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THE MOST TRUSTED NAME IN RADIO

ISSUE 2037

JANUARY 13, 1995

GAVIN

Strauss Waltzes To The Top

His Master's Voice Sounds
Young and Aggressive



Strauss Zelnick, President and CEO,
BMG Entertainment North America

This Week.....

Back in the days when **men** were **men** and **records** were **records**, **RCA Victor** had a **mascot**, the dog **Nipper**, who sat at a **Gramophone** and listened to **'His Master's Voice'**—that is, **RCA**, which filled the **airwaves** with the likes of



Perry Como, **Eddie Fisher** and **Prado** before a guy name of **Elvis** (left) came along. These days, **RCA** is

but one imprint under the **Bertelsmann/BMG** banner, along with **Arista**, **Zoo**, and **Private Music**. It's a company that, while already **pow-**



erful, is poised to do much more—particularly in the arenas of **film**, **televi-**
sion, and **interactive entertainment**. Which brings us to our cover subject, **Strauss Zelnick**, who this month became **president** and **CEO** of **Bertelsmann Music Group Entertainment North America**. At 37, Zelnick has packed a lifetime of **achievements** into his dossier. Zelnick knows that **BMG** offers more **challenges** than any of his previous—and prestigious—



gigs. He talks about what's ahead with **GAVIN** managing editor **Ben Fong-Torres**. In **News**, the **Arbitrons** are out, and so

are **summaries** of the year just **wrapped**. The news was good for the entire **record business**, but particularly for **Atlantic** and **Arista Records**, for **Ace of Base** (center), and for a certain **Lion King**. And on the **GO charts**, it's **Des'ree**, **Huey Lewis**, the **Eagles** and **Sheryl Crow** (above) who are flying high.

MARTIN PAGE

In the house of Stone and Light

They've seen the light...

"His music has all the right ingredients. This is a hit record with depth. Martin Page and his music will be around for a long time!" - **Bob Dunphy & Mary Franco, WMXV/New York**

"It's so strong, so deep, it deserves a Grammy nomination for 'Album Of The Year!' Sensational! Dynamic! Inspiring! Terrific!" - **Steve Rybak, WBLI/Long Island**

"It's an awesome record! It sounds great on the radio. Women love it! Callout is very strong! This is definitely a hit record!" - **Linda Silver, WRQX/Washington DC**

"...spiritually charged... a passionate performance..." - **Billboard**

In great rotation on:

WPLJ	KDMX
WBLI	WMXQ
KPLZ	WKQI
KXYQ	KYKY
KYSR	KWMX
WBMX	WROQ
WMXV	WKTI
Q102	WSTR

On Billboard Hot 100

...Now it's your turn.

"We're looking to capitalize on high population density areas where people are stuck in their cars."

— Bob Kranes on low power radio

see page 7.

ARBs: More Readin', 'Ritin' and 'Ratings

Ace of Base, Atlantic Are Lion Kings of 1994

More people are writing books.

As of Tuesday (January 9), with just 39 markets tallied, Arbitron says its response rate is up 4.8 over fall of 1993, the increase being attributable to improved retrieval methods. Returns from males aged 18-24—a demo that has traditionally been difficult to survey—improved, with 102 diaries coming in from the first 28 markets compared to 84 returned in the same time frame last year.

As for the results, Dance/Top 40 WQHT/FM-New York at 4.8 is just a tenth of a point behind the market leader, oldies WCBS/FM. Top 40 WHTZ/FM dropped from 4.6 to 4.2 while jazz station WQCD posted a healthy gain of 3.9 from 3.5. Former kingpin, Emmis Broadcasting's newly-acquired WRKS/FM, continued a downward trend, landing at 3.3. Amid all the digits is a potentially big story in Spanish WSKQ/FM, which is up to 4.2 from 3.4.

In Los Angeles, Spanish station KLAX/FM at 5.6 is being challenged by Dance/Top 40 KPWR, which

went up, 5.4-5.5. Alternative KROQ held steady at 4.5, although that's down a tad from its summer 4.6, and KKBT/FM's numbers are looking way up; the urban station took a strong hop from 3.2-3.8.

KMEL-San Francisco looks like it's rebounding as it jumps from 3.8-4.4 and back into the number one music station position. Perennial winner, news/talk KGO/AM, sits high at 8.3 and KFRC/AM-FM, which suffered from bad publicity generated by alleged racist comments by their morning team, suffered fallout with a full-point drop 4.7-3.7.

NEW YORK

		Su'94	F'94
WCBS/F	Oldies	4.3	4.9
WQHT/F	D/T40	4.5	4.8
WABC/A	Talk	3.9	4.7
WLTW/F	A/C	4.9	4.4
WHTZ/F	T40	4.6	4.2
WSKQ/F	Span	3.4	4.2
WQCD/F	Jazz	3.5	3.9
WBLS/F	Urb	4.1	3.8
WPLJ/F	T40	4.5	3.8
WRKS/F	Urb	4.2	3.8
WINS/A	News	3.7	3.6
WCBS/A	News	3.1	3.5
WMXV/F	A/C	3.4	3.3
WOR/A	Talk	3.1	3.3
WXRK/F	CI Rk/T	3.7	3.3

— CONTINUED ON PAGE 7

Atlantic, Arista, Ace of Base and an animated lion. There's your 1994 record-biz wrap-up, right there.

Actually, there's also the return of punk to the charts and the Warner Music Group's dominance of the record sales pie. But, according to the RIAA, it was Ace of Base's *The Sign* and the soundtrack of Disney's *The Lion King* (on Walt Disney Records) that sold the most units in 1994: more than seven million each.

Following the leaders were three acts selling more than five million units each: Counting Crows (*August and Everything After*), Pearl Jam (*Vs.*) and Boyz II Men (*III*).

On the label front, the Atlantic Group grabbed honors as the Number One label, with a 10.23 percent market share as of mid-December. Atlantic's performance, which led the Warner Music Group to a total 21.26 percent share of record sales (Sony Music is

second, with 13.44 percent), was based on the group's strength in numerous forms of music, including Stone Temple Pilots, All-4-One, Snoop Doggy Dogg, Nine Inch Nails, John Michael



went platinum, became the highest-charting classical release in recent decades, and grabbed a Grammy nomination. The fat laddies have sung, and they, too, were on Atlantic.

Arista Records came in fourth, its 6.53 percent following Columbia's 7.22. But for Clive Davis' label, it was a record-setting year, topping even its 1993 sales behind Whitney Houston and Kenny G. The saxophonist, along with Ace of Base and Toni Braxton, propelled Arista to its current heights. Other significant factors include Alan Jackson, Crash Test Dummies, Sarah McLoughlin, and the various recordings from LaFace.

In the listings provided by RIAA of labels' sales of new and current product through December 11, Arista was followed by Epic (6.22 percent), MCA (5.29), Geffen (3.48), Virgin (3.09), A&M (2.72), RCA (2.68), Jive (2.49), PLG (2.44), Capitol (2.24), Elektra (2.22) and Mercury (1.96).

'94 Record Sales Soared—But Not Profits

BY BEVERLY MIRE

Sales are way up. Profits are marginal.

Despite an estimated 11 percent sales increase and a holiday season jump of 9.6 percent over 1993's figures, record stores reported that 1994's profit margins didn't correspond to their improved sales performance.

According to Los Angeles-based Macey Lipman Marketing's annual end-of-

the-year survey, anemic profits were due to the "growing impact of super discount stores, which carry hit music product at loss-leader prices."

For its 12th annual report, Macey Lipman canvassed, via telephone, more than 200 retailers who represented 8,000 major chains, independents, one-stops and racks nationwide.

Respondents said increased competition is their chief concern, led by

retailers who sell hits at low prices to bring in customers. Often, they said, some chains slash up to \$8 off the new \$19.98 list price.

Both retailers and Macey Lipman said making stores more attractive to consumers is the way to make more take-home pay. "Entertainment emporiums" such as the Virgin Megastores and Sam Goody's new store at Los Angeles' Universal Citywalk,

which sell not only records but CD-ROMs, videos, books, magazines and clothing, will lure spenders who'll pay the prices needed to drive up profits.

In response to the query "What's the next big thing?" retailers said that CD-ROM and interactive formats will kick in, and vinyl will continue to come back. Some said that imports will stay popular, and that home computer users will increasingly download music over

the internet.

The radio format retailers expect to have more of an impact is A3, and used CDs, which caused such a fuss when chains put them on the market in mid-1993, will continue to be big sellers.

"All in all, if we sharpen our swords with brilliant merchandising," said Macey Lipman, "and manufacturers continue to release amazing talent as offered this year, we have a wonderful future to look forward to."

Great Sax can happen anywhere...

THE JOHN TESH PROJECT

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INCLUDING THE HIT SONGS
IN YOUR EYES • THE WAY IT IS • MESSAGE IN A BOTTLE
• CAN YOU FEEL THE LOVE TONIGHT

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James Lewis Marketing
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THAT'S SHO-BIZ



ACCORDING TO
DAVE SHOLIN

FLASH!



Another year, another column. Rumors are swirling that **Mo Ostin** has signed on with the depart team, oft referred to as **Geffenberg**. **Andy Gould**-managed **Gwen Mars** has signed with **Hollywood Records**. **THE FLASH** was planning to fill her first column with a listing of all the fantastic holiday gifts she's sent her. Much to my dismay, there is only one item to report: a fabulous mousepad courtesy of **American Recordings**, my new favorite label. You can all make it up to me with those **Grammy** party invitations. Feel free to call for my mailing address... '95's hot new industry lunch spot in Hollywood could just turn out to be **In M Out Burger**. It's inexpensive, conveniently located, and has tables for those serious meetings plus a drive-thru for those too busy to get off the cell phone. Expect **Peter Asher** to surface as a senior executive at **Sony** shortly... the year ended before **THE FLASH** could offer props to **Capitol** senior director of A&R **Matt Aberle**, who snagged **Balloon Guy** from **Elektra** in the clewath hour... **Jenn** for **Trynna** has set off '95's first serious A&R warms. Couriers include **Columbia**, **Interscope**, **Geffen**, **Elektra**, **A&M**, **Almc Sounds**, **Warner Bros.**, **Atlantic**, and almost every other label that's ever heard or seen her. There's publishing interest from **Warner/Chappell**, **Sony**, **MCA** and **EMC**. She does not yet have a manager, and many manager types are also circling. **Coditow**, **Carroll** and **Regis** are divorcing. Expect **Coditow** and **Carroll** to form a partnership elsewhere in the Big Apple. **Rosemary Carroll** continues to represent some of the hottest new talent around. Her clients, **Jack Ass**, performed to a packed house at the **Mercury Lounge** that included the likes of **Al Smith** (**Atlantic**), **Josh Deutsch** (**Elektra**), **Fred Davis** (a notable attorney), **Michael Guida** (another important attorney), **Andrew Brightman** (**Atlas/Polydor**), **Mary Gormley** (**Maverick**), **Debbie Southwood-Smith** (**A&P**), **Kenny MacPherson** and **Susan Henderson** (**Warner/Chappell**), **Kathleen Murphy** (**MCA Music**), and **Michael Resenblatt** (**MCA**) who is rumored to have made a offer. Interest in arrangement partners are **Q-Prime** (they have done a deal with Rosemary recently), **Ric Aliberti**, and **Happy Walters** (but no decision has been made). **John Alexander** exiting **MCA Music**?... It was wonderful to read in the **LA Times**-business section that there is an ongoing bidding war for the services of **BMG Music Publishing** executive **Margaret Middleman** by at least eight labels. Her signing and development of such artists as **Beck** and **Mary Lou Lord** have brought her to this enviable position... Congratulations to **Joanna Spock Dean** on her new job as assignment editor at **VH1**. I hope **His** decides to syndicate his column in lieu of replacing her "Far Truths"—they could call it "Flash Truths". Over at **Warners**, there is word that the long meeting of senior executives on Thursday afternoons that was known as "Korea" may be renamed "Vietnam" to reflect the younger regime now in place. **VH1** **Howie Klein**'s rumored ascendancy to president of **Reprise** after aging at the outcry that was **Warner/Reprise** is now **Warner Bros./Reprise**, as they are rapidly establishing separate identities. This includes cards, posters, signs—almost anything else you can think of. **Michael Ostin**-linked band, **Filter**, has not yet been assigned a label and is wanted by both the Warner side and the Reprise side—stay tuned... Over at **Epic**, **Ron Cerrito**, who was director of album radio promotion, is named vice president of artist development, and will relocate to the Big Apple... A name back in heavy rotation: **Ten Devine**. Still no word on how things will pan out at the **Nipper**. **Strauss** continues meeting with potential presidents for the way. **THE FLASH** would love a trip to New York). **Imago** and **BMC** have parted ways and industry watchers are waiting to see if **Terry Ellis** and **Imago** will land at a new home. **Sponge** is being played constantly on **KROQ**-Los Angeles and sales are picking up—a nice new year's gift for **Jordan** and **Jeff** at their imprint now known as **Chaos** but soon to be called **Werk**. Also heard a great new track by A&M artists **Monster Magnet** on **KROQ**—watch for their album release later this year. I'm getting my co-column done early so I can listen to **Fear!** **Jam** all over the radio—can't wait to find out about their tour plans...

Julie Gordon publishes an A&R tip sheet, *Gordon's Flash*, and will appear in *GAVIN* twice monthly. For information call (310) 657-6787 or e-mail JG.FLASH@aol.com.

SHO-BITZ

Broadcasting Partners president **Barry Mayo** has stepped down as GM of the corporation's Chicago property **WVAZ/FM** after just about seven years of dual duty. He named **Donald Moore** to replace him.

Moore, who's from outside radio, spent nine years at **McNeil Consumer Products**, a subsidiary of **Johnson & Johnson**...

Longtime **WBCN**-Boston PD **Oedipus** has been promoted to vice president of programming for the station as the heritage album rocker heads in a more alternative-leaning direction. The station has a "home page" on the World Wide Web. Check it out at <http://www.novalink.com/wbcn.html>, or get them via the internet at therock@wbcn.com...

At **KYCY**-San Francisco **Larry Pareigis** moves in as PD, replacing **Lee Douglas** who exited the station in November... Skies are surely sunny for **Marc Sherman** who's been promoted to APD/MD at **Sunny 99.1 (KODA/FM)**-Houston. Sherman has been with the station three years as PM driver... New program director at **WMSQ**-Havelock, N.C. is **Alan Hoover**, who reported to **GAVIN** in the late '80s when he was with **WGBR**-Goldsboro, N.C.... Staff changes at **JET-FM 102**: Middy personality/MD

WHO AM I?

Two of my early bands were called **Money** and **Woody's Truck Stop**, and one of my groups opened up for the **Doors** in 1967. **Patti Smith** gave me my nickname, and I produced **Grand Funk's** album **We're An American Band**. In 1977, I released an album devoted to Egyptology and pyramids, and I just signed on to host a weekly, syndicated radio program. Who am I? See page 11 for the answer...

It was a short stint for **Jamie Hyatt** as PD at **KTFM**. Hyatt joined the San Antonio Top 40 outlet in late '94 and in early '95 he resigns. **Cliff "The Janitor" Treadway** is interim PD while the search for Hyatt's successor goes on.

More than 20 years after launching **Radio & Records**, founder and publisher **Bob Wilson** is moving into a consultancy role with "The Industry's Newspaper," effective the first of next month. Wilson will not be replaced as CEO, and **Erica Farber** remains COO. Bob told **GAVIN** he will remain involved with the on-line system he helped develop at **R&R** as well as with **MARIX Gateways Services**. Expect him to pursue opportunities in consumer-oriented publications that focus on CD-ROM and the myriad of new technologies coming on the market.

As expected, **WFOX**-Atlanta GM **Clancy Woods** has been named to replace **Alan Goodman** as GM of **Z100 (WHTZ)**-New York.

For those wondering if **Sire's** **Howie Klein** will make the move back East, all we can say is the betting line is now about 100 to one! Was that "**Magic Matt**" **Alan** spotted doing mornings at **KUBE**-Seattle?

Ricky Schultz, longtime VP/GM of jazz and progressive music at **Warner/Reprise** is set to depart. **Matt Pierson** will run the successful department out of New York.

And what's that about one well-known record exec having political aspirations?

We're deeply saddened to learn of the passing of **Bill Corsick**, father-in-law of **GAVIN's** **Steve Resnik**. Steve's wife **Mary** is one of 13 children and she just spent New Year's day at the **Rose Bowl** with her dad, who resided in Eugene, Oregon.

It's no longer a three-way battle in Monterey/Salinas as rhythmic Top 40 **KMXZ** drops out of the race and opts for adult alternative with new calls: **KXDC**. **Tony Valera** remains on board as OM. **Scott O'Brien** is named PD as **Bobby Dee** takes on administrative duties.

No longer business as usual at **WPGC/AM**-Washington, D.C. Out is the business format—in is "**Flava 1580**," featuring hip-hop and rap.

Will there be a **GAVIN** first at this year's convention in New Orleans featuring a true industry innovator and legend? Count on it happening Friday afternoon, February 17.

Congratulations to **Anita Dominguez**, longtime programming assistant at **KIIS**-Los Angeles on her promotion to general sales coordinator, working with **GSM** **Charlie Riley**. Now we know who to call when we need a loan.



GAVIN's managing editor, **Ben Fong-Torres**, celebrated the big five-oh! with a little bash. Guests included **Huey Lewis**, manager **Bob Brown**, **Janice Lee** of **Tarpan Studios**, lounge singer extraordinaire **Bud E. Luv**, **Tommy Saunders** of **KOIT**-San Francisco, legendary DJ **Russ "The Moose" Syracuse** and even an **Elvis** impersonator—no

" ★ ★ ★ ★. He writes pop songs
that snap like small but potent firecrackers.
Nobody sounds like Freedy Johnston.
He's an American original."

--Rolling Stone

" 'Bad Reputation' is a gem as good as a pop song gets."

--San Francisco Chronicle

freedy johnston

bad reputation

the premiere single and video from *This Perfect World*.

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Over 100 Stations!

Gavin Top 40: 31*-25*

#37 Mainstream BDS!

New Airplay Includes:

WPRO Z100

WPLY WDJX

and many more!

Closing In On 3,000 Spins!!!

Great research!

Plus two dozen phone stories!

WRVQ—#11 18-24 Females!

WPST—Top 15 Adult Phones!

WRFY—Top 15 Adult Phones!

93Q—Top 15 Phones!

WSTW—Top 15 Phones!

WVSR—Great Phones!



ACTIVE!



BUMP IN ROTATION!



produced by Butch Vig

management: Jamie Kitman / The Hornblow Group USA

On Elektra compact discs and  cassettes.

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not Ben, but **Dorol Conrad**. Pictured celebrating left to right: **Dianne** and Ben Fong-Torres, Huey Lewis and wife **Sidney**.)
 Also celebrating last week was "The Godfather," **Moe Preskell**, who turned 83 years young on **Elvis'** birthday, January 8.

KQKY-Kearney, Neb. night slammer "The Ferg" (a/k/a **Dale Kaminski**) is promoted to assistant music director.

Those looking to reach former **Imago** promo chief **Tom Gorman** can do so at (203) 966-5707.

While the rain fell on Sacramento, a couple of programmers were packing boxes for a move out of town. Longtime **FM102 (KSFM)** OM and afternoon personality and GAVIN Award nominee **Chuck Field** makes the leap to records as west coast regional promo manager for **550 Music**, based out of Los Angeles. **WIOQ**-Philadelphia's **Billy Burke** takes his slot on the air. Also at FM102, APD "AJ" joins **Wild107 (KYLD)**-San Francisco. He'll also be in the voiceover biz with **Dave Ferguson**.

Jessie Bullet, PD at soft A/C **KJQY**-San Diego, exits to join crosstown '70s/'80s gold outlet **KCBQ**.

Monday, January 16 marks the debut of **WIFC**-Wausau, Wisconsin's new morning show, which will be headed up by PD **Duff Damos**, who's been with the heritage Top 40 for 17 years. He'll be teamed with MD **Jackie Johnson** and newperson **Bill Scott**.

Pneumonia took the life of one-time **CKLW**-Detroit newsman **Byron MacGregor**. In 1974, MacGregor topped the chart with a narrative titled "The Americans." He also was on-air in the Motor City at **WWJ**, **WLLZ** and **WCSX**. MacGregor was 46.

Paul Kelley flashes that he is the new PD at **WHHT**-Bowling Green/Glasgow, Kentucky replacing **Rex Holiday**.

Will two country stations remain standing in Boston? Right now, it's **WBOS** and **WCLB**. **Greater Media's** WCLB has thrown down the gauntlet, promising one million dollars to the first person who calls in if they switch format any time in 1995.

Tom Peace is the new APD at **Y107 (WYHY)**-Nashville working side by side with newly-named PD **Charlie Quinn**. Nighttime personality **Gator Harrison** is named MD.



Is the sun setting or just coming up? Off for a friendly round of golf are (left to right): **Zoo Entertainment's** national director, CHR promotion **Ric Lippincott**, **WGTV (Z93)**-Dayton PD

Louis Kaplan and the label's VP, promotion, **Bill Pfordresher**.



Now this is what we call being on a roll—yes, it's new **Columbia** senior VP, A&R **John David Kalodner** arriving for his first day at the office.

Michael Dee has exited and OM/PD **Neal Sharpe** will now handle music duties. Late night personality **J.J. Foxx** moves to the 12N-3 p.m. slot, and his shift will be filled by **Bill Page**. New weekend personalities are **Terry Austin** and **Karen Black...Z-93 (WZVZ)**-Kokomo, Ind. has moved down the dial a bit, from 92.7 to 92.5 and has doubled its power...Also celebrating an upgrade is **KVHT 106.3 FM**-Vermillion, S.D., which now booms 50,000 watts...The **Radio Advertising Bureau** will be hosting a series of seminars dubbed the all-new **Radio Sales University** program. One-day sessions will be held around the country between now and April. Call (800) 722-7355 for registration information...

Rebirth of legends: Well-known So-Cal personalities **Bob Coburn** and **Joe Benson** are back on the air in Los Angeles at **KLSX**. Coburn will be on during afternoon drive and Benson will showcase five to seven CDs in their entirety on Sunday nights from 6 p.m.-midnight...Our heartfelt sympathy to GAVIN marketing rep **Steve Resnik** and his wife **Mary** on the death of Mary's father, **Bill Corsick**, who died of a heart attack this week. The family asks that in lieu of flowers donations be sent to the **T.J. Martell Foundation**...Condolences to the family and friend of former **WMZQ**-Washington and **Double 99**-San Francisco GM **Paul Wilensky** who died this week of complications due to AIDS at 37.

ROTATIONS: Announcements from **RCA:** **Hugh Suratt's** been upped to vice president, artist development from senior director, artist development; **Elise Kolesky** joins the label as vice president, field marketing. She was director of sales at **Sony Music Entertainment**. We told you this before the holidays but now it's official: former San Francisco promotion manager **Kim Hughes** has gotten a well-deserved promotion to national director, pop/crossover promotion...**Lindsey**

Williams moves up to vice president, black music at **EMI Records** from vice president of rap music... **November Records** founder **Jamie Biddle** has left the label as well as staffers **Biff Kennedy**, **Jay Perloff**, **Randall Barbera**, **Veronique Berry**, **Melanie Van Dermark** and **Gigi Shapiro**. November itself has moved offices. For info call (212) 302-8277. Biddle can be reached at (718) 625-5913...**Atlantic Records** along with managers **Paul McGuinness (U2)** and **David Kavanagh (Clannad)** have inked a worldwide joint venture deal whereby Atlantic will market and distribute **Celtic Heartbeat**, a label specializing in authentic Irish music. Atlantic will handle the label worldwide, excluding Ireland. The Dublin-based company will be overseen by co-founder **Barbara Galavan**... **Relativity Records** has expanded **Joe Hecht's** duties. The newly-named vice president of pop promotion will be responsible for Top 40 and crossover promotion. He's been senior director, national promotion for the last three years...**Matthew Jones** joins **Columbia Records** to work with hip-hop and R&B artists as senior director, A&R, West Coast...**Judi Handwerker** was named director of creative services at **Discovery Records**, up from production coordinator...

In the media relations department at **Atlantic Records**, **Christina Murray** has been promoted to vice president, media relations, black music. She was most recently senior director/black music media relations...**Warner Music Group** has brought a stake in **Accolade**, an interactive entertainment company...The L.A.-based **Caltex Records International** has formed **Aladdin Records**...**Craig Williams** has been hired to develop "some sort of coherent radio promotion effort" at **Long Play Records**. Williams worked in radio at **WUOG** and **WPUP**, both in Athens, Ga., and at **WMDK**-

Friends Of Radio

DIANE PONCHER



Artist manager, Los Angeles

Hometown:
Los Angeles

Client roster:
Martin Page, Brian Fairweather (guitarist/composer), Jeff Lorenzen (engineer/mixer) and bands Bronx and Cabasa.

What radio stations did you grow up listening to?
KFWB and KRLA.

What radio stations do you listen to now?
STAR 98 (KYSR), KSCA, KBIG and I scan.

If you owned a radio station, you would...
...have a lot of fun and make a lot of money!

Your most memorable career moment to-date:
Having two number one records in the period of a month with Martin Page as the songwriter of Heart's "These Dreams" and the Starship's "We Built This City"; and recently going top ten at Hot A/C with Martin Page as a recording artist with "In The House Of Stone And Light."

Who is someone you'd like to manage/work with in the future and why?

A band like The Blue Nile. They're a Scottish band who I feel is on the cutting edge of unique music. Also, I'd like to work with Deacon Blue, who deserve more success in America.

Future ambitions:
To own my own publishing company and always represent in some form music and artists that are passionate and who inspire.

DEAD EYE DICK

PERFECT FAMILY

WHAT A WEEK!

- TOP 5 MOST ADDED IN GAVIN
- TOP 10 MOST ADDED IN R&R

ADDS:

WHYT
KSMB
KTMT
WWKF
KDOG
KKJO
KLYK

KLRZ
KMCK
WDDJ
WNKO
KKCK
KQLA

WGRD
WYCR
WBEC
WXTQ
KKXL
KLAZ

WABB
WVAQ
WORK
KCCQ
KYYY
KLIS

WWCK
KQIZ
WJAT
KREZ
WQCY
KTRS

KQCR
WNSL
WPUP
KQCR
KTUF
KONG

"Continued quirky fun." —Lee St. Michaels, PD/MD-NWCK

"Great follow-up. This band is for real." —Jim Allen, MD-KQCR

"Just a great follow-up. Perfect for mainstream radio." —Hurricane Shane, MD-KBFM

Thanks for nominating Ichiban Records

"Best Independent Label of the Year." We'll see you in New Orleans



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Strauss Waltzes To The Top

BMG's New President Takes Charge

WHO IS STRAUSS ZELNICK, and how is it that, at age 37, he finds himself the president and CEO of BMG Entertainment North America, the parent company of RCA, Arista, Jive and other labels, and the quarterback of Bertelsmann Music Group's charge into the worlds of television, film, and international multimedia entertainment?

The guy knows himself.

Born in Boston and raised in New Jersey, he was a devoted listener to radio, to such DJs as Don Imus and Harry Harrison—"this was before he did a classical music show"—and to WNEW. He tried his hand at making music. And so, if you were in the right place at the right time, you could see and hear Strauss Zelnick, the folk-rocker, the James Taylor wannabe.

But he couldn't see or hear it for long.

"I've always been a creatively-oriented individual, like many people in the record business," he told GAVIN from his new office in New York. "I started out my life wanting to be a performer; played guitar and wrote a lot of songs—all bad. And I recognized early enough that my creative talents lay more in the side of bringing other people's talents and passions to market as opposed to my own. And that's what I've spent my life doing: trying to focus on creating the highest quality entertainment products and bringing them to market."

Once he made his decision, he dove into school, attending Wesleyan University in Middletown, Connecticut, then attending and

earning degrees from Harvard Law School and Harvard Business School. From there, it was a straight line into show business, beginning at Columbia Pictures, where he was director of international marketing for television. He moved on to Vestron, Inc., where he was initially head of corporate development. In his time there, Vestron, which was the largest independent video company in the business, also became the largest independent film production company as well. By the time he left, he'd been appointed president of the company. He was all of 30 when he reached the top at Vestron. Within two years, he was plucked by 20th Century Fox to be its president and chief operating officer. After three years as a studio chief, he left Fox to become president and CEO of Crystal Dynamics. When he joined, in 1993, the Palo Alto, Calif.-based firm was a small video game software company. Within a year, it had become a leading producer and distributor of interactive software, and Zelnick felt ready for another challenge.

At BMG, he's got it. When he appears at the GAVIN Seminar next month, he will only have been on the job for six weeks. We caught him only days into his presidency. Despite his self-deprecating opening line, he sounded quite comfortable. He spoke with a blend of candor and caution, a blend that no doubt helped him to become the youngest person of his rank in the recording/entertainment industry.

GAVIN: How is it going, here on Day Four?

Zelnick: I'm finding my way to the men's room.

By Ben Fong-Torres

How'd you get the job? While you were at Crystal Dynamics, you did some consulting for BMG, but how did this offer come about?

I worked with Michael Dornemann (chairman of BMG Entertainment) in that consulting role for a little over a year, and ultimately, at a time when Crystal Dynamics had grown to a size where I felt the company could stand on its own with its very strong management team, Michael and I entered into a conversation about me joining BMG, and I was frankly thrilled to have an opportunity to become involved in the recorded music business in such a big way, running the Number Three record company in the world, while also having an opportunity to expand the company's operations into other areas of entertainment.

I've worked in all areas—in television, video, film, interactive, and, now, records. I think the core of the entertainment business is quality.

There are some people who believe you can never underestimate the intelligence of the public. I totally disagree with that. I think the public is smart and sophisticated and is driven to quality. Quality in entertainment comes from the combination of talent with passion. With talent but no passion, it's very hard to get something done. With passion but no talent, it's hard to get something of quality done. The combination of the two is what yields hits, and hits drive our business. My job is to nurture creative relationships that yield hits.

Did you consult for a particular segment of BMG?

I worked closely with Michael and his core team on the company's entertainment strategy.

You knew the company from your consulting work. But in taking on the new job, did you research the company further?

I definitely had an introduction and I liked what I saw. The company's culture is exceedingly entrepreneurial. Executives are given a mandate, the resources with which to execute that mandate, and an enormous amount of autonomy. What was appealing to me was the ability to, on the one hand, use my management experiences that I gained by running large companies like Fox, and at the same time applying my entrepreneurial instincts that I exercised while I was at Crystal Dynamics.

Given that entrepreneurial culture at BMG, it's strange to read that it's been tough for the company to find someone to head RCA Records. You'd think people'd be chomping at the bit to join such a company.

Let's be frank. There're some great things going on at RCA. It has a very strong country operation; it has a very strong catalog. Its black division has some very strong acts, including Wu Tang Clan and SWV. But there's no doubt that the contemporary roster needs work, and it's needed work for years and years. That's a challenge, and it's a challenge I'm very happy to take on. I think it's a mistake to assume that it's somehow been difficult to recruit a president of RCA. After all, Joe Galante has just recently gone to Nashville; I just joined the company. The search is something I'm obviously highly focused on, but it's not something that would normally happen overnight.

Is it possible that you might go to a joint leadership situation, with one person heading up the business side, and another being the creative, A&R type?

I'm considering a number of possibilities.

Matsushita and Sony have been reported to be somewhat disenchanted with some of their U.S. acquisitions. How does Bertelsmann feel about the progress of its U.S. operations?

On balance, things have gone very, very well, so I think they're very happy. On the other hand, we have many challenges ahead of us.

How would you define your mission at BMG Entertainment?

The first is on the record side—to maintain the momentum we've developed so far at places like Arista and to continue the extraordinary growth and success of BMG Direct (an \$800 million-a-year record club business); to continue to distribute records in the highest-quality manner in the business, as Pete Jones has done for years. And clearly, to put an enormous effort behind rebuilding RCA from the ground up, brick by brick—which is the only way to build a contemporary record company.

On the entertainment side, our agenda is to support the new businesses we have in-house, including video and kids' and interactive entertainment, while at the same time looking for other new businesses for this company, such as film and television, and potentially entering those businesses in a judicious way.

Where does BMG stand in interactive?

We have a number of operations in our interactive business—distribution deals with Rocket Science and Crystal Dynamics, two leading game companies in the U.S.; we have our own game development companies in Germany called T-1 and Telemedia, and we've acquired products for distribution. BMG Interactive Entertainment was established within the last six months to combine all those activities under one roof and under the management of Jane Moses. I think you can look to a very aggressive future for BMG Interactive Entertainment.

What does "multimedia" mean to you?

If you look at the market, 90-plus percent of the revenues associated with interactive entertainment comes from video games, so multimedia really means video games. I think over time, you'll see a distinction between games and other forms of interactive entertainment that might be called multimedia. But people don't necessarily know what it is because it encompasses essentially all forms of interactive entertainment that are not video games.



It sounds like BMG is creating a fully integrated entertainment company. If so, how does music fit into the mix?

Music is our history—although BMG Entertainment has not been around that long. I think the nature of the record business is such that it forms a very important part of any diversified entertainment company, and that will certainly be true in our case. Any growth in television or film or interactive will not in any way diminish the quality of our record operation. It's our cherished hope that any growth will help our record operation.

Does radio have a future in this multimedia, interactive world?

I think it does. Until recently, radio's been overlooked. A lot of people felt new media would leave radio behind. It's a fact that new media changed the face of previous new media, but it's very uncommon that pre-existing media go away.

There's no doubt that before the advent of television, radio played a more central role in the entertainment lives of Americans than it does today. But if you're driving in your car, and you want to listen to entertainment programmed by someone else, that's radio. And that's not going to be replaced by a satellite dish or cable anytime soon.

If anything, the change in regulations allowing duopolies will continue, so that radio becomes a more and more dynamic business. I think the announcement of the SW network tells you that large companies are looking at radio once again. It's a fascinating area, a terribly important area for promotion for what we do, and a very strong stand-alone business. Whether that means there's any future for us in it, I can't say at this point; it's way too early.

What kind of radio do you listen to?

I listen to country, to alternative, to classic rock and CHR.

Do you have a timetable for BMG getting into film and television?

It speaks to external opportunities that present themselves and internal opportunities that we develop. We will not rush hastily into anything. I pride myself on being decisive but conservative. And I think we can fairly say that we will sell no wine before its time.

The Los Angeles Times had a piece recently called "After the Fall," about various studio chiefs and the emotional, roller-coaster life that job entails. How was your time at Fox?

Well, I never "fell;" I left. I think if you're committed to what you do in the entertainment business, there's an up and down associated with it. You're elated when you have a hit, and you're depressed when you have a flop.

And that can be at a radio station, a game company or a film studio...

Exactly. If you're not depressed when you have a flop and elated when you have a hit, you're in the wrong business. ●

you've heard the grunge, now feel the groove

Seattle's Own



The new vocal quartet that expertly combines smooth ballads, street savvy grooves and tight harmonies.

first single
can u show me
(From the forthcoming debut album "What Comes Natural")



Programmers,

Please join together January 16th at 12:00 noon in celebration of Dr. Martin Luther King's Birthday by programming "lift every voice & sing" and pay tribute to our slain civil rights leader.

Totally Crazy Promotions & Marketing 313.961.8236

INTER-Mix
RECORDS
HEADS UP
INTERNATIONAL LTD.

Up & Coming

Reports	Adds	
27	—	NUTTIN' NYCE - Down For Whatever (Jive)
30	—	TONY TERRY - Can't Let Go (Virgin)
33	17	* CRAIG MACK - Get Down (Bad Boy/Arista)
25	—	ALL-4-ONE - (She's Got) Skillz (Blitz/Atlantic)
23	2	CAMEO - Slyde (Reprise)
26	1	ANGEL MOORE - Ecstasy (Atlantic)
24	2	JOHNNY "GUITAR" WATSON - Hook Me Up (Wilma/Bellmark)
20	1	* BONE THUGS N HARMONY - Foe Tha Love Of \$ (Relativity)
19	—	* LOARDS OF THE UNDERGROUND - Tic Toc (Pendulum/ERG)
14	7	* BRANDY - Baby (Atlantic)
20	11	* Viscious - Nika (BLANK LABEL)
13	—	PATRICE RUSHEN - I Do (Sin-Drome)
19	2	HAMMER featuring Deion Sanders - Straight To My Feet (Private Music)
18	—	QUO - Blowin' Up (Don't Stop The Music) (Epic Street/MJJ)
17	2	PETE ROCK & C.L. SMOOTH - I'll Take You There (Elektra/EEG)
19	13	MINT CONDITION - So Fine (Perspective/A&M)

* indicates Debut

New Releases



**FIVE STAR
"Surely" Tent Records**

We all remember Five Star from their back in the day hit "All Fall Down," Well, the talented Pearson family is back "Surely," the second single from their album **Heart and Soul**, is a smooth mid-tempo jam that will definitely make you move. Co-written by Doris and Delroy Pearson with assistance from Ian Prince, "Surely" has the "All Fall Down" flava with a 90's appeal. The album version and club jam mix with the dancehall intro featuring Junior P are the versions to check. With a 4:38 run time on the album version and a 4:57 run time on the club remix, Five Star is back with a punch. Contact Buster Pearson at (818) 347-6335.

**CHRISTOPHER WILLIAMS
"Dance For Me" Giant**

Christopher Williams' seductive request to dance in front of the fire-fight will be RSVP'd by many a lady. In his effort to please, Williams gives this slow groove a smooth and sexy Marvin Gaye-style sound. "Dance For Me" is the ultimate late night slow jam. The old school mix has a silky sound that is very appealing. Look for more slow jams from Williams on his new album *Not A Perfect Man* coming soon.

—JMJ McWILLIAMS

the label. Call him at (212) 730-7160 for service...The Southeast Music Conference will be held at the Eden Roc hotel in Miami February 24-26. Call (305) 623-7711 and speak to **Cecil Burnhart** for information... Congratulations to **Lisa Cambridge** of **LaFace Records** publicity. Lisa got what she wanted for Christmas - some new silverware...Oakland's favorite night club, **Geoffrey's Inner Circle**, recently celebrated it's first anniversary. Many of the Bay Area's best-known entertainers performed over the weekend to help celebrate. Artists such as **Lenny Williams** of **Bellmark Records**; **Mercury Records** **Emage**; **Rodney Franklin** of **Nova Records** and **MoJazz Records'** **J. Spencer** Congratulations!.. **Chuck Bone** is the new director of Hype promotions for **Uptown Records**.

Bone and his assistant **Aarian Pope** will still be responsible for mix-show D.J.s and Clubs, and of course, the streets... **Intermix Records** encourages all radio stations to participate in a 12 Noon tribute to **Dr. Martin Luther King** on January 16 by playing their artist **Second Nature's** a capella version of the Negro national anthem, "Lift Every Voice and Sing," . If you need a copy call **Vic Givens** at (313) 931-8236...**Too Lunar Productions**, the company that brought you **Countdown, Countdown** featuring **Russ Parr**, is now doing radio spots and voiceover work. Call **J.J. Johnson** at (818) 766-4971... Remember to send us your photos and news. Send to: GAVIN Urban Music Department, 140 Second Street, 2nd floor, San Francisco, CA 94105.

—PEACE, BILL

ARTIST PROFILE

SOUL IV REAL



SOUL IV REAL IS:
Choc, Dre', Jason, Bri

BIRTHDATE(S): Choc 4/30/74,
Dre' 4/4/73, Jason 5/10/81,
Bri 12/4/77

HOMETOWN: Long Island,
New York

CURRENT RESIDENCE:
Long Island, New York

CURRENT SINGLE: Candy Rain

LABEL: Uptown/MCA Records

MUSICAL INFLUENCES:
Michael and Janet Jackson

FAVORITE RECORD: Michael
Jackson *Thriller*, Stevie Wonder
Songs To The Key Of Life, Lisa
Fisher "How Can I Ease The Pain"

PROUDEST ACCOMPLISHMENT:
Record deal with Uptown
Entertainment

LAST RECORD YOU BOUGHT:
**Brownstone, Bone, Thugs, and
Harmony, Nine, TLC, Outkast,
Brandy remix**

FAVORITE FOOD: Lobster,
Caribbean Food, Cheeseburgers,
McDonalds

**SOMETHING YOU DON'T LEAVE
HOME WITHOUT:** Lucky ring,
Credit cards

**BEST ADVICE YOU'VE
RECEIVED:** Don't burn any
bridges, you'll never know when
you'll have to cross them again.

**WHEN WAS THE LAST TIME
YOU CRIED AND WHY?** When a
close friend of the family passed
away

**IF WE WEREN'T A RECORDING
ARTISTS** Choc: Play pro-ball,
Dre': be an actor, Jason: be a film
director, Bri: be a film producer

**EXTRA LARGE ITEMS
OF INTEREST COMING
TO YOU SOON**

**Urban Renewal II:
Streetdate January 27, 1995**

**Dancehall Special II:
Streetdate February 3, 1995**

**Contact John Austin (215) 424-6571 for
marketing and advertising opportunities.**

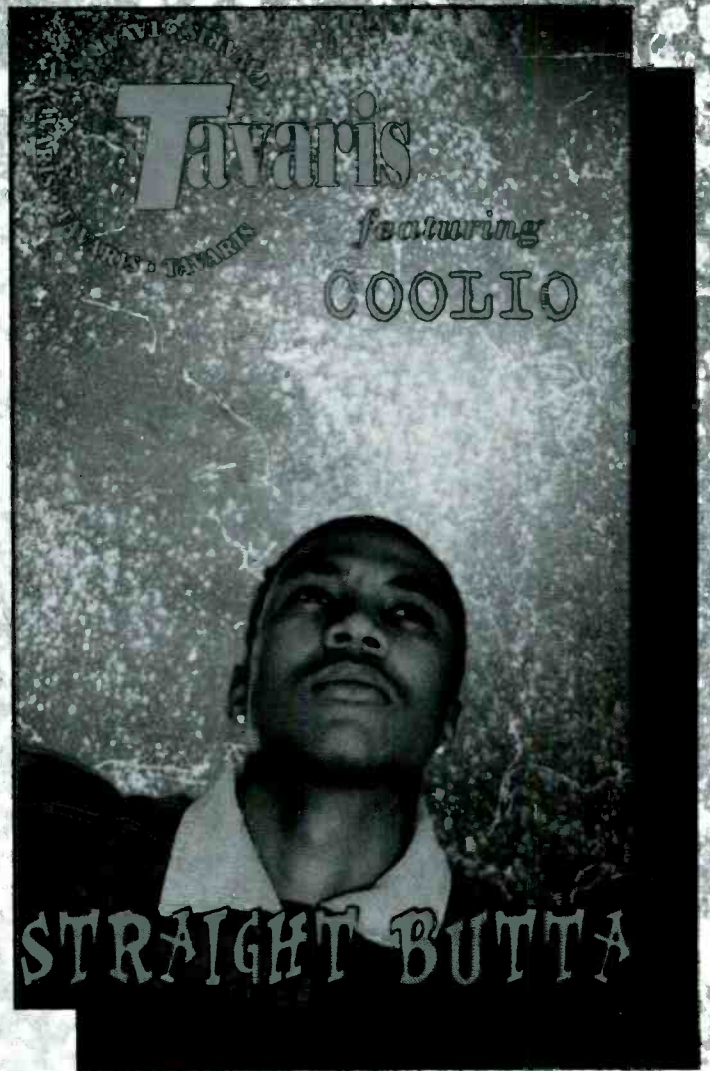
STRAIGHT BUTTA

The New Single: 70071-4

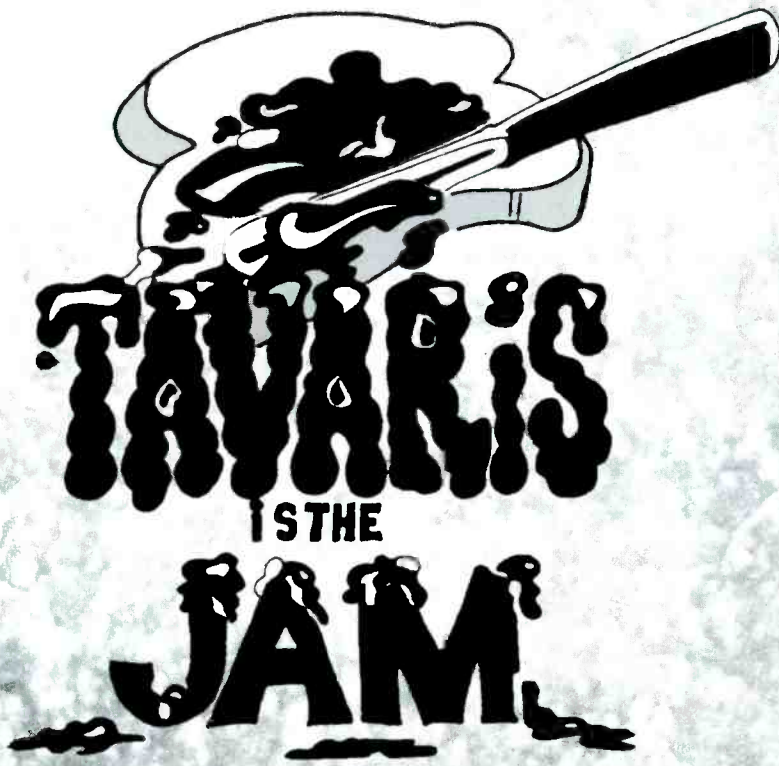
Tavaris

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213-461-0390 / Fax: 213-461-9032

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RAP RETAIL

SINGLES

2W	LW	TW	
7	4	1	SCARFACE - I Never Seen A Man Cry (Rap-A-Lot/Noo Trybe/Virgin)
3	1	2	METHOD MAN - Bring The Pain/P.L.O. Style (RAL/Def Jam)
1	2	3	KEITH MURRAY - The Most Beautifullest Thing In This World (Jive)
2	3	4	CRAIG MACK - Flava In Ya Ear (Bad Boy/Arista)
10	6	5	REDMAN - Rockafella (Def Jam/RAL/Chaos)
9	5	6	RED HOT LOVER TONE - #1 Player (Select)
4	7	7	INI KAMOZE - Here Comes The Hotstepper (Columbia)
6	8	8	HEAVY D. & THE BOYZ - Black Coffee (Uptown/MCA)
5	9	9	BONE THUGS N' HARMONY - Thuggish Ruggish Bone (Relativity/Ruthless)
17	14	10	SHAQUILLE O'NEAL - Biological Didn't Bother (Jive)
20	15	11	69 BOYZ - Kitty Kitty (Downlow/Rip-It)
13	10	12	SLICK RICK - Behind Bars (Def Jam/RAL/Chaos)
11	11	13	SPICE 1 - Strap On The Side (Jive)
14	13	14	FU-SCHNICKENS - Breakdown (Jive)
8	12	15	69 BOYZ - Tootsee Roll (Downlow/Rip-It)
15	16	16	LORDS OF THE UNDERGROUND - Tic Toc (Pendulum/ERG)
24	22	17	CHANNEL LIVE - Mad Izm (Capitol)
NEW	18	18	CRAIG MACK - Get Down (Bad Boy/Arista)
NEW	19	19	THE NOTORIOUS B.I.G. - Big Poppa (Bad Boy/Arista)
NEW	20	20	THE ROOTS - Proceed I & III (DGC)
NEW	21	21	DANA DANE - Record Jock (Maverick)
19	23	22	DA BRAT - Fa All Y'All (So So Def/Chaos)
21	21	23	OUTKAST - Git Up, Git Out (LaFace/Arista)
12	17	24	THE NOTORIOUS B.I.G. - Juicy (Bad Boy/Arista)
NEW	25	25	THE GROUP HOME - Supa Star (Payday/FFRR)

ALBUMS

2W	LW	TW	
2	2	1	SCARFACE - The Diary (Rap-A-Lot/Noo Trybe/Virgin)
3	3	2	REDMAN - Dare Iz A Darkside (Def Jam/RAL/Chaos)
1	1	3	METHOD MAN - Tical (RAL/Def Jam)
7	5	4	ICE CUBE - Bootlegs & B-Sides (Priority)
6	6	5	MURDER WAS THE CASE - Various Artists (Death Row/Interscp/Priority/All)
5	7	6	THE NOTORIOUS B.I.G. - Ready To Die (Bad Boy/Arista)
8	8	7	SPICE 1 - Amerikkka's Nightmare (Jive)
4	4	8	KEITH MURRAY - The Most Beautifullest Thing In This World (Jive)
9	9	9	SLICK RICK - Behind Bars (Def Jam/RAL/Chaos)
11	11	10	CRAIG MACK - Project: Funk Da World (Bad Boy/Arista)
10	12	11	THUG LIFE - Volume I (Interscope/Atlantic)
14	13	12	BONE THUGS N' HARMONY - Creepin' On Ah Come-Up EP (Relativity/Ruthless)
12	10	13	PETE ROCK & C.L. SMOOTH - The Main Ingredient (Elektra)
16	16	14	BIG MIKE - Somethin' Serious (Rap-A-Lot/Priority)
15	14	15	JASON'S LYRIC SOUNDTRACK - Jason's Lyric Soundtrack (Mercury)
13	15	16	BRAND NUBIAN - Everything Is Everything (Elektra)
—	17	17	DA LENCH MOB - Guerillas In Tha Mist (Street Knowledge/eastwest)
18	18	18	LORDS OF THE UNDERGROUND - Keepers Of The Funk (Pendulum/EMI)
20	19	19	RBL POSSE - Ruthless By Law (?)
—	20	20	SHAQUILLE O'NEAL - Shaq Diesel (Jive)
—	21	21	BLACK SHEEP - Non-Fiction (Mercury)
22	22	22	FU-SCHNICKENS - Nervous BreakDown (Jive)
24	23	23	A LOW DOWN DIRTY SHAME SONDTRACK - Various Artists (Jive)
—	25	24	STREET FIGHTER SOUNDTRACK - Various Artists (Priority)
23	24	25	WEST COAST BAD BOYS - Anotha Level Of The Game (No Limit/SMG)

back-n-loose verbeage that has made his Long Beach compatriots Snoop, Domino and Warren G so famous. Coupled with searing vocals courtesy of Val Young and some slinky, live wah wah guitar from Wah Wah Watson, this track is the mentalyptic, prismatic shell shocker. Contact OJ @ Epic Street (212) 833-7116. —SPENCEDOOKEY



VARIOUS ARTISTS Street Fighter Soundtrack (Priority)

Priority has assembled an all star hip-hop cast, causing this soundtrack to hit harder than Van Damme. Ras Kas, Ahmad & Saafir drop a smokin' triangular mic check on the track "Come Widdit" as they trade verbal licks over some mystical beats conjured up by King Tech. The Pharcyde get straight illy, dishing out a little Spanish horn-infected mayhem on "Pandemonium," while Nas gets sweet with a boomin' beat on "One On One." With additional tracks by the likes of Craig Mack, The B.U.M.S. and Ice Cube, this is one soundtrack that literally takes no prisoners. Contact Rod at Priority @ (800) 235-2300 — SPENCEDOOKEY



BOOGIEMONSTERS "Strange" (Pendulum/EMI)

These four self-proclaimed water-bearers bring fluid once more with this blend of hip-hop and funk, courtesy of Cameo and their own brand of effusive, buttery lyrics. A new version, "The Stranger Radio Mix," will open the most resistant listener to their dam-bursting sound. These kids are nice. Get yours from Marcus Morton @ EMI (310) 289-6419. —THEMBISA S. MSHAKA

ARTIST PROFILE

ROTTIN RAZKALS



WHO: Diesel, FAM, and Chap

STRAIGHT OUTTA: East Orange (aka Illtown), New Jersey

LABEL: Illtown/Mad Sounds

1Current single: "Ohh Yeah"

FORTHCOMING DEBUT

ALBUM: Rottin Ta Da Core

CONNECTIONS: Gold and platinum producer Kay Gee (Naughty By Nature, Zhane') is their executive producer.

HEARD 'EM BEFORE: On Zhane's "Hey Mr. DJ," where FAM dropped guest vocals, and "Knock 'Em Out Da Box," where the group flexed skills on 19NAUGHTYIII, Naughty By Nature's last release.

DIESEL ON REALITY: "We rap about what's really goin' down in the streets, but our songs don't promote senseless violence or tell kids it's cool to be strapped with guns."

FAM ON THE MEANING OF DOUBLE-I: "It stands for Illtown, N.J. and Inglewood, Calif. It's our production company and bi-coastal hip-hop coalition. Once we come together, rappers from both coasts will be even stronger, gaining more power and control over our lives and careers. In unity, there's strength."

You Coulda Been a Contender

★ ★ ★

This year, the following people and stations actually are—in the running for awards at the 1995 GAVIN Seminar, that is. Nominees in almost all of our formats follow. Almost all the awards will be presented at the Seminar in

New Orleans in February. (The country awards will be handed out at the first GAVIN Country Seminar in

Burbank in May.) Congratulations to all the nominees; we'll see you in N'awlins.

TOP 40

MAJOR MARKET TOP 40 STATION OF THE YEAR

KHKS-Dallas
KPWR (Power 106)-Los Angeles
WHTZ (Z100)-New York
WPLJ-New York
WQHT (Hot 97)-New York
WXKS/FM (Kiss 108)-Boston

MAJOR MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR

Steve Kingston, Z100-New York
Michelle Mercer,

Power 106-Los Angeles
Tom Poleman, KRBE-Houston
Steve Rivers, Kiss 108-Boston
Scott Shannon, WPLJ-New York
Steve Smith, Hot 97-New York

MAJOR MARKET TOP 40 ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR

Joey Arbagey, KMEL-San Francisco
Tracy Austin, KIIS/FM-Los Angeles
Erik Bradley,

WBBM/FM (B96)-Chicago
Albie D., WPGC-Washington, D.C.
"Mr. Ed" Lambert, KHKS-Dallas
Mike Preston, WPLJ-New York

LARGE MARKET TOP 40 STATION OF THE YEAR

KKRZ-Portland, Ore.
WEZB (B97)-New Orleans
WKRQ (Q102)-Cincinnati
WKSE-Buffalo
WNCI/FM-Columbus, Ohio

LARGE MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR

Ken Benson, KKRZ-Portland, Ore.
Brian Burns, WKSE-Buffalo
Don London, WNVZ-Norfolk
Jeff McCartney, WAPE/FM-Jacksonville
Dave Robbins,

WNCI/FM-Columbus, Ohio
Scott Wright, B97-New Orleans

LARGE MARKET TOP 40 ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR

Larry Davis, WNVZ-Norfolk
Brian Douglas, Q102-Cincinnati
Chuck Field, KSFM (FM102)-
Sacramento (formerly)

Joey Giovingo, B97-New Orleans
Jeff "Booger" Kapugi,

WFLZ (Power Pig)-Tampa
Sue O'Neil, WKSE-Buffalo

MEDIUM MARKET TOP 40 STATION OF THE YEAR

KLUC-Las Vegas
KQKQ (Sweet 98)-Omaha
KRQ-Tucson
WDCG (G105)-Durham/Raleigh
WDJX-Louisville

MEDIUM MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR

Dan Kieley, Sweet 98-Omaha
Bob Lewis, KWIN-Stockton
Michael Newman, KDON/FM-
Monterey/Salinas
John Roberts, KHFI-Austin
Chris Shebel, WDJX-Louisville
Mark Todd, KRQ-Tucson

MEDIUM MARKET TOP 40 ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR

Mark Adams, KBOS (B95)-Fresno
Kandy Klutch, G105-Durham/Raleigh
Jill Meyer, WDJX-Louisville
Michael Steele, Sweet 98-Omaha
(now at WEDJ-Charlotte, N.C.)
Cat Thomas, KLUC-Las Vegas

SMALL MARKET TOP 40 STATION OF THE YEAR

KGRS-Burlington, Iowa
KIXY/FM-San Angelo, Texas
KLYV-Dubuque, Iowa
KTMT-Medford, Ore.
WPST-Trenton, N.J.
WZEE (Z104)-Madison, Wis.

SMALL MARKET TOP 40 OPERATIONS MANAGER/PROGRAM DIRECTOR OF THE YEAR

Joe Dawson, KLYV-Dubuque, Iowa
Pete Jones, KHTN/FM-
Modesto/Merced, Calif.

Scott Robbins,
WBNQ-Bloomington, Ill.

R. Charles Snyder,
KTMT-Medford, Ore.

Mike Steele,
KIXY/FM-San Angelo, Texas
Michelle Stevens, WPST-Trenton, N.J.

SMALL MARKET TOP 40 ASSISTANT PROGRAM DIRECTOR/MUSIC DIRECTOR OF THE YEAR

Jimi Jamm, KIXY/FM-San Angelo,
Texas (now at Sweet
98-Omaha, Neb.)
Jackie Johnson, WIFC-Wausau, Wis.
Stella Mars, WERZ-Exeter, N.H. (now
at WEGQ-Boston)
Jon Norton, KYYY/FM-Bismarck, N.D.
Mark Reid, KQKY-Kearney, Neb.
Scott Thomas, KLYV-Dubuque, Iowa

TOP 40 MAJOR LABEL OF THE YEAR

Arista Records
Atlantic Records
Columbia Records
Geffen/DGC Records
MCA Records
Warner Bros. Records

TOP 40 INDEPENDENT LABEL OF THE YEAR

Epitaph Records
Ichiban Records
Interscope Records
Jive Records
Priority Records
Zoo Entertainment

TOP 40 PROMOTION SENIOR VICE

PRESIDENT OF THE YEAR

Burt Baumgartner, Columbia
Rick Bisceglia, Arista
Stu Cohen, Warner Bros.
Andrea Ganis, Atlantic
Bruce Tenenbaum, MCA
Greg Thompson, eastwest america
(now Elektra Entertainment)

TOP 40 PROMOTION VICE PRESIDENT OF THE YEAR

Jerry Blair, Columbia
Mark Gorlick, MCA
Vicki Leben, Island
Marc Ratner, Reprise
Joe Riccitelli, Island
Bruce Schoen, Arista

TOP 40 NATIONAL PROMOTION DIRECTOR OF THE YEAR

Dale Connone, Epic
Scot D.J. Finck, A & M
Jan Krum, MCA
Frank Palombi, Capitol
Neda "Leppard" Tobin, 550 Music
Charlie Walk, Columbia

GAVIN

TOP 40 ASSOCIATE PROMOTION DIRECTOR OF THE YEAR

Don Coddington, Mercury
 Teddi Gilderman, Zoo
 Ann Hesen, Reprise
 Tracy Leshay, Elektra (formerly)
 Ed Nuhfer, Warner Bros.
 Paula Tuggey, MCA

RAP COMMERCIAL RAP STATION OF THE YEAR

KKBT-Los Angeles
 KMEL-San Francisco
 WJPC-Chicago
 WQHT-New York
 WRKS-New York

COLLEGE/COMMUNITY RAP STATION OF THE YEAR

KPOO-San Francisco
 KZSU-Stanford
 WBAU-Uniondale
 WEAA-Baltimore
 WNWK-New York

RAP MIX SHOW DJ/PERSONALITY OF THE YEAR

Cooooool DJ Red Alert,
 WRKS-New York
 DJ Polo, WQMG-Greensboro, NC
 Funkmaster Flex, WQHT-New York
 Randall, Talib & G-Wiz, WRAS-Atlanta
 Colby Colb, WUSL-Philadelphia

RECORD POOL OF THE YEAR

Impact-Los Angeles, CA
 Tables Of Distinction-Washington, DC
 The Pro's-Oakland, CA
 Triangle Record Pool-Raleigh, NC
 VIP Record Pool-New York, NY

RAP RETAILER OF THE YEAR

Armand's, Philadelphia, PA
 Beat Street, New York, NY
 George's Music Room, Chicago, IL
 Leopold, Berkeley, CA
 Rock N' Soul, New York, NY

MAJOR RAP LABEL OF THE YEAR

Arista
 Atlantic
 Columbia
 PolyGram
 RCA

RAP INDEPENDENT LABEL (SELF-DISTRIBUTED) OF THE YEAR

Nervous
 Priority
 Relativity/Ruthless
 Tommy Boy
 Wild Pitch

RAP INDEPENDENT (DISTRIBUTED BY A MAJOR) OF THE YEAR

Bad Boy
 Death Row
 Def Jam
 Jive
 Loud

RAP NATIONAL MARKETING & PROMOTION PERSON OF THE YEAR (LABEL)

Fuzzy, Wild Pitch
 Tyesh Harris, Columbia
 Darryl Lindsey, Atlantic/eastwest
 Erika McDaniels,
 Elektra Entertainment
 Marcus Morton, EMI
 Sincere, PolyGram

RAP COLLEGE/MIX SHOW PROMOTION PERSON OF THE YEAR (LABEL)

"Roddy" Rod Edwards, Priority
 Terry Ferguson, RCA
 Marlo Martin, Mercury
 Jennifer Norwood, Big Beat
 Tha Fatman Scoop, Tommy Boy

RAP NATIONAL PROMOTION PERSON OF THE YEAR (NON-LABEL INDEPENDENT)

Nasty Nes, Crazy Pinoy Promotions
 Kevin Mitchell & G-Man, Dynamic Duo Entertainment
 Jackie Paul, East-2-West
 Jesse Maidbrey, Libra Promotions
 Trevor Williams,
 Steven Rifkind Company

URBAN

PROGRAM DIRECTOR OF THE YEAR

Quincy McCoy, WBLS-New York
 Vinny Brown, WRKS-New York
 Elroy Smith, WGCI-Chicago
 Carl Conners, KMJQ-Houston
 Steve Crumbley, WOWI-Norfolk

RADIO STATION OF THE YEAR

WGCI-Chicago
 WBLS-New York
 WRKS-New York
 WJLB-Detroit
 KMJQ-Houston

URBAN MUSIC DIRECTOR OF THE YEAR

Helen Little, WBLS-New York
 Toya Beasley, WRKS-New York
 Frankie Darcell, WJLB-Detroit
 Vic Clemons, WGCI-Chicago
 Gerod Stevens, WQUE-New Orleans

URBAN LABEL OF THE YEAR

Reprise
 Warner Bros.
 Atlantic
 La Face/Arista
 A&M/Perspective

URBAN PROMOTION SR. VICE-PRESIDENT OF THE YEAR

Ray Harris-Warner Bros.
 Richard Nash-Atlantic Records
 Lamont Boles-Epic Records
 A.D. Washington-MCA Records
 Ken Wilson-Columbia Records

URBAN PROMOTION VP OF THE YEAR

Manny Bella-Capitol Records
 Hank Spann-Warner Bros.
 Eric Thrasher-Reprise Records
 Ken Wilson-Columbia Records
 Doug Wilkins-GRP Records

URBAN NATIONAL PROMOTIONS DIRECTOR OF THE YEAR

Eric Ford-Atlantic Records
 Trupiedo Crump-Reprise Records
 Hilda Williams-Warner Bros.
 Stacey La Croix-Warner Bros.
 Roland Lewis-Sony

ADULT CONTEMPORARY

A/C LABEL OF THE YEAR

A&M
 Arista
 Columbia
 EMI
 Warner Bros. Records

A/C PROMOTION EXECUTIVE OF THE YEAR

Dino Barbis, Warner Bros./Reprise
 Bonnie Goldner, RCA
 Laura Kuntz, EMI
 Jerry Lembo, Columbia
 Leslie Marquez, Capitol
 Andrea Paulini, A&M
 Mark Rizzo, Arista

A/C PROMOTION PERSON OF THE YEAR

Debbie Cerchione, Epic
 Scott Emerson, A&M
 David Forman, Columbia
 Elaine Locatelli, Columbia
 Linde Thurman, Elektra
 Judy Valsi, EMI
 Irene Vargas, Warner Bros./Reprise

A/C INDEPENDENT PROMOTION PERSON OF THE YEAR

Nick Bedding
 Donna Brake
 Jennifer Jones
 Joanie Lawrence
 Sandi Lifson
 Jill Ramsdell

A/C MAJOR MARKET STATION OF THE YEAR

K-101-San Francisco
 KOST-Los Angeles
 KVIL-Dallas
 WBMX-Boston
 WRQX-Washington, D.C.

A/C MAJOR MARKET PROGRAM/OPERATIONS DIRECTOR OF THE YEAR

Bill Curtis, KVIL-Dallas
 Bobby Irwin, KLSY-Seattle
 Jhani Kaye, KOST-Los Angeles
 Lorrin Palagi,
 WRQX-Washington, D.C.

A/C MAJOR MARKET MUSIC DIRECTOR OF THE YEAR

Amy Doyle, WBMX-Boston
 Charlie Lombardo, WALK-Long Island
 Angela Perelli, K-101-San Francisco
 Alex O'Neil, KVIL-Dallas
 Linda Silver, WRQX-Washington, D.C.
 Dave Verdery, KBIG-Los Angeles

A/C LARGE/MEDIUM MARKET STATION OF THE YEAR

KESZ-Phoenix
 KISC-Spokane
 KOSO-Modesto
 KQXT-San Antonio
 KSSK-Honolulu
 WRCH-Hartford

A/C LARGE/MEDIUM MARKET PROGRAM/OPERATIONS DIRECTOR OF THE YEAR

Danny Clayton, WTKI-Milwaukee
 Michael DelRosso, KESZ-Phoenix
 Tom Land, KUDL-Kansas City
 Mike Scott, KQXT-San Antonio
 Michael Shishido, KSSK-Honolulu

A/C LARGE/MEDIUM MARKET MUSIC DIRECTOR OF THE YEAR

Jeanne Ashley, WLZW-Utica
 Joe Hann, WRCH-Hartford
 Bobbi Maxwell, WWNK-Cincinnati
 Donna Miller, KOSO-Modesto
 Henry Nelson, WMC-Memphis

JAZZ/ADULT ALTERNATIVE JAZZ STATION OF THE YEAR

KLON-Long Beach
 KPLU-Seattle Tacoma
 KXJZ-Sacramento
 WBFO-Buffalo
 WBGO-Newark
 WRTI-Philadelphia

ADULT ALTERNATIVE STATION OF THE YEAR

KIFM-San Diego
 KJZZ-Phoenix
 KOAI-Dallas
 WLOQ-Orlando
 WNUA-Chicago
 WQCD/CD101-New York

JAZZ RADIO PERSON OF THE YEAR

Kim Berry, WRTI-Philadelphia
 Joe Cohn, KPLU-Seattle/Tacoma
 Bobby Jackson, WCPN-Cleveland
 Gary Vercelli, KXJZ-Sacramento
 Gary Walker, WBGO-Newark

ADULT ALTERNATIVE PROGRAM DIRECTOR/OP. MGR. OF THE YEAR

Steve Feinstein, KKSF-San Francisco
 Bill Gray, WOTB-Newport
 Lee Hansen, WNUA-Chicago
 Steve Huntington, WLOQ-Orlando
 Bernie Kimball, WJJZ-Philadelphia
 Bob O'Connor, KIFM-San Diego

ADULT ALTERNATIVE MUSIC DIRECTOR OF THE YEAR

Michael Fischer, WNUA-Chicago/Sony
 Warner Digital Cable Radio
 Bill Shedd, KJZZ-Phoenix
 Dore Steinberg, KKSF-San Francisco
 Ralph Stewart,
 KTWV/The Wave-Los Angeles
 Dean Williams, KNIK-Anchorage
 Steve Williams,
 WQCD/CD101-New York

JAZZ/ADULT ALTERNATIVE MAJOR LABEL OF THE YEAR

Atlantic Records
 Blue Note Records
 Columbia Records
 GRP Records
 Verve Records
 Warner Bros./Reprise Records

JAZZ/ADULT ALTERNATIVE INDEPENDENT LABEL OF THE YEAR

Higher Octave
 JVC Music
 Mesa/Bluemoon
 Muse Records
 Sin-Drome
 Telarc Int'l

JAZZ/ADULT ALTERNATIVE EXECUTIVE OF THE YEAR

Larry Douglas, Epic Records
 Joe Fields, Muse Records
 Bruce Lundvall,
 Blue Note Records
 Chuck Mitchell, Verve Records
 Ricky Schultz,
 Warner Bros./Reprise Records

JAZZ/ADULT ALTERNATIVE NATIONAL PROMOTION PERSON OF THE YEAR

Eulis Cathey, Atlantic Records
 Duke DuBois, GRP Records
 Chris Jonz,
 Warner Bros./Reprise Records
 Beth Lewis, GRP Records
 Rachel Lewis, Verve Records
 Deborah Lewow, Warner Bros./Reprise Records

JAZZ/ADULT ALTERNATIVE NON-MAJOR LABEL/INDEPENDENT PROMOTION PERSON OF THE YEAR

Mike Carlson, MC Promotions
Neil Gorov, Groov Marketing
Cliff Gorov, All That Jazz
Bud Harner, Mesa/Bluemoon
Mike Hurzon, The Tracking Station
Susan Levin, Coast To Coast
Neal Sapper, New World 'N' Jazz

GAVIN JAZZ ARTIST OF THE YEAR

Tony Bennett
Charlie Haden
Roy Hargrove
Joshua Redman
Joe Sample
John Scofield

GAVIN JAZZ ALBUM OF THE YEAR

Charlie Haden Quartet West, Always Say Goodbye (Verve)
Joshua Redman Quartet, Moodswing (Warner Bros.)
John Scofield, Hand Jive (Blue Note)
Horace Silver, Pencil Packin' Papa (Columbia)
Grover Washington, Jr., All My Tomorrows (Columbia)
Mark Whitfield, True Blue (Verve)

GAVIN ADULT ALTERNATIVE ARTIST OF THE YEAR

Rick Braun
Norman Brown
Craig Chaquico
Incognito
Earl Klugh
Joe Sample

GAVIN ADULT ALTERNATIVE ALBUM OF THE YEAR

Anita Baker.
Rhythm Of Love (Elektra)
David Benoit/Russ Freeman, The Benoit/Freeman Project (GRP)
Norman Brown, After The Storm (MoJazz/Motown)
Craig Chaquico, Acoustic Planet (Higher Octave)
Joe Sample And The Soul Committee, Did You Feel That? (Warner Bros.)
Peter White, Reflections (Sin-Drome)

A3

A3 STATION OF THE YEAR

KBCO-Boulder
KFOG-San Francisco
KGSR-Austin
KIOT-Santa Fe
KMTT-Seattle
KSCA/101.9-Los Angeles
WXRT-Chicago

A3 PROGRAM DIRECTOR/OP. MGR. OF THE YEAR

Jody Denberg, KGSR-Austin
J. Mikel Ellcessor, WYEP-Pittsburgh
Mike Marone, KIOT-Santa Fe
Chris Mays, KMTT-Seattle
Judy McNutt, KBCO-Boulder
Mike Morrison,
KSCA/101.9-Los Angeles
Norm Winer, WXRT-Chicago

A3 MUSIC DIRECTOR OF THE YEAR

Susan Castle, KGSR-Austin
Jane Fredericksen,
KTCZ-Minneapolis
Abby Goldstein, KERA-Dallas
Merilee Kelly,
KSCA/101.9-Los Angeles
Sybil McGuire, WMMM-Madison
Jon Peterson, WCBE-Columbus
Mike Richter, KBXR-Columbia

A3 MAJOR LABEL OF THE YEAR

A&M
Atlantic
Columbia
Geffen
Island
Virgin
Warner Bros.

A3 NON-MAJOR LABEL OF THE YEAR

Capricorn
Discovery
High Street
Hightone
Mesa Bluemoon
Rounder
Rykodisc

A3 NATIONAL PROMOTION PERSON OF THE YEAR

Nick Bull, RCA
Dawn Hood, Virgin
Kid Leo, Columbia
Howard Leon, Arista
Lisa Michaelson, Elektra
Bonnie Slikkin, Atlantic
Nancy Stein, Warner Bros./Reprise

A3 NON-MAJOR LABEL PROMOTION PERSON OF THE YEAR

Jamie Canfield, Rykodisc
Jeff Cook, Capricorn
Brad Paul, Rounder
Jon Vernile, High Street

A3 INDEPENDENT PROMOTION PERSON OF THE YEAR

Michele Clark,
Michele Clark Promotions
Sean Coakley, Songlines
Harry Levy, Levitation Entertainment
James Lewis, James Lewis Marketing
Maxanne Sartori, Moose & Squirrel
Kevin Sutter, M3

GAVIN A3 ARTIST OF THE YEAR

Sheryl Crow
Eric Clapton
Freddy Jones Band
Nanci Griffith
Lyle Lovett
Sarah McLachlan
Dave Matthews Band
Tom Petty

GAVIN A3 ALBUM OF THE YEAR

Eric Clapton, From The Cradle (Reprise)
Paula Cole, Harbinger (Imago)
Bryan Ferry, Mamouna (Virgin)
Nanci Griffith, Flyer (Elektra)
Sarah McLachlan, Fumbling Towards Ecstasy (Arista)
Dave Matthews Band, Under The Table And Dreaming (RCA)
Tom Petty, Wildflower (Warner Bros.)
Toad The Wet Sprocket, Dulcinea (Columbia)

A3 MVPS OF THE YEAR

Dennis Constantine, Constantine Consulting
Kid Leo, Columbia
Harry Levy, Levitation Entertainment
Mike Morrison,
KSCA/101.9-Los Angeles
SBR, SBR Radio Company
The Zimmermen, Gavin *
**ineligible for award*

COMMERCIAL ALTERNATIVE COMMERCIAL ALTERNATIVE STATION OF THE YEAR

KROQ-Los Angeles
Rev 105-Minneapolis
WFNX-Boston
WHFS-Baltimore
99X-Atlanta

COMMERCIAL ALTERNATIVE PROGRAM DIRECTOR OF THE YEAR

Robert Benjamin,
WHFS-Baltimore
Kevin Cole, Rev 105-Minneapolis
Kurt St. Thomas, WFNX-Boston
Kevin Stapleford, 91X-San Diego
Kevin Weatherly,
KROQ-Los Angeles

COMMERCIAL ALTERNATIVE MUSIC DIRECTOR OF THE YEAR

Marco Collins,
KNDD/The End-Seattle
Steve Masters,
Live 105-San Francisco
Mary Moses, KTCL-Denver
Seanboy Walton-Ziebrath,
X96-Salt Lake City
Boy Troy, WFNX-Boston

ALTERNATIVE LABEL OF THE YEAR

Atlantic Records
Geffen Records
Elektra Entertainment Group
Reprise Records
Virgin Records

NATIONAL ALTERNATIVE PROMOTION DIRECTOR OF THE YEAR

Stu Bergen, Epic
Tod Elmore, Atlantic
Dawn Hood, Virgin
Steve Leeds, Island
Mark Neiter, American
Steve Tipp, Reprise

COLLEGE

COLLEGE STATION OF THE YEAR

KALX-Berkeley
KUNV-Las Vegas
KUSF-San Francisco
WCBN-Ann Arbor
WXYC-Chapel Hill

COLLEGE MUSIC DIRECTOR OF THE YEAR

Anthony Bonet, KALX-Berkeley
Brendan Gillen,
WCBN-Ann Arbor
Rhea Patton, WVFS-Tallahassee
Jim Heffernan,
KUSF-San Francisco
Jamey Karr, KACV-Amarillo

COLLEGE INDEPENDENT LABEL OF THE YEAR

Epitaph
Drag City
Matador
Sub Pop
K
Touch & Go

INDEPENDENT LABEL PROMOTIONS PERSON OF THE YEAR

Amy Seidenwurm, Sub Pop
Adam Bernstein, Sub Pop
Mike Wolf, Amphetamine Reptile
Robbie Lloyd, Cargo/Alias
Rich Holtzman, 4•A•D
Sean Maxson, Mammoth
Kris Gillespie, Matador

MAJOR LABEL COLLEGE PROMOTIONS PERSON OF THE YEAR

Chuck Slomovitz, Virgin
Carolyn Wolfe, Atlantic
Pete Rosenblum, Elektra
Rob Kwak, Sony
Scott Carter, A&M
Jay Harding, Reprise
Todd Sievers, American

GAVIN ROCKS

COMMERCIAL HARD ROCK/METAL STATION OF THE YEAR

KNAC-Long Beach
KZRX-Phoenix
KISW-Seattle
WKLL-Utica

COLLEGE HARD ROCK/METAL STATION OF THE YEAR

WSOU-South Orange
WKNC-Raleigh
WSGR-Port Huron
KMSA-Grand Junction

COMMERCIAL HARD ROCK/METAL DIRECTOR OF THE YEAR

Rob Oxford, KISW-Seattle
Tim Andrews, KZRX-Phoenix
Ron Michels, WZZR-East Lyme
Fitz, KIOZ-San Diego

COLLEGE HARD ROCK/METAL DIRECTOR OF THE YEAR

Mike Depippa, WSOU-South Orange
Mark Morden, WSGR-Port Huron
Eric "Mr. Pain" Neilson,
KMSA-Grand Junction
The Tink, WVUD-Newark

MAJOR HARD ROCK/METAL LABEL OF THE YEAR

Epic
Columbia
Atlantic
Warner Bros.

INDIE HARD ROCK/METAL LABEL OF THE YEAR

Roadrunner
Epitaph
Mausoleum
Earache

HARD ROCK/METAL PROMOTION PERSON OF THE YEAR (MAJOR LABEL)

Cheryl Valentine, Epic
E.J. Johantgen, Columbia
Jay Hughen, A&M
Brian McEvoy, Mercury

HARD ROCK/METAL PROMOTION PERSON OF THE YEAR (INDIE LABEL)

Marni Halpern, Roadrunner
Sheri Sinclair, Energy
Beth Krakower, Mausoleum
Greg Derbas, Pavement

HARD ROCK/METAL INDEPENDENT PROMOTION PERSON OF THE YEAR

Sudi Gaasche, McGathy Metal
Steve Prue, Concrete Marketing
Joanne Grand, AIM Marketing
Munsey Ricci,
Skateboard Marketing

GAVIN SEMINAR REGISTRATION RATES

INCLUDES ALL APPLICABLE SEMINAR PANELS, SHOWCASES, EXHIBITS, COCKTAIL PARTY AND AWARDS PRESENTATION.

If Postmarked By February 3, 1995
\$335 per registrant
(includes one Cocktail Party ticket)

REGISTRATION AT THE DOOR:
\$395 per registrant
(includes one Cocktail Party ticket)

ADDITIONAL TICKETS

\$75 per extra Cocktail Party ticket
 Additional tickets available only with full registration

Please mail this application to:



The 1995 GAVIN Seminar
140 Second Street
Second Floor
San Francisco, CA 94105

Make Check Payable to: The 1995 Gavin Seminar

All checks will be verified prior to registration and registration credentials will not be issued under any circumstances if the check is returned

Important!

NO CHECKS ACCEPTED AFTER FEBRUARY 3 OR DURING ON-SITE REGISTRATION!



Attention! We Now Accept Visa and MasterCard

GAVIN REGISTRATION HOTLINE: 415-495-3200

FOR GAVIN INTER-OFFICE USE ONLY
Authorization # _____

MAIN CONTACT

Person to contact regarding multiple registrations

First Name _____
 Last Name _____
 Title _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 Fax _____



SUMMARY

Total # of Registrations _____ x \$ _____ * = _____
 Total # Extra Cocktail Party Tickets _____ x \$75 = _____
 Check or Credit Card Number _____
 Credit Card Expiration Date _____
 Company Name On Check Or Credit Card _____
 Bank Drawn On (For Check Only) _____

*Please enter appropriate registration price from previous page

GAVIN REGISTRATION HOTLINE: 415-495-3200

FOR GAVIN INTER-OFFICE USE ONLY
Authorization # _____

REGISTRANT INFORMATION

First Name _____
 Last Name _____
 Title _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 Fax _____
 Radio/Non-Radio _____
 Format _____

BADGE INFORMATION

(AS YOU WANT IT TO APPEAR)



Name _____
 Company _____
 City (radio only) _____
 # Registrations _____
 # Extra Cocktail Party Tickets _____

GAVIN REGISTRATION HOTLINE: 415-495-3200



MidSouth

“WITHOUT YOU (I HAVEN'T GOT A PRAYER)”

GAVIN A/C DEBUT IN UP & COMING

WGFB
WVOK
WMT

WHA1
KLMJ
WFRO

WHLM
KOEL
KATW

WTSX
KOKO

WMVA
KOLS

“The comparison with Little Texas won't hurt this even newer band break into A/C territory with a really strong song that is rich in harmony and sentiment.” —Gavin A/C Review



Up & Coming

Reports	Adds	SPINS	TRENDS	
41	3	616	+132	JULES SHEAR - The Sun Ain't Gonna Shine Anymore (Island)
41	36	516	+452 *	JOHN WAITE - How Did I Get By Without You? (Imago)
40	4	609	+134	EDIE BRICKELL - Tomorrow Comes (Geffen)
33	32	418	+418 *	GLORIA ESTEFAN - Everlasting Love (Epic)
31	6	432	+142	3rd MATINEE - Family Tree (Reprise)
25	4	560	+127	THE REAL McCOY - Another Night (Arista)
25	22	296	+270 *	JOE COCKER - Have A Little Faith In Me (550 Music)
23	13	317	+196 *	JAMIE WALTERS - Hold On (Atlantic)
21	6	333	+88	MARY CHAPIN CARPENTER - Shut Up And Kiss Me (Columbia)
19	2	246	+81	WENDY MOTEN - Whatever You Imagine (Fox/EMI)
19	4	339	+160	TONI BRAXTON - I Belong To You (LaFace/Arista)
18	4	222	+50	SPUTZ - See Saw (Saturn)
18	15	166	+136 *	CLEVE FRANCIS & PATTI AUSTIN - We Fell In Love Anyway (Liberty)
17	16	170	+160 *	GLORIA LORING - Slow Dancin' (USA)
16	9	202	+101 *	BOB DYLAN - Dignity (Columbia)
15	3	308	+76	COUNTING CROWS - Rain King (DGC)
15	1	195	+52	MAIRE BRENNAN - Big Yellow Taxi (Atlantic)
14	6	163	+64 *	LIVES OF A CELL - Waitin' For You (MJM)
13	4	141	+76 *	MIDSOUTH - Without You (I Haven't Got A Prayer) (Reprise)
12	3	215	+79 *	ANDRU DONALDS - Mishale (Metro Blue/Capitol)
11	1	249	+90 *	FREEDY JOHNSTON - Bad Reputation (Elektra/EEG)

Dropped: Sari, Paul Hardcastle, Elissa Lala.

* Indicates Debut

have more than 200 stations and will have to show more than 5,500 spins. Any of this week's top five can do that.

Luther Vandross is on the verge of a top 10 with "Always & Forever" at #12. It's about to clear an average of 20 spins per playing station and this week it scores 11 ADDs—KTLS, WSGL, WKLI, KTQM, KBMG, KWXX, WCRE, KCHA, KFML, KCMT and KBOI.

Huey Lewis & The News' "Little Bitty Pretty One" has grown 17 ranks since the holidays and, like Vandross, is approaching 20 spins per playing station.

In just two chart weeks, a former RECORD TO WATCH, **Patty Smyth's** "Look What Love Has Done" has done quite a chart job as it has gone from CHART-BOUND before the break, to #23 now. Forty-five ADDs in that time including this week's 23 including WQTU, WSPT, WHMI, KLWN, KUDL, WJER, WNYR, WVLT, KTHO KCRE and KXRO.

Yet another former RECORD TO WATCH, **Des'ree's** "You Gotta Be," is up 15 ranks since the break (#39 to #24). An excellent 22 spins per playing station contributes to its high stat profile. Now on at KVIC, Z106, WIVY, KSTP, WDAY, WRQX, KOSO, K99, WLBC, KXLK, KDMX and WBXX, all of whom report 30 plays a week or more.

Top debut this week is **Martin Page's** "In The House Of Stone And Light" which comes in at #36, ahead of our TOP TIP, **Sheryl**

Crow's "Strong Enough," her worthy sequel to "All I Wanna Do." This was a big week for Page as the track was a MOST ADDED with 28 new. In one week its air-play base increased by more than 50%. New this issue for WMXB, WJLK, WQLR, KBOZ, WLZW, WSUL, KKKI, WTTR and Q93. Crow's latest ties **John Waite's** "How Did I Get By Without You" for #1 MOST ADDED with 36.

Speaking of Waite's latest, here's a record with no known distribution at the moment as Imago is no longer distributed by BMG.

Nonetheless, this strong track is still a favorite ADD at the likes of KXYQ, WCKQ, KVVN, WTSX, WRQX, WFPS and WKSQ etc. So in keeping with our tradition of RECORD TO WATCH handicaps, we'll designate this one for Gavin A/C RECORD TO WATCH for January 13, 1995.

Last issue's RECORD TO WATCH, **4PM's** "Sukiyaki," moves from UP & COMING to CHART-BOUND with 13 ADDs and a spincrease of 431. New to the track are KKKI, WDEF, JOY 99, WQLH, KSTP, WMT, KKIQ, KQDJ, WJER, WLSW, WSGL, WVNC and KYZX.

TOP TIP is **Shawn Colvin & Mary Chapin Carpenter's** "One Cool Remove," yet another former RECORD TO WATCH. This one is poised at the top of CHART-BOUND with 60 players already. Among the believers are WLBC, WAHR, KLMJ, WPXZ, KGLE, KTHO, KATW and WQTU.

New Releases

GLORIA ESTEFAN
"Everlasting Love" (Epic)

Gloria remains in a retro mode for this up 'n' at 'em version of a pop classic that's been a hit more than once before. This is a fully-involved production with more beats-per-minute than anything she's ever recorded. It's fun and can even be played by the few who avoided the first single, "Turn The Beat Around."

CHRIS REA
"Fool (If You Think It's Over)"
(Eastwest/EEG)

A truly great song that Rea wrote and originally recorded 16 years ago, it's now redone with an up-to-the-minute arrangement. Rea's greatness as a singer/songwriter and guitarist should finally be put in perspective as this track fronts his first-ever American Greatest Hits package out next month. Can't wait!

**SOPHIE B. HAWKINS**
"As I Lay Me Down" (Columbia)

Here's the track that will make Hawkins a definitive A/C artist. It may be easy on the ear, and the sentiment is wistful and hopeful. Should do well and play forever at A/C.

BOB DYLAN
"Dignity" (Columbia)

It's about time we get something from this Hall Of Famer that makes sense for our format. Dylan's at his most lucid with this one. Unlike his usual mumbling self, a lyric sheet is hardly necessary.

LARRY CORYELL
"I'll Be Over You" (CTI)

Toto's 1986 hit is redone by an all-star lineup fronted by Peabo Bryson on vocals, Grover Washington, Jr. on sax and our host, journeyman guitarist Larry Coryell. Bryson's strong vocals and a familiar song take this out of AA and into A/C with great possibilities.

MELISSA MANCHESTER
"In A Perfect World" (Atlantic)

It may have been a long time since A/C's heard from Melissa Manchester, but she makes up for lost time with a solid ballad from the pens of writers Wendy Waldman, Alan Rich and Jud Friedman. This one has wind beneath its wings, if you know what we mean.

CARLY SIMON



LABEL: Arista

VP OF PROMOTION: Mark Rizzo

BIRTHDATE & BIRTHPLACE:

June 25, 1945 - New York City, New York

CURRENT RESIDENCE: New York City

MARITAL STATUS: Married

CURRENT ALBUM: Letters Never Sent

BIGGEST SINGLE TO DATE:

"You're So Vain"

MUSICAL INFLUENCES:

"Gershwin, Beethoven, Bach, Cat Stevens, Bob Dylan."

LIKES: "Peonies, pearls, open mindedness."

DISLIKES: "Lies, bigotry, interlopers."

FAVORITE PASTIME: "Insomnia."

FAVORITE SPORTS TEAM:

"Brooklyn Dodgers."

PETS: "Jonny - my ancient messy poodle."

IF I WEREN'T A RECORDING ARTIST, I'D BE: "A cook and an inventor."

YOUR MOST TREASURED MATERIAL POSSESSION: "My vocal chords."

AMBITIONS DO YOU STILL HAVE TO FULFILL: "Touring."

BEST ADVICE YOU'VE EVER RECEIVED: "Don't tour."

THREE ESSENTIALS YOU WOULD NEED TO SURVIVE ON A DESERT ISLAND: "A king size bed with pure linen sheets, three mango trees and a hit record."

S/P/W

SPINS PER WEEK PER STATION

VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	27.85
BON JOVI - Always (Mercury)	26.60
AMY GRANT with VINCE GILL - House Of Love (A&M)	26.49
MELISSA ETHERIDGE - I'm The Only One (Island)	26.26
RICHARD MARX - Nothing Left Behind Us (Capitol)	25.02
CELINE DION - Only One Road (550 Music)	24.51
STEVE PERRY - Missing You (Columbia)	23.66
JON SECADA - Mental Picture (SBK/EMI)	23.62
JON SECADA - If You Go (SBK/EMI)	23.36
STING - When We Dance (A&M)	23.36
BOYZ II MEN - On Bended Knee (Motown)	23.20
BOYZ II MEN - I'll Make Love To You (Motown)	22.66
EAGLES - Love Will Keep Us Alive (Geffen)	22.49
THE REAL McCOY - Another Night (Arista)	22.40
TOM PETTY - You Don't Know How It Feels (Warner Bros.)	22.23
DES'REE - You Gotta Be (550 Music)	22.15
JOSHUA KADISON - Picture Postcards From L.A. (SBK/EMI)	22.01
SHERYL CROW - All I Wanna Do (A&M)	21.92
MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	21.78
DAN HARTMAN - The Love In Your Eyes (Chaos)	21.28

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

SPINCREASES

RANKED INCREASE IN TOTAL SPINS

EAGLES - Love Will Keep Us Alive (Geffen)	1887
MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	1805
VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	1211
BOYZ II MEN - On Bended Knee (Motown)	1182
AMY GRANT with VINCE GILL - House Of Love (A&M)	1106
RICHARD MARX - Nothing Left Behind Us (Capitol)	1007
JON SECADA - Mental Picture (SBK/EMI)	994
LUTHER VANDROSS - Always And Forever (LV/Epic)	921
HUEY LEWIS & THE NEWS - Little Bitty Pretty One (Elektra/EEG)	903
STEVE PERRY - Missing You (Columbia)	863
CELINE DION - Only One Road (550 Music)	791
MARTIN PAGE - In The House Of Stone And Light (Mercury)	728
DES'REE - You Gotta Be (550 Music)	708
PATTY SMYTH - Look What Love Has Done (Theme From Junior) (MCA)	708
BOB SEGER AND THE SILVER BULLET BAND - In Your Time (Capitol)	700
WYNONNA & MICHAEL ENGLISH - Healing (Curb)	668
STING - When We Dance (A&M)	635
MELISSA ETHERIDGE - I'm The Only One (Island)	613
HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	600
SHERYL CROW - Strong Enough (A&M)	596

GAVIN CHART CONNECTIONS

TOP 40	A/C	URBAN
1 BOYZ II MEN - On Bended Knee (Motown)	8	1↑
2↑ MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)	5↑	
3 BON JOVI - Always (Mercury)	13	
5 HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)	18↑	
6↑ TOM PETTY - You Don't Know How It Feels (Warner Bros.)	19↑	
8↑ INI KAMOZE - Here Comes The Hotstepper (Columbia)		37
9↑ VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)	1	30
11 GIN BLOSSOMS - Allison Road (A&M)	29	
12 JADE - Every Day Of The Week (Giant)		11↑
13↑ DES'REE - You Gotta Be (550 Music)	24↑	
14↑ JON SECADA - Mental Picture (SBK/EMI)	7	
15↑ TLC - Creep (LaFace/Arista)		2
17 MELISSA ETHERIDGE - I'm The Only One (Island)	15	
21 ACE OF BASE - Living In Danger (Arista)	38	
22↑ TONI BRAXTON - I Belong To You (LaFace/Arista)		7↑
26 MADONNA - Secret (Maverick/Sire/Warner Bros.)	20	
28 SHERYL CROW - All I Wanna Do (A&M)	39	
30 STING - When We Dance (A&M)	9	
31↑ ZHANE - Shame (Hollywood/Jive)		8
33↑ BRANDY - I Wanna Be Down (Atlantic)		21
35 BOYZ II MEN - I'll Make Love To You (Motown)	30↑	
39 AMY GRANT with VINCE GILL - House Of Love (A&M)	2	
40↑ EAGLES - Love Will Keep Us Alive (Geffen)	4↑	
LUTHER VANDROSS - Always And Forever (LV/Epic)	12↑	10
ANITA BAKER - I Apologize (Elektra/EEG)	37↑	6↑

Inside Connections



Reporting levels are returning to near normal as we processed 520 combined playlists in this Top 40, Urban and A/C mix.

Clearly, the consensus track of the month is **Boyz II Men's** "On Bended Knee," which is no less than #8 in any of the formats. A massive airplay base of 437 stations are on it and loving it.

No track other than "Bended Knee" goes three ways. But that shouldn't take away from the two-way success of **Madonna's** "Take A Bow" and **Bon Jovi's** "Always."

Stand-alone successes include **The Eagles'** "Love Will Keep Us Alive" which is #4 A/C, **Brownstone's** "If You Love Me," #3 Urban, and **The Real McCoy's** "Another Night" at #4 Top 40.

On the MOST ADDED front, **Sheryl Crow's** "Strong Enough" is

tops in both A/C and Top 40 with a combined 101. The **Eagles'** "Love Will Keep Us Alive" is a distant second with 73 combined. Former **Arrested Developer, Dionne Farris**, opens with 65 players on her solo debut "I Know," all of whom are in Top 40.

Also, in a bit of a fluke, **Gloria Estefan's** next single, "Everlasting Love," was shipped to A/C radio way in advance of its scheduled ADD date of January 24, but it was an A/C MOST ADDED anyway. Go figure.

On the GAVIN GO chart, **Counting Crows'** "Rain King" is now a top ten, eight ranks ahead of the main chart. Other GO chart standouts include a #24 debut for **Martin Page's** "In The House Of Stone and Light." Exclusive GO chart debuts include **Sheryl Crow's** "Strong Enough" at #39 and **The Eagles'** "Love Will Keep Us Alive" at #31. —RON FELL

Martin Page



POST-BOP

2W	LW	TW	
-	2	1	DAVID "FATHEAD" NEWMAN - Mr. Gentle Mr. Cool (Kokopelli)
-	1	2	KEVIN MAHOGANY - Songs & Moments (Enja)
-	15	3	PHAROAH SANDERS QUARTET - Crescent With Love (Evidence)
-	4	4	TOOTS THIELEMANS - East Coast West Coast (Private Music)
-	9	5	TEODROSS AVERY - In Other Words (GRP)
-	7	6	CECIL BROOKS III - Neck Peckin' Jammie (Muse)
-	12	7	RON CARTER - Jazz, My Romance (Blue Note)
-	11	8	GERRY MULLIGAN QUARTET - Dream A Little Dream (Telarc Int'l)
-	14	9	WINARD HARPER - Be Yourself (Epicure/Epic)
-	10	10	JAY HOGGARD - Love Is The Answer (Muse)
-	3	11	RAY BROWN TRIO - Don't Get Sassy (Telarc Int'l)
-	17	12	GERI ALLEN TRIO - Twenty One (Blue Note)
-	5	13	JIMMY SMITH TRIO - The Master (Blue Note)
-	8	14	GEORGE SHEARING - That Shearing Sound (Telarc Int'l)
-	23	15	DARRELL GRANT QUARTET - Black Art (Criss Cross)
-	19	16	JOSHUA BREAKSTONE QUARTET - Sittin' On The Thing With Ming (Capri)
-	18	17	CHARLES BROWN - These Blues (Verve/PolyGram)
-	30	18	PROJECT G-5 - A Tribute To Wes Montgomery (Evidence)
-	6	19	WESSELL ANDERSON - Warmdaddy In The Garden Of Swing (Atlantic)
-	25	20	DAVE KIKOSKI - Dave Kikoski (Epicure/Epic)
-	24	21	WINSTON WALLS - Boss Of The B-3 (Schoolkids')
-	13	22	MARK WHITFIELD - True Blue (Verve/PolyGram)
-	16	23	BETTY CARTER - Feed The Fire (Verve/PolyGram)
NEW	24		SCOTT HAMILTON - Organic Duke (Concord Jazz)
-	27	25	HANNIBAL - One With The Wind (Muse)
-	20	26	TIGER OKOSHI - Two Sides To Every Story (JVC)
-	28	27	RON JACKSON - Thinking Of You (Muse)
NEW	28		JOE LOCASCIO - Silent Motion (Heart Music)
NEW	29		HENDRIK MEURKENS - Slidin' (Concord Jazz)
NEW	30		LEON PARKER - Above & Below (Epicure/Epic)

COMMERCIAL ADULT

2W	LW	TW	
-	1	1	WARREN HILL - Truth (RCA)
-	4	2	JEFF LORBER - West Side Stories (Verve Forecast/PolyGram)
-	2	3	RICHARD ELLIOT - After Dark (Blue Note Contemporary)
-	3	4	NAJEE - Share My World (EMI)
-	5	5	ANITA BAKER - Rhythm Of Love (Elektra/EEG)
-	17	6	VANESSA WILLIAMS - The Sweetest Days (Mercury)
-	16	7	ERIC MARIENTHAL - Street Dance (GRP)
-	13	8	ANDY SNITZER - Ties That Bind (Reprise)
-	15	9	DOC POWELL - Inner City Blues (West Coast)
-	7	10	LUTHER VANDROSS - Songs (Epic)
-	8	11	DAVID BENOIT - Shaken Not Stirred (GRP)
-	9	12	ACOUSTIC ALCHEMY - Against The Grain (GRP)
-	6	13	SPECIAL EFX - Catwalk (JVC)
-	10	14	RUSS FREEMAN & THE RIPPINGTONS - Sahara (GRP)
-	12	15	JOE SAMPLE AND THE SOUL COMMITTEE - Did You Feel That? (Warner Bros.)
-	18	16	AVENUE BLUE featuring JEFF GOLUB - Avenue Blue (Bluemoon)
-	11	17	ROHN LAWRENCE - Hangin' On A String (Atlantic)
-	14	18	JONATHAN BUTLER - Head To Head (Mercury)
-	23	19	MARC ANTOINE - Classical Soul (NYC)
-	21	20	HIROSHIMA - Hiroshima/L.A. (Qwest/Reprise)
-	19	21	KIM PENNYL - When You Were Mine (Shanachie/Cachet)
-	27	22	THE FANTASY BAND - Sweet Dreams (DMP)
-	24	23	KISS THE SKY - Millennium Skyway (JVC)
-	26	24	GERALD VEASLEY - Signs (Heads Up)
-	30	25	RICHY KICKLIGHTER - Myakka (Ichiban)
-	25	26	PETER WHITE - Reflections (Sin-Drome)
-	20	27	CRAIG CHAQUICO - Acoustic Planet (Higher Octave)
-	22	28	JAN HAMMER - Drive (Miramar)
-	28	29	ALVIN DAVIS - Let The Vibes Decide (TriStar Music)
-	29	30	NESTOR TORRES - Burning Whispers (Sony Latin)

Post Bop compiled by a sample of Jazz intensive reports
Commercial Adult compiled by a sample of Adult intensive reports

ARTIST PROFILE

JEFF GOLUB



FROM: Akron, OH

LATEST RELEASE:

Avenue Blue

LABEL: Bluemoon

A BUSY '94: "I've been playing guitar with Rod Stewart for six or seven years. (Last year) I got off Rod's tour in May, worked on his new album in Los Angeles until the end of July, and after three weeks recording with John Waite in New York I went back (to L.A.) to do Avenue Blue in August. We recorded and mixed it in 11 days. As soon as I finished I was back working with Rod again."

MELODIC FUNK: "I like this current trend in instrumental music where funk and soul grooves are back in again. Rhythmically, there's a new style of music forming from the hip-hop and rap thing, taking those grooves and adding more harmonic interest. I also wanted to fuse in the upright bass sound."

MOODY BLUE: "I didn't want to make an aggressive record. This is a different side of my music that I don't have a chance to explore as a sideman. I wanted the record to sound more moody and adult rather than being raucous. (Producer) Rick Braun helped keep things on track with that idea."

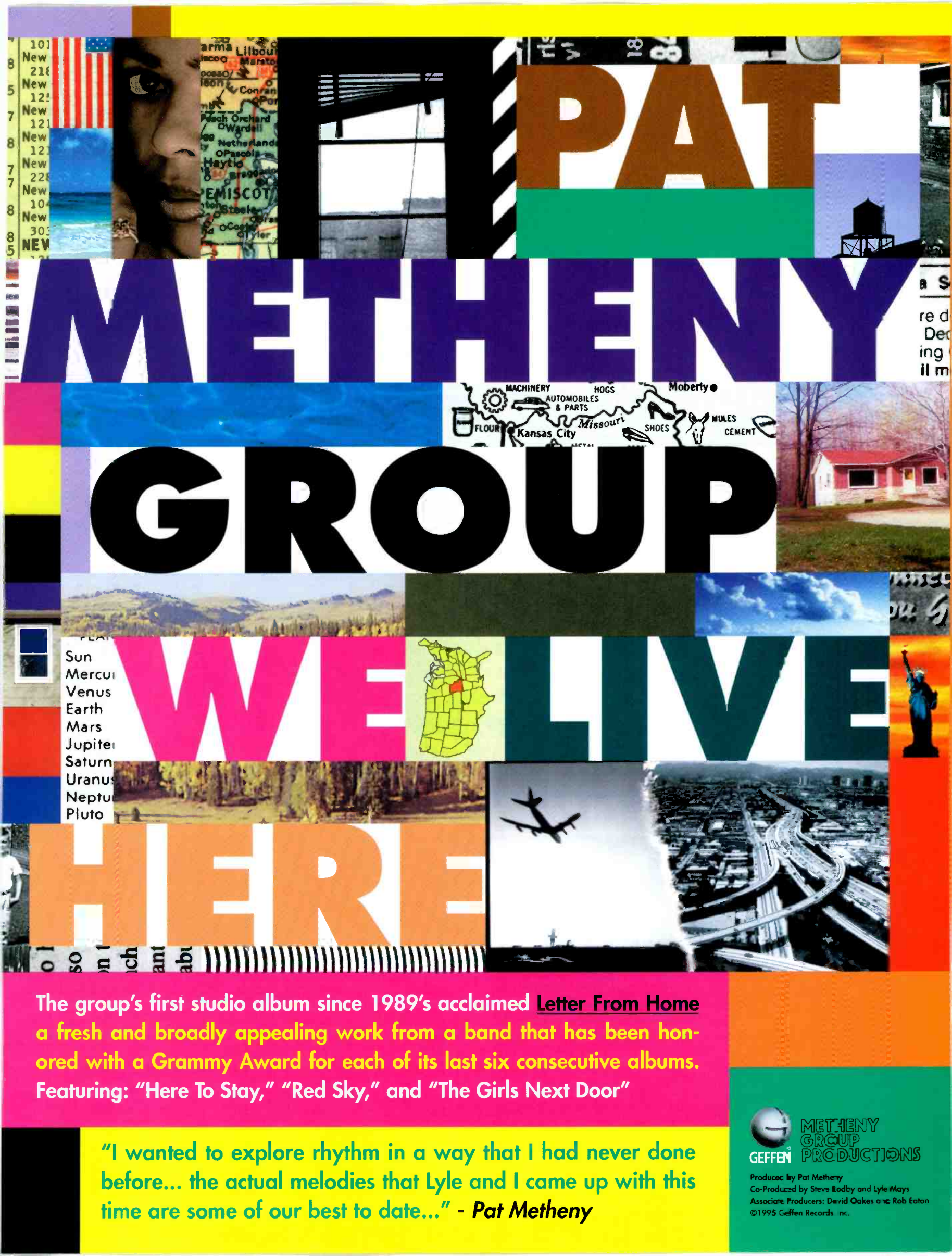
fancy footwork until the new year kicked in with *The Swing And I*. As grounded and tempered as its predecessor, this new one injects a little more Marcus Roberts-styled lineage to complement the robust, Bill Evans type trio setting. "Swing" is still the operative word here. The title cut sways and pushes to a vigorous walking bass line, while the three pieces in Reed's "Gemini Suite" portrays virtuosity, mood variations and pure technical flash. Quite often Reed says his piece in three minutes or less with finger-popping vignettes like the "Felix The Cat" and "Big Dogs." Reed packs plenty of cool and gospel swing with his indispensable rhythm section of drummer Greg Hutchinson and alternating bassists Ben Wolfe and the plucky Rodney Whitaker.

BILLY JOE WALKER, JR. LIFE IS GOOD (LIBERTY)

Life Is Good when you start the year off with a new Billy Joe Walker, Jr. record. It's been a while since we've heard the sunny collective sounds of Walker, John Barlow Jarvis, Matt Rollings and the rest of those Nashville hired guns. Prior to establishing himself in Nashville, Walker spent considerable time in Los Angeles playing session dates. Having been smoked out of his home studio in Tennessee for *Life Is Good*, Walker journeys back to L.A. to round up a bunch of Southern California players like Brandon Fields and Luis Conte. The band styled performance on "Too Cool For Words" sparks the tone for the most airplay friendly tracks, i.e. lots of live, ensemble playing. "West Coast Sunset" has that cool breeziness that should delight top five major markets like Dallas, San Diego and San Francisco. Walker joins signature A2 artists like Joe Sample and Jeff Lorber in going for a deliberate live feel in the studio.

JOHNNY ADAMS THE VERDICT (ROUNDER)

Here's a little something to warm you up until you make it down to New Orleans for the real live experience. If our memories serve us, wasn't 1993's *Good Morning Heartache* an extra hoppin' affair and a departure from Johnny Adams usual blues persona? If so, then with *The Verdict*, Adams continues his jazzy ways with the full bodied sax sounds of Houston Person right at his side. The title cut and "I Cover The Waterfront" are two smoky crooner tunes that could rival anything off the last Little Jimmy Scott record. New Orleans jazz fixtures pianist David Torkanowsky and guitarist Steve Masakowski supply some confident jazz backup to Person and Adams' potentially dominant musical shadows. "A Lot Of Living To Do" is an intriguing duo of Harry Connick,



PAT

METHENY

GROUP

WE LIVE

HERE

The group's first studio album since 1989's acclaimed Letter From Home a fresh and broadly appealing work from a band that has been honored with a Grammy Award for each of its last six consecutive albums. Featuring: "Here To Stay," "Red Sky," and "The Girls Next Door"

"I wanted to explore rhythm in a way that I had never done before... the actual melodies that Lyle and I came up with this time are some of our best to date..." - Pat Metheny

 METHENY GROUP PRODUCTIONS

Produced by Pat Metheny
Co-Produced by Steve Rodby and Lyle Mays
Associate Producers: David Oakes and Rob Eaton
©1995 Geffen Records, Inc.

GAVIN A³

EDITORS:
KENT/KEITH
ZIMMERMAN



Album Adult Alternative

Most Added

NICK LOWE (24)

The Impossible Bird
(Upstart/Rounder)

SIMPLE MINDS (21)

Good News From The Next World
(Virgin)

THE CHIEFTAINS (19)

Long Black Veil (RCA Victor)

COLUMBIA RADIO HOUR (16)

(Columbia)

MARY KARLZEN 12)

Yell At Mary (Atlantic)

RECORD TO WATCH

PORTISHEAD

Sour Times

(Go Disc!/London)

More rhythmic possibilities for A3. Added at KSCA, KTCZ, WMVY, KGSR, with rotations or KIOT, WXPB, KRCL, WRSI, WXRT and KCRW.

Top Tip

GOD STREET WINE

\$1.99 Romances (Geffen)
Produced by Jim Dickinson, the entire album follows a five track sampler featuring "Nightingale" and "Molly."

Gridbound

- * NICK LOWE (Upstart/Rounder)
- * SIMPLE MINDS (Virgin)
- DIONNE FARRIS (Columbia)
- READY TO WEAR SOUNDTRACK (Columbia)
- * COLUMBIA RADIO HOUR (Columbia)
- KASHTIN (Tri-Star)
- MATT KEATING (Alias)
- DEBORAH HOLLAND (Dog & Poney)
- * BOTTLE ROCKETS (East Side Digital)
- * THE CHIEFTAINS (RCA Victor)
- * MARY KARLZEN (Atlantic)
- * DEL AMITRI (A&M)
- * PORTISHEAD (Go! Discs/London)
- SHELTER COMPILATION (Putumayo)
- * PAT METHENY (Geffen)

Dropped: #45 Santana Brothers, #47 dada, #49 Paul Kelly, The Beatles.

JAI UTTAL

BEGGARS AND SAINTS

These stations did not miss the boat:

WCBE, WDET, DMX CABLE, KIOT, KPFT, WBJB, KERA, KRVM, WERU, KFMG, WNKU, KAXE, KCSU, KTAO.
TESTS: KRCC, WVAY, WXPB, KTHX, WRNR.

Here is what radio is saying:

"We've been playing this track in **Heavy rotation** (approx. 15-20 spins per week) since late October. Not only isn't it even begun to 'burn,' it remains one of our Top 5 most requested songs week after week."

Don't predetermine that Jai Uttal is only for those who utilize World Music. Listen to the enormous hook of *Be With You* and let your ears decide."

- Mike Marrone PD KIOT Radio/Albuquerque-Santa Fe

"Jai is a real ear opener... We have had as many 'who was that?' calls' on Jai as any in 1994."

- WNKU/Dan Reed

"Very Groovy 'Eastern Beats' mixed with strong accessible melodies... Beautifully produced and brilliantly executed!"

- WCBE/Jon Peterson

FOR SERVICE CALL CARLOS AT TRILOKA RECORDS (505) 820-2833
OR CALL SERIOUS BOB AT (212) 580-3314

Kevin Salem

As a guitarist, songwriter and producer, he's worked with *Dumptruck*, *Madder Rose*, *Syd Straw*, *Freedy Johnston*, *Yo La Tengo* and *Scarce*, just to name a few.



Now hear how good his debut solo album sounds.

Soma City

Added this week at:
KIOT - Santa Fe
WCBE - Columbus
KTAO - Taos, NM

Produced by Niko Bolas • Management: Grant Blaisdell
To visit Soma City call Tom Gates @ 212.219.0077ext1.206
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reporters: The deadline for reporting is Tuesday 2:00 p.m. Pacific Standard Time. Any reports received after that will not be included in the research...**Century Media's Insult To Injury** lands on the chart this week despite the lack of reports, which is very encouraging. This is a great record that has spent quite a lot of time in my CD player to the dismay of my fellow employees who have to endure the metallic grinds that constantly blast out of my little niche and riot down the hall. You know it's a good record when someone outside your format tells you to "Turn that shit down!" **Atlantic's Demon Knight Soundtrack** debuts at 16 making it one of the highest debuting records since the birth of the GAVIN Rocks chart. **Immortal**



and **Epic's Korn** (above) continues to soar up the chart battling it out with **Columbia's Nativity In Black Compilation** which, according to the mighty **Steve Prue**, has sold close to 160,000 units, has gone platinum in Thailand and is nearing gold in Australia and Canada. The Thais definitely know how to enjoy a good record if you know what I mean and if you don't, never mind. This week's number one most added, **Sex, Love And Money on Rockworld Records**, is causing a rumble at rock radio and should chart soon, even though **Rockworld's Russ Miller** is a Dallas Cowboys fan. What a confused dude...During my travels last Friday night (January 6) I caught the **Testament** show at San Francisco's Trocadero. Can you say Smokin'? These boys know how to rock as did their supporting act and SF01



veterans **Pigs**. (above) Self-described as core groove with a yeast infection, the Bay Area's Pigs are perking the interest from a few labels and even had **Metallica** show up with **James Hetfield** bobbing his head up and down during the show. You will all be familiar with Pigs it's just a matter of time... Until our next episode, keep it hard.

Rock Releases

**TAD
Live Alien Broadcasts
(Futurist)**

What could possibly be more exciting than an album from Tad? Why a live album from Tad of course. The original grunge master and ex-butcher, Tad Doyle, has again reared his creative axe to bring you *Live Alien Broadcasts*, which consists of ten live tracks. The unsung hero of the Northwestern grunge scene, and one of the few Seattle bands untainted by commercialism, Tad delivers a slew of live tracks that will inevitably find their way onto college metal and alternative playlists. Joined by fellow spuzz experts, guitarist Gary Thorstensen, bassist Kurt Danielson and drum basher John Sinder, Tad treats us to a few new tracks, "Demon Seed,"



"Delinquent," "Pale Corkscrew" and "Sunday Drive." If you have a fetish for wiry guitar licks, strong bass thumps and hefty drum slams don't overlook those tracks. But if you're against change and anything new you'll be pleased with some of the classic Tad that's offered here including "Stumblin' Man," "Just Bought The Farm" and "Jack." Any evidence of a live audience is almost non-existent, because before going into "Just Bought The Farm" Tad warned the crowd, "This is a live recording so anything you say can and will be used against you at McDonalds." For fear of having their happy meal replaced with a bumper meal the audience kept things to a dull roar. For further twisted guitar licks tune in to *Live Alien Broadcasts*. It's just a teaser until a full plate of new songs from Tad's yet-to-be titled album is released in the spring.

**PITCH SHIFTER
The Remix War
(Earache)**

The battle for industrial metal supremacy continues with the release of *The Remix War*, the latest strategic assault by Engalnd's Pitch Shifter. Having already made inroads into metal radio with their 1994 release, *Desensitized*, Pitch Shifter (Jon Carter, guitars/programming;

J.S. Clayden, vocals; Mark Clayden, bass; D, drums) has intensified their attack by joining forces with Biohazard, Therapy? and Gunshot. Listeners will dive for cover as metallic chords explode from Therapy?'s riveting version of "Diable" while Gunshot's strafing guitar hooks poke holes in weak spots on the radio front with their rendition of "Triad." Biohazard drops in behind the lines with romping bass lines capturing all those susceptible to hip hop grooves. Clearly in control of this blistering campaign is Pitch Shifter, who release relentless waves of industrial guitars and top secret digital programming with "Triad," "Diable," "To Die Is Gain" and "NCM." All easy listeners should run for the hills as *The Remix War* approaches your city.

**KERBDOG
"Dummy Crusher"
(Mercury)**

The third single from Kerbdog's self-titled debut album has arrived and should immediately be thrown into rotation to keep your sound hard. "Dummy Crusher" is one of the more aggressive songs from the album, with its ripping hard rock guitar slams, abrasive vocals and a thunderous beat. This is not just one of your run-of-the-mill singles that's one song and a token live track with a double secret probation, swiss cheese sardonic remix. No! This single includes a clean, album and live version of "Dummy Crusher" plus a



cover of P.I.L.'s "This Is Not A Love Song" (absolutely fabulous) and an amazing cover of The Pixies' "Debaser." Wait, there's more. Also included in this amazing package is *Live At Concrete*, a second CD with live versions of "End Of Green," "Dry Riser" and "Dead Anyway." All three were recorded at The Palace in Hollywood during the Foundations Forum, which I was fortunate enough to attend. So what would you pay for this once in a lifetime super Kerbdog CD package? Well, if you're a radio type who likes good music you won't have to take out a second mortgage on your mountain bike because it's free. Just play it.

**DOWNSET
& More Live Tracks
(Mercury)**

More single action comes your way from Mercury Records with

Downset's *& More Live Tracks*. Laden with low-end grooves and in-your-face lyrics, Downset delivers three live tracks, "Touch," "Body Cry" and "My American Prayer" which, like the Kerbdog single, was recorded at The Palace in Hollywood during the



Foundations Forum. All of these are on their 1994 debut self-titled album which was enthusiastically received by rock radio. *& More Live Tracks'* sound quality is excellent, so there's no reason not to give this a few spins. The first cut, "Downset" is a radio edit recorded in the studio, and it completely smokes. It's a great song for your mosh-oriented listeners. As the whole radio rock scene builds momentum, Downset will make a great addition to any playlist and is guaranteed to keep your listeners on your end of the dial. Get down with Downset.

**KYUSS
"Demon Cleaner"
(Elektra)**

Psychedelic hard rock enthusiasts rejoice! Elektra Records treats you to more groove-infested rock from Kyuss with the release of *Demon Cleaner*, a four-song ep featuring three live tracks recorded at the Marquee club in Hamburg. Most of you should already be familiar with the title track (this is the studio version), as well as the live versions of "Gardenia" and "Conan Trout Man" from their last LP *Sky Valley*. The other track featured, "Thumb," is one of my all time favorite Kyuss songs and comes from their *Blues For The Red Sun* LP. Squirrely guitar



licks layered with Sabbath-styled rhythms, severe drum bashing and haunting vocals await you when you throw this puppy on. The live tracks are agro-riddled displays of aggression, promoting visions of a frothing pit spitting out bodies in grotesque and unnatural positions. My kind of stuff. Give it a listen.

Up & Coming

Reports	Adds	Weeks	
73	53	1	* RICKY VAN SHELTON - Lola's Love (Columbia)
61	5	4	PERFECT STRANGER - Ridin' The Rodeo (Pacific)
61	—	4	MARTY STUART - Don't Be Cruel (Mercury)
60	5	4	AMIE COMEAUX - Who's She To You (Polydor)
54	42	1	* LARI WHITE - That's How You Know (RCA)
52	19	3	GARTH BROOKS - The Red Strokes (Liberty)
48	7	4	RUSS TAFF - Love Is Not A Thing (Reprise)
47	8	3	PATRICIA CONROY - Somebody's Leavin' (WEA)
46	5	4	NOAH GORDON - The Blue Pages (Patriot)
35	28	1	* MARIE OSMOND - What Kind Of Man (Curb)
33	26	1	* DAVIS DANIEL - Tyler (Polydor)
30	5	3	KRISTI AMOS - Shame On Me (Doorknob)

Dropped: #34-Faith Hill, #38-Mark Collie, #39-The Wiggins, #48-Lari White (KNOW), #49-Vince Gill, #50-The Mavericks (HEART), Pirates Of The Mississippi * Indicates Drop

Top Ten Videos

Courtesy of Country Music Television 

1. TIM McGRAW - Not A Moment Too Soon (Curb)
2. GARTH BROOKS - The Red Strokes (Liberty)
3. PAM TILLIS - Mi Vida Loca (My Crazy Life) (Arista)
4. REBA McENTIRE - Till You Love Me (MCA)
5. RICK TREVINO - Dr. Time (Columbia)
6. JOE DIFFIE - Pickup Man (Epic)
7. JOHN BERRY - You And Only You (Liberty)
8. ALAN JACKSON - Gone Country (Arista)
9. THE MAVERICKS - There Goes My Heart (MCA)
10. PATTY LOVELESS - Here I Am (Epic)

Album Cuts

- SKYNYRD FRYNDS - Sweet Home Alabama (Alabama)/Don't Ask Me No Questions (Travis Tritt)/I Know A Little (Sammy Kershaw)/Call Me The Breeze (Mavericks)/Simple Man (Confederate Railroad)/What's Your Name (Steve Earle)
- AARON TIPPIN - Bayou Baby/Country Boy's Tool Box
- JOE DIFFIE - Good Brown Gravy

underway at KEBC-Oklahoma City. Stacy Barton moves from sister station KYJO to join Lago In The Morning. She replaces Jan Roby, who is pursuing other options. Steve Chase moves over from crosstown KYIS to do weekends...Please note: WXTU-Philadelphia's area code has changed to 610...Bear O'Brian has taken over as PD/morning guy at WSTH-Columbus...With Cary Rolfe moving to KZLA, Jim Davis is now PD at KKNU-Eugene...WLFE-St. Albans MD Matt Henry exits to take over as PD/Production Director at WNKV/WSTJ-St. Johnsbury. WLFE PD Kenny Rodman will take over music duties.

ARTIST NEWS...

As you've undoubtedly heard, Wynonna got an early Christmas present this year—congrats to Wy and Arch Kelly on the December 23 birth of their son Elijah Judd Kelly...Tanya Tucker gave Joe Diffie's son Tyler a very special Christmas gift: a horse named "Pick-Up Man." Tanya was inspired to give

the gift after reading of Tyler, a five-year-old with Downs syndrome, in the special country edition of People. The story gets even better: Tanya chose a horse because of an incident where a South Dakota girl with Down's who had never spoken, one day sang every word to "Delta Dawn." The girl's parents were so grateful that they presented Tanya with an Arabian horse...Garth Brooks will present his third NBC special, *Garth Brooks/The Hits*, Wednesday, January 18. The hour-long show will feature performances from his recent world tour, as well as a live interactive 800-number where viewers can pose questions to the Garth-man...Oh my. Fruit of the Loom is sponsoring Alan Jackson's 1995 tour. Called the Fruit of the Loom Country Comfort Tour, it's part of a program produced by Warner Custom Music (who also own *New Country* magazine). All we want to know is this: Will any of the ads feature Marky Mark-style modeling?...Aaron Tippin will sing the national

anthem and join Hulk Hogan, Mr. T. and other wrestlers as a special ringside guest at Starrcade '94, broadcast on pay-per-view from Nashville's Municipal Auditorium. Guess all those years of weight training and competing have paid off for the Tipster...Look for Marty Stuart's Marty Party TNN special, featuring Merle Haggard, Pam Tillis and David Ball on February 1 and 7. Stuart plans to release a greatest hits collection, *The Marty Party Hit Pack*, on February 28...1-800 Collect is sponsoring Sawyer Brown's 1995 "Faster & Louder" tour, and a series of humorous commercials showing an "insiders" view of life on the road...Legendary producer Daniel Lanois (U2, Bob Dylan) is set to produce Emmylou Harris's new album for Asylum...Robert Ellis Orrall has signed with Alison Auerbach Public Relations.

INDUSTRY NEWS...

Atlantic bigwig Bryan Switzer announces two promotions. Larry King has the newly-created position of Director of National Promotion. King was formerly Atlantic's Southeast Promotion Manager based in Atlanta. And Bob Heatherly has been promoted to the newly-created post of Vice President of Sales and Marketing. Heatherly joined the label in 1989...Sony's Allen Butler has promoted Phil Little to National Director/Sales. Little has worked for Sony for over 20 years...Changes continue at BNA Entertainment. Britta Davis has been named as Label Administrator and Debbie Schwartz is now the Product Manager.

New Releases

THE MAVERICKS
"I Should Have Been True" (MCA)

David Zimmerman of USA Today calls them "the freshest sound on mainstream country radio," and who are we to disagree? With this beautiful song, Raul Malo once again brings Roy Orbison to mind.

RICKY VAN SHELTON
"Lola's Love" (Columbia)

Ricky brings back his rockabilly sound with this tribute to Lola. It's a super cut from his Love And Honor album.

LARI WHITE
"That's How You Know" (RCA)

Lari wrote this powerful love song along with her husband Chuck Cannon. Hal Ketchum joins in on harmonies, and he and Lari sound wonderful together.

DAVIS DANIEL
"Tyler" (Polydor)

It won't take you long to figure out that Davis wrote this song for his son Tyler. We guarantee it'll break your heart.

ARTIST PROFILE

DOUG SUPERNAW



FROM: Houston, Texas

LABEL: BNA Entertainment

PROMOTION VP: Dale Turner

CURRENT SINGLE: "What'll You Do About Me"

CURRENT ALBUM: Deep Thoughts From A Shallow Mind

FAMILY: Wife Trudy, daughters Brittany and Emma, sons Richard and Phillip

OTHER JOBS: He used to swim in lakes to fetch lost golf balls when he was 13. Later, he left college to work on an oil rig. He was also in-house promoter for the Arena Theater.

INFLUENCES: John Anderson, Vern Gosdin, Gene Watson, Gary Stewart, Eagles, Con Hunley

HOBBIES: Golf and songwriting

FAVORITE SPORTS TEAM: Houston Rockets

ON WORK: "I work from the heart; my heart always rules over my head. I'm easygoing but aggressive, and I'm friendly. My work style is organized chaos."

ON PRODUCER RICHARD LANDIS: "He let me put my two-cents in, and he'd take my two-cents and give me a penny change."

GAVIN ALTERNATIVE

EDITOR: LINDA RYAN
ASSOCIATE EDITOR:
SEANA BARUTH



Inside Alternative

The Arbitron numbers are starting to come in...check the news section for an update, and look here next week for a re-cap.

I gather you've noticed that your GAVINS are coming to you with no **Yellow Pages** in them. I realize that some stations used the **Yellow Pages** to check out what other stations added that week and what not, so here's what I'm thinking: If I grided the commercial alternative chart the way A3 does, you'd have that information (what station played which song how many times a week) at your fingertips. And I like that idea. In order to do that, however, the Gavin chart would have to become a singles oriented chart, and I'd have to drop all but a handful of college stations. And I don't really like that, but I'm willing to make this move if it would provide useful information to programmers. If you feel especially passionate about this subject—either pro grid or con—please call or fax me and let me know. Either way, nothing will be done to the chart until after the seminar in February.

Thanks to KPNT/The Point-St. Louis' **Jim McGuinn** and **Alex Luke** for sending over a copy of the station's *Point Essential*, local band compilation. There were quite a few killer cuts on this first-time effort, including offerings from **Bellyfeel**, **The Finns**, **Bent** and **The Bishops**. Call 'em for your copy at (314) 231-1057.

Seminar update: There will be a special screening of *Basketball Diaries*—the movie based on **Jim Carroll**

book's—not to mention live performances by **PJ Harvey**, **Belly**, **Nine Inch Nails**, **Pop Will Eat Itself**, **Ned's Atomic**

Dustbin, **Lords Of Acid**, **Dink**, **Kittywinder**, **Poster Children**, **Goo Goo Dolls**, **Fossil**, **Dionne Farris**, **Heather Nova** and lots more.

Plus, you'll get to hang out and exchange information with the likes of **KROQ's Kevin Weatherly**, **Gene Sandbloom** and **Lisa Worden**, **Jacobs Media's Tom Calderone**, **KNDD/The End's Marco Collins**, **Rick Lambert** and **Kerri Lee**, **WDRE's Russ Mottla** and **Jonathan Shapiro**, **WWDX's Sandy Horovitz**, **Rev 105's Kevin Cole**, **Jonathan Rosen** and **Allison Strong** from **KUKQ**, the

(P.J. Harvey)



TW		SPINS	TREND
1	PEARL JAM - Spin/Black Circle, Tremor Christ, Better Man (Epic)	2092	+437
2	R.E.M. - What's/Frequency, Bang&Blame, Currencies, Crush (Warner Bros.)	1530	+167
3	GREEN DAY - When I Come Around, Paradise (Reprise)	1425	+300
4	WEEZER - Buddy Holly, Undone, My Name Is (DGC)	1171	+130
5	NIRVANA - About A Girl, The Man Who, Lake/Fire, Jesus Doesn't (DGC)	1167	+78
6	THE CRANBERRIES - Zombie, Ode/Family, I Can't Be, Dreaming (Island)	1147	+162
7	OFFSPRING - Gotta, Come Out And Play, Self Esteem (Epitaph)	1056	+184
8	STONE ROSES - Love Spreads (Geffen)	1034	+306
9	PORTISHEAD - Sour Times (London)	964	+293
10	STONE TEMPLE PILOTS - Unglued, Interstate Love Song, Pretty Penny (Atlantic)	963	+118
11	BUSH - Everything Zen, Monkey (Trauma/Interscope/AG)	916	+240
12	VERUCA SALT - Seether, Number One, Victrola, Spiderman (Minty Fresh)	854	+211
13	FLAMING LIPS - She Don't Use Jelly (Warner Bros.)	822	+337
14	HOLE - Doll Parts, Asking for It, Violet (DGC)	818	+111
15	BAD RELIGION - Stranger Than, 21st Century, Incomplete, Infected (Atlantic)	816	+42
16	OASIS - Supersonic, Live Forever, Rock And Roll Star (Epic)	746	+126
17	SMASHING PUMPKINS - Landslide, Frail And Bedazzled (Virgin)	705	-126
18	NINE INCH NAILS - Piggy, March, Closer (Nhtng/TVT/Interscope/ARG)	647	+151
19	SOUNDGARDEN - My Wave, Fell On Black, Black Hole, (A&M)	574	+131
20	MAZZY STAR - Halah (Capitol)	545	+105
21	LIVE - I Alone, Lightning Crashes (Radioactive)	529	+213
22	THROWING MUSES - Bright Yellow Gun (Sire/Warner Bros.)	520	+277
23	LIZ PHAIR - Supernova, Whip-Smart (Matador/Atlantic)	496	-170
24	SHERYL CROW - All I Wanna, Strong Enough (A&M)	480	+194
25	CLERKS SOUNDTRACK - Soul Asylum, Alice In Chains (Columbia)	469	+12
26	MELROSE PLACE, THE MUSIC - Aimee Mann, James, Letters To Cleo (Giant)	442	+69
27	DINOSAUR JR. - I Don't Think So, Feel The Pain (Sire/Reprise)	416	+112
28	WEEN - Vocdoo Lady, Can't Put My Finger On It (Elektra/EEG)	411	-12
29	DINK - Green Mind (Capitol)	404	+75
30	LETTERS TO CLEO - Here & Now (Giant)	399	NEW
31	RANCID - Roots Radical (Epitaph)	370	+7
32	ASS PONYS - Electric Rock Music (A&M)	366	+185
33	THE MURMURS - You Suck (MCA)	360	+25
34	SPELL - Superstar (Island)	355	+97
35	LOVE SPIT LOVE - Am I Wrong, Change In The Weather, Wake Up (Imago)	337	-118
36	PULP FICTION SOUNDTRACK - Urge Overkill (MCA)	302	-164
37	HOOTIE & THE BLOWFISH - Hannah Jane (Atlantic)	297	NEW
38	CANDLEBOX - Change, You, Far Behind (Maverick)	293	-65
39	DAVE MATTHEWS BAND - What Would You Say (RCA)	279	+70
40	DEAD CAN DANCE - Toward The Within (4-AD)	273	+29
41	MAGNAPOP - Slowly Slowly, Texas, The Crush, Ride (Priority)	268	+53
42	JESUS & MARY CHAIN - Sometimes Always, Come On, Between Us (American)	259	+12
43	PIZZICATO FIVE - Twiggys Vs. James Bond, Baby Love Child (Matador)	251	+74
44	EGGSTONE - The Dog, Desdemona (BMG Int'l)	248	+31
45	BIG AUDIO - Looking For A Song (Columbia)	244	-58
46	SUGAR - Your Favorite Thing, Believe What You're (Rykodisc)	244	-65
47	SIMPLE MINDS - She's A River (Virgin)	242	NEW
48	GRANT LEE BUFFALO - Mockingbirds, Honey Don't Think (Slash/Reprise)	229	+17
49	PETE DROGE - If You Don't Love Me (American)	222	+42
50	DANZIG - Canzig 4 (American)	212	NEW

Most Added



SIMPLE MINDS (28)
"She's A River" (Virgin)

OASIS (17)
"Live Forever" (Epic)

LIVE (14)
"Lightning Crashes" (Radioactive)

VERUCA SALT (13)
"Number One Blind" (DGC/Geffen)

SARA MCLACHLAN (12)
"Hold On" (Arista)

Top Tip

LETTERS TO CLEO
"Here & Now" (Giant)

One of my favorite releases of the new year debuts solidly at #30. Just missed being among this week's Most Added.

Top Requests

WEEZER

GREEN DAY

FLAMING LIPS

NIRVANA

PORTISHEAD

RECORD TO WATCH

BUILT TO SPILL
"Big Dipper"
(Up)

Things are starting to heat up for Built To Spill, as ultra-hip stations like WFNX, WEQX, Rev 105 and KLZR report significant spins per week.

Chartbound

SPONGE - "Plowed" (Chaos)

JERKY BOYS SNDTRK - Collective Soul (Atlantic)

GOLDEN PALOMINOS - "Little Suicides" (Restless)

SARAH MCLACHLAN - "Hold On" (Arista)

Reports accepted Monday 8:30am - 4pm and Tuesday 8:30am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

legendary
Howie Klein,
X-96's
Seanboy
Ziebrath. **The**
Zephyr gang
and more. And
don't worry—
you'll be well
fed and, uh,
well boozed.



XHRM/The Flash's **Sherman Cohen** has been tapped to consult **KABE**-San Bernadino. The station, which will now be known as **X-103.9**, switched to an alternative format at the start of the new year. **Steve Hoffman**, formerly of **KKBB**-Bakersfield, will be the interim program director, and can be reached at (909) 882-2575.

The early action on Jeff Buckley's "Last Goodbye" from **WFNX**, **WKOC**, **KNDD**/The End and **WBCN**.

Judging from their playlists, it looks like **WBCN**-Boston is going back to their alternative-leaning heritage. This week the station added tracks from Hole, Jeff Buckley, Rancid, The Wolfgang Press, Flaming Lips and Collective Soul. Give Oedipus and Steve a call (617) 266-1111 and let them know how much you love the change!

Across town, **WFNX**-Boston added a record number of songs this week—24 to be exact, including the very fine Built To Spill track, "Big Dipper." Check this one out. It has "dark horse" written all over it.

Speaking of record numbers of adds, **KUKQ**-Phoenix came in with 19 this week. Some of their highlights include Shed Seven's "Never Again," Electrafixion's "Burned" (that's an album track), an album track ("Begging You") from Stone Roses and the new Kitchens Of Distinction single, too. After an

anemic year, it looks like English music is getting its color back.

And since I've brought up the subject of English bands, Live 105-San Francisco is playing Supergrass' punk/pop masterpiece, "Caught By The Fuzz" 25 times a week. It's also one of the station's top five request-getters. I've been told that "Caught By The Fuzz" is coming out in a couple of months on Sub Pop as the B-side to the band's next single, but I wouldn't let that stop you from finding a copy now.

And while we're on the punk rock tip: The last time punk rock was this popular was back in 1979-80—when the Republicans were in charge. Hello! 1994-95 the Republicans are back in charge and punk rock makes a comeback. Is this deja vu or what?

Look for a complete list of Gavin Award nominees on page 18. And while you're at it, keep an eye out for a legal-sized envelope from Gavin in your regular mail. The final ballots will be in there for you to have your way with.

Congratulations to **Capitol Records** Metal/Hard Rock guy Dave Downey on his recent engagement. Those who have known Dave for a while (Dave and I go back ten years when we both were at **KUSF**-San Francisco) might have a hard time seeing Dave as the settling-down type, but I guess we're all growing up.

Tim Hyde and wife **Terese** are expecting their first child sometime this week—doctors say January 20. Give him a call at (212) 366-5576 and see if they've decided on a name for their son yet.

Please welcome the following stations to **GAVIN**'s alternative panel:

WKOC-Virginia Beach, VA. **Dal Hunter** is your guy, and he can be reached at (804) 871-8349.

WLUM-Milwaukee, WI. **Ron Bunce** is the music director, and he can be reached at (414) 771-1021.

WHYT-Detroit, MI. **Rick Gillette** is program director, and he can be reached at (313) 871-3030.

New Releases



SIMPLE MINDS **"She's A River" (Virgin)**

Frankly, it's been a while since the Simple Minds have sounded this good. "She's A River" is a textured, moody piece of contemporary pop that's as seductive as it is mesmerizing. The band has been stripped down to two main players—Jim Kerr and Charlie Burchill—which may account for the more organic, less synthesized sound. And make no mistake about it—radio loves the return to form. "She's A River" is this week's most added track, with 28 stations putting it into rotation.

—LINDA RYAN

RUSTED ROOT **"Send Me On My Way" (Mercury)**

After playing at last year's A3 summit in Boulder, this Pittsburgh-based band set the format on its ear, winning over programmers with their percussive, feel-good sound. In fact, Rusted Root have spent quite a number of weeks in the upper half of the A3 chart, and the time is right to bring alternative radio into the picture. The momentum on "Send Me On My Way" is building weekly. Stations like **KPNT**/The Point, **WRXS**, **WEQX**, **WDST**, **WXRT** and **WCBR** appreciate the band's Talking Head-ish vibe, and are already reporting substantial spins per week. Your turn for the official add is this week, so what are you waiting for?

—LINDA RYAN

STONE ROSES **Second Coming (DGC/Geffen)**

While bands like Charlatans, The Happy Mondays, and more recently Oasis have basked in the atmospheric glow of the Stone Roses groove, the band itself has waited six years for its *Second Coming*. On the album, the Roses offer up twelve tracks with scarcely a ring of the sophomore except for the single, "Love Spreads," which only suffers from overplay. The band's funk

grooves stay intact on songs "Begging You" and "Good Times," and they haven't tampered with their stylistic flourishes that pegged their sixties psychedelia (but singular Stone Roses) sound back in 1989; you know, tamborines and hooky acoustic guitar licks. *Second Coming*'s "Tightrope" and "Breaking Into Heaven" lace together celestial romanticism and bacchanalian sexuality. Lyrics such as "You should have been an angel it would've suited you in the half light of morning in our world between the sheets I swear I saw her angel wings, my vision was complete" typify how the Stone Roses love to combine the sacred with the profane. Could *Second Coming* be their idea of double entendre? —JENNY RUGGLES



THROWING MUSES **University (Sire/Reprise)**

Kristin Hersh's solo *Hips And Shakers* whetted TM fans' appetites for a new record and it's finally here. Although *University* begins with the accessible single "Bright Yellow Gun," delving deep into these 14 tracks yields hidden gems. "Bright Yellow Gun" is a compact, no frills rocker. An innovative guitar glides from power chords to wah wah as Kristin wails "I think I need a little poison." Dig on her double-tracked vocals and the salvo of percussion. "Shimmer" is another uptempo ballast of slicing guitar and powerful vocals. The haunting "Crabtown" uses seagull and ocean sounds to complement Hersh's forlorn vocals, and "That's All You Wanted" uses a violin to heighten its sense of regret. Don't pass up the toe-tapping percussion and well-deep bass on the distinctive "Snakeface," and keep your fingers crossed for a spring tour.

—David Beran



1. STONE ROSES - LOVE SPREADS

2. BUSH - EVERYTHING ZEN

3. PORTISHEAD - SOUR TIMES

4. THE CRANBERRIES - ODE TO MY FAMILY

5. DINOSAUR JR. - I DON'T THINK SO

6. JESUS & MARY CHAIN - COME ON

7. NIRVANA - MAN WHO SOLD THE WORLD

8. JON SPENCER BLUES EXPLOSION - DANG

9. LETTERS TO CLEO - HERE & NOW

10. LIVE - LIGHTNING STRIKES

Radio
• Top 20 at AAA for 4 months

Tour
• Supported Sheryl Crow and Dave Matthews Band
• H.O.R.D.E. '94
• Current Sold Out Headline Tour

Rusted Root



Send Me on my Way

The new track from

"When I Woke"

Looking for airplay January 16

ETC.
• Late Night with Conan O'Brien
• Video on your desk now!

Sales
• Top 30 Heatseekers!
• 40,000 pieces scanned

GAVIN COLLEGE

ALTERNATIVE EDITOR:
LINDA RYAN
COLLEGE EDITOR: SEANA BARUTH



Inside College

The chart these days is certainly a weird animal. With so many reporters still out for the holidays, it's both mercurial and in stasis.

Jon Spencer holds on to the #1 spot for like the umpteenth week, but the **Ass Ponys**, who moved three to two, are just three points behind. Unless some dark horse surges past the 'Ponys next time (hardy har har), next week should see them enclosed in the top spot. As a big fan, I've got my fingers crossed...

Belated congratulations go out to **Jim Heffernan** at San Francisco's **KUSF**, who, I'm told, has won **CMJ's** Music Director of the Year trophy. Jim (who's one of my fave reporting calls each week), gets extra kudos for regularly talking with other station MDs. Promoting dialogue between music directors has always been a pet project of mine, and during this week's chat, Jim was mentioning that he and **WVCR's Ben Goldberg** had lately been putting their heads together. The fruits of their collaboration? Well, Jim said that he and Ben had "decided that all things in life are either spit or swallow." Ahem. That's not really what I had in mind, guys.

Please welcome two new reporters to the **GAVIN** College panel, **WMSV** in Mississippi State, Mississippi and **WPRK** in Winter Park, Florida. **James Martin** is MD at WMSV, who began reporting this week; **Lisa Blanning** is 'PRK's music director, and she'll start calling soon, after the station's studio is remodeled and they're back on the air. Reach James at (601) 325-8034, Lisa at (407) 646-2446.

KFJC's Alan Lowe rattled me when he reported (late, I might add) Tuesday. I asked him about his plans for the evening, and he replied "we're going triple A." ???!!!! Dumbstruck, I demanded clarification. What he meant was he was supposed to escort his girlfriend, who was recently injured in a car accident, to meet with insurance people. He was "going to triple A." Whew.

Celebrity sing-out: At a show last week at the East Bay's Ivy Room, **Green Day's Billy Joe** was spotted rocking out to the sounds of **Portashrine**—an ensemble fronted by **KALX's Anthony Bonet**.

And finally, this week's **BIG** news: there's a new **Jandek** disc.

Guess that's all. See you next time with all the gossip that's good to go and then some.

Most Added

SAMMY (8)

Kings Of The Inland Empire (Smells Like Records)

BETTIE SERVEERT (8)

"Ray Ray Rain" (Matdor/Atlantic)

LOIS (8)

Shy Town EP (K)

THE THE (8)

"I Saw The Light" (550/Epic)

18TH DYE (7)

Done (Matador)

Top Tip

STONE ROSES

"Love Spreads" (Geffen)

WDBM, KGLT, WBER, WBRU, WICB, WMNF, WUMS, WVXU and WXC1 all report this single in Heavy and help cement a #24 debut—and Top Tip honors—for this long-MIA ensemble. The full-length, *Second Coming*, is due next week.

RECORD TO WATCH

18TH DYE

Done

(Matador)

18th Dye, last week's second Most Added artist, rack up seven new adds this week and a debut at #40. It's against our usual policy to make an already-charted disc Record To Watch, but I predict big things to come for this excellent group. Adds this week come in from KUGS, KALX, KCPR, KCRW, WCBN, WDCR and WFDU.

Chartbound

THROWING MUSSES - "Bright Yellow Gun" (Sire/Reprise)

LIDA HUSIK AND BEAUMONT HANNANT - Evening At The Grange (Astralwerks/Caroline)

SHADY - World (Beggars Banquet)

GOD - The Anatomy Of Addiction (Big Cat)
Dropped: #33 Cramps, #39 Melvins, #44 Plastikman, #45 Clerks, #49 Small Factory.

2W LW TW

1	1	1	JON SPENCER BLUES EXPLOSION - Orange (Matador)
3	3	2	ASS PONYS - Electric Rock Music (A&M)
7	5	3	PORTISHEAD - Sour Times (London)
2	2	4	DEAD CAN DANCE - Toward The Within (4-AD)
17	16	5	PALACE SONGS - Hope (Drag City)
32	15	6	ALL VIRGOS ARE MAD - K. Smith, Red House P., Wolfgang P., Air Miami (4-AD)
16	7	7	HEAVENLY - The Decline And Fall Of Heavenly (K)
6	8	8	TREEPEOPLE - Actual Re-enactment (C/Z)
5	6	9	PIZZICATO FIVE - Twiggy Vs. James Bond, Baby Love Child (Matador)
8	10	10	GUIDED BY VOICES - I Am A Scientist EP (Scat)
11	11	11	LORDS OF ACID - Voodoo U (American/White Label)
10	12	12	CATHERINE - Sorry! (TVT)
38	18	13	SILVER JEWS - Starlite Walker (Drag City)
14	14	14	VERUCA SALT - Seether, Number One, Victrola, Spiderman (Minty Fresh)
—	40	15	GASTR DEL SOL - Mirror Repair (Drag City)
4	4	16	CRANES - Loved (Dedicated/Arista)
12	17	17	SMASHING PUMPKINS - Landslide, Frail And Bedazzled (Virgin)
9	9	18	WEDDING PRESENT - Yeah Yeah Yeah, Gazebo (Island)
19	19	19	LISA GERMANO - Geek The Girl (4-AD)
30	20	20	PICASSO TRIGGER - Tain't (Alias)
40	21	21	THE LONDON SUEDE - Dog Man Star (Nude/Columbia)
28	22	22	SOUL COUGHING - Screenwriter's Blues, Chicago Not Chicago (Slash/Warner Bros.)
41	23	23	BIG AUDIO - Higher Power (Columbia)
NEW	24	24	STONE ROSES - Love Spreads (Geffen)
NEW	25	25	WHY POPSTARS CAN'T DANCE - Jupiter Sun, Boyracer, Stereolab, Henry's (Slumberland)
26	26	26	COME - Don't Ask Don't Tell (Matador)
37	37	27	FASTBACKS - Answer The Phone, Dummy (Sub Pop)
34	34	28	R.E.M. - What's/Frequency, Bang&Blame, Currencies, Crush (Warner Bros.)
22	25	29	ECHOBELLY - I Can't Imagine, Father Ruler King, Insomniac (Fauve/Rhythm King)
21	30	30	KICKING GIANT - Alien i-D (K)
20	28	31	RED HOT & COOL: STOLEN MOMENTS - Pharcyde, The Roots, MC Solaar (GRP)
31	31	32	NIRVANA - About A Girl, The Man Who, Lake/Fire, Jesus Doesn't (DGC)
50	50	33	ANTIETAM - Rope-A-Dope (Homestead)
24	24	34	PEARL JAM - Spin/Black Circle, Tremor Christ, Better Man (Epic)
15	35	35	LIZ PHAIR - Supernova, Whip-Smart (Matador/Atlantic)
36	36	36	DOG FACED HERMANS - Those Deep Buds (Alternative Tentacles)
23	32	37	JUNED - Juned (Up)
46	46	38	JESSAMINE - Jessamine (Kranky)
42	42	39	LAURIE ANDERSON - Puppet Motel, In Our Sleep, Bright Red (Warner Bros.)
NEW	40	40	18TH DYE - Done (Matador)
—	41	41	BUSH - Sixteen Stone (Trauma/Interscope/AG)
27	27	42	PEGBOY - Earwig (1/4 Stick/Touch & Go)
—	43	43	CHROME CRANKS - Chrome Cranks (PCP)
NEW	44	44	BLAST OFF COUNTRY STYLE - Rainbow Mayonnaise Deluxe (Teen Beat)
NEW	45	45	TUSCADERO - The Pink Album (Teen Beat)
13	13	46	ROCKSTARSKILL - Boredoms, Spinanes, Team Dresch, Smog (Kill Rockstars)
47	47	47	BEYOND THE BEACH - Huevos R., Insect S., Man Or Astroman? (Upstart)
18	48	48	WEEN - Voodoo Lady, Can't Put My Finger On It (Elektra/EEG)
29	29	49	THE BOUNCING SOULS - The Good, The Bad, And The Argyle (BYO)
35	38	50	SUPERCHUNK - Driveway To Driveway (Merge)

Reports accepted Monday 9am - 4pm and Tuesday 9am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

College Albums

TEAM DRESCH

PERSONAL BEST (CHAINSAW/CANDYASS, P.O. BOX 42600, PORTLAND, OR 97242)

As I cracked the Team Dresch jewel case, my bitter thought was, "prepare to feel left out," for in print (e.g. in the press kit) this Northwestern four piece's hard-line lesbian perspective can seem elitist and exclusionary. I was already angry, like, "Great. Women (both straight and gay) have historically played bit parts in rock history, and instead of using this vehicle—an all-dyke band—to further cement rock's *female* presence, what Team Dresch is doing is tantamount to what's typically been done by the boy's club rock establishment: they're marginalizing women, specifically straight women." But after spinning *Personal Best* a few times, I figured out what most of my friends already know: I'm just paranoid. Team Dresch—led by Donna Dresch, who's done bass stints with a slew of famous and semi-famous bands—is merely expanding the women-in-rock lexicon; women (gay or otherwise) have another rockin' role to add to their slowly-expanding list. Hey, I'm not excluded. I'm further liberated.

On *Personal Best*, Team Dresch (other members are Jody from Hazel, Kaia from adickdid and Marci from Calamity Jane) play with a naturalness, fluidity and intensity that recalls—but is more diverse than—early Soul Asylum. Their vocals, refreshingly, are without affectation (no stereotypical Juliana Hatfield breathyness or Courtney Love bawling here). And TD's obviously "out" lyrics, while crucial to their purpose, don't fall into the trap that snares so many queer bands (like Pansy Division)—the message isn't of greater importance than the medium. In short, *Personal Best* is an unexpected Personal Fave. Don't miss it.

—SEANA BARUTH

MAIN

FIRMAMENT II (BEGGARS BANQUET, 274 MADISON AVE., SUITE 804, NEW YORK, NY 10016)

This is the musical equivalent of an isolation tank. The two 25-minute pieces on *Firmament II* offer a complete narcoaudio DIY kit: submerge in the dark gentle pool of Main's sonic universe and the brain ever so cunningly moves off course. Or is it finally getting on the right one? For Main, feedback is a cult, a creed, a force, a creative whirlwind to be ridden, a dragon to be chased. The

ensemble's electric guitars are splendid, of course, but the demons the guitars call forth from the amplifiers and processors are mightier than their parents. This disc **B R E A T H E S**, it surges like a restless sea, caught between splashing against whatever sonic boulders have temporarily been constructed as guides/obstacles. Main **G-L-I-D-E-S**, fog-like and mysterious betwixt strange forests and mountains.

All manner of sonic life inhabits *Firmament II*'s burning city: hums, rumbles (that mutter uncertainly in the background before fully evolving), hissings, bubblings and lots of great big wonderful drones. Filters, harmonizers, dubs, layers—you want it, Main's got it. On this firmament, the initiated can expect plenty of intense vibration and an uncanny feel for movement, space and time. For the newcomers (MDs, hello!), what a treat awaits the bold and curious amongst you. —ALAN LOWE

TONE THE GUITAR ENSEMBLE

BUILD (IPR, P.O. BOX 1483, TEMPE, AZ 85280)

Eight guitarists, two bass players and one percussionist constitute the musical make-up of Tone, a Washington D.C.-based instrumental ensemble.

Build, the group's debut CD, contains six compositions that range in sonic scope from beautifully melodic to symphonically induced, hi-impact aggro-instrumental illness. The album begins with "Milhou," a sweet taste of multi-chord melodia that segues into "The Power Of Introspection," a much more aggressive piece incorporating shifts of mild distortion and blaring leads. "Ramifications" brings it all back down to an intensely subdued aural level, while "Theory" delves into mutated guitar-pop territory thanks to a catchy bridge and some flamenco-tinged fret work. The CD's shortest track, "Mr. Authority," is a two-minute 58-second romp of sharp, bursting riffs and sturdy backbone bass grooves that give off a vibe strangely reminiscent of early FIREHOSE, sans lyrics. The album's closing track, "Galvanized Mass," begins with some striking tonal passages before slowly building up to an enthralling sonic climax of crystalline harmonics, stunning bass work and crashing cymbals. **TONE** delivers a rich, full bodied, voluminous sound seldom heard outside of the orchestral circle. Simply put, this is essential listening for the post-chaotic, neo-baroque age of quasi-enlightenment.

—SPENCEDOOKEY

Edited by Seana Baruth

"The Suns combine a hazy ambient production style, catchy pop choruses, fluid hip-hop rhythms, and some very intriguing samples to come up with a sound that's distinctly their own." — Jim DeRogatis, Request Magazine



SMALL MARKET SUCCESS

For our first Small Market Success trek of 1995, we take you to St. Joseph, Mo., home of KKJO. Fans of the Old West know that this is where the Pony Express started and where Jesse James once lived. Giving us the scoop on KKJO is **music director, Chad Cruise.**

Give me a quick radio review. Was this your first job as music director?

I've been MD here for almost two years and with KKJO for almost four. However, my first radio job was as a program/music director for a station in O'Neil, Neb. I got the job right out of college. We were a 50-50 mix of Top 40 and country. I spent two years there before I came to KKJO.

About six months into your stint as music director, the big flood of 1993 hit your area. How did that affect the station and St. Joseph?

FACT FILE

KKJO Radio
1201 North Woodbine
St. Joseph, MO 64506
(816) 279-6348
Owner: Cardinal Communications
General manager: Rick Austin
Program director: Chris Melkel
Music director: Chad Cruise
Consultant: None
Frequency: 105.1 FM
Watts: 100,000
Target demo: 25-44 adults; primarily female
Positioning statement: "Today's best, yesterday's favorites."
Major industries: Quaker Oats, Friskies, Mead Paper, Heartland Health Systems (two hospitals in town)

The flood hit us pretty hard. In fact, two major businesses in downtown St. Joseph left the area because of problems related to the flood. We lost over 1,000 jobs here. We've been involved in a campaign with our Chamber Of Commerce called, "Buy Into Your Future, Buy Greater St. Joseph." We're staying very community-oriented and now the downtown area is beginning to come back. It's exciting to see retail pick up again. We're just 30 miles from Kansas City and it's no problem for people to jump into their cars and shop in K.C. We need to continue to keep them local and keep them in town.

What has that done for sales in 1994?

We've had our best sales year since we hit the air on the FM five and a half years ago. A lot of that credit also has to go to our sales staff. We've had some turnover but our GM, who has a programming background, has really taken us to the next level. We also feel we've given them a great product to sell with our on-air presentation but, as you know, all of the parts need to fit together.

You mentioned your on-air product. Tell me a little about that.

KKJO is a legendary station here. It's been KKJO since the early '60s and has always been Top 40. We took our presentation to the FM five and a half years ago. We position and program this station the way our listeners use it. We're more adult-leaning during the day and open it up a little at night. With two Top 40 stations in Kansas

City, we know we can't compete with them, nor do we try to, but they do familiarize some of the records we might not jump out on early. Both MTV and VH-1 have an effect in this market and we watch the retail sales pretty closely. We can't break a lot of records here early, but we do break a lot of new artists into the market. Martin Page, Curtis Stigers and Deadeye Dick are a few that come to mind.

Any specialty shows?

We have a Friday night alternative show and we have Super '70s Saturday night. Actually, both of these shows have picked up music buying interest in the market. The response has been great.

So you have good contact with local music retail?

Definitely. I speak with them every week and get an idea of what is selling and what we need to continue to watch. It also gives me an idea of what information I might need to get from the locals.

Does KKJO have good communication with the record community?

With a lot of work, yes. I speak with almost every label consistently, but it takes time to track people down and keep the communication flowing. We get pretty good service from almost everyone.

How would you show the record companies that you're worth the time and effort?

We're 30 miles from Kansas City and our signal reaches the whole city. In fact, we cover an 80-mile radius. We have 70,000 in our metro and a listenership over 100,000. I know that we're helping

to sell records in this region. Take a little time to look at our market; I feel there's good reason to actively promote it.

Any last comments?

Keep an eye on the big picture. Look at all the viable stations in your territory, saturate those markets with your artists and let the airplay and sales tell the story. Why settle on selling 100,000 units when you could sell 120,000? And for radio? If the song fits your sound, then play it. It doesn't matter where it comes from, if it sounds like it fits your market, trust your gut and give it a shot. ●

KKJO SAMPLE HOUR (4 p.m., Wednesday, January 4, 1995)

Top Of The Hour Legal I.D.
 RICHARD MARX - "Should've Known Better"
 BABYFACE - "When Can I See You"
 0:07 stopset/sweeper
 DON HENLEY - "All She Wants To Do Is Dance"
 MELISSA ETHERIDGE - "I'm The Only One"
 ERIC CLAPTON - "Tears In Heaven"
 0:20 stopset/weather
 HUEY LEWIS & THE NEWS - "Little Bitty Pretty One"
 WHITNEY HOUSTON - "I Wanna Dance With Somebody"
 Bottom Of The Hour liner
 MADONNA - "Take A Bow"
 0:35 stopset/sweeper
 KENNY LOGGINS - "Footloose"
 DAN HARTMAN - "The Love In Your Eyes"
 MR. BIG - "Wild World"
 0:48 stopset/weather
 CELINE DION - "The Power Of Love"
 GENESIS - "Follow You Follow Me"

BY PAUL E. SWANSON

Don't Miss The Complete 1995 Gavin Award Nominees
 Published As An Insert In This Issue!

GAVIN CLASSIFIEDS

Limited to 25 words, free classified listings provide subscribers with job openings and available talent information. For classified listing information contact Stacy Baines at 415-495-1990 and fax at 415-495-2580. To advertise in GAVIN Classifieds, contact Chris L. Mitchell at 415-487-8995 and fax at 415-495-487-1753

The Lund Letter

WHAT TO DO WHEN THE FALL BOOK IS DELIVERED

The Fall Arbitron will be delivered to stations in 175 markets in the next few weeks. The following three-part outline details action steps to assist your analysis for even greater results in Winter and Spring.

Initial Analysis

1. Refer to MSA-Average Share Trends page to determine your station's gains or losses for 12+, Monday through Sunday, and the four major dayparts. Do the same evaluation of your competition.
2. Compare this book to previous sweeps (Spring to Spring, Spring to Fall, etc.) to determine seasonal fluctuations for your station and format. Determine gains and losses in AQH Share and Cume for your target (i.e., 25-34) and overall demos (i.e., 25-54); do the same for your competitor.
3. If you're an Arbitrend subscriber, run detailed rankers and percent of change reports.
4. Examine AQH and Cume listening estimates for Men, Women, and Adults (and by demos) for gains and declines.
5. Check the hour-by-hour averages for strong and weak times of day.
6. Review distribution data on page 3-A for diary placement and weighting information; compare to previous books. Determine the per-person value of a diary in each demo.
7. Refer to Arbitron Reliability tables A & B in the back to determine the standard error for the survey in your market.

You Had a Great Book!

1. Congratulations! Your station was effectively and competitively promoted and programmed. Celebrate the event with your staff.

2. Examine your rate card. Pricing should reflect the increased audience. Plan a sales strategy for moving rates up "across the board" and for different client/product groups.
3. Consider this a new baseline for future ratings performance. Implement incentives for talents to exceed these numbers. Analyze your employment agreements depending on your market and state laws.
4. Conduct an in-depth review of the book; see below.

No Erosion But No Growth

1. Scrutinize advertising and program specifics of station and competitors. Focus on excelling in promotion and programming during next sweep.
2. Use the "State of Station" ascertainment completed during the book to evaluate competitive attacks and advantages.
3. Do some talents need more help and attention? Are there broad dayparts that need a promotional push (i.e., listen-at-work campaign for middays, party-line for nights, etc.)?



Coming up next week... What to do if the Fall Book could have been better! John Lund welcomes your input. Fax him at (415) 692-7799.

JOHN LUND IS PRESIDENT OF LUND MEDIA RESEARCH AND THE LUND CONSULTANTS TO BROADCAST MANAGEMENT, INC., A FULL SERVICE RADIO RESEARCH PROGRAMMING, AND CONSULTING FIRM IN SAN FRANCISCO. CALL JOHN LUND, (415) 692-7777

By John Lund

CLASSIFIEDS

Job Openings

WQLH, HOT A/C is seeking an AT with three years experience for the 7:00pm-mid. on-air shift. 8 track production a plus. No screamers, your audience is adults. T&R: Michael T, PO Box 310, Green Bay, WI 54305. EOE [1/13]

WEAQ is seeking a Morning Drive AT/Promotion Director. You could work your way into Program Director. Strong air and promotions skills needed. T&R: Rick Roberts, PO Box 1, Eau Claire, WI 54702. EOE [1/13]

KFOG, California's Premiere Progressive Adult Rock Station has a rare opening for a full-time AT. Applicant must be able to entertain and engage the audience and endorse station activities with energy and enthusiasm. T&R: Paul Marszalek, 55 Hawthorne Street, Suite 1100, San Francisco, CA 94105.

WQYX is searching for a News Director for top Pennsylvania combo. T&R: Bob Day, 110 Healy Avenue, Clearfield, PA 16830. EOE [1/6/95]

B103/WMAJ is seeking an AT for future openings, any daypart. T&R: Dave Dallow, PO Box 888 State College, PA 16803. EOE [1/6/95]

92Q Sierra Nevada foothills A/C is seeking AM Drive AT. PD experience a plus. T&R: General Manager, 342 S. Washington, Sonora, CA 95370. EOE [1/6/95]

KXGO/FM the #1 ranked A3, Classic Rocker has an immediate opening for a creative AM or PM Drive personality. T&R: 215 Fourth Street, Eureka, CA 95501. [1/6/95]

PRODUCTION DIRECTOR needed yesterday. Our talent is leaving after five years. Three years minimum experience. Great benefits, solid company. T&R: Gavin, Stacy Baines, 140 Second Street, San

Francisco, Ca 94105. [1/13]

Available

FEMALE with seven years experience seeks full-time opportunity in Northeast coastal region. AMY: (413) 773-1770. [1/13]

BE THE LUCKIEST station licensed by the FCC...Hire me! SAM: (614) 239-0185. [1/13]

MUSIC DIRECTOR with over 8 years experience in country radio. Have worked all air-shifts. Looking for medium or large market in mid-west or south. JASON: (505) 863-3022. [1/13]

LEADERSHIP ORIENTED INNOVATIVE PD/Morning AT seeks next Midwest programming challenge...Take charge attitude...turn-arounds a specialty. RON (612) 774-0673. [1/6/95]

DEVOTED, HARD WORKING, WILLING TO LEARN. Passion for sports, music, radio in general. I enjoy what I'm doing! Seeking St. Cloud area. TROY (612) 389-1550. [1/6/95]

RECENT GRADUATE enthusiastic, fun, witty individual seeking an entry level full-time position anywhere! Very versatile and professional. KEN (612) 881-0138. [1/6/95]

YOUNG, CONFIDENT, AND ENTHUSIASTIC male interested in a first time position in news/sports field. Any shift, any station. COLE (612) 364-5842. [1/6/95]

JUST LANDED IN SEATTLE. Looking for an on-air gig, full or part-time. 15 years experience. Excellent track record. JOHN (206) 489-8594. [1/6/95]

LOOKING to move up in the Midwest radio world. 15 years experience, sports is my game, honest, reliable and a team player. JOE (712) 336-5972. [1/6/95]



Job Tip Sheet

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GAVIN PICKS

Singles

DIONNE FARRIS I Know (Columbia)

A sensational talent has emerged from Arrested Development and her name is Dionne Farris. Kent Zimmerman ran up and the down the hall screaming about this weeks ago and even recommended it to his A3 panel. Early airplay indicates Top 40 programmers agree.



MELISSA ETHERIDGE If I Wanted To (Island)

It was only a matter of time before the mass audience "discovered" this amazing performer. 1994 was the year that put Melissa over the top and America's love affair with her is just beginning. The power of her voice and her music comes across on all her songs and this one is no exception. Bet on her copping at least one Grammy Award this year.

EAGLES Love Will Keep Us Alive (Geffen)

Programmers began popping this track

before New Year's and with the song debuting on this week's Top 40 chart, a review seems a bit late in arriving. Let's just say we all agree that it rates right up there with all those Eagles classics.

TEVIN CAMPBELL Don't Say Goodbye Girl (Qwest/Warner Bros.)

Pure beauty in melody and presentation is what this ballad, written and produced by Narada Michael Walden, is all about. Put material like this in the hands of one of the finest singers around and stand back!

JEWELL Woman To Woman (Death Row/Interscope)

It's not enough to perform the music, you need to feel it and if you need a good example here it is. Top 20 at urban while the album *Murder Was The Case* is— umm, let's see, over the two million mark, and still selling big. It's well worth considering this track from a woman who definitely has got it goin' on.

CRASH TEST DUMMIES featuring ELLEN REID The Ballad Of Peter Pumpkinhead (RCA)

Will Andy Partridge (XTC) finally hear his song on Top 40 radio? A favorite at alternative radio for years, XTC's version was ahead of its time. This updated effort from *Dumb And Dumber* (don't miss this flick) could spell success.

By Dave Sholin

Albums



VARIOUS ARTISTS The Jerky Boys Soundtrack (Atlantic)

It's hard to believe that crank phone calls spawned a pair of CDs, a feature film and now a soundtrack featuring the likes of Collective Soul, L7 and Green Day. Collective Soul's "Gel" churns with an anthemic guitar riff and is jelling at REV105, 99X and Q101. Green Day's surging "2,000 Light Years Away" features hordes of power chords and Coolio and The 40 Thevz' "Dial A Jam" dials up a party line of fresh funk. Don't overlook Beastie Boy's DJ Hurricane's "Four Fly Guys" and L7's raucous cover of Blondie's "Hanging On The Telephone." This soundtrack covers all the bases and steals home.

—DAVID BERAN

CHRIS REA The Best Of Chris Rea (Eastwest/EEG)

Record buyers in America are probably scratching their heads, another "best of" from Chris Rea? Actually this release was originally issued in Germany, showing us 16 quaint reasons why Chris Rea oughta just bone up and come play for the Yanks. His voice is gravel and gold. His guitar is superb. This one spans a wonderful career that just keeps on giving.

—GOWAN PHISHIN

KATELL KEINEG 0 Seasons 0 Castles (Elektra)

Not one to give up, Katell Keineg has been rescheduled in order to make another go at radio in 1995. Since her debut, Katell has gone on to make a sizable ripple with the print media. Maybe it's a good idea to reconsider "Partisan" or "Hestia" (for once those little stickers are correct) and you'll hear a bold new talent.—KEITH ZIMMERMAN

HIGHER LEARNING SOUNDTRACK Various Artists (Epic Soundtrack)

After a hit movie and a flop, director John Singleton and music guy Danny Branson assemble a soundtrack from a controversial movie about racial tensions inside our higher learning institutions. If acts like Ice Cube, Tori Amos, Liz Phair, Me'Shell NdegeOcello and Raphael Saadiq of Tony! Toni! Tone! sound like strange bedfellows, then you haven't been on a campus for a long time. Brand New Heavies also contribute music once described by a friend as "British pants store music." Great set of diverse talent,

too bad the real world isn't as integrated.—KENT ZIMMERMAN

LORDS OF THE UNDERGROUND Keepers Of The Funk (Pendulum/EMI)

Doitall, Mr. Funkyman, DJ Lord Jazz re-emergence from their subterranean hideaway to deliver yet another megablast of funk fortified nutrition. Armed to the teeth with infectious Marley Marl-produced tracks, the self-proclaimed keepers of the funk weave and bob around the boomin' beats with nimble lyrical dexterity. The first single, "Tic Toc" is enjoying tremendous rap radio success thanks to laid back xylophone loop and scratched snippets of the Doug E. Fresh/Slick Rick classic "La Di Da." Other tracks run the gamut of the hip-hop musical spectrum, like the dark mysticism of "Steam From Da Knot" and the boisterous bravado of "What I'm After." With 13 tracks to choose from, there's no shortage of head noddin' satisfaction. And with LOTUG on duty, you can rest assured that the funk is in good hands.

—SPENCEDOOKEY



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

EXECUTIVE
David Dalton (Chief Executive Officer), Bob Galliani (Commercial Director), Ron Fell, Betty Hollars, Dave Sholin, Kent Zimmerman

EDITORIAL
Formats: Top 40—Dave Sholin (Editor), Annette M. Lai (Associate Editor), Adult Contemporary—Ron Fell (Editor), Diane Rufer (Associate Editor), Urban—Bill Speed (Editor);

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Station Reporting
Phone: (415) 495-1990; Station Reporting Fax: (415) 495-2580
Managing Editor Ben Fong-Torres Editorial Director Beverly Mire Production Director, Manager Yellow Pages Of Radio Natalie Duitman, Art Department Dodie Shoemaker (Director),

Peter Grame (Associate Director), Kim Danders Editorial Assistants David Beran, Ivan Rodriguez, Blane Mall, Robin Manning, Jason Olaine, Spence Abbott, Jennifer Ruggles, Marguerite Machen, Jackie Jones McWilliams, Paul Gembus, Anthony Morris, Walt Reed.

Contributing Editors Dr. Oren Harari, Eric Norberg, Rhody Bosley

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General Manager Betty Hollars GAVIN Seminar Chief Coordinator Keith Zimmerman, Circulation Manager Diane Rufer, Manager, GAVIN Radio Services Dave Rothstein

Computer Services Geoff Marshall, Receptionist Sheila Rene, Assistant to CEO Sandra Derian

SALES & MARKETING
Lou Galliani (805) 542-9999, Fax: (805) 542-9997, Rick Galliani (415) 459-3703, Fax: (415) 485-1799, Top 40 Marketing Steve Resnik

(818) 951-6700, Fax: (818) 951-6800 Urban/Rap Marketing John Austin (215) 424-6571, Fax: (215) 424-5491; Country Marketing Lisa D'Addario (615) 356-8729, Fax: (615) 356-2818; College/Alternative/Classified Marketing Chris L. Mitchell (415) 487-8995, Fax: (415) 487-1753

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By clouds, shed her funeral beams upon the scene;
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