jacobs Media. Us vs. Them? Paul has a better idea. Panelists include Richard Sands from Live 105 in San Francisco, Robert Benjamin from WHFS in Washington, D.C., plus more to be announced.

• *Friday at 1 - 2p.m.* A blatant rip off of the Late Show with David Letterman. Only, I'm the host. This one is truly warped, and I'll fill you in before showtime. *But make sure you're there!*

• *Saturday, February 10: 11:30a.m. - 1:30p.m.* Alternative Awards Lunch. If you miss this, you're screwed. Major hilarity, I promise. ●

Data

MOST ADDED

THE PRESIDENTS OF THE UNITED STATES... (22)

Peaches (Pop Llama/Columbia/CRG)
WHMP, WBZU, WPGU, KMYZ, WWDX, WWBX, WCHZ, WBRU, KTCL, WEJE, WROX, WOXY, WVGO, KPOI, WENZ, KRZQ, WNNX, WHYI, WBCN, KITS, WDGE, KEDG

SALT (19)

Bluster (Island)
WUNX, WHMP, WPGU, WWDX, WDST, WCHZ, WBRU, KACV, WEJE, WROX, KTbz, WRXS, WENZ, WOWW, WNNX, WBCN, WEQX, WPBZ, KCXX

RED HOT CHILI PEPPERS (17)

Aeroplane (Warner Bros.)
WZRH, WUNX, WDRE, WDST, KACV, WMAD, KROX, WOXY, WRXS, KPOI, WOWW, WPUP, KNNC, KDGE, WAQZ, WMRQ, KROQ

GARBAGE (14)

Only Happens When It Rains (Almo Sounds/Geffen)
KREV, KACV, WWCD, WROX, WVGO, KTbz, XHRM, WOWW, KJEE, WDGE, WEQX, WPBZ, KNDD, KWOD

TOADIES (13)

Away (Interscope)
WUNX, WXEG, WDRE, WWDX, KREV, WCHZ, WMAD, KPOI, KRZQ, KJEE, WNNX, KNNC, KEDG

MOST REQUESTED

OASIS

Wonderwall (EPIC)

BUSH

Glycerine (Trauma/Interscope)

GREEN DAY

Brainstew (Reprise)

SMASHING PUMPKINS

1979 (Virgin)

TORI AMOS

Caught A Lite Sneeze (Atlantic)

MOST BUH-UZZ

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

TORI AMOS

Caught A Lite Sneeze (Atlantic)

SALT

Bluster (Island)

ALICE IN CHAINS

Heaven Beside You

(Columbia/CRG)

RADIOHEAD

High & Dry (Capitol)

GOO GOO DOLLS

Naked (Warner Bros.)

MOST LIKELY TO

SUCCEED

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

GARBAGE

Only Happens When It Rains

(Almo Sounds/Geffen)

RUBY

Paraffin (WORK/CRG)

SELF

Cannon (Zoo)

FRANK BLACK

Men In Black (American)

STABBING WESTWARD

What Do I Have To Do

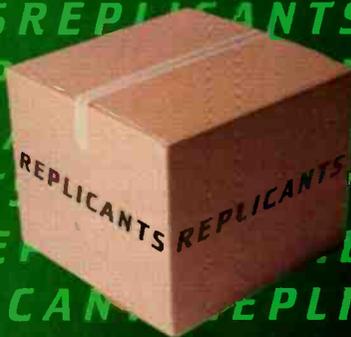
(Columbia/CRG)



DESTINATION UNKNOWN

IMPACTING RADIO JANUARY 22 THE FIRST SINGLE FROM THE FULL LENGTH ALBUM FEATURING MEMBERS OF **FAILURE, TOOL, & ZAUM**

"We loved this song from the first listen, in fact the whole album is chock full of tasty gems. We love Replicants!"
AARON AND ROLAND OF TEAM LIVE 105



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Produced by Replicants/Recorded and Mixed by Ken Andrews

#BUSTARHYMIES WOO-HAH!!

WOO-HAH!!Got You All In Check.WOO-HAH!!Got You All In Check.WOO-HAH!!Got You All In Check.WOO-HAH!!Got You All In Check.WOO-HAH!!Got You

Got You All In Check.

*The first single and video from his highly-anticipated solo debut.
Album coming this March.*

Produced by Rashad Smith of Tumblin Dice Productions Inc.

*Management: Duquan Brown for Flipmode Entertainment
and Chris Lighty for Violator Management.*



On Elektra compact discs and cassette.
<http://www.elektra.com> © 1998 Elektra Entertainment Group.
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FLIPMODE ENTERTAINMENT



violator

MOST ADDED



REDMAN
Funkorama
 (Interscope)
BROADWAY
Must Stay Paid
 (Nervous)

TOP TIP

2PAC
California Love
 (Death Row/Interscope)
 From San Diego to Sacramento, we know how to party. The double-video is outstanding (Roger's a nice touch).

RECORD TO WATCH

BUSTA RHYMES
Whoo-Hah! (Got You All In Check)
 (Elektra/EEG)
 WBUL's Sandman has been waiting on this through all of Busta's guest appearances, and 16 other DJs are beyond excited about it.

Gavin Rap

2W	LW	TW	
\$	3	1	FUGEES (Tranzlator Crew) - Fugee-La/How Many Mics (Ruffhouse/Columbia/CRG)
\$	1	2	FAB 5: HELTAH SKELTAH/O.G.C. - Blah/Leflaur Leflah Eshkoshka (Duck Down/Priority)
\$	8	3	A.Z. - Gimme Yours (EMI)
\$	5	4	THE GENIUS - Cold World (DGC)
\$	2	5	THE GROUP HOME - Livin' Proof (Payday/FFRR)
7	6	6	MIC GERONIMO - The Natural/Train Of Thought (Blunt)
\$	9	7	THA DOGG POUND - Let's Play House/Do What I Feel featuring Rage (Death Row/Interscope)
15	14	8	MOBB DEEP - Temperature's Rising/Still Shinin (Loud/RCA)
\$	10	9	CHEF RAEKWON - Incarcerated Scarfaces (Loud/RCA)
\$	7	10	KOOL G RAP - Fast Life Feat. NAS (Cold Chillin'/Epic Street)
18	15	11	REAL LIVE - Real Live Sh*t (Big Beat/Atlantic)
3	4	12	LORD FINESSE - Hip To Da Game (Penalty)
\$	12	13	PHARCYDE - Runnin'/Drop (Delicious Vinyl/Capitol)
12	—	14	KRS-ONE - Rappaz R. N. Dainja (Jive)
—	39	15	BAHAMADIA - Uknowhowwedu (Chrysalis/EMI)
10	11	16	MANNISH - Expect That (Correct/Grindstone Ent.)
\$	16	17	ERICK SERMON - Bomdigi/Tell 'Em (Def Jam Recording Group)
—	35	18	DAS EFX - Microphone Master (eastwest/EEG)
25	18	19	MAD SKILLZ - Move Ya Body/Extra Abstract Skillz (Big Beat/Atlantic)
14	17	20	AKINYELE AND SADAT X - Loud Hangover (Loud/RCA)
24	21	21	PUDGEE - On The Regular (Perspective/A&M)
\$	19	22	CYPRESS HILL - Throw Your Set In The Air/Killa Hill (Ruffhouse/Columbia/CRG)
—	25	23	DARK SUN RIDERS featuring BROTHER J - Dark Sun Riders (Island)
\$	23	24	L.L.COOL J - Hey Lover featuring Boyz II Men/I Shot Ya (Def Jam Recording Group)
20	22	25	SMIF N' WESSUN - Sound Boy Burell/Wrekonize (Wreck/Nervous)
\$	26	26	JUNIOR MAFIA - I Need You Tonight Remix/Get Money (Big Beat/Atlantic)
29	30	27	ALL CITY - Who Dat? (Armed/Mercury)
\$	20	28	BLAHZAY BLAHZAY - Danger (Mercury)
27	27	29	FAT JOE - Success (Relativity)
—	34	30	ROYAL FAM - Summin' Gotz To Give (Capitol)
\$	24	31	GOODIE MoB - Cell Therapy/Soul Food (LaFace/Arista)
NEW	32	32	BIG NOYD - Recognize & Realize (Tommy Boy)
\$	28	33	ONYX - Last Dayz (JMJ/Def Jam Recording Group)
NEW	34	34	BLAHZAY BLAHZAY - Danger Pt. 2 (Mercury)
34	31	35	MAD LION - Real Ting (Wreck/Nervous)
22	29	36	METHOD MAN - The Riddler (Remix) (Atlantic)
32	33	37	THE NEXT CHAPTER - Various Unsigned Artists (Immortal)
30	36	38	5TH WARD BOYZ - One Night Stand (Rap-A-Lot/Noo Trybe)
\$	37	39	KRIS KROSS - Tonight's Da Nite (Ruffhouse/Columbia/CRG)
39	40	40	SMOOTHE DA HUSTLER - Hustlin'/Broken Language (Profile)

Chartbound

- ERICK SERMON** - Welcome (Def Jam Recording Group)
- YOUNG ZEE** - Everybody Get/Milk (Perspective)
- REDMAN** - Funkorama (Interscope)
- BROADWAY** - Must Stay Paid (Nervous)
- LBC CREW** - Beware Of My Crew (Premeditated)
- BUSTA RHYMES** - Whoo-Hah! (Elektra/EEG)

Like That!

BY THEMBISA S. MSHAKA



Media Watch— This Means You

Last week, I reported on the tragic fate of **Steady B** and **Cool C**, who are currently in custody for the alleged murder of a Philadelphia police officer and attempted robbery. My item questioned what might drive anyone—rapping or not—to resort to bank robbery. Moreover, it saddens me that entertainers who are so envied by the public for their fame and perceived wealth can all too easily become victims of their own pursuit of the wealth they feel entitled to (not to mention the money to pay the bills, something we all deserve).

The very next day, I received an email from media assassin **Harry Allen**. It is such a great example of how important it is for us industry folk to monitor what is written and disseminated about our artists and music, I'm reprinting it here. It not only points out how critical it is for public figures to think before they act, it also points to a double standard held by media towards rap that must be dismantled. Allen responds to an article written on Radioscope's *Electronic Urban Report* which read:

"The image of rap music just got slammed again with the arrest of Warren "Steady B" McGlone and Christopher "Cool C" Roney. The pair were arrested last Friday for the murder of Philadelphia police officer **Lauretha Vaird**, who responded to a silent alarm at a PNC bank branch. Vaird, a mother of two, was shot once in the chest."

Allen responded:
*Dear Electronic Urban Report:
 Regarding the 1/8/96 piece on McGlone and Roney:*

To characterize this incident as, centrally, an issue of "rap music" or one of "the image of rap music" is both irresponsible and incorrect when:

- a. The mother of two children has been killed;*
- b. A law enforcement official*

has been struck down in the line of duty;

c. No other form of practice, popular or otherwise, gets regularly, similarly, wholly scrutinized and condemned on the basis of alleged misconduct by its practitioners (for example, nothing that Luciano Pavorotti, James Brown, Madonna, a construction worker, or a pediatrician does wrong is made to represent their chosen field, or "the image" of their chosen field);

d. The incident has, on the face of it, nothing to do with hip-hop music or hip-hop culture;

e. So many people, some of whom are cc'd on this letter, are able to make the straightforward distinction between the alleged conduct of persons and the mores of an art form.

*Sincerely,
 Harry Allen*

Thanks for sending me your letter, Harry. It has lessons within that we all can learn...Well, the ballots are in, and I'm pleased to say that our voter return was very high. Who won? You'll all just have to wait 'til our wild and crazy **Rap Awards**, sponsored once again by **Elektra/eastwest**. **René** and **Karen** got plans for y'all that'll knock ya socks off! I'll break off specifics on the rap agenda at Seminar '96 very soon, just hang on...The rumor mill is a-churning around **Sincere**, the self-proclaimed "Pimp Promoter." Suffice it to say that he's staying in the **Polygram** family, and moving on up like a Jefferson...Can we holla for a minute about the *Don't Be A Menace* soundtrack? The sampler presents many questions: Can **Wu-Tang's** next generation show and prove? Why does the **Lost Boys** track, "Renee" sound so candy-sweet? I dunno, but it is getting heavy requests at **WBUL-Tampa**. Why didn't **Suga-T** get any billing when she's blow-

Gavin Rap Retail

2W	LW	TW	Singles
2	2	1	GOODIE MOB - Cell Therapy (LaFace/Arista)
3	3	2	BLAHZAY BLAHZAY - Danger (Mercury)
1	1	3	L.L.COOL J - Hey Lover (Def Jam Recording Group)
4	4	4	KRIS KROSS - Tonight's The Night (Ruffhouse/Columbia/CRG)
5	5	5	KOOL G RAP - Fast Life (Cold Chillin'/Epic Street)
6	6	6	THE CLICK - Hurricane (Sic Wid It/Jive)
12	10	7	THE GENIUS - Cold World (Geffen)
NEW	8	8	FUGEES (Tranzlator Crew) - Fu-Gee-La (Ruffhouse/Columbia/CRG)
—	20	9	THA DOGG POUND - Respect (Death Row/Interscope)
8	7	10	COOLIO - Too Hot (Tommy Boy)
10	11	11	FAB 5: HELTAH SKELTAH/O.G.C. - Blah/Lefaur Leflah Eshkoshka (Duck Down/Priority)
11	9	12	CYPRESS HILL - Throw Your Set In The Air (Ruffhouse/Columbia/CRG)
7	8	13	PHARCYDE - Runnin' (Delicious Vinyl/Capitol)
9	13	14	ERICK SERMON - Bomdigi (Def Jam Recording Group)
18	19	15	EAZY-E - Just Tah Let U Know (Relativity)
21	21	16	JAMAL - Fades 'Em All (Rowdy/Arista)
24	24	17	ONYX - Last Dayz (JMJ/Def Jam Recording Group)
15	14	18	CHEF RAEKWON - Ice Cream (Loud/RCA)
—	25	19	THE GROUP HOME - Livin' Proof (Payday/FFRR)
NEW	20	20	A.Z. - Gimme Yours (EMI)
NEW	21	21	REDMAN - Funkorama (Interscope)
13	—	22	JUNIOR MAFIA - I Need You Tonight (Big Beat/Atlantic)
16	18	23	SPICE 1 - 1990-Sick (Jive)
14	12	24	LUNIZ - Playa Hata (C-NOTE/Noo Trybe)
19	17	25	COOLIO - Gangsta's Paradise (MCA)

2W	LW	TW	Albums
1	1	1	THA DOGG POUND - Dogg Food (Death Row/Interscope)
3	2	2	L.L.COOL J - Mr. Smith (Def Jam Recording Group)
2	3	3	THE GENIUS - Liquid Swords (Geffen)
5	5	4	GOODIE MOB - Soul Food (LaFace/Arista)
4	4	5	SPICE 1 - 1990-Sick (Jive)
6	6	6	THE CLICK - Game Related (Sic Wid It/Jive)
11	11	7	THE GROUP HOME - Livin' Proof (Payday/FFRR)
7	8	8	8 BALL M.J.G. - On Top Of The World (Slave/Relativity)
8	7	9	CYPRESS HILL - III - Temple of Boom (Ruffhouse/Columbia/CRG)
10	9	10	COOLIO - Gangster's Paradise (Tommy Boy)
9	10	11	KRS-ONE - KRS-ONE (Jive)
17	13	12	ONYX - All We Got Iz Us (JMJ/Def Jam Recording Group)
19	12	13	EAZY-E - Eazy E's Greatest Hits (Priority)
16	17	14	FAT JOE - Jealous One's Envy (Relativity)
23	18	15	BONE THUGS N' HARMONY - E. 1999 Eternal (Relativity/Ruthless)
12	15	16	CHEF RAEKWON - Only Built 4 Cuban Linx (Loud/RCA)
15	20	17	TOP AUTHORITY - G Rated (Trak/Sola)
14	16	18	KOOL G RAP - 4,5,6 (Cold Chillin'/Epic Street)
13	14	19	ERICK SERMON - Double Or Nothing (Def Jam Recording Group)
20	22	20	MIC GERONIMO - The Natural (Blunt)
25	25	21	FUNKMASTER FLEX - Mix Tape Vol. 1 (Loud/RCA)
21	24	22	5TH WARD BOYZ - Rated G (Rap-A-Lot/Noo Trybe)
22	19	23	JUNIOR MAFIA - Conspiracy (Big Beat/Atlantic)
18	23	24	DANGEROUS CREW - Dangerous Crew Compilation: Don't Try This At Home (Jive)
24	21	25	PHARCYDE - Labcabcalfornia (Delicious Vinyl/Capitol)

ing up? Why wasn't **Luniz** with **Shock G's** "Food Fight" on the sampler? That song is the biz-bomb. The soundtrack is much tighter than the sampler shows, so just get the album on wax from Deb at Island (212) 603-3988...Til next week, it's like that. —ONE LOVE.

Rap Picks

2PAC

"California Love"

(Death Row/Interscope)

2Pac has another multi-format smash for ya.

This pro-West anthem is twice as nice for several reasons:

One, Dr. Dre is kickin' a strong rhyme with 'Pac; two, both versions are equally hittin', whether you choose the haunting edit or the smoothed-out remix; three, Pac is back and better than ever. Emz has you covered at Interscope (310) 208-6547 or B-Man at Death Row (310) 824-8844.



CHINO XL

"Deliver" (American)



Chino's rhymes will make your head spin, so your turntables should do the same.

Here's a sample: "Rough like Craig Mack dermabrasion," or try, "I'm head-

strong/I can even break Puffy Combs." Chino's brand of hip-hop is the well-versed, razor-sharp variety. "Deliver" is spare and slinky, perfect for his vocal acrobatics. Mike Avery has your white label at American (818) 973-4545.

ERICK SERMON

Double or Nothing

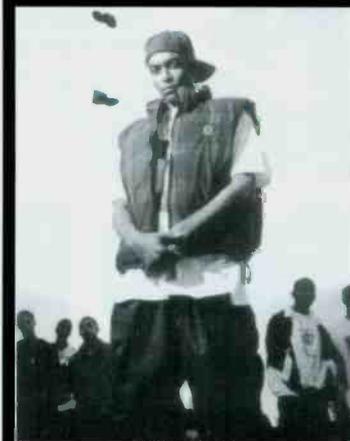
(Def Jam Music Group)

Erick Sermon has lived with getting plenty of plaques (four gold with EPMD, one with Keith Murray among them) and little recognition for far too long. The master interpreter of funk with the unmistakable deadpan lisp steps up for his props and scores a home run with *Double or Nothing*. Redman and Murray cameo with authority, and Aaron Hall gets busy on "Welcome," Erick's current blowup single. Other standouts include "Boy Meets World" and "Man Above." Call Chonita at Def Jam (212) 229-5225.

DO YOU WANT TO GET PLUGGED THROUGHOUT THE GAVIN SEMINAR? THEN GET YOUR NEW VIDEOS ON OUR SEMINAR '96 RAP REEL BY CLOSING A DEAL WITH JOHN AUSTIN AT (215) 924-7823. SLOTS ARE LIMITED...

ARTIST PROFILE

MIC GERONIMO



FROM: Queens, New York

FAMILY TREE: Lost his mother when he was 12, and is the middle child of four siblings.

ON HIS MISSION:

"After coming to terms with my mother's death, I knew that I couldn't let anyone stop me from achieving my goals."

LITTLE KNOWN FACT: Mic's favorite cartoon is *G-Force*.

ON HIS ALBUM THE NATURAL:

"I had heard so much music about being thuggish or materialistic—all gimmicks. I approach music in a straightforward way. I also used to watch the movie of the same name, and think, "That's me, without the bat."

HE IS: The first MC signed to Blunt Recordings, the hip-hop extension of TVT.

HOW HE GOT ON: He recorded a demo but got no response. He pressed "Shit's Real" by himself and took it to the DJs personally. DJs started playing it in New York, and then he got a call from Blunt.

HE SAYS: "I didn't know about TVT, since they didn't do rap. They sounded solid, and ironically, the other labels interested in me folded: Wild Pitch and Stepsun."

MUSICAL INFLUENCES:

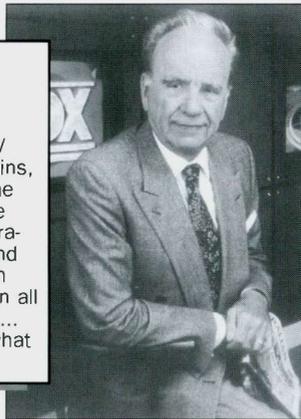
"The people close to me, my family. I loved Rakim, Al Green, Sarah Vaughn, and Slick Rick.

FUTURE PLANS: He is establishing a video production company, Mastermind, and will be directing his next video.

Give This To Your General Manager...

(and tell him or her why *both* of you should be going to the 1996 GAVIN Seminar)

Owner of 20th Century Fox Film Corporation, Fox Broadcasting, the New York Post, TV Guide, HarperCollins, London Times, The Sun, plus satellite broadcasting operations in the UK and Asia. Mr. Murdoch plans to launch an all news TV network.... and who knows what next?



GAVIN Keynote: Rupert Murdoch, Chairman & CEO of the News Corporation Ltd. & Fox Inc.



Peter Vidmar, Olympic Gold Medalist



Stanley Crouch, Writer & Essayist



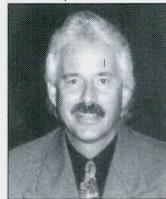
Herbie Hancock, Mercury & Verve recording artist



Ahmet M. Ertegun, Chairman CEO & Founder Atlantic Records
Seating will be limited to this once in a lifetime special event!



Jon Coleman, President Coleman Research



Jerry Clifton, President New World Communications



Dr. Robert Balon, CEO The Benchmark Company



Dave Martin, President & CEO The Radio Consultants Inc.



Terri Rossi, VP Marketing BMG



Keith Clinkscales, President, Vibe Magazine



Rusty Walker, President, Rusty Walker Programming Consultants Inc.



Fred Jacobs, President Jacobs Media



Paul Drew, Paul Drew Enterprises



Bill Richards, President Bill Richards Radio Consulting



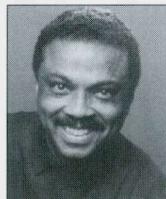
Tadd Cavanah, Program Director 896-Chicago



Howie Klein, President Reprise Records



Scott Shannon, Program Director WPLJ-New York



Chris Janz, Sr. Director Jazz Promotion, Warner Bros



Ray Boyd, President Bayd Media



Bill Curtis, Program Director KVIL-Dallas



Dana London, APD/MD Z104-Madison



Helen Little, Music Director WBLS-New York



Gary Walker, Music Director WBGO-Newark



Marcelino Fard-Levine, VP, Business Affairs, NetNoir, Inc.



Harold Childs, Mktg. Consultant Orchard Lane Music



David Foster, VP/Producer Atlantic Records



Michael Fischer, PD/Smooth FM SW Networks



Pierre Bouvard, General Manager, Arbitron



Chris Knox, College Keynote



Steve Smith, Director of Programming, HOT97/WRKS



Greg Strassell, WBZK-Boston



Dave Robbins, VP Programming Nationwide Communication



Allan Kaplan, VP-Programming Broadcast Architecture



Rob Glaser, President/CEO Progressive Networks-Real Audio



Paul Jacobs, General Manager Jacobs Media

❑ **Radio Only** session with the top Consultants in the business moderated by **Paul Drew** and featuring (among others) **Don Kelly**, **Fred Jacobs** and **Rusty Walker**.

❑ **Face-off on Cluster Analysis.** This research-oriented session will deal with the most hotly debated subject in radio in a "Point-Counterpoint" style moderated by **Dave Martin** of The Radio Consultants featuring **Dr. Robert Balon** of The Benchmark Company and **Jon Coleman** of Coleman Research.

❑ **On-line session:** How does radio need to change to stay competitive and best exploit opportunities provided by the Internet? Real Audio's CEO **Rob Glaser** will tell you how.

❑ **Spend an hour with Arbitron's General Manager Pierre Bouvard** to voice any questions and concerns you may have regarding Arbitron.

❑ **Stationality:** What makes a station Great

❑ **Radio Legends**, moderated by **Scott Shannon**.

❑ **The A B C s of getting a J.O.B.**

❑ **Multi-media workshop** on how to **maximize your station's visibility** in the community.

❑ **Taking Control of your Sales Department.** Moderated by **Paul Jacobs** of Jacobs Media.

❑ **Value of Young Demos.** Agency reps explore **how young people**

spend money.

❑ **Deborah Esayan** of Next Generation Radio explains **how to get teen and young adult advertising** money back into Radio.

❑ **Understanding the rules of the FCC** with **Errol Kolosine**.

❑ **Women in Radio** empowered and empowering.

Hyatt Regency Atlanta, February 7,8,9,10

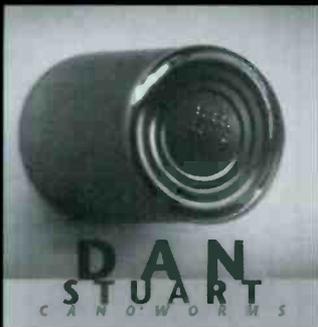
Special Airfare rates 800 328-1005

Special Hotel rates 404 577-1234

Gavin Seminar Hotline 415-495-3200

1996 GAVIN SEMINAR

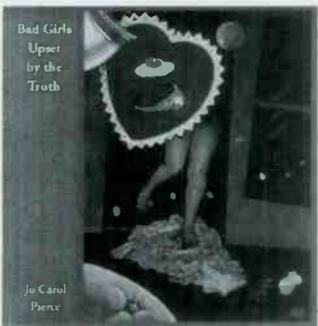
DAN STUART



Can O' Worms marks the triumphant return of Dan Stuart (ex-singer songwriter of Green On Red) and features the talents of producer/bass player J.D. Foster (The Silos, Dwight Yoakam, Chris Mars, Butch Hancock, Lucinda Williams), guitarist Jon Dee Graham (John Doe, True Believers) and drummer Darren Hess (Po Dog Pondering, Silos).

"If you're fishing for listeners, try Dan Stuart's *Can O' Worms* as bait. Former Green On Red leader's solo debut is like a great art house movie, and you won't be able to leave your seat until it's over! It's rootsy Rock N' Roll without the cookie cutter formula; in fact, echoes of Tom Waits and Leonard Cohen live inside this *Can O' Worms*. So should you." — JODY DENBERG, KGSR

JO CAROL PIERCE



"A witty song-and-monologue cycle about sex, religion and pedularly Texan psychosis that suggests a wigged-out Western-plains version of Laurie Anderson's *United States*."

— ROLLING STONE

"Bad Girls songs are poignantly

surreal, two parts pang and one part twang with the whole home-spun recipe cooked over a slow torch. The grit-laden honesty and naive innocence that breeds effectively in Jo Carol Pierce's voice ring just as true in her lyrics. Better still, *Bad Girls...* offers an equal dose of humor. On record, Jo Carol and friends score big."

— THE AUSTIN CHRONICLE

TOUR KICKS OFF:

Feb 9 Chicago	Feb 20 Northampton, MA
Feb 10 Ann Arbor	Feb 21 Boston
Feb 14 Vienna, VA	Feb 23 New York
Feb 15 Philadelphia	Feb 25 Mountain Stage/Live Airing



804 Spain Street, New Orleans, LA 70117
Ph: (504) 944-4776, Fax: (504) 944-7053
E-mail: monkeyhll@aol.com

Radio Contact: Bill Wence Promotions (615) 776-2060

Americana Picks

The year's off to a tasteful start with a bevy of new releases from many corners of the Americana sky.



FREAKWATER Old Paint (Thrill Jockey)

These are the women of country music. Add me to the growing list of folks who are just discovering Freakwater and are instantly blown away. Catherine Irwin and Janet Beveridge Bean sing with chilling honesty and pure clarity. Their plaintive country vocals are hillbilly to the core, swaying along with fiddle, pedal steel, and acoustic guitars. The opening "Gravity" will pull you right in. Irwin and Bean are in their thirteenth year of vocal partnership. They don't sound like anyone else, and songs like "Little Black Train" and "White Rose" show the results of their longtime vocal union. "Smoking Daddy" reeks of life in tobacco country, where Freakwater's roots are.

Old Paint, with its sparse, yet deep production, takes you on a journey with 12 of the kind of country songs that either shoot straight to your heart or smack a smile across your face. "Out of This World" may have a trace of Cowboy Junkies influence, while "Waitress" brings good times ala the Knitters. But that's about as far as comparisons should be thrown. Freakwater has not only sufficient musical talent, complimented beautifully by Bob Egan on steel, but also the songwriting skills to go any distance they choose.

TERRY ALLEN Human Remains (Sugar Hill)



For the uninitiated, let me introduce you to Terry Allen, our Americana renaissance man.

Another of the legendary from Lubbock, Texas, Allen's a writer-playwright-singer-artist-teacher and probably a whole lot more, too. But the best news is, we now have his first new album in many years.

A man who minces no words, Allen draws us into the West Texas lifestyle from the git-go of "Gone to Texas," with background help from Joe Ely, Lucinda Williams, and David Byrne. Williams kicks in splendidly as the out-on-the-town woman on "Room to Room."

Allen serves up plenty of country ditties that could only come from his unique universe. From the dark world of "Back to Black," again with Williams' pure vocal backing, to the prissiness of "That Kind of Girl," Allen's wits are sharper than ever. Read the lyrics before you air "Crisis Site 13," a real slice-of-lifer. Other winners include "Peggy Legg," a potential new amputee anthem that is a duet with Jo Carol Pierce, and David Byrne's "Buck Naked." There's plenty of life on *Human Remains* to keep it around for a long time.

VARIOUS ARTISTS Dead Man Walking (Columbia/CRG)

An incredible mix of extraordinary artists from all over the map help tell the universal story of the film *Dead Man Walking* by



Tim Robbins. I've always been a fan of writer/director/actor Robbins' work, especially after he showed us he could twang with the best of 'em in *Bob Roberts*, where he sang country duets with Kelly Willis.

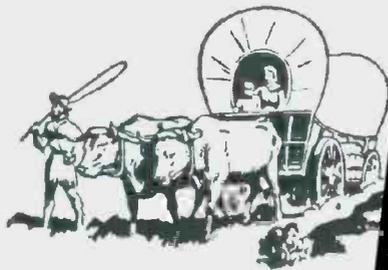
Robbins has been inspired in his work by many of today's best American songwriters, including Bruce Springsteen, Steve Earle, Tom Waits, Lyle Lovett, Mary Chapin Carpenter, and Johnny Cash, all of whom appear on the disc. Springsteen's title track is in sync with his current *Tom Joad* mode, Earle gives a spectacularly haunting reading of "Ellis Unit One," and Cash's soul-saving "In Your Mind" features backup by the gospel harmony of the Nashville Bluegrass Band. Ry Cooder produced and plays guitar on that track, as well the tracks pairing Eddie Vedder with Pakistani singer Nusrat Fateh Ali Khan, which are world music at its finest.

A complete honest package from great talents in both the music and film worlds, this is no ordinary soundtrack.

VARIOUS ARTISTS Not Fade Away (Remembering Buddy Holly) (Decca)

In compilation-land, sometimes when it rains, it pours. Now looks like one of those times. What *Dead Man Walking* is doing for soundtracks, *Not Fade Away* is doing for tribute records—which is making them so good that you can't help but forget you were tired of tribute records.

While I'm admittedly not a fan of these computerized-singing-with-dead-people deals which opens the disc, I'm fairly compensated from there on. After many listens, I can groove on



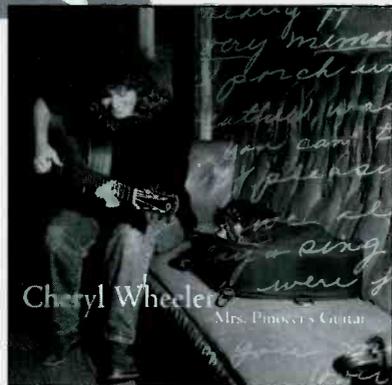
AMERICANA THE BEAUTIFUL...



FOUR ARTISTS HIT NUMBER ONE THIS YEAR! PLUS, TEN "TOP TEN!"

ROUNDER RECORDS AND IT'S LABEL FAMILY WOULD LIKE TO THANK ROB BLEETSTEIN AND ALL THE AMERICANA STATIONS FOR A MAGNIFICENT YEAR!

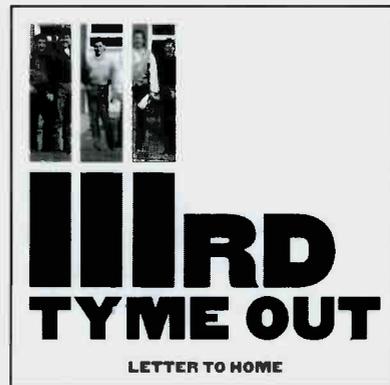
STILL ROCKIN' INTO THE NEW YEAR:



Cheryl Wheeler

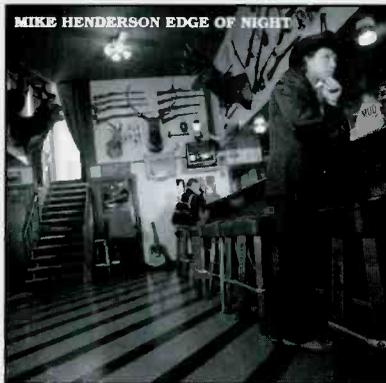
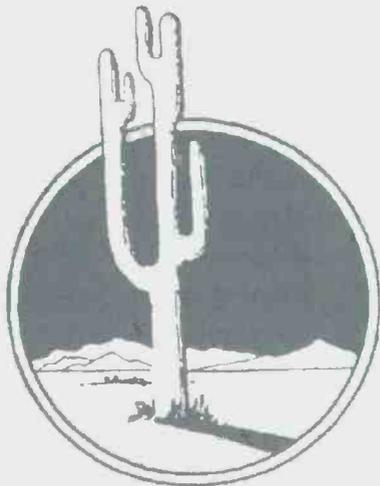


Riders in the Sky



3rd Tyme Out

STARTING OFF THE NEW YEAR:



Mike Henderson

Radio Promotion: Leslie Rouffe at Rounder Records 617-354-0700 X277, email leslier@rounder.com, or Jon Grimson @ Counterpoint 615-352 0420, email countpoint@aol.com



every track. But what are the real stand-outs you ask? Nanci Griffith with the Crickets' "Well..All Right" is way more than that. Of course, Joe Ely and Todd Snider doing "Oh Boy!" is a natural, as are Marty Stuart and Steve Earle on "Crying, Waiting, Hoping." Suzy Bogguss with Dave Edmunds make "It Doesn't Matter Anymore" sound like a brand new song, and it's great to hear Levon Helm rockin' with his Band-mates on "Not Fade Away." But the real sleeper on this disc is Mary Chapin Carpenter and Kevin Montgomery's take on "Wishing." This could really blow the doors open for Montgomery, who's released one album so far, and really shows incredible signs of artistic and vocal growth on this track.

This one sure does Buddy Holly right and should score radio play across many formats.

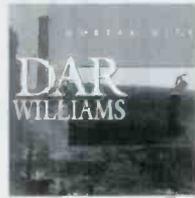
DAVID NELSON BAND Limited Edition (DNB)

I'll just be right up front with this: David Nelson is my original guitar hero, dating back to the earliest releases of his former band, New Riders of the Purple Sage. Nelson's dexterity for country pickin' is as genuine as you're gonna find. With his new band, he comes out swinging with this seven-song EP comprised of studio and live tracks.

"Yvonne" is an uptempo run-around, and "Freight Train Boogie" showcases

Nelson's acoustic playing, but the real gem here is "John Hardy's Wedding," which Nelson co-wrote with longtime cronie, Grateful Dead lyricist Robert Hunter. This track, which also showcases band member Barry Sless' tremendous guitar talent, is American songwriting at its finest, giving you that old west feeling throughout. Expand your limits with this *Edition*.

DAR WILLIAMS Mortal City (Razor & Tie)



Stepping high and far from the image of "girl with acoustic guitar," Dar Williams is already showing great maturity and

musical growth with this, her second album. The opening pop of "As Cool As I Am" utilizes the funk of a digeridoo to compliment Williams' knack for catchy songwriting. "Iowa (Traveling III)" emphasizes the sometimes barren life of the Midwest, and is helped along by Cliff Eberhardt's vocals and Larry Campbell's dobro. You're probably familiar with the holiday spark of "The Christians and The Pagans," which transcends beyond just a holiday song. You'll find real beauty in "The Ocean," which pits Williams' higher octave vocals with none other than John Prine, and if you're looking for something radical, check out "The Point-less, Yet Poignant, Crisis of a Co-ed."

Please welcome the following stations to the Americana Reporting Panel:

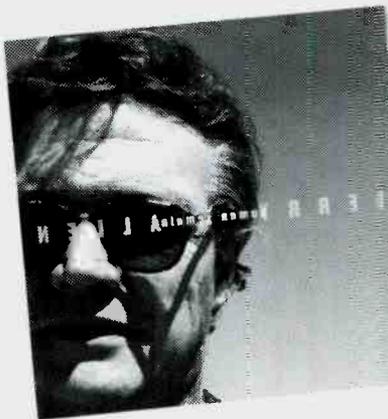
(Effective the issue of 1/26/96)

<p>Acoustic Cafe (34 affiliates) 285 East Liberty Ann Arbor, MI 48104 Phone: (313) 761-2043 Fax: (313) 761-4412 Contact: Rob Reinhart Music Call Times: Tuesday and Wednesday, 12-5 p.m. est. WKLB/FM 105.7 1313 Prudential Tower Boston, MA 02199 Phone: (617) 375-2100 Fax: (617) 375-2158 Contact: Jeff McKeel Music Call Times: Tuesday, 2-3 p.m. est. KLOA/FM 104.9 731 N. Balsam Ridgecrest, CA 93555 Phone: (619) 375-8888 Fax: (619) 371-1824 Contact: Eric Kauffman Music Call Times: Monday-Friday, 10 a.m.-12 noon/1 p.m.-3 p.m. pst. WKZE/AM 1020 67 Main St. Sharon, CT 06069</p>	<p>Phone: (860) 364-5800 Fax: (860) 364-0129 Contact: Jo Anne Redding Music Call Times: Thursday and Friday, 11 a.m.-2 p.m. est. KTWO/AM 1030 15C N. Nichols Casper, WY 82601 Phone: (307) 266-5252 Fax: (307) 235-9143 Contact: Bob Davis Music Call Times: Monday - Thursday, 2:30 - 5 p.m. mst. WCBN/FM 88.3 530 Student Activities Building University of Michigan Ann Arbor, MI 48109 Phone: (313) 763-3501 Fax: (313) 747-3885 Contact: Chad Williams Music Call Times: Thursday and Friday 3 - 6 p.m. est. KFJY/FM 90.7 Campus Drive Grand Forks, ND 58202</p>	<p>Phone: (701) 777-2577 Fax: (701) 777-4263 Contact: Mike Olson Music Call Times: Thursday, 12-5 p.m. cst. KALX/FM 90.7 26 Barrows Hall Berkeley, CA 94720-5650 Phone: (510) 642-1111 Fax: (510) 642-9715 Contact: Anthony Bonet Music Call Times: Mon. 1-5 p.m., Tues. 1-4 p.m., Thurs. 11 a.m.-2 p.m. pst. WNYU/FM 89.1 721 Broadway, 11th Floor New York, NY 10003-6807 Phone: (212) 998-1674 Fax: (212) 998-1652 Contact: Seth Madej Music Call Times: Tuesday 2-5 p.m. and Wednesday 1-4 p.m. est. Please note that WOKQ/FM Dover, NH will no longer be an Americana reporter.</p>
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TRY SUGAR HILL MADE IN AMERICANA

Terry Allen - HUMAN REMAINS

CO-STARRING: DAVID BYRNE, JOE ELY, LLOYD MAINES, JO CAROL PIERCE, CHARLIE & WILL SEXTON, LU CINDA WILLIAMS, & MANY MORE!



- "...a one-legged woman on the dance floor..." PEGGY LEGG
- "...girls without any tops at all..." AFTER THE FALL
- "...the wolfman..." FLATLAND BOOGIE
- "...this bunch of dancing fools..." WILDERNESS OF THIS WORLD
- "...running naked..." BUCK NAKED
- "...a death wish..." THAT KIND OF GIRL

Love, Lust & Longing in the great Southwest

Chesapeake - FULL SAIL

As you might expect of a band that boasts impressive bluegrass and newgrass credentials, elements of both



styles inform Chesapeake's music and make for tight harmonies, an eclectic repertoire and a marvelous instrumental weave. But in drawing from folk, pop and country sources, what really distinguishes

the band's sound is, in a word, soul.

GEOFFREY HIMES — WASHINGTON POST



SUGAR HILL RECORDS • Home of Tim O'Brien, Robert Earl Keen, Nashville Bluegrass Band and The Brother Boys. Look for new releases from: Robert Earl Keen, Mollie O'Brien, Marti Jones, Sam Bush, Jerry Douglas & Peter Rowan, Chris Hillman & Herb Pedersen and many, many more . . .

one year down the americana highway!

by
rob
bleetstein

So here we are, a full year down the Americana trail. Aside from Elvis and very few others, musical history is not made in a day, let alone a year. But the initial strides of this grassroots undertaking to highlight a certain corner of the musical spectrum, and enlighten radio and its audience have indeed begun to take hold, and the implementation of this format has attained several achievements in one short year.

For starters, the coining of the term "Americana" has been met with very favorable results. It's a likable linkage for a vast array of artists who never knew what to call their particular brand of music. Radio stations are slowly but surely beginning to pick up on the term, and in the world outside of radio, Americana is really catching on. From cable radio systems to retail music outlets, from live concert events to a new category at the Bay Area Music Awards, Americana is becoming the new standard.

Another favorable response, and the most important one, has been from the radio-listening and record-buying public. From the never ending stream of phone calls from the thrilled and curious, to the on-line conferences and ongoing press coverage, Joe and June Public are ecstatic to find out that there is a place where they can find, listen to, and ultimately buy the music they knew they always loved. They just didn't know where it was or what to even call it. And that's where radio needs to get more involved.

So we've broken in the new wheels. It's time to shift out of first gear and let 'er rip. It's not an easy road by any means, and the fight for a greater Americana presence on the radio nationally will rage on. But take heart; whether you're an Americana programmer, artist, promot-

er, or an everyday fan, you are not alone. We are everywhere and we shall prevail.

For some time, the main question was "What exactly *is* Americana?" We can now say it is music that is rooted in the country and folk idioms, while leaning heavily on the aspects of country music that Top 40 Country radio no longer seems to recognize. But it also ventures a bit further than that, depending on the station's region and attitude. Is Americana open to blues, Cajun, or other forms of roots music? The answer is yes, but that is up to the stations and what they play. There are blues musicians and Cajun and zydeco artists who are rooted in country, and it's making that distinction that will ultimately lead to their inclusion.

So where are we headed in 1996? Significant growth with previously non-reporting country stations in competitive market situations is on the agenda. Small and medium market stations reflect the heritage of country music as a rural, roots-based genre. Americana stations are present in five of the Top 10 country ADI markets. But the scope is greater than just country. Americana stations will continue to reflect a musical diversity that has a qualitative depth to it, where the music stands on its own merits. Americana will continue to help bring the upper demo radio listener in to stations that choose to take this course.

The seeds have been planted, the roots are in the ground, and Americana will grow and expand in 1996. This growth will happen with time, patience, and diligence, and will have many benefactors in the long run, including radio stations, record labels, and especially, the artists.

Thanks to Jon Grimson for assisting with this piece.

Up & Coming

Reports	Adds	Weeks	
75	4	4	ROB CROSBY - The Lady's Man (River North)
73	47	2	RICH MCCREADY - Hangin' On (Magnetone)
65	18	2	PHILIP CLAYPOOL - The Strength Of A Woman (Curb)
62	46	1	* KEITH STEGALL - 196E (Mercury)
56	48	1	* AARON TIPPIN - Without Your Love (RCA)
33	26	1	* JODEE MESSINA - Heads Carol na... (Curb)
33	22	1	* BAKER & MYERS - Years From Here (MCG/Curb)
27	13	1	* FRAZIER RIVER BAND - She Got What She Deserves (Decca)
25	2	2	CHRISTINA DAWN - Shot In The Arm (Doorknob)
25	—	2	KAREN BANACH - Paint You A Picture (Jest/Warlock)

DROPPED: #13-John Berry, #21-Doug Stone, #31-Tracy Byrd, #36-Clint Black, #41-Ricky Skaggs, #44-Jeff Carson, #47-Pam Tillis (Deep Down), #48-Ty England, Paul Overstreet.
STATIONS FROZEN: KDDK, KIOX, KKI, KNAX, KCRD, KRJU, KRZK, WDX, WKKW, WPOC. * Indicates Debut



Alan Jackson traded jokes with Jay Leno and Billy Crystal after a recent appearance on the Tonight Show.



Shelby Lynne and Trisha Yearwood joined Lari White in the studio for her version of the Cole Porter classic "Don't Fence Me In."

ARTIST PROFILE

STEPHANIE BENTLEY



FROM: Thomasville, Georgia

LABEL: Epic

CURRENT SINGLE:
"Who's That Girl"

ON HER DEBUT ALBUM

HOPECHECK: "I feel like this is my destiny. This has always been my dream and it has been my love of music that has gotten me through the hard times. I've been rejected and knocked down a lot but it's easier to get up and go on when you have a love for what you are doing."

ON HER CHILDHOOD:

"My mother has a beautiful voice and she always sang to us when we were little. I definitely had music in my life from a very early age. My mom says I was singing in my crib before I was talking. I used to listen to the radio and mimic whoever was singing the songs that I liked. I would get together with my little friends and we would pretend we worked at a radio station and sing the current songs. We would even do the commercials!"

ON CHOOSING HER CAREER:

"I just never thought that there was anything else for me to do. You really have to enjoy every step along the way because they are all little triumphs in themselves."

CMT Adds

Courtesy of Country Music Television

- ALABAMA** - It Works (RCA)
- BILLY DEAN** - It's What I Do (Capitol)
- CURTIS DAY** - The Truth Is Hard To Swallow (Asylum)

Album Cuts

- GARTH BROOKS** - Rollin'/It's Midnight Cinderella
- COLLIN RAYE** - What If Jesus Comes Back Like That
- BOBBY HOOD** - Rock 'N' Roll Sweetheart



This star-studded group recently gathered to honor the Academy of Country Music's Fran Boyd, who has been named Executive Director of the organization. (Standing l-r): Scott Siman, Gene Weed, Bob Romeo, Joe Diffie. (Standing, middle row): Jon Randall, Boyd, Mark Chesnutt, David Ball. (Kneeling): Bryan White, Darryl Singletary, and Ken Mellons.



Vince Gill stopped by Bryan White's dressing room to wish the fellow Oklahoman good luck before Bryan's recent Opry debut.



Kenny Chesney (middle) chats with BNA West Coast rep Greg Stevens and KRST OM Jim Patrick.



Gratuitous George Strait shot #95

"Back Where We Belong"

RICKY SKAGGS

Thanks
for Opening
the Door.

Trust the Music



PRODUCED BY: RICKY SKAGGS

From The Album "SOLID GROUND" #82834

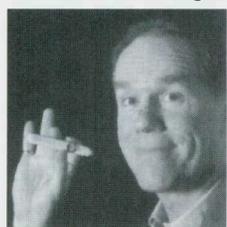
Airplay:
January 29th

Gavin A3 Boomer Grid

SPINS in BLUE are ADDS

Artist - Title (Label)	KAPT	KZOH	KZON	SMEC	WAPS	WBOS	WBZC	WCBF	WCLZ	WDET	WEBK	WEBX	WFUV	WIII	WKZE	WMAX	WMMM	WMMO	WNYW	WNCB	WNCV	WNCU	WRLT	WRNR	WRNK	WRSI	WTTT	WYAY	WYRV	WVOD	WVLE	WVPM	WVRT	WVRY
JOHN HIATT (Capitol)	15			32	12	9	9	3		21	14	12		8	9	12	8	25	18	15	15	26		14	23	14	14		34	18	26	13		
MELISSA ETHERIDGE (Island)	22	20		33	10	12	9	6	3				14	12	28	12	8	7	16		8	7		14	10	23	14	15	21	14	14	17	19	
BONNIE RAITT (Capitol)	20	20		35		21	12	3	4	15			9	21	16	20	21	8	24	10	15	13		14	10	9	28	34	5	23	9	20		
TRACY CHAPMAN (Elektra/EEG)	23	10		32	9	12	12	9	5	9			13	7	16	7	10	2	24	16	7	17	9	15		7	15	14	3	32	12	7	21	
TOM PETTY & THE HEARTBREAKERS (MCA)	12	20		21	12	21			5		14			18	12	22	21	6	24	22	4	7	7		14	10	7	28	30	11	8	14		
BRUCE SPRINGSTEEN (Columbia/CRG)	1	10		21	8	12	10	9	10	10	5	14	14	15	16	2	12	6	23	12	15	16	18	14	15	8	14	12	17	4	15	15		
NATALIE MERCHANT (Elektra/EEG)	18	10		26		21	6	4					6			11	6	10	3	6		6	16	14	8	14	26	27	39		11	17		
ROLLING STONES (Virgin)	13	10		19		21	6		9	15			14	16	10	21	8	6	5	15	17	22			15	11	28	6	10	20				
JOAN OSBORNE (Blue Gorilla/Mercury)	23	20	14	20		18	6	4		8			6		26	16	9	8				12		14	10	11		6	19	31		15	19	
PRETENDERS (Sire/Elektra)	10	11		27	10	21	12		6	13			7	6	27	9	2	8			15	15	14		14	15	8	14	11		7	21	8	
k.d. lang (Warner Bros.)	14	10		27	10			9	6		14	14	14	12		10	6	24		7	7		6	14	15	8	14	11			16	7	6	
SON YOLT (Warner Bros.)	10	10		33	5	8		9	3		14		6	15	12	9	11	9	5	15			18	7	7	15	7			6	7	11	12	6
SMASHING PUMPKINS (Virgin)	1		32			21	24	6	3	8	12	14		14	12		11		6	0			19						38	6	8	31	7	
TOAD THE WET SPROCKET (Columbia/CRG)	12		11	13	12	12		5		15					16	15	11	1		19		15						6	25	10	9	11	14	
COLLECTIVE SOUL (Atlantic)	21		25	12		21		10		15					21					0			18			12			33	26	22		19	12
WHITE MAN'S BURDEN (Tag/Atlantic)	31			21	8	21		8		15				15	6	14		2			4	7	1	7	15			7	3	26	22		13	
THE BEATLES (Capitol)	22					6		3	7	21	14			15	16	11	16	1	6		4	9	9	14	16	16	7	7	7				14	
PASSENGERS (Island)	1	5		9	4	8	10	6	5	13		14		5	6	5	10		4	15	4	3	2	5	7	10	10	14	9	12		5	3	13
TEARS FOR FEARS (Epic)	10	12	29	8		12		4							16	17		4	23	4	3	2	5	7	10	10	14	9	12				13	
ALANIS MORISSETTE (Maverick/Reprise)	22		40	32		6		4		6					9			8	16				25			19			40	4				26
EDWIN McCAIN (Lava/Atlantic)	19	5		25		21		6	3		14			7		11		8	8	4			5	7		16	7							15
DAVE MATTHEWS BAND (RCA)			26			6		3		8					10	12	6	4	5				12					9	12	23	16		16	20
JULIAN COPE (American)	18	11	9	4		9	3	4	11		14			6	5	10	4	10	4		10	4	18	11				16	9	3	13	15		
CHRIS ISAAK (Reprise)			32	29		8		4		5					9	12	10		4	10			9	12			15	9		16	29		4	
OASIS (Epic)			26	17	12			3		24	14				12		10		4	10			18					10	27		11		13	
ANDERS OSBORNE (OKeh/550 Music)			14	12		3		10	12					15	12			6	4		7	17	7	15	7	10		7	3			11	10	
JOAN ARMATRADE (RCA Victor)		10		14	4			9	10		14		9		16			6	5				4		7				23	22	5			
RED HOT CHILI PEPPERS (Warner Bros.)			23			21		4							5			20	3		5						18		13	21	10		17	7
TORI AMOS (Atlantic)	12			17	10	12	12			4					15				5	8	4	5	9	7	10				5			4	7	19
JONATHA BROOKE AND THE STORY (Blue Thumb)	20			17	12		9	5		5	14		7	15				8	8	12			4	14	10			14				11	13	
EMMYLOU HARRIS (Elektra/Asylum)	5		22	5		9							14	7	12				4		15	15	16			15					12			
JOE SATRIANI (Relativity)	12	10			12		5							6	6	8	10	6	5				7			16	7	12		8	4	5	6	
CHERYL WHEELER (Philo)	10			4		9		15	7				14	18	16			5	5			6	3	14	15		14				5		5	
INDIGO GIRLS (Epic)	10			12	12	9							7					2	7			15	15		14	5	6	14		6			17	
YAN MORRISON (Verve)	5		12			6	3	6	22	7			6							10	15	15				15		4				3		
THE BADLIES (Rite-Of)	14	5		13			4									4	11						5	7		9		16	14	21				
ENYA (Reprise)			18	10		9		13					7	16	12		10	2				15	17	3							14			
TRIBUTE TO BUDDY HOLLY (Decca)				5	8	3		6	7				6	16	12		4	6				15	15			10		4			15			
DAVID BROZA (Mesa/Blue Moon)	10		13	4		6		12	8				10	14	12			5			7	15	3					4				5		20
ROOMFUL OF BLUES (Rounder)	10					9		13	7				7		12			2	4	6		3	15	14	7			14						7
GOLDEN SMOG (Rykodisc)			25	5						10	22	14	5							3	6		11		15						25			20
LOWEN & NAVARRO (Parachute/Mercury)			9	12		3	5									10	6		7		15		9	7	5		4							15
DON HENLEY (Geffen)	5		12	12			3									2	6	2					7		7		9		22				2	6
DAN ZANES (Private Music)	10		14			6		14					9						7	8		7	12			10						7	7	
PAUL KELLY (Vanguard)	10		19			9	6							16	6					4	13	4		6	7	15		7				8		8
FRIENDS SOUNDTRACK (Reprise)	12		13								7					21								28		16		6			13	9		6
FRANCIS DUNNERY (Atlantic)			19	5		6		13	14				5					8	4										23				7	17
POI DOG PONDERING (Pomegranate/Bar None)			14	5		9					14				12			12	5			4	8	6		10					3	28	14	
MIKE SCOTT (EMI)			4			9				13	14		13	17	6			2	4			17									5	7	20	
FREDDY JONES BAND (Capricorn)				12	12	9	2									11	6	2					6	6						11				

LOUDON WAINWRIGHT III



Jackson Browne Some Bridges

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MOST ADDED

VAN MORRISON (52)

BARBARA DENNERLEIN (32)

THILO BERG BIG BAND (19)

ANDY LaVERNE TRIO (17)

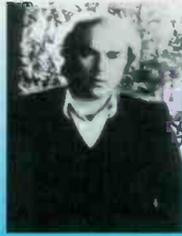
BOBBY McFERRIN (15) Bang!zoom

TOP TIP

VAN MORRISON

With Georgie Fame and Friends (Verve)

Van Morrison records live at Ronnie Scott's London jazz nightclub and draws 52 adds from American jazz radio.



RECORD TO WATCH

BARBARA DENNERLEIN

Take Off! (Verve)

After a few sizzling albums on Enja, this German organ player polishes up her sound with some hot support players like Roy Hargrove and vibist Joe Locke.

Gavin Jazz

LW	TW	Reports	Adds	H	M	L	
2	1	GERRY MULLIGAN QUARTET (Telarc Int'l)	78	0	67	9	2
1	2	MULGREW MILLER (Novus/RCA)	79	0	65	11	3
4	3	TONY BENNETT (Columbia/CRG)	75	0	61	12	2
5	4	RAY BROWN (Telarc Int'l)	75	0	54	17	4
3	5	PHIL WOODS QUINTET (Evidence)	73	0	62	10	1
9	6	HERBIE MANN (Kokopelli)	71	0	44	24	3
6	7	KEVIN MAHOGANY (Enja)	69	0	48	17	4
13	8	CHARLES EARLAND (Muse)	74	5	39	18	12
10	9	JOHN SCOFIELD (Blue Note)	66	1	44	18	3
16	10	RUSSELL GUNN (Muse)	72	2	22	37	11
22	11	DONALD BROWN (Muse)	69	1	24	34	10
7	12	DAVE BRUBECK (Telarc Int'l)	62	0	39	20	3
15	13	DARRELL GRANT QUARTET (Criss Cross)	70	4	25	30	11
12	14	MARK WHITFIELD (Verve)	60	0	36	18	6
8	15	BILLY PIERCE (Evidence)	61	1	33	18	9
17	16	ROYCE CAMPBELL (Episode)	64	1	20	29	14
20	17	RICHARD HINDMAN TRIO (Lake Street)	60	2	29	23	6
25	18	BHEKI MSELEKU (Verve)	60	0	12	39	9
31	19	RANDY JOHNSTON (Muse)	69	9	14	29	17
18	20	ELIANE ELIAS (Blue Note)	55	0	27	17	11
27	21	KEVIN HAYS (Blue Note)	64	3	14	30	17
30	22	CLARK TERRY (Mons)	60	3	17	27	13
14	23	ART FARMER (Arabesque)	50	0	26	20	4
24	24	GIACOMO GATES (DMP)	50	1	20	25	4
19	25	STEVE KUHN (Postcards)	53	0	19	25	9
36	26	McCOY TYNER (Milestone)	56	6	17	19	14
21	27	BIG JOHN PATTON (Evidence)	55	2	12	28	13
23	28	DEE DEE BRIDGEWATER (Verve)	46	0	21	19	6
35	29	KEN PEPLOWSKI (Concord Jazz)	57	2	6	33	16
11	30	MARK ISHAM (Columbia/CRG)	43	0	25	11	7
29	31	SHAWN "THUNDER" WALLACE (Schoolkids')	48	0	16	21	11
40	32	ERNIE ANDREWS (Muse)	56	4	10	21	21
28	33	VANESSA RUBIN (Novus/RCA)	45	0	17	19	9
34	34	JON MAYER TRIO (Pullen Music)	46	0	10	26	10
42	35	MARC COPLAND (Denon)	48	3	11	28	6
32	36	JIM WIDNER BIG BAND (Chase Music Group)	43	0	16	19	8
26	37	CHARLES McPHERSON (Arabesque)	43	0	14	21	8
33	38	WAYNE SHORTER (Verve)	40	0	15	19	6
39	39	DENISE JANNAH (Blue Note)	39	0	12	20	7
41	40	TURK MAURO (Milestone)	43	2	12	14	15
43	41	JOE LOCKE QUARTET (Milestone)	44	4	10	18	12
44	42	JOEY DeFRANCESCO (Big Mo)	42	2	9	18	13
37	43	FREDDIE HUBBARD (Music Masters)	37	0	13	15	9
47	44	ALDEN/BRUNO/VIGNOLA (Concord Jazz)	51	10	6	13	22
—	45	STAN GETZ (Concord Jazz)	45	6	7	16	16
46	46	IVERSON/REDMAN/WEIDENMULLER/WILLIS (Mons)	39	1	4	16	18
49	47	CHARLIE BYRD (Concord Jazz)	40	2	4	15	19
—	48	KEITH SAXTON & KEVIN HOLEVAR (KMH)	36	3	3	19	11
—	49	MARTIN TAYLOR (JZZ)	35	4	6	12	13
48	50	KEITH JARRETT TRIO (ECM)	30	0	8	8	14

On Z Corner BY KEITH ZIMMERMAN



Atlanta—Come Early and Stay Late at the Cradle of Southern Hospitality



Warner Bros' Deborah Lewow Jazz/A2 southern belle, Warner Bros.' Deborah Lewow. Since Deborah has worked out of the

In preparation for the 11th Annual GAVIN Seminar, to be held this year in Atlanta, February 7, 8, 9, and 10, we decided to speak with our favorite

Atlanta area for most of her record industry career, we decided to chat with her about the ins and outs of the city.

Keith Z: One of the pleasant surprises I experienced the first time I visited Atlanta was the efficient transit system that takes you two doors away from the Hyatt Regency Hotel for very little money.

Deborah Lewow: That's MARTA, Continued on page 60

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Produced by Bobby McFerrin and Russell Ferrante

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The Yellow Jackets appear courtesy of Warner Brothers Records
The Tower of Power Horns appear courtesy of Epic Records

"FINEST" JAZZ SINCE 1983
BLUE NOTE
contemporary



GAVIN PICKS

Singles

BY DAVE SHOLIN

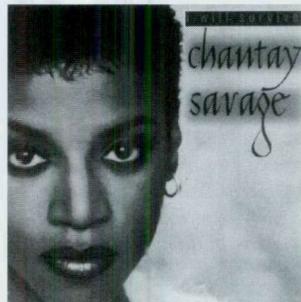


BRANDY
"Sittin' Up in My Room"
(Arista)

Already clocking well over a thousand total spins for the week, this is no doubt just the next in a succession of hit songs from *Waiting to Exhale*. Where would contemporary music be today without the remarkable creative genius of Babyface?

This time, the beneficiary is one of the most promising vocal talents to emerge over the past several years.

CHANTAY SAVAGE
"I Will Survive" (RCA)



Some cover songs do little but rehash the original concept, while others take the lyrics and music and develop something new entirely. The latter's the case for this release, as Chantay Savage offers up a smooth and sultry interpretation of Gloria Gaynor's 17-year old chart-topping smash.

CELINE DION WITH KRYZLER & KOMPANY
"To Love You More"
(Epic/Sony)

Don't look for this compelling ballad, which just dropped out of Number One in Japan, to be released in the States anytime soon, but programmer and radio's official Japanese ambassador Paul Drew is on a personal mission to get the word out on the song, and I can hear why. Infused with much of the same power that drove "Power of Love," it received a vote of confidence by KCPI-Albert Lea, Minnesota's Vito Gee, who reports immediate listener reaction. Those interested in obtaining a copy should call Drew at (213) 469-4100. He'll be happy to send it out to you.

Albums

THERAPY?
Infernal Love
(A&M)



Therapy? is rockin' in the new year with the release of their latest full-length, *Infernal Love*. Looking for hard rock/metal adds on January 15, *Infernal Love* marks the band's fourth album and another huge step up the ladder of success. Therapy?'s unrelenting rock sound is a mixture of spirited guitar hooks, broad bass lines, anxious drum slams, and Andrew Cairns' infectious vocals. If the upbeat rhythms of "Misery," the first single from the album, got your toes tapping, you'll find the entire CD exciting with the exception of the laid-back melodies of "Bowles of Love," and the melancholy "Diane," which features brooding strings and describes the rape of a young girl. "Epilepsy," however, is a frenzied guitar rippin' song that showcases the band's high energy level and masterful songwriting skills. Hard rock/metal radio will also find the aggressiveness of

"Bad Mother," "Loose," "Me vs. You," and "30 Seconds" worthy of a few spins. If your shows suffers from chronic dullness, you may need Therapy? —ROB FIEND

GOODIE MOB
Soul Food
(LaFace/Arista)



Whether the hip-hop nation admits it or not, sensitivity is long overdue for a comeback, and as Goodie MoB demonstrates with artful skill, this does not mean ruggedness has to be compromised. In fact, honesty and emotion enhance the credibility of the words. Ceelo, Khujo, T-Mo, and Gipp prove this throughout their soul-stirring, trunk rattling tour de force debut. The Organized Noize production squad blesses every track, uniting blues and gospel elements with socially conscious life stories. True to its name, this meal was prepared with patience and love, and it does more than satisfy. —THEMBISA S. MSHAKA

GOLDEN SMOG
Down by the Old Mainstream
(Ryko)

In all likelihood, you're aware that this ensemble is a "supergroup" of sorts featuring members of the Jayhawks, Wilco, Soul Asylum, and others. However, that fact could be somewhat misleading, as supergroups—remember GTR?—have a reputation as the refuge of washed-up rockers. Not so Golden Smog; most of these songwriters have (or until recently have had) extremely vital bands in which to showcase their talents. This alter-ego—this smog-screen, if you will—provides an opportunity for outstanding writers like Gary Louris, Jeff Tweedy, Dan Murphy, and Kraig Johnson to *really* challenge each other. And the resulting songs, such as "Ill-Fated," "Pecan Pie," "Radio King," and "Williamton Angel," often equal, or even eclipse, each's efforts with his "real" band. Tremendous.

—SEANA BARUTH

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