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 powerful, is poised to do much more—particularly in the arenas of film, television, 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.
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
WBAM  WROQ
WMXV  WKTI
Q102  WSTR

On Billboard Hot 100

...Now it’s your turn.

Produced and Arranged by Martin Page

Management; Diane Pancher Management
in Association With 3rd Rail Entertainment
GAVIN AT A GLANCE

RECORD TO WATCH

TOP 40

TLC
"Red Light Special" (LoFace/Arista)

RAP
CASH MONEY CLICK
"4 My Click" (Blunt)

URBAN
"This Lit Game We Play" (Biv 10/Motown)

A/C
JOHN WAITE
"How Did I Get By Without You?" (Imago)

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

A3
PORTISHEAD
Sour Times (Go! Discs/London)

JAZZ
CLARK TERRY
"Remember The Time" (Verve)

ADULT ALTERNATIVE
PAT METHENY
We Live Here (Geffen)

ALTERNATIVE
BUILT TO SPILL
"Big Dipper" (Up)

COLLEGE
18TH DYE
Done (Matador)

GAVIN ROCKS
SEX, LOVE AND MONEY
Era (Backward)

MOST ADDED

TOP 40

SHERYL CROW
"Strong Enough" (A&M)

DIANNNE FARRIS
"I Know" (Columbia)

RAP
STREET FIGHTER SOUNDTRACK
Various Artists (Priority)

DOUBLE X
"Make Some Noise"/"He Asked For It" (Big Beat)

URBAN
CRAIG MACK
"Get Down" (Bad Boy/Arista)

MINT CONDITION
"So Fine" (Perspective/A&M)

A/C
SHERYL CROW
"Strong Enough" (A&M)

JOHN WAITE
"How Did I Get By Without You?" (Imago)

COUNTRY
CLAY WALKER
"This Woman And This Man" (Giant)

TRISHA YEARWOOD
"Thinkin' About You" (MCA)

A3
NICK LOWE
The Impossible Bird (Upstart/Rounder)

SIMPLE MINDS
Good News From The Next World (Virgin)

JAZZ
CLARK TERRY
Remember The Time (Mons)

MICHAEL CARVIN
Each One Teach One (Muse)

ADULT ALTERNATIVE
PAT METHENY
We Live Here (Geffen)

ALTERNATIVE
PUNK ROCK
BEDLAM
"Get You Off" (Close To The Edge)

JOHN 5
"Raiding The Rock Vault" (Elektra)

COLLEGE
18TH DYE
"We Belong" (Matador)

GAVIN ROCKS
SEX, LOVE AND MONEY
Era (Backward)

GAVIN HOT

TOP 40

BOYZ II MEN
"One Bended Knee" (Motown)

RAP
STREET FIGHTER SOUNDTRACK
Various Artists (Priority)

SHEILA E.
"Love Will Keep Us Alive" (Geffen)

URBAN
SOUL IV REAL
"Candy Rain" (Uptown/MCA)

A/C
EAGLES
"Love Will Keep Us Alive" (Geffen)

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

A3
SONNY LANDRETH
South Of I-10 (Zoo)

JAZZ
HENDRIK MEURKENS
Slidin' (Concord Jazz)

ADULT ALTERNATIVE
THROWING MUSES
"Bright Yellow Gun" (Sire/Warner Bros.)

COLLEGE
ALL VIRGOS ARE MAD
Various Artists (4-AD)

ALTERNATIVE
GAVIN ROCKS
FRONT LINE ASSEMBLY
Millennium (Roadrunner)

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16 Strauss Zelnick His Master's New Voice

He's run an independent video company, an interactive software company, and a major film studio. Now, he's president and CEO of BMG Entertainment North America. But all he really wanted to be was James Taylor. Meet Strauss Zelnick and learn what he wants to do at BMG.

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NEXT WEEK

Americana Home of the Brave

Gavin introduces a new chart, Americana, to track and spotlight artists who find themselves in that netherworld between mainstream country and A3. It's a territory brimming with a wide range of fine music, from Jim Lauderdale to Merle Haggard and Greg Brown. Their time—and their chart—have come.

Cover Photo: Bette Marshall,
Grooming by Maria Verel

GAVIN

Founded by Bill Gavin—1958

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GAVIN JANUARY 13, 1995
"We're looking to capitalize on high population density areas where people are stuck in their cars."
— Bob Krans on low power radio

see page 7.

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

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 WSKG/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 KBRT/FM's numbers are looking way up; the urban station took a strong hop from 3.2-3.8.

KMLE/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**

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—Continued on page 7

Ace of Base, Atlantic Are Lion Kings of 1994

**By Ben Fong-Torres**

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, The Sign and the sound track 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 (II).

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 Montgomery, Tori Amos, Phil Collins, Collective Soul, newcomers Hootie & the Blowfish and old-timers Jimmy Page and Robert Plant. Soundtracks, including Above the Rim and Murder Was the Case, were also major players in the Atlantic story.

And then there were the Three Tenors. Their '94 effort was vilified by Time magazine as among the "worst" of the year, but they 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 .63 percent following Columbia's .722. 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 McLachlin, 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 (5.48), Virgin (3.09) and 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."

Both retailers and Macey Lipman said making stores more attractive to consumers is the way to make retailing mercurial, 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 much anticipated follow-up album to the highly successful Top 10 Contemporary Jazz release, "Sax by the Fire".

The John Tesh Project - "Sax on the Beach"
Available in stores January 24.
For Your Consideration...the Grammy Nominees


Bob Wilson Exits R&R

Bob Wilson, founder, publisher and long-time editor of R&R, has left the radio and records trade magazine. Wilson created the publication 21 years ago, guided it through its purchase by Westwood One, and stayed for more than a year after Westwood One sold R&R to the Perry Corp.

Wilson, who spoke with Gavin about his departure (See Dave Shelin’s column), began as a radio programmer at KAFY-Bakersfield, California, who consistently had his picks published in the Gavin Report by founder Bill Gavin, and became known for breaking hits.

“Whenever I decided to start R&R,” Wilson recalled, “I called Bill to discuss it with him. He made some suggestions and gave me my blessing.”

---

Atlantic Promotes Low Power Radio

In the belief that you get your radio listeners (and pitch them your product) wherever you can, Atlantic Records has created a new promotion department, Low Power Radio Ventures.

Bob Kraines, former programmer at WLIR-Long Island, N.Y., WXRK-New York, and WBCN-Boston, is the director of the department, from which Atlantic expects to utilize low power radio to promote artists and generate advertising revenue.

“FCC regulations,” Kraines explains, “allow us to use a 100-milliamp signal without a formal licensing." We're initially looking to capitalize on high population density areas where people are stuck in their cars.

Atlantic conducted some tests last summer with low power radio and, according to Danny Buch, the label's VP of promotion, they were a knockout. "In addition to generating 21 percent spike in sales on the featured artist (B-Tree), we generated massive television and press coverage."

"Low power radio," adds new Atlantic president Val Azzoli, "sorts the artists who can have a tremendous impact on artist awareness as well as translating into sales." Kraines says Atlantic has begun broadcasting from locations entering Manhattan from Queens and from New Jersey, drawing and tracking listeners with a call-in promotion offering free toll payments and/or CDs and cassette tapes. Repeating five-minute broadcasts featured Hootie & the Blowfish and the Mighty Morphin Power Rangers (on 1510 AM for the Holland tunnel and 1410 AM for the Midtown tunnel). Long-term plans, he says, include broadcasting to malls and stadium parking lots. Atlantic has also spoken with advertisers and agencies about cross-promotions, including guiding listeners to commercial stations outside the low power signal's limited range.

Tower Records On The Cutting Edge

Tom Snyder’s return to late-night television has a radio angle. Namely, The Late Late Show will be simulcast on CBS Radio Networks.

"Tom is a veteran radio guy whose presence on the airwaves has been sorely missed," said Robert Kipperman, VP/GM of the CBS Radio Networks. Snyder had a syndicated call-in show on ABC Radio until he returned to television on CNBC two years ago.

The Snyder simulcast is part of a new talk block from CBS called The Late Late Radio Show with Tom Snyder and Elliott Forrest, airing from 11 p.m. to 2 a.m. Eastern time, with Snyder (12:37-1:37 a.m.) sandwiched by Forrest, formerly with WXQR/WMCN/FM/New York and A&E.

Looking to tower above increasing competition, Tower Records has gone online and on the air.

The Sacramento, Calif., based chain has opened some new stores called "Tower Alternative." According to one Tower employee, the stores specialize in "what's hip and what's happening" - particularly music being played on college radio - and are designed to lure customers from independent stores that cater to alternative music lovers.

Tower Alternative will also carry some jazz, country, world music, and import product, and will have a section devoted to local unsigned bands. If a customer asks for mainstream product, says Rodney Metoyer, manager of the first store (in Costa Mesa, Calif.), the store will offer to order it.

"We won't tell them it's not cool enough to carry," Tower customers say.
Broadcasting Partners president Barry Mayo has stepped down as GM of the corporation's Chicago property WVIZ/AM 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 M&Mc Consumer Products, a subsidiary of Johnson & Johnson...

Longtime WBZN-Boston PD Odedipus has been promoted to vice president of programming for the station as the heritage album rocker hatches 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 KYFY-Cincinnati, Larry Pareigis moves in as PD, replacing Lee Douglas who's been promoted to PD, replacing Lee Douglas who's been promoted to..... New program director at KYCY-San Francisco, Larry Pareigis moves in as PD, replacing Lee Douglas who's been promoted to PD, replacing Lee Douglas who's been promoted to PD, replacing Lee Douglas who's been promoted to PD, replacing Lee Douglas who's been promoted to PD...

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 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 KMIZ drops out of the race and opts for adult alternative with new calls: KXDC. Tony Valera remains on board as OM.

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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...No longer business as usual at WPGC/AM-Washington, D.C. Out...

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 of the band, and Janice Lee of Warner Bros.

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.

On tour.

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!

VH1 BUMP IN ROTATION!

produced by Butch Vig
management: Jamie Kitman / The Hornblow Group USA

On Elektra compact discs and tapes cassettes.
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.

KOKY-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 (KFSM) OM and afternoon personality and Gavn 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 AC KJQY-San Diego, exits to join crosstown '70s/80s gold outlet KCBQ. Also to be in the voiceover biz with Dave Ferguson.

Monday, January 16 marks the debut of WYFC-Wauaus, 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 newspaper Bill Scott.

Pneumonia took the life of one-time CKLW-Detroit newsmen 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 WCSSX. MacGregor was 46.

Paul Kelley flashes that he is the new PD at WHHT-Bowling Green/Glasgow, Ky., replacing Rex Holiday. Will two country stations remain standing in Boston? Right now, it's WXCS 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 (WHY)-Nashville working in if they switch format any time in 1995.

Michael Dee has exited and OM/PD Neil Sharpe will now handle music duties. Late night personality J.J. Fox 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 (WZWD)-Kokomo, Ind. has moved down the dial a bit, from 92.9 to 92.5 and has doubled as power. Also celebrating an upgrade is KVHT 106.3 FM-Vermilion, 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 and 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 GM markets rep Steve Rensnik 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

Michael Williams has moved 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 Dermarkt 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 promote the first release of 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 executive 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 Canada's "In The House" and the Starship's "We Built This City", and recently going top ten at Hot AC with Martin Page as a recording artist with "In The House Of Stone And Eight".

THAT'S SHO-BIZ

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 Cabana.

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 at the soundstage of Heart's "These Dreams" and the Starship's "We Built This City", and recently going top ten at Hot AC with Martin Page as a recording artist with "In The House Of Stone And Eight".

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

A band like 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 some form of music and artists that are passionate and who inspire.
Peterborough, N.H. Noise Records has relocated from New York to L.A. Call them at (310) 289-2515…Former Continuum Records national club/crossover promotion director Chris Bergen has opened up Groove Boy Promotions. Call him at (908) 276-0944. Michele Clark Promotions (609) 589-4229 is now doing college independent promotion under his new firm, One Wing Promotion, and has developed an A3 video list, Triple A Video Promotion…Thanks to Ben Fong-Torres for writing Sho-biz last week (January 6) while I was on vacation.

SHO-PIECES

ROLLING STONES
The 60 Rolling Stones Voodoo Lounge shows in 1994 sold an amazing 2,638,591 tickets and grossed more than $121 million.

JANET JACKSON
Janet Jackson’s single “You Want This” is her 15th gold single. She now has more gold singles than any other woman, as she’s eclipsed the 15 previously earned by Aretha Franklin.

JONI MITCHELL
Joni Mitchell says she became hooked on music as a pre-teen when she discovered the soundtrack to a Kirk Douglas movie, The Story Of Three Lovers. The music was “Variations on a Theme by Paganini.”

BOYZ II MEN
Entertainment Weekly has named Boyz II Men number nine on their annual top 12 list known as The Entertainers. The only other music person on the list was Trent Reznor of Nine Inch Nails.

BIG AUDIO DYNAMITE
After referring to themselves as Big Audio for a few weeks, Mick Jones’s band is now known as Big Audio Dynamite again. The band’s name has changed from Big Audio Dynamite, to Big Audio Dynamite, to B.A.D., to Big Audio before returning to its original handle.

AEROSMITH
Aerosmith has its first CD-ROM. It’s called Quest For Fame and includes six Aerosmith songs including “Walk This Way.”

R.E.M.
R.E.M. has just embarked on an extensive world tour beginning in Australia. Five years ago Michael Stipe said he would never tour again, but now says, “I realized we weren’t going to be a band any longer if we didn’t tour. I love traveling,” says Stipe, “and I love performing, but the combination of the two is sick.”

GREEN DAY
Green Day’s album Dookie has been named Rolling Stone magazine’s Album of the Year in its annual readers’ poll.

VANESSA WILLIAMS
Both of Vanessa Williams parents taught music and Vanessa could play the violin, flute and piano by the time she was five-years-old.

ROLLING STONES
Young has been named Rolling Stone magazine’s Album of the Year in its annual readers’ poll.

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**GAVIN TOP 40**

**Most Added**
- SHERYL CROW (65) - "Strong Enough" (A&M)
- DIONNE FARRIS (59) - "I Know" (Columbia)

**EAGLES (43)**
- "Love Will Keep Us Alive" (Geffen)

**CE CE PENISTON (35)**
- "Keep Givin' Me Your Love" (West End Mix) (Columbia)

**DEADEYE DICK (27)**
- "Perfect Family" (Ichiban)

**COLLECTIVE SOUL (27)**
- "Gel" (Atlantic)

**Top New Entry**
- EAGLES - "Love Will Keep Us Alive" (Geffen)

**Hot**
- BOYZ II MEN - "On Bended Knee" (Motown)

**Top Tip**
- QUEENRYCHE

**Crossover Action**

**DANCE/R&B**
- BROWNSTONE - "I'll Miss You" (MCA/Warner Bros.)
- TEVIN CAMPBELL - "I'm Not Made For February" (Motown)

**IMMATURE - "First Love"" (Columbia)

**CHANGING FACES - "Foolin' Around"" (Big Beat/Atlantic)

**K-CI HALEY - "If You Think You're Lonely Now"" (Motown)

**BARRY WHITE - "I'm Not Made For February"" (A&M/Perspective)

**BLACKSTREET Featuring TEDDY RILEY - "Before I Let You Go"" (Interscope/AG)

**ALTERNATIVE**
- DEADEYE DICK - "Perfect Family" (Ichiban)
- SIMPLE MINDS - "She's A River" (Virgin)
- COLLECTIVE SOUL - "Girl" (Atlantic)
- CANDLEBOX - "Cover Me" (Maverick/Sire/Warner Bros.)
- OASIS - "Live Forever" (Epitaph)

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**Chartbound**

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**RECORD TO WATCH**

**TLC**
- "Red Light Special" (LaFace/Arista)
  - Hot and raking in the green, it's on with 30-plus spins at WPGC-Washington, D.C., FM102-Sacramento, Hot 97-New York, KTFM-San Antonio and KMEL-San Francisco

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**EDITOR: DAVE SHOLIN**
**ASSOCIATE EDITOR: ANNETTE M. LAI**

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**12**
**Gavin January 13, 1995**
DEADEYE DICK

PERFECT FAMILY

WHAT A WEEK!
• TOP 5 MOST ADDED IN GAVIN
• TOP 10 MOST ADDED IN R&R

ADD6S: WHT
KSMB
KTM1
WWKF
KDOG
KKJO
KLYK

KLRZ
KMCK
WDDJ
WNKO
KKCK
KQLA

WGRD
WYCR
WBECl
WCTQ
KQCL
KLAZ

WABB
WVAQ
WORK
KCCQ
KYY
WQCV

NWCK
KQ1Z
WJAT
KREZ
KONG
KTRS

"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

ICHIBAN RECORDS

P.O. Box 724677, Atlanta, GA 31139-1677 • (404) 419-1414 • Fax: (404) 419-1230
Inside Top 40

A little over a month and counting until the Gavin '95 Seminar and, as promised, we've reserved this space to spotlight those nominated for Top 40 awards.

That makes this a perfect time to clarify how this whole awards thing goes down. The procedure is fairly simple and while inevitably either Annette or I are thanked for a particular nomination, the credit really goes to everyone who filled out a ballot and sent it back to us. The ballots are tallied and the top vote getters become our nominees.

A different system, however, is used for selecting the winners. All nominees are sent ballots, as well as a panel of programmers (from all size markets), label executives and industry experts. Now, here's where Annette and I do play a part; we each get to send in a ballot, too. They are tabulated by a computer pro in the northwest who isn't connected to the industry and is totally impartial.

Everyone is also asked to vote for one person/station/label in each category. The results are then sent directly to the firm who makes the award plaque, most of which will be handed out in New Orleans. The awards are delivered to the hotel and the box containing them isn't opened until the ceremony.

It's also important to note that the Top 40 award presentation this year will take place immediately after a brunch discussion on the state of the format. We offer our congratulations to all those who earned nominations. It's a small list considering the many hard working and talented people and excellent companies that qualify every year.

New first quarter correspondents will be welcomed next week and the What's Going On comments section also returns in our next issue.

Top 40 Nominees

Top 40

MAJOR MARKET TOP 40 STATION OF THE YEAR

KHKS-Dallas

KFWI (Power 106) - Los Angeles

WHTF (100.3) - New York

WPLI - New York

WQHT (Hot 97) - New York

WNSX FM (Kiss 108) - Boston

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

Steve Kingdom, Z100 - New York

Michelle Mercuri, Power 106 - Los Angeles

Tom Poleman, KMLE - Houston

Steve Rivers, KJOS - Honolulu

Scott Shannon, WPLI - New York

Steve Smith, Hot 97 - New York

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

Joey Albaura, KMFB-San Francisco

Tracy Austin, KIIS-FM - Los Angeles

Erik Bradley, WBBM FM (106.7) - Chicago

Allie D., WPWG - Washington, D.C.

Mr. Ed., LAMBERT, KHKS-Dallas

Mike Preston, WPLI - New York

LARGE MARKET TOP 40 STATION OF THE YEAR

KKRZ - Portland, Ore.

WRZB (106.7) - New Orleans

WKRG (Q102) - Cincinnati

W2SE - Buffalo

WCVF - Columbus, Ohio

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

Ken Benson, KKEZ - Portland, Ore.

Brian Burns, WKSE - Buffalo

Don London, WNVZ - Norfolk

Jeff McCartney, WAPE - Jacksonville

Dave Robbins, WNSC - Columbus, Ohio

Scott Wright, 197 - New Orleans

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

Larry Davis, WNWZ - Norfolk

Brian Douglas, Q102 - Cincinnati

Chuck Field, KSEF - Sacramento

Joe Grovoglo, KHTQ - Tucson

WFLZ (Power 94) - Tampa

Sue O'Neil, WKSE - Buffalo

MEDIUM MARKET TOP 40 STATION OF THE YEAR

KLUC - Las Vegas

KQKQ (Sweet 98) - Omaha

KQX - Tucson

WDGG (101.5) - Durham/Raleigh

VDIX - Louisville

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

Dan Kiley, Sweet 98 - Omaha

Bob Lewis, KWIN - Stockton

Michael Newman, KDON - Manor/Montery/Salinas

John Roberts, KHTF - Austin

Chris Schiel, WDIX - Louisville

Mark Told, KRO - Tucson

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

Steve Trapani, KIRL - Dallas

Sue Coughlin, WMSX - Toledo

Keith Humes, WJZ - Baltimore

Meki Voeller, KZNO - Salt Lake City

Dave Williams, KMTW - Oklahoma City
Go Chart Most Added

SHERYL CROW (27)
DIONNE FARRIS (26)
EAGLES (21)

R. Charles Snyder, KTMY-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
Juni Jamm, KIXY-FM-San Angelo, Texas (now at Swee
98-Omaha, Neb.)
Jackie Johnson, WIFC-Wausau, Wis. Stel
Stella Mars, WERZ-Exeter, N.H. (now at WEGO-Boston)
Jon Norton, KYYY-FM-Bismarck, N.D.
Mark Reid, KQKY-Kearney, Neb. Scott Thomas, KLYV-Dubuque, Iowa

TOP 40 ASSOCIATE PROMOTION VICE PRESIDENT OF THE YEAR
Burt Baumgartner, Columbia
Mark Reid, KQKY-Kearney, Neb.

TOP 40 PROMOTION SENIOR VICE PRESIDENT OF THE YEAR
Burt Baumgartner, Columbia
Rick Bisceglia, Arista

TOP 40 PROMOTION VICE PRESIDENT OF THE YEAR
Jerry Blair, Columbia
Vicki Leben, Island

DID YOU KNOW?
Martin was once a professional soccer player.

THE LAST BOOK HE READ: "The Castle by Kafka."

TOUR PLANS: "I’ve got a band coming together and hope to announce some dates in early ’95."

MARTIN ON "HOUSE OF STONE AND LIGHT": "The Indians call
"We the soul."

GO STATION PANEL: The GO Chart is based on reports by 140 GO
 correspondents who are part of Radio & Records’ or Billboard’s panels.
 Underlines indicate upward movement, while blue entries highlight
 a stronger performance than on the main Top 40 chart.

ARTIST PROFILE

MARTIN PAGE

HOMETOWN: Southampton, England
BIRTHDATE: September 23, 1959
LABEL: Mercury
VP, SINGLES PROMOTION: Tony Smith

CURRENT SINGLE/ALBUM: "In The House Of Stone And Light"

KEY MUSICAL INFLUENCES:
“Early Elton John, early Beatles and Genesis, the Brothers
Johnson, Sly Stone, Earth, wind and Fire and Blue Nile.”

HIT SONGS HE’S WRITTEN: “We Built This City’ for Starship, ‘These
Dreams’ for Heart, ‘King Of Wishful Thinking’ and ‘Faithful’ for Go West
and ‘Fallen Angel’ for Robbie
Robertson.”

SONGS HE WISHES HE WROTE: “Dion’s ‘Abraham, Martin and
John,’ Bob Marley’s ‘No Woman, No
Cry’ and Jimmy Cliff’s ‘Many Rivers
To Cross.’”

THE GO CHART

1. BOYZ II MEN - On Bended Knee (Motown)
2. JONJOY - Always (Mercury)
3. MADONNA - Take A Bow (Maverick/Sire/Warner Bros.)
4. TOM PETTY - You Don't Know How It Feels (Warner Bros.)
5. HOOTIE & THE BLOWFISH - Hold My Hand (Atlantic)
6. VANESSA WILLIAMS - The Sweetest Days (Wing/Mercury)
7. SIN BLOSSOMS - Alison Road (A&M)
8. JON SECADA - Mental Picture (SBK/EMI)
9. JOHN NELLENCAMP - Dance Naked (Mercury)
10. COUNTING CROWS - Rain King (GCC)
11. DES'REE - You Gotta Be (550 Music)
12. AEROSMITH - Blind Man (Geffen)
13. 4PM - Sukiyaki (Next Plateau/Island)
14. JANET JACKSON - You Want This (Virgin)
15. OF BASE - Living In Danger (Arista)
16. 70M PETTY - You Don't Know How It Feels (Warner Bros.)
17. BOYZ II MEN - On Bended Knee (Motown)
18. HERYL CROW - Strong Enough (A&M)
19. GREEN DAY - When I Come Around (Reprise)
20. MARTIN PAGE - In The House Of Stone And Light (Mercury)
21. THE REAL McCoy - Another Night (Arista)
22. LINDA PETTY - We're Gonna Make It (Atlantic)
23. JANET JACKSON - You Want This (Virgin)
24. JANET JACKSON - You Want This (Virgin)
25. JANET JACKSON - You Want This (Virgin)
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40. JANET JACKSON - You Want This (Virgin)
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 become president and chief operating officer. After three years as a studio chief, he left Fox to become president and CEO of Crystal Dynamics.

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

BMG’s New President Takes Charge

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.

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.
GAVIN ORGAN

Station Reporting Phone: (415) 495-1990

This Week

78         79
Last Week

64         63

Heavy

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7

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Hit Factor

Heavy

Medium

Light

Weeks

Reports

Adds

The Notorious B.I.G. - 'Big Poppa' (Bad Boy/Arista)

Shante 'It Won' (Motown)

Total Reports:
This Week 79 Last Week 64

Album Cuts

MARY J. BLIGE - 'I'm Goin' Down' (Uptown/MCA)

RECORD TO WATCH

"This Lil' Game We Play" (Biv/10/Motown)

Gavin January 13, 1995

Inside Urban

MEN AT LARGE MEET THE (HEIS) MAN

eastwest recording artists Men At Large recently performed their latest single, "Let's Talk About It," on the Madison Square Garden Network's "Live From The Play-By-Play," which airs each after New York Knicks home game. After their performance, the band kicked it with Heisman Trophy winner Rashaan Salaam, who plays for the Colorado Buffaloes. Pictured left to right: Jason Champion, Men At Large; Salaam; David Tolliver, Men At Large.

Yo! Are you ready for the time of your life? I sure hope so because we're really getting things ready for the GAVIN Seminar in New Orleans, February 15-18. We're organizing some panels workshops and activities that's going to be all that. If by chance you still need information call me here at (415) 495-1990 or the GAVIN seminar registration hotline at (415) 495-3200... "Captain Kris" McClendon has exited his post as program director at WMXD-Detroit. McClendon will be succeeded by program director at WALR-Atlanta on January 16. Richard Nash, Sr VP/GM promotion Black music division at Atlantic Records and his wife Vida Nash, who is Northeast regional for Motown Records have collaborated on a new single. The happy couple are expecting a little one to arrive late summer. Congratulations... Just-O of Nervous Records has been upped from college rep to national coordinator of urban promotions for...
you've heard the grunge, now feel the groove

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

Seattle's Own

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

Totally Crazy Promotions & Marketing 313.961.8236
Bone and his assistant Aarian Pope will still be responsible for mix-show DJs 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 is now doing radio spots and voiceover work. Send to: GAVIN Urban Music Department, 140 Second Street, 2nd floor, San Francisco, CA 94105.

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

**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" flavor with a 90's appeal. The album version and club remix mix with the dancehall intro featuring Junior P and the versions to check. With a 4:36 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) 347-6355.

**CHRISTOPHER WILLIAMS**

"Dance For Me" Giant

Christopher Williams' seductive request to dance in front of the firelight 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.

"Surely" Tent Records

With a 4:36 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) 347-6355.

**SOUL IV REAL**

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 SINGLE:** Candy Rain

**LABEL:** Uptown/MCA Records

**MUSICAL INFLUENCES:**
Michael and Janet Jackson

**FAVORITE RECORD:** Michael Jackson Thriller, Stevie Wonder

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

**FAVORITE Food:** Lobster, Caribbean Food, Cheeseburgers, McDonalds

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

**IF We Weren't A RECORDING ARTIST:** Choc: Play pro-ball, Dre': be an actor, Jason: be a film director, Bri: be a film producer
from this week's Most Added winners. Phat Bastard while the Posse splits the meat of the "less is more" principle. We'll have more DJs than N'Awlins being within driving distance of the Seminar overflow for all the singles' sound on the street, like a quick listen/order hotline and superior mastering with Dolby noise reduction, both of which are usually unheard of on street tapes. Call for a snippet and more info at (212) 330-8167. 'Cuz the lead single "Da Plan" is on hit...With the help of DogDay Records, San Francisco rapper Dre Dog has put together a calendar dedicated to the thriving Bay Area Rap scene for the 9-Live. Featured on the calendar are Rappin' 4-Tay, and BBL Posse, among others. Place your order at (415) 995-9582 if you're still wondering what today's date is...Be on the lookout for MC Eiht's cinematic debut as a leading man in Reasons this sea-son. I personally can't wait for Ol' Dirty to break out with "Brooklyn Zoo," especially after his riveting show during the RapSheet caucus. Speaking of the sheet, big up to Darryl James, who was in town last week, and is makin' moves for real...On the radio tip, wanna say whattup to Mike Nice, the new mix DJ for WESQ's Basement show, and The DJ Without A Name's new co-hostess, Just Black...Congrats go out to powermover Cassandra Ware in her new position as VP of promotion for Relativity/Ruthless, and Clint Works, who is now heading up rap promotion at Capitol. On that note, tis still...like that.---THEMBISA S. MSHAKA

Most Added

Street Fighter

Soundtrack

Various Artists

(Preference)

DOUBLE X

Make Some Noise/He Asked For It

(Big Beat)

Top Tip

Funkmaster Flex

Nuthin' But Flava

(Nervous)

Chartbound

Funkmaster Flex - Nuttlin' But Flava (Nervous)

Cash Money Click - 4 My Click (Blunt)

The Grpsta - Pop Go The 9 (Tuff Break/A&M)

He's A Bad, Bad Man!

Red Boy President Sean "Puffy" Combs (I)

gets his props (and a plaque) from Arista President Clive Davis (r) for all the gold and platinum Nofouls B.L.G. and Craig Mack have amassed with their debut releases. Much respect...

if it goes down. The showcases are going to be beyond phat, and I'll have confirmations for everyone shortly. If you're a reporter who needs to be there but is short on funds, you can volunteer and get registration waived! Slots are usually unheard of on street tapes. Quick listen/order hotline and alternative marketing to get the scenes are saying that posses are outdated? I hope not...cause more than a few posses will be in full effect at the 10th Annual Gavin Seminar next month. With N'Awlins being within driving distance of several major radio markets, we'll have more DJs than ever. There's even talk of a Gavin reporter battle for all the DJs who can get down on the turntables, so start practicing! I'll let you know

Like That!? What's In A Name? Perhaps the question is what isn't, in the spirit of the "less is more" principle. Nas shortened his name up, and now Pudge cuts loose Tha Phat Bastard while the Posse splits from this week's Most Added winners Double X. Miss Norwood, are they suggesting that posses are outdated? I hope not...cause more than a few posses will be in full effect at the 10th Annual Gavin Seminar next month. With N'Awlins being within driving distance of seven major radio markets, we'll have more DJs than ever. There's even talk of a Gavin reporter battle for all the DJs who can get down on the turntables, so start practicing! I'll let you know

Loud with the Holly Hansen jacket—perfect for the torrential downpours we're getting out West. Oh, and the Jive candle was a nice touch. Thanks, guys...Granted, the talk of multimedia access to music giving retail a run for its money is more than just hype, but what happens when the label delivers the tape directly to buyers on the underground tip without a modem? Rare Records is finding success with the down low street promo effort coupled with direct mailing of their latest release, the Bosco Money Project. 'Yep, the same Bosco Money from Def Jam duo Downtown Science is using alternative marketing to get the single's sound on the street, like a quick listen/order hotline and superior mastering with Dolby noise reduction, both of which are usually unheard of on street tapes.
The New Single: 70071-4

Tavaris

Featuring

COOLIO

IN STORES NOW

COMING:
STRAIGHT BUTTA
The Album
CD 72611-2 / CAS 72611-4

BRIAN BROOKS - CEO • WILLIE TRIPPLETT JR. - CMO • GERALD VALENTINE - A&R

614-265-7541
For Info Contact: Brian Blackburn - Rap Radio - Solar/Hines
213-461-0390 / Fax: 213-461-9032

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RAP RETAIL

SINGLES

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RAP

SINGLES

1. SCARFACE - "I Never Seen A Man Cry" (Rap-A-Lot/Almo/Thryve/REX)
2. METHOD MAN - "Bring The Pain" (P.O.S. Style) (Ra/Def Jam)
3. KEITH MURRAY - "The Most Beautiful Thing In This World" (LIVE)
4. CRAIG MACK - "Flava In Ya Ear" (Bad Boy/Arista)
5. REDMAN - "Rock-A-Nitta" (Deep Jam/RAL/Choco)
6. RED HOT LOVER TONE - "#1 Player" (Select)
7. INI KAMOZE - "Here Comes The Hotstepper" (Columbia)
8. HEAVY D. & THE BOYZ - "Black Coffee" (Uptown/WEA)
9. BONE THUGS 'N HARMONY - "Thuggish Ruggish Bone" (Relativity/Ruthless)

ALBUMS

1. 69BOYZ - "Kitty Kitty" (Downlow/Rip-It)
2. SPICE 1 - "Amerikkka's Nightmare" (Jive)
3. THE NOTORIOUS B.I.G. - "Ready To Die" (Bad Boy/Arista)
4. OUTKAST - "Git Up, Git Out" (LaFace/Arista)
5. DA BRAT - "Fa All Y'All" (So So Def/Chaos)
6. CRAIG MACK - "Get Down" (Bad Boy/Arista)
7. LORDS OF THE UNDERGROUND - "Tic Too" (Pendulum/EMI)
8. 69 BOYZ - "Tootsie Roll" (Downlow/Rip-It)
9. FU-SCHNICKENS - "Breakdown" (Jive)
10. SPICE 1 - "Strap On The Side" (Jive)

RAPPERS

11. SLICK RICK - "Behind Bars" (Def Jam/Chaos)
12. 69 BOYZ - "Kitty Kitty" (Downlow/Rip-It)
13. HEAVY D. & THE BOYZ - "Black Coffee" (Uptown/MCA)
14. BIG MIKE - "Somethin' Serious" (Rap-A-Lot/Priority)
15. PETE ROCK & C.L. SMITH - "The Main Ingredient" (Elektra)
16. ICE CUBE - "Bootlegs & B-Sides" (Priority)
17. METHOD MAN - "Tical" (RAO/Jam)
18. REDMAN - "Dare Iz A Darkside" (Def Jam/RCA/Chaos)
19. SCARFACE - "The Diary" (Rap-A-Lot/Almo/Thryve/REX)
20. REDMAN - "Date 'Til A Darkside" (Def Jam/RAL/Choco)
21. METHOD MAN - "Tical" (RAL/Def Jam)
22. ICE CUBE - "Bootlegs & B-Sides" (Priority)

SPENCEDOOKEY

1. SPENCEDOOKEY - "Strange" (Pendulum/EMI)
2. BOOGIEMONSTERS - "Strange" (Pendulum/EMI)
3. ROTTIN RAZKALS - "Strange" (Pendulum/EMI)

ARTIST PROFILE

ROTTIN RAZKALS

Who: Diesel, FAM, and Chap

STREET FIGHTER SOUNDTRACK

Priority

BOOGIEMONSTERS

Strange (Pendulum/EMI)

These four self-proclaimed waterbearers 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.

—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 waterbearers 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.

—THEMBA'S S. MISHAKA

Gavin January 13, 1995

23
**Gavin A/C**

**Associate Editor**/Diane Ruffer

**Chartbound**

### Weekly Chart

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<tr>
<th>TW</th>
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<td>1</td>
<td>VANESSA WILLIAMS - &quot;The Sweetest Days&quot;</td>
<td>(Wing/Mercury)</td>
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<td>AMY GRANT with VINCE DILL - &quot;House Of Love&quot;</td>
<td>(A&amp;M)</td>
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<td>RICHARD MARX - &quot;Nothing Left Behind Us&quot;</td>
<td>(Capitol)</td>
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<td>EAGLES - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Elektra)</td>
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<td>MADONNA - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Warner Bros.)</td>
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<td>GAVIN JANUARY - &quot;One Cool Remove&quot;</td>
<td>(Columbia)</td>
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<td>BOYZ II MEN - &quot;I'll Make Love To You&quot;</td>
<td>(Motown)</td>
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<td>CARLY SIMON - &quot;Like A River&quot;</td>
<td>(Arista)</td>
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<td>BABYFACE &amp; LISA STANSFIELD - &quot;Dream Away&quot;</td>
<td>(Fox/Arista)</td>
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<td>SEAL - &quot;Newborn Friend&quot;</td>
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<td>DES'REE - &quot;You Gotta Be&quot;</td>
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<td>MICHAEL BOLTON - &quot;Once In A Lifetime&quot;</td>
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<td>MADONNA - &quot;Secret&quot;</td>
<td>(Maverick/Sire/Warner Bros.)</td>
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<td>TOM PETTY - &quot;You Don't Know How It Feels&quot;</td>
<td>(Warner Bros.)</td>
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<td>BOB SEGER AND THE SILVER BULLET BAND - &quot;In Your Time&quot;</td>
<td>(Capitol)</td>
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<tr>
<td>16</td>
<td>MELISSA ETHERIDGE - &quot;I'm The Only One&quot;</td>
<td>(Island)</td>
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<tr>
<td>17</td>
<td>HUEY LEWIS &amp; THE NEWS - &quot;Little Bitty Pretty One&quot;</td>
<td>(Elektra/EEG)</td>
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<tr>
<td>18</td>
<td>JONI MITCHELL - &quot;How Do You Stop&quot;</td>
<td>(Reprise)</td>
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<tr>
<td>19</td>
<td>KATHY TROCCOLI - &quot;If I'm Not In Love&quot;</td>
<td>(Reunion/RCA)</td>
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<tr>
<td>20</td>
<td>GLORIA ESTEFAN - &quot;Turn The Beat Around&quot;</td>
<td>(Crescent Moon/Epic)</td>
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<tr>
<td>21</td>
<td>STEIN - &quot;When We Dance&quot;</td>
<td>(A&amp;M)</td>
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<tr>
<td>22</td>
<td>BOYZ II MEN - &quot;On Bended Knee&quot;</td>
<td>(Motown)</td>
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<tr>
<td>23</td>
<td>JON SECADA - &quot;Mental Picture&quot;</td>
<td>(SBK/EMI)</td>
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<tr>
<td>24</td>
<td>STEVE PERRY - &quot;Missing You&quot;</td>
<td>(Columbia)</td>
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<tr>
<td>25</td>
<td>RICHARD MARX - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Warner Bros.)</td>
<td></td>
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<tr>
<td>26</td>
<td>JOHNNY CASH - &quot;I Still Miss Someone&quot;</td>
<td>(Columbia)</td>
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<tr>
<td>27</td>
<td>JOHNNY CASH - &quot;Ring Of Fire&quot;</td>
<td>(Capitol)</td>
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<tr>
<td>28</td>
<td>STEIN - &quot;I Don't Want To Be A Hero&quot;</td>
<td>(A&amp;M)</td>
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<tr>
<td>29</td>
<td>VANESSA WILLIAMS - &quot;The Sweetest Days&quot;</td>
<td>(Wing/Mercury)</td>
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<tr>
<td>30</td>
<td>AMY GRANT - &quot;Take A Bow&quot;</td>
<td>(A&amp;M)</td>
<td></td>
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<tr>
<td>31</td>
<td>RICHARD MARX - &quot;Nothing Left Behind Us&quot;</td>
<td>(Capitol)</td>
<td></td>
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<tr>
<td>32</td>
<td>EAGLES - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Elektra)</td>
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<tr>
<td>33</td>
<td>MADONNA - &quot;Deep Blue&quot;</td>
<td>(Warner Bros.)</td>
<td></td>
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<tr>
<td>34</td>
<td>BOY GEORGE - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Virgin)</td>
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<tr>
<td>35</td>
<td>GAVIN JANUARY - &quot;One Cool Remove&quot;</td>
<td>(Columbia)</td>
<td></td>
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<tr>
<td>36</td>
<td>VANESSA WILLIAMS - &quot;The Sweetest Days&quot;</td>
<td>(Wing/Mercury)</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>AMY GRANT - &quot;Take A Bow&quot;</td>
<td>(A&amp;M)</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>RICHARD MARX - &quot;Nothing Left Behind Us&quot;</td>
<td>(Capitol)</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>EAGLES - &quot;Love Will Keep Us Alive&quot;</td>
<td>(Elektra)</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>MADONNA - &quot;Deep Blue&quot;</td>
<td>(Warner Bros.)</td>
<td></td>
</tr>
</tbody>
</table>

### Most Added

**Sheryl Crow (36)**

*"Strong Enough" (A&M)*

**John Waite (38)**

*"How Did I Get By Without You?" (Imago)*

**Gloria Estefan (32)**

*"Everlasting Love" (Epic)*

**Eagles (30)**

*"Love Will Keep Us Alive" (Geffen)*

**Martin Page (28)**

*"In The House Of Stone And Light" (Mercury)*

### Top Tip

**Shawn Colvin w/Mary Chapin Carpenter**

*"One Cool Remove" (Columbia)*

### Inside A/C

We hope you’re getting ready for the biggest and best A/C Seminar in more than a decade. We meet in New Orleans on February 15 and don’t quit until the night of the 18th. Specific A/C sessions will take place Friday and Saturday, with the A/C awards scheduled to be given out during a special A/C lunch on Friday the 17th.

Things are returning to some semblance of normal as we processed 221 A/C playbacks this week, which is 50 more than last week. The input of more stations has caused nearly every record to increase in total spins, so don’t take too much stock in Spincrises this week. Instead, check out the Spins Per Station stats on page 27.

Continuing to win, no matter how you look at it, is Vanessa Williams' "The Sweetest Days." It’s the only track in the format getting better than 27 spins per station. Its current 5,187 spins is 7% better than any other single.

While the chart’s top three remain in place, the Eagles’ "Love Will Keep Us Alive" and Madonna’s "Take A Bow" are both on the move. The Eagles’ "I Still Miss Someone" is now on the docket for next week.

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

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

1/17/92 G. MICHAEL & E. JOHN - "Don't Let The Sun Go Down"
1/18/91 SURFACE - "The First Time"
1/12/90 ROD STEWART - "Downtown Train"
1/16/87 LIONEL RICHIE - "Ballina Girl"

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**Chartbound**

<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;One Cool Remove&quot;</td>
<td>Vanessa Williams w/M.C. Carpenter (Columbia)</td>
<td>60 14 793 +256</td>
</tr>
<tr>
<td>&quot;Sukiyaki&quot;</td>
<td>(Next Plateau/Island)</td>
<td>50 13 921 +431</td>
</tr>
<tr>
<td>&quot;Why Can't I Forget About You&quot;</td>
<td>Shawn Colvin</td>
<td>49 7 782 +207</td>
</tr>
</tbody>
</table>

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**Gavin A/C**: 221 Last Week 171

Reports accepted: Monday at 6 through 2 p.m. Tuesday

Editor: Ron Fell

Gavin A/C: (415) 495-2860

Gavin January 13, 1995
Top 40
Major Market Top 40 Station
of the Year
KHKS-Dallas
KPWR (Power 106)-Los Angeles
WHZN (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, WXKS/FM-Boston
Scott Shannon, WPLJ-New York
Steve Smith, WQHT-New York

Medium Market Top 40 Station
of the Year
KLUC-Las Vegas
KQKQ (Sweet 98)-Omaha
KRQ-Tucson
WDQG (G105)-Durham/Raleigh
WDJX-Louisville

Medium Market Top 40 Operations Manager/Program Director
of the Year
Larry Davis, WXWZ-Norfolk
Brian Douglas, Q102-Cincinnati
Chuck Field, KSFN (FM-102)-Sacramento
Joey Gowing, WXKS/New Orleans
Jeff "Booger" Kapugi, WFLZ-Tampa
Sue O'Neil, WSSE-Buffalo

Small Market Top 40 Station
of the Year
KGKS-Burlington, Iowa
KICY/FM-San Angelo, Texas
KLYV-Dubuque, Iowa
KTMT-Medford, Ore.
WZEE (Z104)-Madison, Wis.

Small Market Top 40 Operations Manager/Program Director
of the Year
Joe Dawson, KLKB-Dubuque, Iowa
Pete Jones, KHTN/FM-Modesto/Merced, Calif.
John "Mr. Ed" Lambert, WXKS-Las Vegas
Larry Davis, WXWZ-Norfolk
Brian Douglas, Q102-Cincinnati
Chuck Field, KSFN (FM-102)-Sacramento
Joey Gowing, WXKS/New Orleans
Jeff "Booger" Kapugi, WFLZ-Tampa
Sue O'Neil, WSSE-Buffalo

Medium Market Top 40 Assistant Program Director/Music Director
of the Year
Kat Davies, KIPX/FM-San Francisco
Tracy Austin, MXZ-FM-Los Angeles
Erik Bradley, WXWZ-Norfolk
Joey Gowing, WXKS/New Orleans
Jeff "Booger" Kapugi, WFLZ-Tampa
Sue O'Neil, WSSE-Buffalo

Small Market Top 40 Assistant Program Director/Music Director
of the Year
Kandy Klutch, KIPX/FM-San Francisco
Jill Meyer, WDQG-Durham/Raleigh
Michael Steele, WWCF-Wausau, Wis.
Jeff "Booger" Kapugi, WFLZ-Tampa
Sue O'Neil, WSSE-Buffalo

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 Biscenzi, Arista
Sue Cohen, Warner Bros.
Andrea Granis, 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 Rainer, Reprise
Joe Ricciutti, Island
Bruce Schoen, Arista

Top 40 National Promotion Director of the Year
Dale Connon, Epic
Scot D. Finck, A&M
Jan Krum, MCA
Frank Palombi, Capitol
Neda "Leppard" Tobin, 505 Music
Charlie Walk, Columbia

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.
1995 Gavin Award Nominees

TOP 40 ASSOCIATE PROMOTION DIRECTOR OF THE YEAR
Don Goddington, Mercury
Teddi Gildemann, Zoo
Ann Hansen, Reprise
Tracy Leshay, Elektra (formerly)
Ed Nulster, Warner Bros.
Paula Tuggey, MCA

RAP
COMMERCIAL RAP STATION OF THE YEAR
KKBT-Los Angeles
KMEL-San Francisco
WPIC-Chicago
WQHT-New York
WRKS-New York

COLLEGE/COMMUNITY RAP STATION OF THE YEAR
KPOO-San Francisco
KZSU-Stanford
WBAU-Uniondale
WNUK-New York

RAP MIX SHOW DJ/PERS. OF THE YEAR
Cooooloo Dj Red Alert,
WRKS-New York
Dj Polo, WQMG-Greensboro, NC
Funkmaster Flex, WQHT-New York
Randall, Talib & G-Wiz, WRAS-Atlanta
Collby 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
Rocks' 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
Load

RAP NATIONAL MARKETING & PROMOTION PERSON OF THE YEAR (LABEL)
Fuzzy, Wild Pitch
Tyesh Harris, Columbia
Darryl Lindsey, Atlantic/eastwest
Erika McDaniel, Elektra Entertainment
Marcus Morton, EMI
Sincere, PolyGram

RAP COLLEGE/MIX SHOW PROMOTION PERSON OF THE YEAR (LABEL)
"Rooky" Rod Edwards, Priority
Terry Ferguson, RCA
Marlo Martin, Mercury
Jennifer Norwood, Big Beat
Tha Patman 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-West
Jesse Maidbrey, Libra Promotions

EDUCATIONAL RAP STATION OF THE YEAR
Highlander, Stanford, CA
My College Radio, UC Berkeley, CA
Nursery School, University of Illinois

URBAN
PROGRAM DIRECTOR OF THE YEAR
Quincy McCoy, WBLS-New York
Vinny Brown, WRKS-New York
Elroy Smith, WGGI-Chicago
Cat Cottiers, KMJQ-Houston
Steve Cumbline, WOWI-Norfolk

RADIO STATION OF THE YEAR
WGGI-Chicago
WBLS-New York
WRKS-New York
WJLJ-Detroit
KMJQ-Houston

URBAN MUSIC DIRECTOR OF THE YEAR
Helen Little, WBLS-New York
Toya Beasley, WRKS-New York
Frankie Darcell, WJLJ-Detroit
Vic Clemens, WGGI-Chicago
Geraldo Stevens, WQZE-Orlando

URBAN LABEL 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

URBAN PROMOTION VP OF THE YEAR
Warner Bros.
Atlantic
LaFace/Arista
A&M/Perspective

URBAN PROMOTION SR. VICE-PRESIDENT OF THE YEAR
Itay 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 Williams-GRP Records

URBAN NATIONAL PROMOTIONS DIRECTOR OF THE YEAR
Manny Bella-Capitol Records
Hank Spann-Warner Bros.
Eric Thrasher-Reprise Records
Ken Wilson-Columbia Records
Doug Williams-GRP Records

A/C PROMOTION PERSON OF THE YEAR
Deborah Cerqueira, 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
Dino Barbis, Warner Bros/Reprise
Donnie Goldner, RCA
Laura Kuntz, EMI
Jerry Lemo, Columbia
Leslie Marquez, Capitol
Andrea Paulini, A&M
Mark Rizzo, Arista

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
Donnie Goldner, RCA
Laura Kuntz, EMI
Jerry Lemo, Columbia
Leslie Marquez, Capitol
Andrea Paulini, A&M
Mark Rizzo, Arista

ADULT ALTERNATIVE STATION OF THE YEAR
KLFM-San Diego
KIZZ-Phoenix
KOAI-Dallas
WLOQ-Orlando
WNUA-Chicago
WQCD/C-101-New York

JAZZ RADIO PERSON OF THE YEAR
Kim Berry, WRK-Dallas
Joe Cohn, KPLU-Seattle/Tacoma
Bobby Jackson, WCNP-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-Portland
Lee Hansen, WNUA-Chicago
Steve Huntington, WLOQ-Orlando
Bernie Kimball, WJZI-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, KZZZ-Phoenix
Dore Steinberg, KKSF-San Francisco
Ralph Stewart
KTWV-The Wave-Los Angeles
Dean Williams, KNKI-Anchorage
Steve Williams, WQCD/C-101-New York

JAZZ/ADULT ALTERNATIVE MAJOR LABEL OF THE YEAR
Atlantic Records
Blue Note Records
Columbia Records
GRP Records

JAZZ/ADULT ALTERNATIVE INDEPENDENT LABEL OF THE YEAR
Higher Octave
JVC Music
Mesa/Bluemoon
Music Records
Sin-Drome
Telnus

JAZZ/ADULT ALTERNATIVE EXECUTIVE OF THE YEAR
Larry Douglas, Epic Records
Joe Fields, Music Records
Bruce Lundwall, Blue Note Records
Chuck Mitchell, Verve Records
Ricky Schultz
Warner Bros./Reprise Records
Michelle Taylor, Atlantic Records

JAZZ/ADULT ALTERNATIVE NATIONAL PROMOTION PERSON OF THE YEAR
Eulis Cathey, Atlantic Records
Duke Duhlbo, GRP Records

JAZZ/ADULT ALTERNATIVE NATIONAL PROMOTION PERSON OF THE YEAR
Joe Cohn, KPLU-Seattle/Tacoma
KXJZ-Sacramento
WBGO-Newark

JAZZ STATION OF THE YEAR
KLONG-Long Beach
KPLU-Seattle/Tacoma
KXJZ-Sacramento
WBGO-Buffalo
WBGO-Newark
WRIT-Philadelphia
### 1995 Gavin Award Nominees

#### 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
- Bad Harmer, Mesa/Bluemoon
- Mike Hurzon, The Tracking Station
- Susan Levin, Coast To Coast
- Neal Snapper, New World 'N Jazz

#### GAVIN JAZZ ARTIST OF THE YEAR

- Tony Bennett
- Charlie Haden
- Roy Hargrove
- Mike Hurzon, The Tracking Station
- Bud Harner, Mesa/Bluemoon
- Cliff Gorov, All That Jazz
- Mike Morrison, Acoustic Planet
- Mike Marone, KIOT-Santa Fe
- John Sciofield, Hand Jive
- Mike Richter, KBXR-Columbia

#### GAVIN JAZZ ALBUM OF THE YEAR

- Charlie Haden Quartet West, Always Say Goodbye (Verve)
- Joshua Redman, All of Me, Columbia
- Joe Sample And The Soul Committee, Joe Sample (Blue Note)
- Joe Sample, Live At Montreux 1989 (Verve)
- Mark Whitfield, True Blue (Verve)
- Grover Washington, Jr., All My Horace Silver, Pencil Packin' Papa (Warner Bros.)

#### A3 MUSIC DIRECTOR OF THE YEAR

- Susan Castle, KGSR-Austin
- Jane Freidrichsen, KTCU-Minneapolis
- Abby Goldstein, KEA-Dallas
- Merlee Kelly, KSRC-101.9-Los Angeles
- Sybil McGuire, WMMN-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
- MCA
- Rounder
- Rykodisc

#### A3 NATIONAL PROMOTION PERSON OF THE YEAR

- Nick Bull, RCA
- Dawn Hood, Virgin
- Kid Leo, Columbia
- Howard Leon, Arte
- Lisa Michaelson, Elektra
- Bonnie Silklin, Atlantic
- Nancy Stein, Warner Bros.

#### A3 NON-MAJOR LABEL PROMOTION PERSON OF THE YEAR

- Jamie Canfield, Mo-Jazz
- Jeff Cook, Capricorn
- Brad Paul, Rounder
- Jon Vernile, High Street

#### A3 INDEPENDENT PROMOTION PERSON OF THE YEAR

- Michele Clark
- Michelle Clark Promotions
- Sean Gaskley, Songlines
- Harry Levy, Levitation Entertainment
- James Lewis, James Lewis Marketing
- Maxanne Sartori, Moore & Squirrel
- Kevin Sutter, M3

#### GAVIN ARTIST OF THE YEAR

- Sheryl Crow
- Eric Clapton
- Freedy Jones Band
- Nanzi Griffith
- Lyle Lovett
- Sarah McLachlan
- Dave Matthews Band
- Tom Petty

#### GAVIN ALBUM OF THE YEAR

- Eric Clapton, From The Cradle (Reprise)
- Paula Cole, Harbinger (Imago)
- Bryan Ferry, Mannoura (Virgin)
- Nanzi 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 MPS OF THE YEAR

- Dennis Constantine, Constantine Consulting
- Kai Leo, Columbia
- Harry Levy, Levitation Entertainment
- Mike Morrison, KSRC-101.9-Los Angeles
- SHR, SHR Radio Company
- The Zimmermen, Gavin

#### COMMERCIAL ALTERNATIVE

#### COMMERCIAL ALTERNATIVE STATION OF THE YEAR

- KQRO-Los Angeles
- WXPN-Boston
- WFMS-Baltimore

#### COMMERCIAL ALTERNATIVE PROGRAM DIRECTOR OF THE YEAR

- Robert Benjamin, WHFS-Baltimore
- Kevin Cole, Roy 105-Minneapolis
- Kurt St. Thomas, WHFX-Boston
- Kevin Stapleford, 91X-San Diego

#### 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
- 106-Salt Lake City
- Boy Tray, WFNX-Boston

#### COMMERCIAL ALTERNATIVE LABEL OF THE YEAR

- Atlantic Records
- Elektra Records
- Geffen Records
- Virgin Records

#### COMMERCIAL ALTERNATIVE MUSIC INDEPENDENT PROMOTION PERSON OF THE YEAR

- Michele Clark Promotions
- Elektra Entertainment Group
- Reprise Records

#### COMMERCIAL ALTERNATIVE MUSIC NATIONAL PROMOTION PERSON OF THE YEAR

- Rikkie Rikker
- The Tink, WVTTD-Newark
- Eric "Mr. Pain" Neilson, Reprise Records
- Mark Morden, WSGR-Port Huron
- Pete Rosenblum, Elektra

#### COMMERCIAL ALTERNATIVE MUSIC NATIONAL PROMOTION PERSON OF THE YEAR

- Steve Masters, WXPN-Baltimore
- Rob Oxiord, KIsWXN-Seattle
- Kim Korsnitz, KBSX-Phoenix
- Rob Richter, WXSR-East Lyme
- Bob Kow, Sony

#### COMMERCIAL ALTERNATIVE MUSIC NATIONAL PROMOTION PERSON OF THE YEAR

- John Schmitt, American
- Jane Fredericksen, Arista
- E.J. Johantgen, Columbia
- Ron Michels, WXZR-East Lyme

#### COMMERCIAL ALTERNATIVE MUSIC NATIONAL PROMOTION PERSON OF THE YEAR

- Dawn Hood, Virgin
- Jay Harding, Reprise
- Todd Sievers, American

#### COMMERCIAL HARD ROCK/METAL

#### COMMERCIAL HARD ROCK/METAL STATION OF THE YEAR

- WSK-Reno
- WSKX-Seattle
- WSK-1-Unc

#### COMMERCIAL HARD ROCK/METAL DIRECTOR OF THE YEAR

- Rob Oxford, KISW-Seattle
- Tim Andrews, KBSX-Phoenix
- Rich Holtzman, 4AD

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mark Morden, WSGR-Port Huron
- Joanne Grand, AIM Marketing
- Pete Rosenblum, Elektra

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Jay Hughen, A&M
- Brendan Gillen, Matador
- Rich Holtzman, 4AD

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Brian McEvoy, Rikker
- Steve Prue, Concrete Marketing
- Chuck Wolf, Atlantic

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mike Wolf, Amphetamine Reptile
- Adam Bernstein, Sub Pop
- Mike Seeger, American

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Chuck Skinnovitz, Virgin
- Salli Barlow, Atlantic
- Pete Rosenblum, Elektra

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Rob McPeep, WSOI-South Orange
- Mark Morden, WSGR-Port Huron
- Eric "Mr. Pain" Neilson, WMG-4AD

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Ron Michels, WXSR-East Lyme
- Steve Prue, Concrete Marketing
- Chuck Wolf, Atlantic

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mark Morden, WSGR-Port Huron
- Joanne Grand, AIM Marketing
- Mike Wolf, Amphetamine Reptile

#### COMMERCIAL HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Jay Harding, Reprise
- Todd Sievers, American

#### INDIE HARD ROCK/METAL

#### INDIE HARD ROCK/METAL STATION OF THE YEAR

- Roadrunner
- Epitaph
- Vagrant

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Cheryl Valentine, Epitaph
- E.J. Johantgen, Columbia
- Jay Hughes, A&M

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Brian McEvoy, Roadrunner
- Salli Barlow, Atlantic
- Beth Krakower, Matador

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mike Seeger, Atlantic
- Adam Bernstein, Sub Pop
- Mike Wolf, Amphetamine Reptile

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Chuck Skinnovitz, Virgin
- Salli Barlow, Atlantic
- Pete Rosenblum, Elektra

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Bob Kow, Sony
- Jay Harding, Reprise
- Todd Sievers, American

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mike Wolf, Amphetamine Reptile
- Adam Bernstein, Sub Pop
- Chuck Skinnovitz, Virgin
- Salli Barlow, Atlantic
- Pete Rosenblum, Elektra
- Rob McPeep, WSOI-South Orange

#### INDIE HARD ROCK/METAL PROMOTION PERSON OF THE YEAR

- Mark Morden, WSGR-Port Huron
- Joanne Grand, AIM Marketing
- Mike Wolf, Amphetamine Reptile
- Adam Bernstein, Sub Pop
- Chuck Skinnovitz, Virgin
- Salli Barlow, Atlantic
- Pete Rosenblum, Elektra
- Rob McPeep, WSOI-South Orange

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- Adam Bernstein, Sub Pop
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
“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
Gavin January 13, 1995

Up & Coming

Reports Adds SPINS TRENDS
41 3 616 +132 JULES SHEAR - The Sun Ain’t Gonna Shine Anymore (Island)
41 36 518 +452 * JOHN WAITE - How Do I Get By Without You? (Imago)
40 4 609 +134 EDIE BRICKELL - Tomorrow Comes (Getten)
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)
22 5 296 +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 MOTE - Whatever You Imagine (Fox/EMI)
19 4 339 +160 TONI BRAXTON - I Belong To You (LaFace/Arista)
18 4 222 +50 SPUTZ - See Saw (Sun)
18 15 166 +136 * CLEVE FRANCIS & PATTI AUSTIN - We Fell In Love Anyway (Liberty)
17 16 170 +150 * GLORIA LURIN - Dignity - Slow Dance (USA)
16 9 202 +101 * BOB DYLAN - Dignity (Columbia)
15 3 308 +76 COUNTING CROWS - Rain King (DG)
15 1 195 +52 MARIE BRENNAN - Big Yellow Taxi (Atlantic)
14 6 163 +64 * LIVES OF A CELL - Watch For You (NIM)
13 4 141 +76 * MIDCROWN - Without You (I Haven't Got A Prayer) (Reprise)
12 3 215 +79 * ANDRO DONALDS - Mistake (Metro Blue/Capitol)
11 1 249 +60 * FREDDY JOHNSTON - Bad Reputation (Elektra/EG)

Dropped: Sari, Paul Hardcastle, Elissa Lala. * Indicates Debut

New Releases

GLORIA ESTEFAN
"Everlasting Love" (Epic)

Gloria remains in a retro mode for this up 'n' at 'en version of a pop classic that's been a hit more than once before. This is a fully-involved production with more heart-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/EG)

A truly great song that Rea wrote and originally recorded 16 years ago, it's now reborn with an up-to-date 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 cut. 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 mauling self, a lyric sheet is hardly necessary.

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

Toto's 1986 hit is reborn 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 Joel Friedman. This one has wind beneath its wings, if you know what we mean.
### 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 house of 4,57 stations are on it and loving it.

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Farriss, opens with 65 players on her solo debut “I Know,” all of whom are in Top 40.

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—Ron Fertel

### Gavin Chart Connections

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
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<th>A/C Rank</th>
<th>Urban Rank</th>
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<td>Boyz II Men</td>
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<td>1†</td>
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<td>Take A Bow</td>
<td>Madonna</td>
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<td>Always</td>
<td>Martin Page</td>
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<td>Hold My Hand</td>
<td>Bootie &amp; The Blowfish</td>
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<td>Des’Ree</td>
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<td>Here Comes The Hotstepper</td>
<td>Ini Kamoze</td>
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<td>Sheryl Crow</td>
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<td>Every Day Of The Week</td>
<td>Jade</td>
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<td>You Gotta Be</td>
<td>Destree</td>
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<td>House Of Love</td>
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<td>If You Love Me</td>
<td>Anita Baker</td>
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—Ron Fertel
Reports accepted Thursday only 9am - 3pm

Blue numbers indicate new entry.

### GAVIN A

#### Adult Alternative

**Editors:** Kent/Keith Zimmerman

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**Most Added**

- **PAT METHENY GROUP (24)**
- **POCKET CHANGE (11)**
- **PETER ELMAN (8)**
- **MIKE SMAROWSKI (5)**
- **SYLVESTER HARPER (5)**

**Top Tip**

**VANESSA WILLIAMS**

The Sweetest Days (Mercury)

Vannessa was eating her Cheesers over the holidays. She comes back at 26-15!

---

**Attention Jazz/A2 Radio & Music Folk!**

Please fax back your Jazz/A2 finalist ballots for the Gavin Awards by Monday, January 16.

We'll try to accommodate late stragglers as best we can.

Your ballots were faxed on January 11.

We need a quick return by fax, 415-495-2580.

Also, please vote for two choices per category, due to a printing error there were no bonus questions included on the ballot.

Winners will be announced in New Orleans on Friday February 17.

---

**Jazz/Adult Alternative New Releases**

**CLARK TERRY**

**REMEMBER THE TIME (MONS)**

At the astonishing age of 75, trumpet/baeselhorn legend Clark Terry is making a satisfying comeback on jazz radio with this Most Added disc. The new German Label Mons is blessing American radio with a definitive recording featuring impressive sidemen like rising star drummer Jeff Hamilton and the ultra-reliable bassist Ray Brown. When must 75 year old men are enjoying their retirement, Terry is testing his legacy. "Hot Sauce" brings back the old Tonight Show Band (remember Doc?) days with his trademark "mumbling scat." There's lots of humor and jest behind most of his solos, especially when he dozes his blistering muted tones. On the Bluesy "Gypsy" (four favourite), Terry adds a Dixieland tuld to his fully-tanged tone, in the spirit of Miles Davis and Louis Armstrong. Terry takes a current hit, "Remember The Time" by Michael Jackson, and chrome plates it with a serious jazz feel.

---

**ERIC REED**

**THE SWING AND I (MOJAZZ/MOTOWN)**

While 1994 was an off year for an anxious look-up to Eric Reed's fine debut, It's All Right To Swing, Wesell Anderson's fine Atlantic debut highlighted enough of Reed's lopin'
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 setting. *Swing* is still the operative word here. The title cut sways and pulses to a vigorous walking bass line, while the three pieces in Reed's *Gemini Suite* portray 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 Whalaker.

**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 Brandan Fields and Luis Conte. The hand styled performance on "Too Cool For Words" sparkles the tone for the most airy fresh tracks, i.e. lots of live, ensemble playing. "West Coast Sunset" has that cool breeziness that should delight 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 and the rest of those Texas Riffraff. Reed says his piece in three minutes pure technical flash. Quite often 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 Whalaker.

**JEFF GOLUB**

*JEFF GOLUB* from Akron, OH

**LATEST RELEASE**: Avenue Blue

**LABEL**: Blue Moon

**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."
Gavin Jazz

Jazz Editors: Kent/Keith Zimmermann

Most Added

CLARK TERRY (34)
Remember The Time (Mons)

MICHAEL CARVIN (23)
Each One Teach One (Mons)

MICHAEL LOGAN (23)
Night Out (Muse)

MARK NIGHTENGALE (17)
Night Out (Muse)

Top Tip

GORDON LEE
On The Shoulders Of Giants (Unity Label Group)

RON CARTER/RICHARD GALLIANO
Panmanhattan (Evidence)

Highest debuts of the week.

Claro L. Lee in at #46 followed by Panama (Evidence) and has developed mightily, just in time for next year’s thirtieth birthday.

GORDON LEE
ON THE SHOULDERS OF GIANTS
(UNITY LABEL GROUP)

This punchy recording has been around for a couple of months, and is finally starting to gather momentum. Pianist Gordon Lee records a cracking bunch of tunes that sound like standards, but probably aren’t. Yet Lee’s chord changes are as comfortable and boppin’ as anything from decades past. Lee is definitely going for that driving Blue Note attack. Warren Redd is an aggressive alto saxophonist, as he and Lee spar each other through these spirited sessions. Lee’s title for this record, On The Shoulders Of Giants, may have come from the fact that he used such a superlative rhythm section in drummer Dick Berk and walking bassist virtuoso Leroy Vinnegar. The mix is bright, brassy and saucy throughout and Vinnegar is really stamin’ on the driving “No Bizz” and through and Vinnegar is really stamin’ on the driving “No Bizz”

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Remember The Time

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Each One Teach One

MICHAEL LOGAN (Mons)
Night Out

MARK NIGHTENGALE (Mons)
Night Out

RECORD TO WATCH

CLARK TERRY
Remember The Time

Rapidly becoming the elder statesman of Jazz. This one captures the Most Added crown with 34 out-of-the-boxers.

CLARK TERRY
Remember The Time

Micheal Logan

Keith Saxton & Kevin Mokevar

Tom Person/Barb Spangler Quartet

BILLY ROSS (Milestone)

REBIRTH OF COOL (4th & Broadway)

CHICK COREA (Stretch/GRP)

Robby McCONNELL & BOSS BRASS (Concord

TOM PERON/BUD SPANGLER QUARTET

KEITH SAXTON & KEVIN HOLEVAR KMI-11

CLARK TERRY

MICHAEL LOGAN (Mons)

BILLY ROSS (Milestone)

STEVE LEPERON (Telarc Int'l)

MICHAEL LOGAN

MARCUS ROBERTS (Columbia)

HANNIBAL

CHARLES BROWN (Mons)

CUTLER/SCOTT ROOMER (Telarc Int'l)

DARRELL GRANT QUARTET

MICHAEL LOGAN (Mons)

MICHAEL LOGAN (Mons)

FRANK BILDERBECK (Telarc Int'l)

DAVE BRUBECK (Telarc Int'l)

LASZLO GARDONY (Avenue)

PHILIP HARPER

RON CARTER/RICHARD GALLIANO

GORDON LEE

HERBIE HANCOCK (Verve/PolyGram)

TOMMY KNOX (Mons)

JIMMY SMITH TRIO (Blue Note)

JIMMY SMITH TRIO (Blue Note)

DAVID "FATHEAD" NEWMAN (Kokopelli)

MARK NIGHTENGALE (Mons)

CHAD WATTS (Mons)

BILLY ROSS (Milestone)

TOM PERON/BUD SPANGLER QUARTET

KEITH SAXTON & KEVIN HOLEVAR KMI-11

CLARK TERRY

MICHAEL LOGAN

KEITH SAXTON & KEVIN MOLGAR (KMH)

GORDON LEE

KEITH SAXTON & KEVIN MOLGAR (KMH)

TOM PERON/BUD SPANNER QUARTET

BILLY BOBBITT (Milestone)

RON CURTIS (Mons)

RON CURTIS (Mons)

MICHAEL LOGAN (Mons)

BILLY ROSS (Milestone)

REBIRTH OF COOL (4th & Broadway)

CHICK COREA (Stretch/GRP)

RADDY IN REUNION BAND (Milestone)

MARK NIGHTENGALE (Mons)

Dropped: #46 Alan Panza, #47 Michel Petrucciani.

Blue numbers indicate new entry.

Reports accepted Thursday only 9am - 3pm
Station Reporting Phone: (415) 495-1990 Gavin Fax: (415) 495-2580

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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.


"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
Richard Shindell

"Blue Divide"

A stunning collection of new songs from one of the brightest new voices at adult album radio.

"Shindell shows signs of following in the footsteps of John Gorka—great songs, evocative performances and a voice you can't get tired of hearing."

—The Herald (New Britain, CT)

"Powerful melodies and striking imagery... eloquent songcraft." —Billboard

"Richard Shindell is the hottest new artist out there on the circuit. If you aren't familiar with him, blue divide is the perfect way to get started." —Album Network
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
(G3 Disc!/London)

More rhythmic possibilities for
A3. Added at KSCA, KTCZ,
WMVY, KGSR, with rotations
or KIOT, WXPN, KRLC, 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** (G3 Disc!/London)
- **SHELTER COMPILATION** (Putumayo)
- **PAT METHENY** (Geffen)

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

Kevin Salem
As a guitarist,
songwriter and
producer, he's
worked with
Dumptruck,
Madder Rose,
Syd Straw,
Freydy 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

**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, WWAY, WXPN, 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 predetermined 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

© 1994 Roadrunner Records
**A3 New Releases**

**MARTIN ZELLAR**

*Born Under (Ryko)*

Martin Zellar, okay, not exactly a household name, but after 1995 we predict that the ex-leader of the Gear Daddies will be right on the tip of the tongues of programmers making music decisions throughout 1995. Using a cloak of easy-moving melody and clear guitar tones, *Born Under* is a vibrant example of how the band has maintained a career outside of the circle of group democracy. Throughout all ten songs, Zellar keeps the pace righteous and joyous. Immediate starters might include the opening "Lie To Me" into "East Side Boys" and "Something's Gotta Happen." But don't stop there.

**THE JAYHAWKS**

"Blue" (American)

Yes! An advance taste of the Jayhawks in the form of a single for A3. Meanwhile the rest of the album *Tomorrow The Green Grass* gallantly waits in the wings until its release in early February. With counter-singing and harmonic melody that oddly recalls the early Roaches, and while "Blue" may not be the best cut off the album, it's a vibrant example of how the band has maintained a homespun rugged integrity. Just wait until the whole shebang hits town.

---

**A3 Reminder Board**

1. **Mark your ballots, sing your ballads and fax your votes back to the Zimmermen by January 16, MLX day.**

   This is the final round of balloting that will determine the winners to be announced in New Orleans. While a great many of you have responded instantly (and we thank you!), we await the rest of your votes. If you’re reading this and feel left out (i.e. you didn’t receive that faxes. If you’re reading this and feel left out (i.e. you didn’t receive...)

2. **Heck, I Saw Them At Gavin Last February or Wots Happening in New Orleans**

   While we planned to tell you this week, next week is the week we’ll announce the full wagon this week. Gavin is still a young namesake is on the reporting beam. Sonny Landreth is still a young 1995 hottest record with a 39-29-14 growth pattern. This week we announce the Gavin Seminar day meetings. Next week we should have a confirmed list of live performing talent both on site and in the clubs. See ya in New!nawls!
**Most Added**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEX, LOVE AND MONEY (17)</td>
<td>Era (Rockworld)</td>
<td></td>
</tr>
</tbody>
</table>

**AT THE GATES (16)**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
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</thead>
<tbody>
<tr>
<td>Terminal Spirit Disease</td>
<td>(Futurist)</td>
<td></td>
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<tr>
<td>REIGN (15)</td>
<td>Embrace (Mausoleum)</td>
<td></td>
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<tr>
<td>DEMON KNIGHT SOUNDTRACK (14)</td>
<td>Various Artists</td>
<td></td>
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<tr>
<td>KERBOOG (13)</td>
<td>&quot;Dummy Crusher&quot;</td>
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<tr>
<td>WREKKING MACHINE (11)</td>
<td>Mechanistic Termination (Mausoleum)</td>
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**Top Tip**

- DEMON KNIGHT SOUNDTRACK Various Artists (Atlantic)

With several bands to choose from, including Machine Head, Sepultura, Ministry and the mysterious Filter, it's not surprising that the Demon Knight Soundtrack, with 148 spins, is this week's highest debut.

**Top Requests**

- MEGADETH
- CORROSION OF CONFORMITY
- KORN
- SLAYER

**Inside Rock**

The 49ers destroyed the Bears, it's finally stopped raining and 80 percent of the Gavin Rocks stations reported, so everything is looking up in the second week of '95. If it continues to rain, however, I fear our offices will slide down to L.A. and that would really put a damper on things... You all should have received the nominee ballot for the 1995 Gavin Rocks awards. If you haven't, let me know. Please check one box in each category and fax it back to (415) 495-2580 or mail it to GAVIN, 140 Second St., San Francisco, CA 94105. The awards will be presented at the Gavin Seminar on Saturday, February 18... The Seminar is approaching faster than a speeding Ricky Watters, so I can't emphasize enough how important it is to get your registration, showcase/event ideas and lodging situations in order. If you're having problems with hotel reservations give me a call for a list of alternative places to stay. College reporters who are interested in volunteering (that information was faxed/mailed out two months ago) at the Seminar in exchange for a badge should be aware that the only day open for volunteering is Tuesday February, 14. Everyone who turned in their volunteer application before the end of '94 should be contacted soon and will be scheduled to work on days that don't interfere with any Gavin Rocks panels. I will go into more detail about the Gavin Rocks panels in upcoming issues, so stay tuned... So far a few labels have shown interest in showcasing their artists which is good news, but the bad news is if they don't act fast there will be no room available, so get your hands in today! There will be a showcase on Saturday night after the Rocks awards at The RC Bridge Lounge club featuring MCA's The Nixons, Heart & Soul's Sphinx, Mausoleum's Groovezilla and local Berkeley rocksters Czar's Bizarre from Uncle Bill's Records. It'll be a show that you won't want to miss so bring your earplugs, steel-toed moshing boots and a friend to carry you back to the hotel. The Seminar is shaping up to be the best one we've ever had and it would be shame for you to hear about it second hand instead of experiencing it in Mardi Gras style. Alright, enough seminar plugging... This week's chart shows a lot of negative trends because I'm no longer freezing those stations who are not yet up and running again. Stations will only be frozen on request, so next week the positive trends will outnumber the negative... A reminder to all reporters who are interested in volunteering (that information was faxed/mailed out two months ago) at the Seminar in exchange for a badge should be aware that the only day open for volunteering is Tuesday February 14. Everyone who turned in their volunteer application before the end of '94 should be contacted soon and will be scheduled to work on days that don't interfere with any Gavin Rocks panels. I will go into more detail about the Gavin Rocks panels in upcoming issues, so stay tuned... So far a few labels have shown interest in showcasing their artists which is good news, but the bad news is if they don't act fast there will be no room available, so get your hands in today! There will be a showcase on Saturday night after the Rocks awards at The RC Bridge Lounge club featuring MCA's The Nixons, Heart & Soul's Sphinx, Mausoleum's Groovezilla and local Berkeley rocksters Czar's Bizarre from Uncle Bill's Records. It'll be a show that you won't want to miss so bring your earplugs, steel-toed moshing boots and a friend to carry you back to the hotel. The Seminar is shaping up to be the best one we've ever had and it would be shame for you to hear about it second hand instead of experiencing it in Mardi Gras style. Alright, enough seminar plugging... This week's chart shows a lot of negative trends because I'm no longer freezing those stations who are not yet up and running again. Stations will only be frozen on request, so next week the positive trends will outnumber the negative... A reminder to all
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 Natalie In Black Compilation which, according to the mighty Steve Truie, has sold close to 160,000 units, has gone platinum 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 SP01 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 bopping 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-butterfly, 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 unaffected 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 Thorsenst, bassist Kurt Daniebian and drum basher John Sinder, Tad treats us to a few new tracks: "Demon Seed," "Delinquent," "Pam 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 hammer 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 Romix War** (Earache)

The battle for industrial metal supremacy continues with the release of The Romix War, the latest strategic assault by Englabed'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 Biocidal, Therapyn and Gunshot. Listeners will dive for cover as metallic chords explode from Therapyn'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." Biocidal 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 "NMC." All easy listeners should run for the hills as The Romix 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 songs that's one song and a token live track with a double secret probation, swiss cheese syndonic remix. No? This single includes a clean, album and live version of "Dummy Crusher" plus a cover of P.L.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 most-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 "Coron 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. Squiggly guitar licks layered with Sabbath-styled rhythms, severe drum hashing and haunting vocals await you when you throw this puppy on. The live tracks are agro-tiddled 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.
**Hit Factor**

Hit Factor is a percentage of stations which will have the song in Heavy or Medium rotation.

**Total Reports:**

- This Week: 207
- Last Week: 209

**Most Added**

- **CLAY WALKER (80)**
  - "This Woman And This Man" (Giant)

- **TRISHA YEARWOOD (75)**
  - "Thinkin' About You" (MCA)

- **RHETT AKINS (73)**
  - "I Brake For Brunettes" (Decca)

- **MAVERICKS (73)**
  - "I Should Have Been True" (MCA)

- **DOUG SUPERNAW (71)**
  - "What'll You Do About Me" (BNA Entertainment)

**Top Requests**

- **ALAN JACKSON**
- **REBA MCENTIRE**
- **PAM TILLIS**
- **MARK CHESNUTT**
- **JOHN BERRY**

**Inside Country**

- "Okay, so we had a little photo confusion last week. Here's the real picture of three of Nashville's top indie promoters at the recent party welcoming Gavin to Nashville. (left to right): Tim McFadden, Ann Chrisman and Skip Stevens."
underway at KEBK-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 cross-town KYIS to do weekends. Please note: WXTU-Philadelphia’s area code has changed to 310. Bear O’Brien has taken over as PD/morning guy at WSTH-Columbus. With Cary Rolfe moving to KZLA, Jim Davis is now PD at KKNI-Eugene. WIFL PD Kristi Amos is now the Program Director/Sales. Little has worked for Custom Music (who also own New Country) since 1989...Sony’s Allen Butler has been promoted to the newly-created position of Vice President of Sales and Marketing. Heatherly joined the label in 1989. Sony’s Allen Butler has been promoted to the newly-created position of 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.

**Album Cuts**

SKYNYRD FRYENDS - 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 (Bottom 50)/Shame On Me (Doorknob)/What Kind Of Man (Curb)/Don't Be Cruel (Mercury)/Who's She To You (Polydor)/Ridin' The Rodeo (Pacific)/Lola's Love (Columbia)

**Top Ten Videos**

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. RICK TREVINO - Dr. Time (Columbia)
5. JOE DIFFIE - Pickup Man (Epic)
6. JOHN BERRY - You And Only You (Liberty)
7. THE MAVERICKS - There Goes My Heart (MCA)
8. RUSS TAFF - Perfect Stranger (RCA)
9. ALAN JACKSON - Gone Country (Arista)
10. TIM McGraw - Not A Moment Too Soon (Curb)

**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, 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."
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<thead>
<tr>
<th>TW</th>
<th>SPINS</th>
<th>TREND</th>
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<tbody>
<tr>
<td>1</td>
<td>PEARL JAM - Spin/Black Circle, Tremor Chintz, Better Man (Epic)</td>
<td>2092</td>
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<td>2</td>
<td>R.E.M. - What's Frequency, Bang &amp; Noame, Currencies, Crash (Warner Bros.)</td>
<td>1530</td>
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<td>3</td>
<td>GREEN DAY - When I Win, Around, Paradise (Reprise)</td>
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<td>4</td>
<td>WEEZER - Buddy Holly, Udonne, My Name Is (DGC)</td>
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<td>5</td>
<td>NIRVANA - About A Girl, The Man Who, Lake Of Fire, Jesus Doesn't (DGC)</td>
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<td>6</td>
<td>THE CRANBERRIES - Zombie, Odes Family, I Can't Be Dreaming (Island)</td>
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<td>7</td>
<td>OUTFIPEAKS - Go To, Come And Play, Sell Dreams (Eilph)</td>
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<td>STONE ROSES - Love Spreads (Geffen)</td>
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<td>9</td>
<td>PORTISHEAD - Just Times (London)</td>
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<td>10</td>
<td>STONE TEMPLE PILOTS - Unglued, Interstate Love Song, Pretty Penny (Atlantic)</td>
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<td>11</td>
<td>BUSH - Everything Zen, Monkey (Trauma/Interscope/AG)</td>
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<td>12</td>
<td>VERUCA SALT - Seether, Number One, Victory, Spiderman (Minty Fresh)</td>
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<td>13</td>
<td>FLAMING LIPS - She Don't Use Jelly (Warner Bros.)</td>
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<td>HOLE - Doll Parts, Asking For It, Violet (DGC)</td>
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<td>15</td>
<td>BAD REASON - Strange Than, 21st Century, Incomplete, Ineloq (Atlantic)</td>
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<td>16</td>
<td>OASIS - Supersonic, Live Forever, Rock And Roll Star (Epic)</td>
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<td>17</td>
<td>SMASHING PUMPKINS - Landslide, Frail And Bedazzled (Virgin)</td>
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<td>18</td>
<td>NINE INCH NAILS - Piggy, March, Closer, Ningen (TVT/Interscope/AG)</td>
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<td>19</td>
<td>SOUNDBABY - My Wave, Fell On Black, Black Hole, (AXM)</td>
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<td>20</td>
<td>MAZZY STAR - Tahin (Capital)</td>
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<td>21</td>
<td>LUX PHAR - Supernova, Whip Smack Matador (Atlantic)</td>
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<td>22</td>
<td>SHERYL CROW - All I Wanna, Strong Enough (A&amp;M)</td>
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<td>23</td>
<td>CLERKS SOUNDTRACK - Soul Asylum, Alice In Chains (Colombia)</td>
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<td>24</td>
<td>MELORES PACE - My Music, Aimee Mann, James, Let's Go (Giant)</td>
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<td>25</td>
<td>DIOSAUR - I Don't Think So, Feel The Pain (Spin/Reprise)</td>
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<td>26</td>
<td>WEEN - Voodoo Baby, Can't Put My Finger On It (Elektra/EEG)</td>
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<td>27</td>
<td>DUNK - Green Mind (Capitol)</td>
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<td>28</td>
<td>LETTERS TO CLEO - Here &amp; Now (Giant)</td>
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<td>29</td>
<td>RANCID - Roots Radical (Eilph)</td>
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<td>30</td>
<td>ASS POINTS - Electric Rock Music (A&amp;M)</td>
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<td>31</td>
<td>THE MURPHYS - You Suck (MCA)</td>
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<td>SPELL - Superstar (Island)</td>
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<td>LOVE SPLIT LOVE - Am I Wrong, Change In The Weather, Wake Up (Imago)</td>
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<td>PULP FICTION SOUNDTRACK - Urge Overkill (MCA)</td>
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<td>35</td>
<td>MOITE &amp; THE BLOODES - Hannah Jane (Atlantic)</td>
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<td>36</td>
<td>CANDLEBOX - Change Your, Far Behind (Maverick)</td>
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<td>37</td>
<td>DAVE MATTHEWS RAIN - What Would You Say (RCA)</td>
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<td>DEAD CAN DANCE - Toward The Within (4-AD)</td>
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<td>39</td>
<td>MAGNAPUMP - Slowly Slowly, Texas, The Crunch, Ride (Priority)</td>
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<td>40</td>
<td>JESUS &amp; MARVIN CHAIN - Sometimes Always, Come On, Between Us (American)</td>
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<td>41</td>
<td>PIZZICATO FIVE - Twestival James Bond, Baby Love Child (Matador)</td>
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<td>42</td>
<td>EGGSTONE - The Dog, (Deformed) (RMS INTL)</td>
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<td>43</td>
<td>BIG AUDIO - Looking For A Song (Columbia)</td>
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<td>44</td>
<td>SUZDA - You Favorite Thing, Believe Where You're (Pyklidics)</td>
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<td>45</td>
<td>SIMPLE MINDS - She's A River (Virgin)</td>
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<td>46</td>
<td>GRANT LEE B IFF - Mockingbirds, Honey Don't Think (Shishl/Reprise)</td>
<td>222</td>
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<tr>
<td>47</td>
<td>PETE DOBRE - If Don't Love Me (American)</td>
<td>212</td>
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**Most Added**

<table>
<thead>
<tr>
<th>Simple Minds (28)</th>
<th>“She's A River” (Virgin)</th>
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<tr>
<td>OASIS (27)</td>
<td>“Live Forever” (Epic)</td>
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<td>LIVE (14)</td>
<td>“Lightning Crashes” (Radioactive)</td>
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<tr>
<td>VERUCA SALT (13)</td>
<td>“Number One Blind” (DGC/Geffen)</td>
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<tr>
<td>SARA McLACHLAN (12)</td>
<td>“Hold On” (Arista)</td>
</tr>
</tbody>
</table>

**Top Requests**

WEEZER
GREEN DAY
FLAMING LIPS
NIRVANA
PORTISHEAD

**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 where 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 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 Finn's, Bent and The Bishops. Call 'em for your copy at 314-251-1057.

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, Dione 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 Mottola and Jonathan Shapiro, WWDC's Sandy Horovitz, Rev 105's Kevin Cole, Jonathan Rosen and Allison Strong from KUKQ, the...
**ALTERNATIVE**

legendary

Howie Klein.

X-96's

Scannboy

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 Bernardino. 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-learning
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, includ-
ing 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, KLQO-Phoenix came in with
19 this week. Some of their high-
lights include Shed Seven's "Never
Again," Electrifax'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 hands, 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
reporting substantial spins per week.

"Send Me On My Way" (Mercury)

After playing at last year's A3 sum-
mmit in Boulder, this Pittsburgh-based
band set the format on its ear, win-
ning 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.

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) 871-8549.
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 mesmeriz-
ing. 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)

While bands like Charlatans, The
Happy Mondays, and more recently
Oasis have basked in the atmos-
pheric glow of the Stone Roses
sound back in 1989; 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 bucolic tonality. Lyrics such as "You should
have an angel it would've suit-
ed you in the half light of morn-
ing 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 dou-
ble entendre? —JENNY RUGGE

**THROWING MUSES**

University (Sire/Reprise)

Kristin Hersh's solo Hips And
Sticks 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 cuts yields hidden gems.
"Bright Yellow Gun" is a compact,
no frills rocker. An innovative guitar
riff, 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
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sacred with the profane. Could
Second Coming be their idea of dou-
ble entendre? —JENNY RUGGE

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 - LIGHTENING STRIKES
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!

Radio
- Top 20 at AAA for 4 months

Tour
- Supported Sheryl Crow and Dave Matthews Band
- Current Sold Out Headline Tour

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

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Management: Rob Kos for Metropolitan Entertainment
Produced by Bill Bottrell
**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 ‘Pony’s next time (hardly har har), next week should see them ensconced 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 favorite 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 WYRK’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, and Lisa Banning is WPRK’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.

**RECORD TO WATCH**

18th Dye, last week’s second Most Added artist, racks 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 KUSF, KALX, KCPR, KCRW, WCBN, WDRW and WFDU.

**Most Added**

**Sammie (8)**
Kings Of The Inland Empire (Smells Like Records)

**Bettie Serveert (8)**
“Ray Ray Rain” (Mattock/Atlantic)

**Lois (8)**
Shy Town EP (K)

**THE TH (8)**
“I Saw The Light” (Sloppy/Epix)

**18th Dye (7)**
Done (Matador)

**Top Tip**

**Stone Roses**
“Love Spreads” (Geffen)

**New**

24 STONE ROSES - Love Spreads (Geffen)

25 WHY POPSTARS CAN’T DANCE - Jupiter Sun, Boyracers, Stereolab, Henry’s (Sunderland)

26 COME - Don’t Ask Don’t Tell (Matador)

27 FASTBACKS - Answer The Phone, Dummy (Sub Pop)

28 R.E.M. - , What’s Your Frequency, Bang & Blame, Currency, Crush (Warner Bros.)

29 ECHOESLEY - I Can’t Imagine, Father Ruler King, Insomniac (Fauve/Rhythm King)

30 KICKING GIANT - Alan F-0 (K)

31 RED HOT & CODE - Stolen Moments, Pharcyde, The Roots, MC Solar (GRP)


33 ANTIETAM - Rope A-Dope (Homestead)

34 PEARL JAM - Spin, Black Circle, Tremor Christ, Better Man (Matador)

35 LIZ PHAIR - Supernova, Whip - Smart (Matador/Atlantic)

36 GOD - The Anatomy Of Addiction (Big Cat)

37 GASTDEL SOL - Mirror Repair (Drag City)

38 CRANES - Loved (Crated/Artista)

39 SMASHING PUMPKINS - Landslide, Fraid And Bedazzled (Virgin)

40 WEDDING PRESENT - Yeah Yeah Yeah, Gazebo (Island)

**New**

41 LISA GERMANO - Geek The Girl (4AD)

42 CHROME CRANKS - Chrome Cranks (PCP)

43 PEGBOY - Earwig (1/4 Stick/Touch & Go)

44 SOUL COUGHING - Screenwriter’s Blues, Chicago Not Chicago (Slash/Warner Bros.)

45 WEDDING PRESENT - Yeah Yeah Yeah, Gazebo (Island)

46 VERUCA SALT - Seether, Number One, Victrola, Spiderman (Minty Fresh)

47 JESSAMINE - Jessamine (Kranky)

48 LIZ PHAIR - Supernova, Whip - Smart (Matador/Atlantic)

49 JON SPENCER BLUES EXPLOSION - Orange (Matador)

50 SHADY - World (Beggars Banquet)

**Alternative Editor:**
Linda Ryan

**College Editor:**
Seana Baruth

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**Record To Watch**

18th Dye
Done (Matador)

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**Chartbound**

**throwing muses - Bright Yellow Gun**
(Sire/Reprise)

**Lisa Huisken and Beaumont Hannant**
Evening At The Grange (Astralisks/Caroline)

**Shady**
- World (Beggars Banquet)

**God**
The Anatomy Of Addiction (Big Cat)
Dropout: #33 Cramps, #39 Melvins, #44 Plasticman, #45 Clergs, #46 Small Factory.

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**Musical Ensemble**

The full-length, Second Top Tip honors-for this long-

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** 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 ‘Pony’s next time (hardly har har), next week should see them ensconced 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 favorite 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 WYRK’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, and Lisa Banning is WPRK’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.

KFC’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 Portashine—an ensemble fronted by KALX’s Anthony Bonet.

And finally, this week’s BIG news: there’s a new Janedisc. Guess that’s all. See you next time with all the gossip that’s good to go and then some.
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, 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 Dresch-led by Donna Dresch, who's done bass stints with a slew of

On Personal Best, Team Dresch (other members are Jody from Hazel, Kaia from acidalkid and Marc from Calamity Jane) play with a naturalness, fluidity and intensity that recalls—but is more diverse than—early Soul Asylum. Their vocals, reflectively, 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 snared so many queer bands. 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 surround audio DIY kit: submerge the initiated can expect plenty of great big wonderful drones. Filters, harmonizers, duhs, 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
BUILf (IPR, P.O. BOX 1483, TEMPE, AZ 85280)

Eight guitarist's, 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 "Millions," a sweet taste of multi-chord melody 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" elicits 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 back-hone bass grooves that give off a vibe strangely reminiscent of early FIREHOSE, sans lyrics. The album's closing track, "Galinized 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-chotic, neo-baroque age of quasi-enlightenment.

—SPENCEDOODY

"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

Certain Distant Suns
happy on the inside

the new album, featuring: Bitter
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 a quick radio review. Was this your first job as music director? I've been MD here for almost two years, 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, 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, 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.

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.
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.
Alarms ..........  

KATELL KEINEG  
O Seasons O Castles  
(Elktra)  

Not one to give up, Katell Keineg has been reserved 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 
one of those little stickers are 
correct) and you'll hear a 
bold new talent.—Kent 
Zimmerman  

HIGHER LEARNING  
SOUNDTRAXK  

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. 
It acts like Ice Cube, Toby 
Amos, Liz Phair, McKinne 
NdegOcello and Raphael 
Saadiq of Tony! Tony! Tone! 
sound like strange bedfello-
 ws, 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 were music." 
Great set of diverse talent, 

too had the real world isn't 
integrated.—Kent 
Zimmerman  

LORDS OF THE  
UNDERGROUND  

Keepers Of The Funk  
(Pendulum/EMI)  

Doitt, Mr. Funkyman, DJ 
Lord Jazz re-emergence 
from their subterranean 
hideaway to deliver yet 
another megahit 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 
boom in's beat with nimble 
lyrical dexterity. The first 
single, "The Toe" is enjoying 
tremendous rep radio suc-
cess thanks to laid back 
xylaphone loop and 
scratched snippets of the 
Doug E Fresh/Slick Rick 
classic "La Da 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 
meditation. And with 
LOTUG on duty, you 
can rest assured that the 
funk is in good hands. 

—SPLENDOKEY  

Lords Of The Underground  

THE JERKY BOYS  
Soundtrack  
(Atlantic)  

It's hard to believe that 
nerd phone calls spawned 
a pair of CDs, a feature film 
and gold. His guitaring is 
outstanding. This is a 
woman who definitely 
sells big. It's well worth 
taking it and if you need a good 
song to remember this one 
to your brain, you need to feel 
the music, you need to feel 
what it is. Top 20 
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QUEENSRYCHE

BRIDGE
Second
From the platinum album PROMISED LAND

Produced by Queensryche & James "Mig" Barton
Management: Q Prime Inc.

Epic Records
Serving the Music
The wan moon, half overveiled
By clouds, shed her funeral beams upon the scene;
While in low tones the mournful night-wind wailed...

THE CHIEFTAINS

THE LONG BLACK VEIL

FEATURING PERFORMANCES BY

Sting
Mick Jagger
Sinéad O'Connor
Van Morrison
Mark Knopfler
Charlie Watts
Marianne Faithfull
Keith Richards
Ry Cooder
Ron Wood

and many others

THE LONG BLACK VEIL
street date January 24th