

GAVIN

People are talking about...

JESSICA

A N D R E W S

I WILL BE THERE FOR YOU

My money's on Jessica Andrews!

KEITH HILL • HILL-ACREE CONSULTANTS

This is my favorite song on the radio!

PAUL JOHNSON • WSOC/CHARLOTTE

Tell radio to pull their heads out...

and play JESSICA ANDREWS!

BOB MITCHELL • CONSULTANT/BRANSON, MO

I can see Jessica evolving into a star in much the same way Faith Hill and Martina have. Get on board early."

JUSTIN CASE • WYRK/BUFFALO

Girl, you've got the talent, it's time to share it with the rest of the world!

MANDY McCORMACK • KZLA /LA

One word for Jessica's first single... hit!

BILL HAGY • WXBQ/BRISTOL

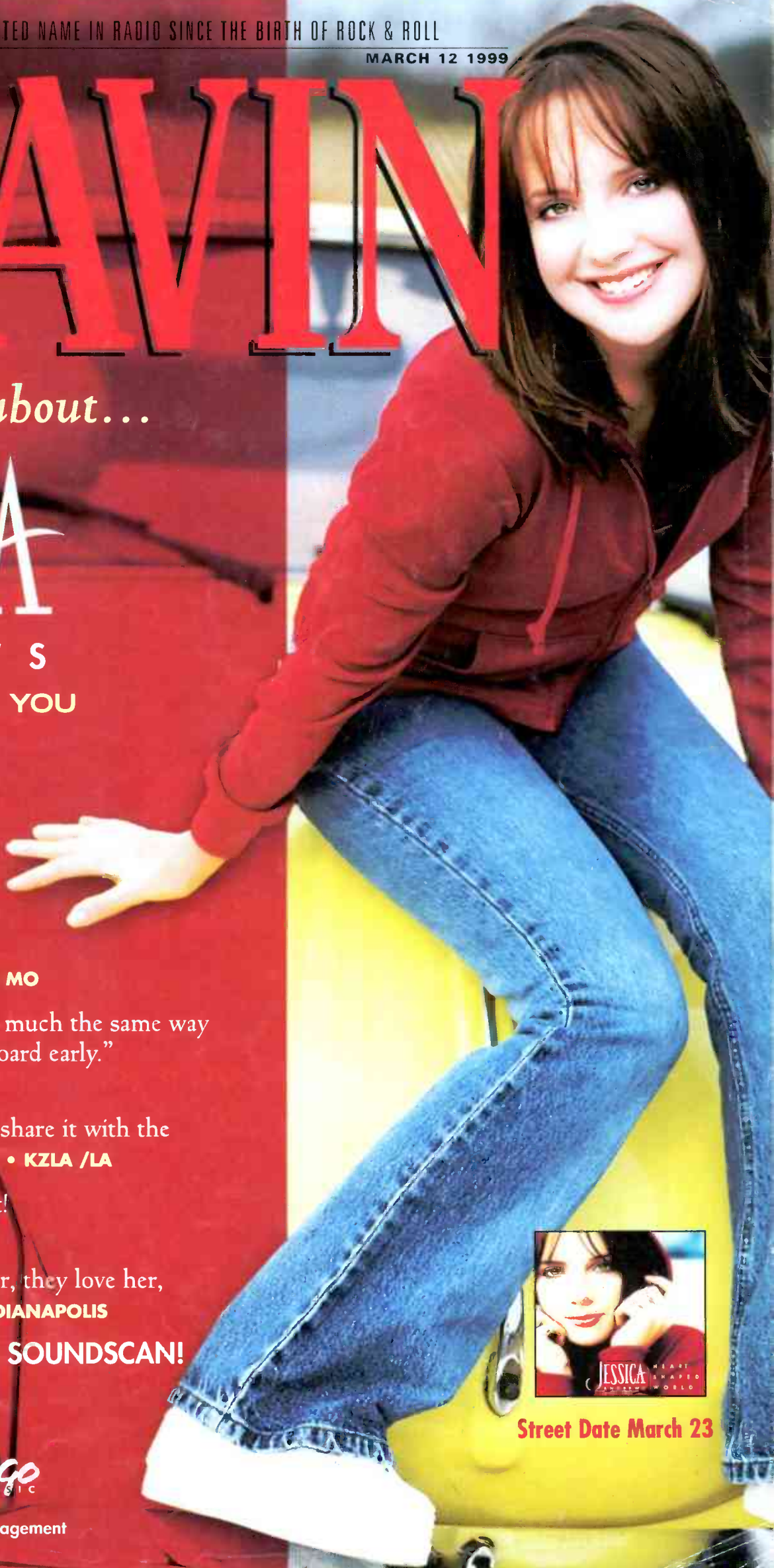
Already getting phones. They love her, they love her, they love her!

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Something going on here?

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bruce SHINDLER, head of promotion 615-463-4650
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bob MITCHELL, west coast radio promotion & marketing 888-881-7650

bottom row

suzanne DURHAM, southwest radio promotion & marketing 800-486-7864
george BRINER, midwest radio promotion & marketing 800-285-5711
*scott BORCHETTA, senior executive, promotion & artist development**
*shannon EAGON, promotion coordinator**

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ISSUE 2246

MARCH 12 1999

GAVIN

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ARTIST SPOTLIGHT



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JEWEL

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Management: Jewel Management



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PAGE 10

Where the Boys Are

At the GAVIN Seminar in New Orleans, our Research Editor Jhan Hiber was deluged with Country programmers wanting to know how to bring male listeners back to the format. After some careful examination, Hiber finds it may not be as bad as all that...but he also uncovers a more dangerous hidden problem.

PAGE 34

X Marks the Spot

A big topic at the recent GAVIN Seminar was non traditional revenue (NTR), and 99X-Atlanta has hit upon a great vehicle. Direct Marketing Manager Lea Deason walks Alt Editor Richard Sands through "Project X."



PAGE 54

Getting to Know You

As the Country Radio Seminar gets underway in Nashville, Country Editor Jamie Matteson shines the spotlight on the artists who make the format great. By asking some off-the-wall questions, she uncovers the real people hiding beneath all the star trappings.

AS TOLD TO TONY SANDERS

Lee Abrams

Preparing for Satellite Radio

Now XM Satellite Radio's Senior VP of Programming, Abrams invented the Album Rock format. Lee also developed the Classic Rock format for KFOG/FM-San Francisco and the Urban/Dance format for the original WKTU/FM-New York. In 1989, Lee joined the ABC Radio Networks and helped spread Z-Rock across the land as a satellite-delivered 24-hour Active Rock format. Musically, Lee has produced various works and has appeared on numerous Alan Parsons Project CDs on the Arista label.

Probably the most important thing a radio programmer can do to prepare for the arrival of satellite-delivered radio, realistically, is to not be in denial. Just remembering back to the early days of FM, a lot of the big AMs—and the legendary AM programmers—were in denial about FM. They couldn't believe that FM would be a threat to a station with a 30 share. The net result for some was that they were driven out of the business.

morning show. We're not going to shut down creatively at 10 a.m. We're going to always be on.

While we're going to be modeling ourselves after some of the great radio stations, simultaneously,



If you're going to survive, you've got to do what I call "amazing radio." It's a way of thinking, an attitude and energy within the building, the magic between the records and out on the street. The most important thing about amazing radio is to really stake a claim for your core artists. When a record comes out by that artist, you celebrate it. If they're coming to town, it should be like the world stops. There's got to be a passion on the air about these core artists.

we're going to rewrite the playbook for the way our stations sound. We're just going to try and hire the most amazing staff of wackos and crazies. We're going to be musically passionate as far as embracing new music styles, old music styles, every imaginable artist.

At XM, we're going to be rooted in what makes radio stations great. I like to say our attitude is eccentric all the way to the bank. A lot of our formats will be like a 24-hour

There's plenty of room for radio stations and XM Satellite Radio to co-exist. Just realize that we're nothing more than another radio band. In 1920 there was AM, in 1940 FM, and now there's XM. We're all broadcasters. Of course, it's in our blood to try to kick each other's ass, but, at the end of the day, we're all doing radio, just on different bands.

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AND
1998 INDEPENDENT
RHYTHM-CROSSOVER
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DATA DEAL HERALDS NEW ERA FOR AIRPLAY MONITORING

Gavin Partners With Mediabase

"Finally there's a more competitive—and more accurate—system in place to track the progress of a record...and you guys got it!"

That's the reaction of one record industry Senior Vice President upon hearing that GAVIN signed a strategic partnership with Premiere Radio Networks to publish charts and analysis supplied by the company's Mediabase Research. The alliance was announced jointly this week by Gavin CEO David Dalton, Premiere President/COO Kraig Kitchin,

and Mediabase Research President Rich Meyer. The semi-exclusive arrangement also allows Los Angeles-



based R&R to publish Mediabase data. Effective June 1, GAVIN

will publish weekly charts based exclusively on airplay research provided by Mediabase 24/7. Concurrently, GAVIN will use the data to supplement its daily gmail fax publication and other print and electronic products.

"All of us at GAVIN are extremely enthusiastic to be associated with Mediabase, and we're delighted to have full access to the tremendous research they bring to the industry," commented GAVIN's David Dalton. "This partnership ensures that we will continue to be the leader in chart information and, without question, raises the bar on monitored airplay data."

Mediabase currently monitors over 800 radio stations in 125 markets, 24 hours a day, seven days a week, and provides vital information to

950 affiliate radio stations throughout the U.S. The Mediabase-driven charts will be used to significantly augment GAVIN's research, but they are not intended to replace the publication's longstanding relationship with medium- and small-market station airplay data.

"I don't even understand what the possible downside to streaming audio is..."

—DALE ERVIN,
KZLA-LOS ANGELES
SEE PAGE 11

Jacor Relaunches The Research Group

With financial support from Jacor Communications, veteran A/C programmer and radio executive Rick Torcasso has been named President of newly-reconfigured The Research Group. The firm, which will move its headquarters from Seattle to the Dallas area, will be announcing other executive appointments, as well as its detailed line of services to be offered.

"Jacor is supplying the financial backing for our company," Torcasso told GAVIN. "They've purchased the corporate name and The Research Group's list of domestic and international clients."

Former Research Group President Larry Campbell will not be part of the renewed company, although Campbell is serving as a consultant during the

transition. Additionally, Jacor will not be assuming the bills owed to research subcontractors by the previous Research Group Corp.

While Torcasso didn't elaborate on specifics, he did tell GAVIN that his firm's services "will be new concepts and visions. Our goal is to combine art and science in a way to give GMs and PDs new tools to succeed in the new radio environment."

Torcasso revealed that he's interested in creating Internet-friendly music call-out research as well as perceptual studies, "but those have almost been outdated in their current form."

One note: Torcasso is insistent that, given Jacor's involvement, there is no collaboration between the new Research Group and Jacor-owned-Critical Mass Media. "No way," he told GAVIN.

Steve Smith to Senior VP/ Programming at Chancellor

After much wrangling and posturing, it's official: Steve Smith has been named Senior Vice President/Programming at Chancellor Communications. Smith made the switch from Emmis Communications, where he was VP/Programming, late last week.

Smith is expected to work closely with Chief Programming Officer Steve Rivers in managing programming activities at Chancellor's 465-plus stations, focusing on Top 40 and Urban-formatted stations, as well as growing the group's franchise "Jammin'" stations.

"Strategically, it has been

our long-term goal to attract the radio industry's premiere executives, and we are delighted to add someone of Steve's caliber to our team," commented Chancellor Radio President Jimmy de Castro. "We look to Steve to further bolster our industry-leading programming resources and to work with Steve Rivers in developing and growing Chancellor's programming base."

"I'm thrilled to work side-by-side with industry veterans such as Jimmy de Castro, Steve Rivers, John Madison, and David Lebow" Smith added.

Guess what we want to talk about this week?

That's right—monitored airplay. You can read the basic news story on this page but I feel it would be worthwhile dealing with some questions that have already arisen from our move into this modern realm of data presentation.

For instance, why Mediabase? For starters its state of the art data is an essential tool for hundreds of programmers and is the benchmark of success for music on the radio. In a consolidating world this deal puts GAVIN in the top tier of trade publications and information providers.

Some record executives ask why do we need Mediabase when we already have BDS? The plain fact is that Radio doesn't have BDS and doesn't want it. Radio has Mediabase and, in terms of radio affiliates, Mediabase outguns BDS 10:1. Without question, this alliance has raised the bar on monitored airplay information now that, finally, there's another—and more accurate—system by which to track the progress of a record.

Some people are wondering what GAVIN will do with the data? We are in the process of designing new and innovative ways of presenting this important information. We're not interested in simply competing head-to-head with BDS and Airplay Monitor—we'll leave that to others—instead we will provide a fresh slant on the chart week that a lot of people have been asking for. This will be more than a numbers game—we'll offer a range of useful, accurate, personality-based music information.

There is understandable concern that GAVIN might go Mediabase crazy and forget its roots in smaller market radio. Shouldn't happen. The Mediabase-driven charts will be used to significantly augment GAVIN's research, but they are not intended to replace the publication's longstanding relationship with medium and small-market airplay data. We welcome input from all quarters on how we can improve the flow and presentation of data.

David Dalton, CEO

Six Artists on Forbes Top 30 List

Forbes magazine has released its latest list of high-earning celebs, set to hit the newsstands March 22. Jerry Seinfeld tops the list, raking in \$267 million. Out of the top 30, the music world claims six spots:

- #10-the Rolling Stones (\$57 mil);
- #11-Master P. (\$56.5 mil);
- #13-Celine Dion (\$55.5 mil);
- #15-Garth Brooks (\$54 mil);
- #16-Sean "Puffy" Combs (\$53.5 mil); and
- #21-those former GAVIN-Guaranteed Spice Girls, with the small sum of \$49 million.



EMI Names Nicoli Exec. Chairman

EMI's Board of Directors has appointed Eric Nicoli, current Group Chief Executive of United Biscuits, to succeed Sir Colin Southgate as Executive Chairman. Nicoli will join EMI May 1 as Chairman Designate and will become Chairman when Southgate retires on July 31. Additionally, Sir Dominic Cadbury will become Joint Deputy Chairman, succeeding Sir Peter Walters, who is retiring after ten years.

"Eric was the outstanding candidate for the job," com-

mented Walters, who served as Chairman of the nominating committee. "He knows the company well and has operated in highly competitive, consumer-oriented businesses throughout his career."

"I look forward to joining the EMI executive team," added Nicoli, who had been a non-executive director of EMI since 1993. "I am excited by the opportunity to lead one of the world's best music groups and to work in such a dynamic industry."

G-FILES

BARNETT GOES GLOBAL



Steve Barnett has been named Executive VP, Worldwide Marketing for Epic Records and 550 Music, it was announced earlier this week. Based in New York, Barnett will work closely with all divisions of the Epic Records Group (which, in addition to Epic and 550, includes the WORK Group) and Sony Music International in the development and implementation of global marketing campaigns for Epic and 550 artists. Barnett was most recently Senior VP Worldwide Marketing before stepping into this newly-created role.

DAVIS GETS RESTLESS



Jeff Davis has joined Restless Records as Vice President of Promotion, responsible for overseeing promotion efforts at Top 40, Hot and Modern Adult Radio formats on a national level. He'll also supervise the restless field staff and determine promotion strategies for the label's acts. "This will be my third time working with Jeff," said Sr. VP Dave Darus, "watching him grow from radio to regional and now to one of the strongest national radio professionals out there. He has delivered many records in the past, and I am pleased to elevate him to the VP post he has deserved for a while." Davis

was most recently National Director of CHR at Island Records.

GAINING ON 1500



1500 Records (now part of the Interscope/Geffen/A&M Records company) picks up speed with the hiring of Christina Chiapetta as National Director of Radio Promotion. Chiapetta comes from Mercury, where she was National Director of Modern Rock/West Coast. Further adds at the label include Lee Kurisu, who joins as Director of Street Marketing and Independent Retail Promotion, and Gary Pappani, newly-named Director of Tour and Internet Marketing.

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BIA Lists Top Billers in '98

Late-breaking station and market revenue information caused BIA Research to re-rank its top 10 billing radio stations of 1998. Only those stations in the top four slots were affected, and all stations in the top 10 released by BIA last week remain in the grouping. Interestingly, Infinity Broadcasting owns six of the top ten; the remaining four are split between Chancellor (3) and Jacor (1). The correct rankings and revenues for the top-ten stations are listed below:

Rank	Rank	Market	Station	Format	Owner	Revenues (\$000s)
1	1	New York	WFAN/AM	Sports	Infinity	\$55,100
2	1	New York	WXRK/FM	Rock	Infinity	45,600
3	1	New York	WLTW/FM	A/C	Chancellor	45,400
4	2	Los Angeles	KIIS/FM	Top 40	Jacor	39,200
5	1	New York	WINS/AM	News	Infinity	38,300
6	2	Los Angeles	KRTH/FM	Oldies	Infinity	37,100
7	1	New York	WKTU/FM	Rhythmic Top 40	Chancellor	36,900
8	1	New York	WCBS/FM	Oldies	Infinity	36,400
9	2	Los Angeles	KKBT/FM	Urban	Chancellor	35,850
10	2	Los Angeles	KTWV/FM	Smooth Jazz	Infinity	34,500

GRABBAG

BY LAURA SWEZEY

■ **KIND OF A DRAG:** Capitol Records is conducting an exhaustive search...for a drag queen. It's all to promote Capitol's campy *Divas Exotica* album, containing warblings from such divas as Mamie Van Doren, Carmen Miranda, and Marilyn Monroe. Capitol has held contests in major cities nationwide seeking high-heeled boys to either sing or lip synch their favorite *Divas* tune. Promos of the event promise, "There'll be more men wearing sequined gowns and rhinestone tiaras than at poker night at Dennis Rodman's house." Photos and videos of winners from each event will be judged in order to crown the ultimate drag queen, who will grace *Divas Exotica* magazine ads.

Last month at New York's Splash Bar, 800 people showed up to strut their stuff and partake in the festivities. Real-life diva Eartha Kitt was on hand to sign CDs and act as celebrity judge at the event, which raised \$3500 for the not-for-profit Career Gear, helping unemployed men re-enter the workforce. Winner of the New York contest was Edie, a regular performer in the Big Apple. Bedecked in a black number adorned with flowers, he performed "Go Go Calypso" with the aid of four dancing boys.

■ **ANALYZE THIS:** Next time you feel down, be thankful that you've at least got your mental health. Relatively speaking, anyway. Mojo Nixon, now a talk show host on WLW-Cincinnati, has just released a new CD with his band the Toadliques. On *The Real Sock Ray Blue! Texas Prison Field Recordings, Vol. 3*, Nixon picks on everybody. "Drunk Divorced Floozie (The Ballad of Diana Spencer)," "Orenthal James (Was a Mighty Bad Man)," and "Rock n' Roll Hall of Fame," are some of the high-profile targets the hell-raising roots rocker takes on this time around. Other entities that have irked the Mojo are Disney and McDonald's, whom Nixon believes to be conspiring with aliens and the Mormon church to make us all "weak, sterile, and subservient." Sez Nixon in a press release, "I have this theory that aliens walk the planet, and they're using the guys on bicycles to do the bidding of McDonald's and Disney. Aliens have been here since Roswell in '47, and they're trying to turn us all into a part of the hive. The bicycle guys are their earthly representatives—they look like they're going to audition for Blondie with their skinny little ties—but, in fact, they're coming to your house and putting a bug on the back of your neck!" On his next CD, maybe Nixon will show us how to make tinfoil hats to prevent the CIA from monitoring our brainwaves.



Pictured, l-r: Eartha Kitt flanked by Divas Exotica New York winner Edie, along with contestants Hedda Lettuce, Lyp Sinka, and (seated) Edie's calypso dancers.

WEBSITE OF THE WEEK

WFM5 95.5

ON THE AIR

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RADIOCARD CLUB

CONTESTS & EVENTS

THE WFM5 COMMUNITY

Mail

Per AOL

Prognostics

It's Monday
March 8, 1999
01:06:47 PM

School, R, Business, Christmas



Due to the unfortunate accident that just occurred of country legend George Jones, country fans of all ages are requesting cards and letters to the following address:

George Jones
118 16th Avenue North
Shaw 430,
Nashville, TN 37203-3167

Please, remember George Jones in your prayers as well. The

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Kane Named President; Capstar Star System

Capstar Broadcasting Corporation has announced that Jason Kane has been named President of its Star System division, based in Austin, Tex. Kane most recently served as Senior Vice President and Director of Special Services for The Research Group in Seattle, where he worked for 15 years.

Star System is the platform of technology Capstar Broadcasting developed to deliver customized radio programming in various formats to multiple markets.

During his 25-year radio industry career, Kane has served as programmer for radio stations in Washington,

D.C., and Kansas City. He joined The Research Group in 1984, where he was involved in the development of diverse formats and expansion into international markets.

John Cullen, Co-Chief Operating Officer of Capstar Broadcasting, commented, "Jason Kane will be a major asset to Star System—and to the Capstar group of stations—as we move forward with aggressively developing and marketing Star System programming products and services. He has been a nationally-recognized leader in programming strategy for many years, and we are exceptionally pleased to welcome him aboard."

Hawkins VP/Programming at Capstar "West"

Rich Hawkins has been named Vice President of Programming for Capstar Broadcasting Corporation's western region. Based in San Diego, Hawkins will oversee programming for radio stations operated by Pacific Star Communications, Capstar's regional operating division, as well as oversee other Capstar stations in the western United States.

A 23-year radio broadcasting industry veteran, Hawkins most recently served as Operations Manager at KYXY/FM and KPLN/FM-San Diego. He was also Program Director at WFOG/FM and WPTE/FM-Norfolk, Va., and WMXP/FM-Pittsburgh, Pa.

BACKSTAGE

BY JAAN UHELSZKI

STRIKE A POSE

Madonna is everywhere lately—except on stage. The Material Mom has announced that she will not take her show on the road despite telling reporters earlier this year that she planned a fall tour. "There's no specific reason," said a representative from her label. "She just decided she didn't want to do it. It's a fairly recent decision. You know, her productions are so huge, and they're so draining. A tour is a big undertaking for her." Insiders say we'll see Madonna in the movies before we pay to see her at The Meadowlands. But other sources insist this is not about her movie career: "She's ready to go back in the studio. She's on a roll; she's hot again, and she doesn't want to take a year off to tour and lose that momentum." Then there's **Margaret Solis**, the Scottish psychic who predicted Madonna's first pregnancy (as well as **Rod Stewart's** recent breakup with **Rachel Hunter**), who says the singer will get married again and have another child. Whether Solis' prediction are on the mark remains to be seen—but we refuse to believe that the former blonde bombshell considers **Ricky Martin** marriage material. This week's *Star* revealed that Madonna covered the former **Menudo** star in lipstick kisses after the **Grammys** and is interested in getting to know the Latin hunk better. Speaking of lipstick, although we know Madonna would never wear **Max Factor**—which is sold in some of America's better drug stores—the Material Girl has agreed to be the New Face for the cosmetics giant. The singer, who turns 41 this year, just closed a deal to do TV and in-store ads for the company, which will create a new line of make-up inspired by the star. Guess this means she won't be wearing **MAC's** Viva Glam anymore.



Madonna

BROOKS PUTS MOTHER OVER PADRES

We told you last month that **Garth Brooks** had taken a year-long hiatus from music and had taken his black hat down to the **San Diego Padres'** training camp in Peoria, Arizona, to try out for the team. We just got word, however, that the singer has left camp to be with his mother, who is battling cancer in Los Angeles. The Padres organization confirmed that the musician had left last weekend for "personal reasons," after training with the team for less than a month. Padres owner **John Moores** told the **Associated Press** that he wasn't certain whether Brooks planned to return, but added, "We're a lot more concerned about his mom than whether he's coming back. Obviously he's welcome back, and it would be a shame if he doesn't [return], because it's obvious to everybody he was committed." By the way, the singer hit a home run his first day at camp.

BOBBY ROBINSON

"GREED KILLS"

Impacting Days
March 15 and 16

For Top 40 - **"LIKE A BALL"**
AAA and College. **"IS IT ME"**

Written, composed, performed and recorded by Bobby Robinson

BOTAS

"COULD IT BE THAT THE THING YOU CALL FREE
IS A WORD THAT SPINS ROUND IN GREED?"

BOBBY ROBINSON

"GREED KILLS"

Impacting Days
March 15 and 16

For Top 40 - **"LIKE A BALL"**
AAA and College. **"IS IT ME"**

Written, composed, performed and recorded by Bobby Robinson

BOTAS PRODUCTION <http://bobbyrobinson.iama.com>

Matraca Berg

Songwriter, Recording Artist

Hometown:
Nashville, Tenn.
(born and raised!)
Birthday: February 3,
1964

What radio stations did you grow up lis- tening to?

Mostly Top 40.
My mom listened
to Country, so I got
Country through
osmosis.

What radio stations do you listen to now?

I'm a jumper. I have
eight presets—Classic
Country, Classic Rock,
Alternative, old R&B,
and NPR.

If you owned a radio sta- tion, you would...

Combine classic
rock like the
Stones with
Johnny Cash,
Aretha with
Bobbie Gentry,
and throw in
Mississippi
John and
Memphis
Minnie for good mea-
sure.

The first record you remember buying?

"Ode to Billie Joe"
(I asked my mom to
buy it).

Of all the songs you've written, which is your favorite and why?



"Back When We
Were Beautiful,"
because it's about two
women I love very
deeply, my Grandma
Callaway and my
mother-in-law, Lee.

Future Ambitions:

To make that great
record we all want to
make, and to run off
to Colorado with my
husband, Jeff Hanna!

by Jamie Matteson

ACM Noms Announced

The final nominations for the Academy of Country Music (ACM) awards were recently announced at a press conference at Universal Studios Hollywood. Final ballots for the awards will be mailed to the Academy's voting members on Monday, March 22. Winners will be announced during the presentation ceremony at the Universal Amphitheatre in southern California on Wednesday, May 5, broadcast on CBS Television Network.

Faith Hill leads the way with six nominations, followed by Garth Brooks, Steve Wariner, and Brooks & Dunn, each nominated in four categories. Newcomers the Wilkinsons' name appears three times, as does Martina McBride's.

Nominees for Radio Station of the Year include:

KEEY/FM-
Minneapolis; KILT/FM-Houston;
KMLE/FM-Phoenix; KNIX/FM-
Phoenix; WKHK/FM-Atlanta;
WSIX/FM-Nashville, Tenn.

Disc Jockey of the Year nomi- nees are:

The Bear Man and Ken
Kicks of WUSY/FM-Chattanooga;
Dale & Mary of KFKF/FM-Kansas
City, Mo.; Holstead & Yates, KILT/FM-
Houston; David Hughes & Dexter,
WUSY/FM-Chattanooga; and Moby
of WKHK/FM-Atlanta.

Novelty "Sunscreen" Instant Hit Factor

Unless you live in a hole, by now you should have heard about the instant reaction to Baz Luhrmann's song, "Everybody's Free (To Wear Sunscreen)."

The record in question is the spoken-word recitation of a commentary attributed to *Chicago Tribune* columnist Mary Schmich. Australian film director Baz Luhrmann hired actor Lee Perry to read the piece over "Everybody's Free," from Luhrmann's film *William Shakespeare's Romeo + Juliet*, for inclusion on an album, *Something for Everybody*.

"It's out-pulling Limp Bizkit and No Doubt by a mile," the *Times* quoted KROQ/FM Program Director Kevin Weatherly. "I've never seen a track so instant as far as striking a nerve."

Founded by Bill Gavin in 1958

GAVIN

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GAVIN

Don't
Mail
Your
CD
To
Radio!

anyone who heads over to Clear Channel's WTNT/FM-Tallahassee will get the kind of greeting that's actually rare from an Internet web-site: sound. WTNT's site doesn't just materialize in the web browser as most sites do. It also includes a sonic greeting: a quick explosion, the opening line for Fleming/Morgan's "I was Country, When Country Wasn't Cool," and then a station ID, "Today's Hit Country, 94.9 WTNT." Not a bad idea for getting the attention of the potential listener, especially if that person

happened to turn his or her attention away from computer screen while the Web site was loading.

NOT EVERYBODY'S STREAMING 24/7

WMDH/FM-New Castle, Ind. doesn't stream its audio 24 hours a day or seven days a week. In fact, if you don't tune in during a weekday before 9 a.m. local time, you'll miss the station's Internet stream altogether. WMDH's Internet-streaming schedule is Mon-Fri, 12:01 to 9 a.m.

There are lots of different lists for streaming audio sites on the Internet. Some, such as those maintained at MIT or at www.live-radio.net, bill themselves as the most comprehensive. As might be expected, though, these lists contain their own share of out-of-date and incorrect info.

Even the best-known streaming-audio sites, such as RealNetworks, can have a list with a couple of errors; currently, RealNetwork's list still includes two CBS/Infinity stations that no longer feed their

audio over the 'Net: WHOK/FM-Columbus and KSKS/FM-Fresno.

GAVIN's research looked at more than 120 Country station Web sites which, according to one list or another, supposedly included audio streaming. We found about 30 of these stations either no longer offered streaming audio or never did, had "broken links," or the Web site had relocated and couldn't be found easily. That left about 90 Country sites with a bona fide audio stream as part of their Web offering. ■

Country Radio's Biggest "Bitcasters"

This list includes the 30 largest Country stations that are actually streaming audio over the 'Net. The stations are ranked according to BIA's estimates for 1998 over-the-air revenues. Please note: dollar figures on this list do not include any Internet revenues and this list does not rank the Country stations based on Internet income. Only over-the-air revenue estimates from BIA were used to rank the stations.

	<u>Calls</u>	<u>Market (rank)</u>	<u>Owner</u>	<u>Rev. est.</u> <u>'98 (\$000)</u>	<u>Website</u>
1	WKHX/FM	Atlanta (12)	ABC Radio	\$22,000	www.wkhx.com
2	KSCS/FM	Dallas - Ft. Worth (7)	ABC Radio	18,000	www.kscs.com
3	KZLA/FM	Los Angeles (2)	Bonneville	16,600	www.kzla.com
4	KMLE/FM	Phoenix (15)	Chancellor Media	14,200	www.kmle108.com
5	KEEY/FM	Minneapolis - St. Paul (18)	Chancellor Media	13,900	www.k102.com
6	WSIX/FM	Nashville (44)	Capstar (SEA Star)	12,900	www.wsix.com
7	WFMS/FM	Indianapolis (38)	Susquehanna Radio	12,500	www.wfms.com
8	KSON/FM	San Diego (16)	Jefferson-Pilot	11,750	www.kson.com
9	KPLX/FM	Dallas - Ft. Worth (7)	Susquehanna Radio	10,700	www.995thewolf.com
10	WYAY/FM	Atlanta (12)	ABC Radio	10,150	www.wyay.com
11	WWYZ/FM	Hartford-New Britain-Middletown (45)	Capstar (Atlantic Star)	7,900	www.wwyz.com
12	WHKO/FM	Dayton (55)	Cox Radio	7,000	www.activeDayton.com/whkofm
13	WWWW/FM	Detroit (6)	Chancellor Media	6,900	www.w4country.com
14	WKKT/FM	Charlotte-Gastonia-Rock Hill (37)	Capstar (SEA Star)	6,350	www.broadcast.com/radio/country/wkkt/
15	WGNA/FM	Albany-Schenectady-Troy (59)	Capstar (Atlantic Star)	6,200	www.wgna.com
16	WBCT/FM	Grand Rapids (66)	Clear Channel	5,400	www.b93.com
17	KXKT/FM	Omaha - Council Bluffs (72)	Capstar (Central Star)	3,900	www.kxkt.com
18	WDAF/AM	Kansas City (30)	Entercom	3,700	www.wdaf.com
19	KZSN/FM	Wichita (89)	Capstar (GulfStar)	3,550	www.kzsn.com
20	WYNY/FM & WWZY/FM & WWYY/FM	New York (1)	Big City Radio	3,400	www.newcountryy107.com
21	KFDI/FM	Wichita (89)	Journal Broadcast Group	3,300	www.kfdi.com
22	WROO/FM	Jacksonville (52)	Clear Channel	3,200	www.roostercountry107.com
23	WQXK/FM	Youngstown - Warren (92)	Connoisseur Communications	3,000	www.k105country.com
24	WOW/FM	Omaha - Council Bluffs (72)	Journal Broadcast Group	2,800	www.wowradio.com
25	WPKX/FM	Springfield, Mass. (80)	Capstar (Atlantic Star)	2,650	www.kix979.com
26	KSOP/FM	Salt Lake City - Ogden (35)	KSOP Inc	2,500	www.ksopcountry.com
27	KZKX/FM	Lincoln (172)	Capstar (Central Star)	2,325	www.kzcx.com
28	WIXY/FM	Champaign (204)	Saga Communications	2,200	www.wixy.com
29	KVOO/FM	Tulsa (63)	Journal Broadcast Group	2,100	www.kvoo.com
30	WTNT/FM	Tallahassee (163)	Clear Channel	2,000	www.wtntfm.com

Source: GAVIN research, BIA, 1999.

TOP 40 + RHYTHM



Grip & Grin-O-Rama



Q102 (WKRQ)- Cincinnati recently threw its Winter Bash '99—and no one threw it back. Hanging backstage, near a couple of giant space heaters (l-r): Tom Barsanti of

Associates, Sire Records VP/Promo Barry Pinlac, Dave Slankard and Craig Honeycutt of Everything, Q102 OM Mike Marino.



Difficult to tell the PD from the wrestler without a program... **KC101-New Haven PD Kelly Nash (right)** stops in at a local bar to share a belt with his new neighbor, **WWF Light Heavyweight Champ Duane Gill.**



Legendary voice talent **Casey Kasem** recently visited **WRVW-Nashville**, and sat in with the morning show, performing such legendary bits as "Shaggy Does Shakespeare." Pictured, after a post-show shower, Kasem and PD **Jimmy Steele.**



WMGI-Terre Haute PD Rich O'Brien invited **Jive recording artist Britney Spears** to tour his plush bachelor pad, conveniently located in his parent's basement. (l-r): **MD Steve Smith (the other one), Spears, and a very proud O'Brien.**

OK, so it's a leftover **GAVIN Seminar** picture; but it's **Eminem**, so back off. (l-r): **Interscope's Chris Lopes, KUJ-Tri-Cities PD Jeff Jacobs, KZZU's Paul Gray, Eminem, Interscope's Tom Starr, and Xtreme Radio-St Louis PD Tommy Mattern.**



PD PROFILE

Rob Roberts



Snappy-Ass Title:

Regional Director of Programming/Clear Channel South Florida (and yes, it takes two business cards to fit it all)

Call letters: WHYI (Y-100), WPLL (Planet 103), and various others throughout West Palm and the Keys

Owner: Clear Channel

Describe your format: Y-100 is a street-active Top 40 looking to cause trouble while maintaining a white-hat, good guy image. Planet 103 is a Mainstream A/C directed to office listening and evolving into a personality station that's fun for "grown ups."

Current Ratings:

Y-100 (3.4-3.5); WPLL (1.5-1.8)

Early Influences: WLS with John Records Landecker, Rick Dees at WMPS and WHBQ in Memphis, Bill Tanner at WJDX in Jackson, Scott Shannon wherever he was.

Mentor: The man who is responsible for keeping me from entering Law School (I was three days away from registering)—Lee Randall at KTFM/KTSA in San Antonio. He promised to teach me everything he knew about radio while he was consulting at KRLB in Lubbock. I will always owe him a debt.

First gig: WBAQ in Greenville, (coincidentally, also the hometown of Bill Tanner and Dr. Dave

Dunaway from Y-100).

Current Presets On Your Car Radio: Every station in town, including the Spanish ones, although I really enjoy punching into Wild 95.5 in West Palm Beach.

Off-duty listening: I'm a hardcore Poco fan. I also love the Eagles, and find myself spending a lot of time with the new Hole CD.

Personal PD Network: Jon Zellner, Jim Lawson, Tim Richards, and my hero, Tom Poleman.

Average Spot Load: 10 minutes

Stop Set times: :25 and :50

Most Memorable Gig: My paper route for the Houston Chronicle.

Ex-Yankee Joe Pepitone was on my route (he was an Astro at the time). He never tipped me. Still owes me \$2.70. Radio is just a sidebar between my paper route gigs.

Other Notable Gigs:

Selling fire extinguishers door-to-door, proofreader/headline writer for the *Delta Democrat Times* newspaper, weekend weatherman on Channel 11 in Lubbock.

The Boss: David Ross. God bless him and his family.

Family: Wife Melinda, sons Austin, age 12, and Ethan, age 9. Both boys are straight-A students and Yankee fans. I am blessed.

Favorite restaurant(s): Benihana. Steak and

Lobster with extra shrimp appetizer; Joe's Stone Crab when it's in season; Smith and Wilinsky's on South Beach when I need a piece of beef.

Favorite movie:

A) All-time fave: *Field of Dreams* and *Searching for Bobby Fischer* (both with "Dad" themes). I watch them regularly to remind myself what's important.

B) current fave: There wasn't anything good in the last year. Does this mean I'm getting old?

TV show(s) I never miss: Sportscenter and Yankees baseball on Extra Innings through Direct TV.

Non-trade mag subscriptions: Sports Illustrated

If I hadn't stumbled into radio, I'd be:

Wearing a sign that says "will be a smart aleck for food."

Career Goal: To keep this job for another 10 years and keep getting better at it.

Wacky anecdote: The first time Rick Dees called me, I thought it was my afternoon drive guy imitating him because I'm such a fan. I didn't believe it and quizzed him for five minutes on Memphis landmarks until I was convinced I had just made a total ass of myself.

by Kevin Carter

MOST ADDED



BLACKSTREET/JANET (11)
98° (9)
**TOTAL (7)
**C-NOTE (7)
**CHEROKEE (7)

TOP TIP

Trick Daddy

TRICK DADDY
"Nann" (Slip-N-Slide/Warlock)
According to KMEL's Joey Arbagey: "Reflects exactly what's happening in the clubs right now."

RADIO SAYS



MAXWELL
"Fortunate"
(Columbia/CRG)
"Fortunate" is both extraordinary and brilliant."
—Joey Arbagey, PD, KMEL-San Francisco

RHYTHM CROSSOVER

LW	TW	SPINS	TREND
1	1	3006	+288
3	2	2469	+76
2	3	2355	-69
6	4	1931	+208
4	5	1817	-10
9	6	1798	+178
5	7	1749	+8
7	8	1696	-18
10	9	1666	+60
14	10	1458	+27
8	11	1430	-233
15	12	1380	-32
11	13	1275	-252
13	14	1291	-154
12	15	1264	-194
16	16	1187	-225
17	17	1121	+4
21	18	1047	+64
26	19	1030	+316
29	20	1025	+488
<i>Have you seen the video? Incredible.</i>			
23	21	969	+148
22	22	939	+42
20	23	940	-64
24	24	863	+50
18	25	843	-183
19	26	804	-206
25	27	730	+4
—	28	679	N
<i>Strong debut stems from large word-of-mouth.</i>			
—	29	649	N
34	30	542	+88
27	31	523	-166
—	32	514	N
—	33	503	N
30	34	495	-38
—	35	494	N
33	36	500	+20
—	37	479	N
28	38	443	-179
—	39	425	N
—	40	423	N

Total Reports This Week 58 Last Week 58

CHARTBOUND	Reports	Adds	SPINS	TREND
DJ CLUE feat. DMX - "It's On" (Roc-A-Fella/Def Jam)	17	1	411	+94
DIVINE - "One More Try" (Red Ant)	15	0	335	+5
112 - "Anywhere" (Bad Boy/Arista)	14	5	248	+46
JOEY McINTYRE - "Stay the Same" (C2/CRG)	12	0	312	+55
TRICK DADDY - "Nann" (Slip-N-Slide/Warlock)	10	4	326	+209



FOR THE RECORD

"We're eagerly anticipating the arrival of the new Ricky Martin single, 'Livin' La Vida Loca' (C2/CRG)... a stellar record." —Erik Bradley, MD, B96-Chicago

"Bette Midler's 'I'm Beautiful' is pulling Top 5 adult phones.



It picks up where 'Vogue' from Madonna left off."

—Alex Tear, PD, WDRQ-Detroit

"Top 5 phones for 'It's On' by DJ Clue & DMX (Def Jam)." —Tony Manero, PD, KKSS-Albuquerque

"Sweet Lady" by Tyrese looks like a home run."



—Bruce St. James, PD, KKFR-Phoenix

"Crazy calls on everything by DMX. 'Slippin' pulling Top 10 phones and debuted Top 15 callout."



—E-Man, MD, Power 106-Los Angeles

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KMEL-SF's PD Joey Arbagey (center), and his programming staff congratulate Grammy winner Lauryn Hill on her thrilling, inspirational set at the sold-out Paramount Theater in Oakland, Calif. on March 2, 1999. This is a show you can not afford to miss!



Same night, same show. GAVIN's Janine Coveney and Annette M. Lai break workday curfew to present Lauryn Hill with GAVIN's 1999 Urban Artist of the Year Award.

A/C • HOT A/C

Adult Radio Rules

BY ALEXANDRA RUSSELL AND ANNETTE M. LAI

Though billed as a controversial gathering, the A/C discussion panel "25-54: Target Demo or Family Reunion" turned out to be more congratulatory than cantankerous. Moderator Jerry "Springer" Lembo attempted to throw some spice into the proceedings, but panelists Jim Ryan, Mark Edwards, Greg Strassell, Pat Paxton, Mary Ellen Kachinske, and Elaine Locatelli refused to take the bait. Instead, talk centered around the real meat of programming for such a wide target demo.

GAVIN Award-winning WLIT-Chicago PD Mark Edwards advised, "Every station has to pick a part of the demo and super-serve it. That's how you win 25-54. You can't be a 25-54 year-old radio station...or you'll be a one-share radio station."

Zapoleon Media's Pat Paxton agreed: "The way you're going to dominate 25-54 persons is if you dominate one cell within that demo. If we dominate say, 25-34 females at a station—and when I say dominate—I mean a 15-share, compared to number two's seven-share. If we're a great radio station for that demo, we're going to be a pretty attractive radio station for surrounding demos."

Turning to the subject of music, Jim Ryan from WLTV-New York added, "By targeting a narrow focus when you test your music, you won't find that your music tests vary dramatically from one test to another. If you test a 15- to 20-year age span, you're gonna see your tests jump all over the place, because occasionally you'll get a 54 year-old with 25 year-old tastes. Just pick a very narrow segment and the tastes will remain pretty constant throughout. Then you'll get that demographic spillover."

That said, conversation turned to the more controversial subject of

who gets what when. Owning an artist, it seems, is not as cut-and-dried as it sounds—especially if market competition is fierce. "How can we compete on an even playing field if the Alternative station—or the Top 40—gets a single weeks before we do? That creates a very unfair situation. It has to be a level playing field," Mike Mullaney, MD at WBMX-Boston questioned, prompting Locatelli to briefly explain, "Every record has a different strategy. Between meetings with promotion, video people, publicity and touring, we try to do what's right for

each release, and sometimes that means building a story at a single format before taking it out broadly." Needless to say, not everyone was happy with that answer, especially given the repercussions of being on the secondary tier—i.e. less

commitment to bring in acts for concert events or celebrity appearances.

On a more positive note, none of the women on the panel felt their gender had been a hiring (or non-hiring) factor in their career. Perhaps it's because of A/C's reliance on a female audience, but Q104 (WQAL)-Cleveland PD Mary Ellen Kachinske said, "I've never been told I'm the right woman for a job. I've always been told I'm the right *person*. For me, it's always been about experience and ability."

Which leads to WLIT-Chicago PD Mark Edwards' advice to all comers: "We need to be radio animals. If you're totally into what you do—live and breathe this stuff—it really makes a difference. Learn everything you can. Seize every opportunity, even if it's not what you want to do in the long run. I can do every job at my station—in fact, at some point, I *have* done every job at my station. That's how you get ahead."

"The consolidation of the industry has been good for those people who survive, work hard, and are talented."

—Greg Strassell, Vice President Programming, Infinity and PD, WBMX-Boston

WMJX-Boston's 'Exceptional Women' Wins Award

WMJX (Magic 106.7 FM)-Boston's weekly public affairs show *Exceptional Women* and its creators—station APD/Traffic Anchor Candy O'Terry and a.m. drive News Director Gay Vernon—have been honored with the American Women in Radio and Television's award for Excellence in Women's Programming. Last year, the show also received the 1998 Boston Achievement in Radio Public Affairs Programming award. Now entering its sixth year, the show airs every Sunday morning at 7:30 and features profiles of inspirational and headline-making women such as Carly Simon, Lesley Stahl, Dr. Susan Love, and Bonnie Raitt as well as backyard heroes making a difference right in their own Boston communities.

Co-creator O'Terry tells GAVIN, "Women need role models just as men do. We need role models in business, health care, community service, the performing arts and, as our roles expand, we



Anne Williams Photography

Exceptional Women's Creators and Hosts Gay Vernon and Candy O'Terry

need to know where we've come from to get to where we want to go. The show's taken on a life of its own because this was the right time and right place for it to air."

Speaking of a life of its own, Magic 106.7 FM OM/PD Don Kelley adds, "This show is so popular that its name and the hosts get mentioned in our focus groups."

O'Terry and Vernon will receive their award at a ceremony in New York City on April 12.

Convention Candids Continue



Look...it's Marvelous 3 Well OK, so it's a different Marvelous 3 than the HiFi/EEG recording group, but these three caught the group's New Orleans showcase (l-r): KLLC-San Francisco APD/MD Julie Nakahara Stoeckel; Elektra Entertainment's Dana Keil; WMXB-Richmond's APD/MD Lisa Greene.

It's the Phil & Mark Show Courtesy of Walt Disney and Hollywood Records, superstar Phil Collins gave GAVIN Seminar attendees a very special sneak preview of music from the forthcoming Disney animated motion picture Tarzan. The night before the show, Collins hung out at the A/C Radio dinner. He's shown here with KMXL-Joplin, Mo. PD/MD Mark Anthony.





ANNETTE M. LAI

MOST ADDED



- SHANIA TWAIN (22)
- THE PRETENDERS (18)
- **MULBERRY LANE (14)
- **ATLANTA RHYTHM SECTION (14)
- *CHER (13)
- *CHICAGO (13)

TOP TIP

SHANIA TWAIN
 "That Don't Impress Me Much"
 (Island/Mercury)
 Grammy winner Shania continues to win over A/C Radio big time. #1 Most Added and #2 in Spinincreases her first week out.

RADIO SAYS



CHER
 "Believe" (Warner Bros.)
 "It's great to play a song with this much energy on Lite/FM. It really catches our listeners' ears."
 —Haneen Hunter, MD,
 WLTW-New York

ARTIST PROFILE

LARRY KING and JOHN BLASUCCI, Part 1

CURRENT SINGLE: "Worlds Apart"
 LABEL: MFO
 PROMOTION CONTACT:
 Tom Mazzetta (303) 545-9990
 HOMETOWN AND BIRTHDAY:

LK: "Northbrook, Ill.; August 16, 1966"
 JB: "Hoffman Estates, Ill.; April 14, 1969"
 MAJOR MUSICAL INFLUENCES:
 BOTH: "Everything."
 WHAT MUSIC FORMAT
 INFLUENCED YOUR EARLY YEARS?
 BOTH: "Top 40"
 THINGS THAT MAKE YOU HAPPY:
 LK: "Watching my children."



JB: "Good Karma."
 FAVORITE MOVIE OF ALL-TIME:

JB: "Elaine Elias."
 SOMETHING WE WOULD SUR-

LK: "Hunchback of Notre Dame, the Disney version."
 JB: "Willie Wonka and the Chocolate Factory."
 WHAT'S IN YOUR CD PLAYER:
 LK: "Tori Amos."

PRISED TO KNOW ABOUT YOU:
 LK: "I won the Pinewood Derby three years in a row."
 JB: "I got kicked out of Wehelo's."
 THREE ESSENTIALS YOU'D NEED TO LIVE ON A DESERT ISLAND:
 BOTH: "Companionship, drinking water, and a knife."
 WHAT WILL THE NEXT YEAR BRING?
 BOTH: "Whatever it is, we hope it brings happiness."

A/C ADULT CONTEMPORARY

LW	TW	Artist	Weeks	Reports	Adds	SPINS	TREND	28+	21+	14+	7+
1	1	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	10	154	0	3623	-242	56	40	37	17
3	2	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	21	134	2	3235	-14	45	43	34	9
5	3	JOHN TESH & JAMES INGRAM - Forever More (I'll Be The One) (GTSP/Mercury)	9	152	2	3099	+130	48	27	33	33
7	4	MARIAH CAREY - I Still Believe (Columbia/CRG)	9	144	5	2980	+168	45	30	32	26
2	5	JEWEL - Hands (Atlantic)	20	137	2	2974	-563	34	38	45	15
4	6	ROD STEWART - Faith Of The Heart (Universal)	11	127	3	2947	-62	47	31	30	16
6	7	JIM BRICKMAN featuring MICHAEL W. SMITH - Love Of My Life (Windham Hill)	11	138	1	2934	+57	46	29	37	21
8	8	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	13	133	3	2810	+79	35	38	38	17
9	9	CHER - Believe (Warner Bros.)	10	127	13	2803	+280	43	30	30	17
11	10	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	10	90	7	2215	+157	45	17	15	11
12	11	BACKSTREET BOYS - All I Have To Give (Jive)	8	112	9	2049	+144	19	25	37	24
10	12	R. KELLY & CELINE DION - I'm Your Angel (Jive)	20	98	0	2044	-329	16	29	40	13
13	13	MONICA - Angel Of Mine (Arista)	15	107	2	1871	+48	16	21	40	20
15	14	BONNIE RAITT - Lovers Will (Capitol)	8	111	6	1819	+145	18	15	34	31
17	15	PAUL ANKA & CELINE DION - It's Hard To Say Goodbye (Epic)	6	88	4	1543	+142	18	14	28	20
14	16	SHANIA TWAIN - From This Moment On (Island/Mercury)	27	75	0	1535	-149	14	21	27	10
16	17	PHIL COLLINS - True Colors (Atlantic)	24	73	0	1466	-32	13	18	27	13
19	18	GREGG SWANN - Spinning (Dalin)	13	66	1	1377	+7	21	12	20	12
22	19	BRANDY - Have You Ever? (Atlantic)	21	75	2	1253	+35	13	11	22	19
23	20	JOHN MELLENCAMP - I'm Not Running Anymore (Columbia/CRG)	5	68	9	1218	+124	13	11	22	16
28	21	NA LEO - Poetry Man (NLP)	6	74	8	1154	+202	5	17	25	22
18	22	WHITNEY HOUSTON & MARIAH CAREY - When You Believe (DreamWorks/Geffen)	17	63	1	1150	-247	7	15	23	14
26	23	TAYLOR DAYNE - Naked Without You (River North)	7	64	2	1112	+99	7	18	19	15
32	24	SAVAGE GARDEN - The Animal Song (Hollywood/Columbia)	4	62	11	1055	+145	5	14	28	14
Aussie duo's feel good movie tune takes an eight-notch leap into A/C's Top 30.											
25	25	LARRY KING & JOHN BLASUCCI - Worlds Apart (MFO)	11	55	1	1048	+10	11	14	15	13
27	26	JOEY MCINTYRE - Stay The Same (C2/CRG)	8	69	7	1037	+82	8	11	18	24
30	27	ROCKAPELLA - I'll Hear Your Voice (J-Bird)	8	55	4	1010	+76	13	11	13	15
21	28	MARILYN SCOTT - The Last Day (Warner Bros.)	21	57	1	878	-392	5	9	15	21
34	29	JOHN PURDELL - Better Way To Die (Jackal)	17	40	2	858	+2	11	11	14	2
39	30	DAWSON - To Fly (Thinktank)	7	54	4	856	+156	5	14	13	20
31	31	BACKSTREET BOYS - I'll Never Break Your Heart (Jive)	35	44	0	830	-100	5	10	19	8
37	32	SYRVA - Fade (Trazom)	8	44	2	807	+91	6	12	16	10
29	33	EDWIN McCAIN - I'll Be (Lava/Atlantic)	68	40	0	797	-144	7	13	10	8
38	34	BOJEST - Kissing It On (Rosier)	13	38	1	777	+69	8	11	12	7
—	35	CHICAGO - Show Me A Sign (Reprise)	3	62	13	759	N	2	4	21	26
A/C core artist Chicago takes home high debut honors.											
—	36	NANAPEG - Trees (Total Envision)	7	43	3	759	N	5	10	18	10
—	37	FREE CLINIC - Searching For Something (Free Clinic)	7	44	2	753	N	3	11	21	9
—	38	PRETENDERS - Loving You Is All I Know (Hollywood)	3	64	18	746	N	2	7	16	21
—	39	JIM WALSH - Only You (Photon)	8	36	2	685	N	4	13	13	6
—	40	SHERYL CROW - Anything But Down (A&M/Interscope)	3	35	5	650	N	5	11	12	7

Total Reports This Week 171 Last Week 174

CHARTBOUND

Artist	Reports	Adds	SPINS	TREND
ELVIS COSTELLO with BURT BACHARACH - "Toledo" (Island/Mercury)	44	12	436	+160
NEVILLE BROTHERS - "A Little Piece of Heaven" (Columbia/CRG)	42	2	604	+51
THE CORRS - "What Can I Do" (143/Lava/Atlantic)	40	5	528	+58
DONNA LEWIS - "Falling" (Restless)	38	2	426	+39
THE BUCKINGHAMS - "No Turning Back" (Nation)	36	6	364	+100

SPINCREASE

CHER	+280
SHANIA TWAIN	+229
ATLANTA RHYTHM SEC.	+220
CHICAGO	+203
NA LEO	+202

bob carlisle

lately (dreamin' about babies)



*his new single on your desk now!
impacting mainstream AC radio 3/22*

on tour this spring — supporting his latest release STORIES FROM THE HEART



A/C UP&COMING

Rpts.	Adds	SPINS	TREND	
34	22	359	+229	* SHANIA TWAIN - That Don't Impress Me Much (Island/Mercury)
33	14	377	+147	* MULBERRY LANE - Harmless (Refuge/MCA)
32	3	384	+38	TINA ARENA - If I Was A River (Epic)
32	1	479	+71	STROUD PROJECT - If You Believe (DSVS)
31	1	466	+74	STEVE SCULISI - You Don't Have To (Pacific City)
31	6	303	+67	KATE PRUITT - No Party Boys (Wild River)
31	148	359	+220	* ATLANTA RHYTHM SECTION - When (Platinum)
30	4	337	+79	FAITH HILL - Let Me Let Go (Warner Bros.)
28	2	405	+73	BOBBO STARON - Many Sightings (Coast)
26	5	490	+53	* BLONDIE - Maria (Beyond Music)
26	5	310	+54	* BLAKE McSHANE - Dreaming (Platinum)
25	7	253	+83	* DAVE ROBYN - Uncle Joe (High Time)

A/C Drops: #20-Bic Runga, #24-Hootie & the Blowfish, #33-I Am, #35-Crystal Bernard, #36-Tony Mascolo, #40-Shawn Mullins ("Lullaby"), Sugar Ray.

Hot A/C Drops: #38-R. Kelly & Celine Dion, #39-Shania Twain, Hole

RAVES continued

spectrum. What we want to know is, when she says, "the end is drawing near"...is she talking about Y2K? Impacting mainstream Top 40 and all shades of adult contemporary radio.

ERIC BENÉT FEAT. FAITH EVANS "Georgy Porgy" (Warner Bros.)

One of the favorite songs in the halls of GAVIN these days is Eric Benét's remake of Toto's 1979 entry "Georgy Porgy." With added vocals from hip-hop diva Faith Evans, the song is closing in on Top Ten territory at the Urban Landscape. "GP" has been reborn with a cool funk groove and has attitude written all over it. Impacting Rhythm-Crossover.

SWIRL 360 "Candy in the Sun" (Island/Mercury)

With spring just a few weeks away, it's all about uptempo songs, and twin brothers Denny and Kenny Scott—better known as Swirl 360—fill that bill with their latest. This catchy tune will also appear in the forthcoming Drew Barrymore comedy *Never Been Kissed*. Impacting mainstream Top 40.



DAVID CASSIDY "Sheltered in Your Arms" (Slamajama)

On the heels of an SRO GAVIN Seminar performance and a hit with "No Bridge I Wouldn't Cross," Cassidy



delivers a love song, tinged with regret, that should easily follow its predecessor's footsteps up the chart. Co-written by Cassidy, his fans—new and old—will soon be clamoring for this latest. Watch for him to hit the road with a summer concert tour. Impacting mainstream A/C.

RICK MONROE "Can I Call You Home?" (Divorce Records)

No stranger to A/C's airwaves, Rick Monroe serves up the first single from his soon-to-be-released



Continued on page 21

A/C REPORTS ACCEPTED
MONDAYS 8 A.M.-5 P.M. AND
TUESDAYS 8 A.M.-2 P.M.
GAVIN STATION REPORTING
PHONE: (415) 495-1990
FAX: (415) 495-2580

the new single "can i call you home" from the new CD shame from: rick monroe

on your desk now going for adds march 16th

•Mike McVay, McVay Media:
- "Monroe jumps off the talent radar screen with super-star possibilities"
- "A star on the rise!" • Entertainment Tonight
- "Rick Monroe is a hit!" • E! News Daily
- "Shame Sparkles" • Jim Beal, San Antonio Express

Contact: Martin Schwartz 323.465.2700
Divorce Records: 323.960.2303 fax:323.960.2611



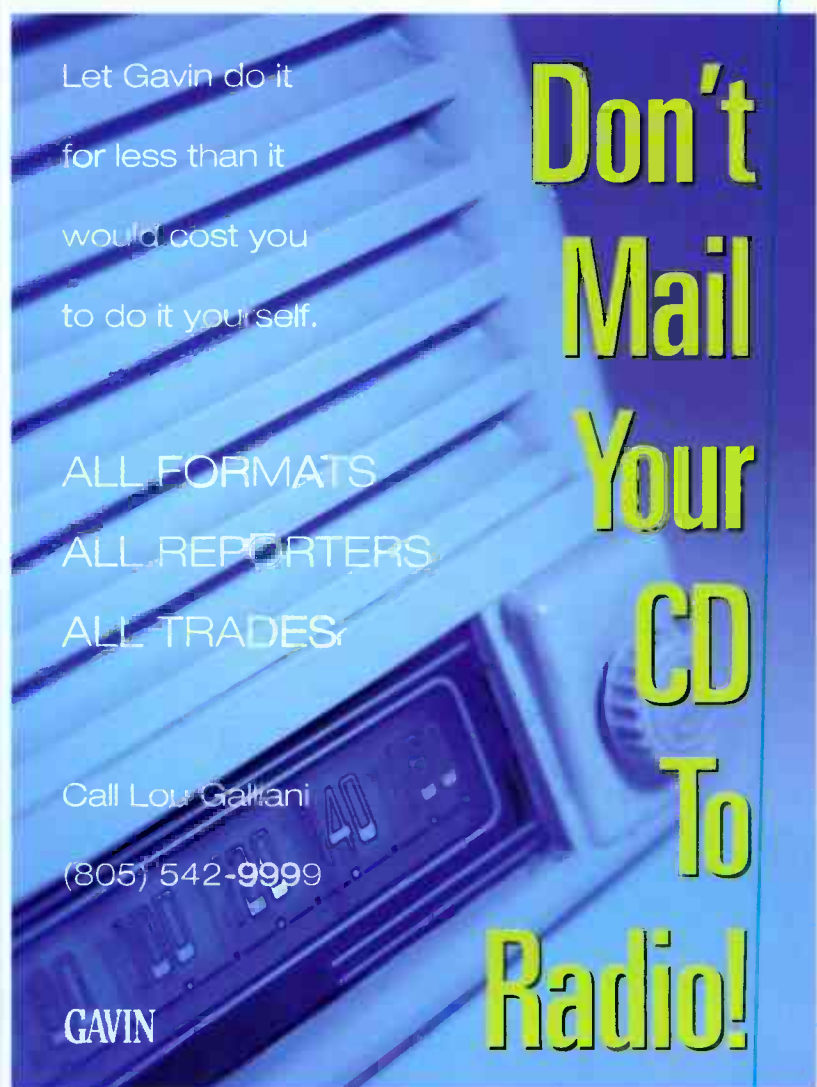

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GAVIN



HOT A/C



ANNETTE M. LAI
RAVES continued

sophomore CD *Shame*. Pure pop through and through, he may be starting on familiar ground, but we anticipate that "Can I Call You Home?" will easily find a home at a variety of pop formats.

.....
VONDA SHEPARD (WITH EMILY SALIERS)
"Baby, Don't You Break My Heart Slow"
(Jacket Records)

Ally McBeal's musical muse Vonda Shepard teams up with Indigo Girl Emily Saliers, and the blending of their talents is this wonderful song, just tailor-made for A/C Radio. Beyond sounding *very* familiar (P.S. if anyone knows whether this has been previously recorded—and by whom—please let me know), it's a done deal that the song will receive exposure on the hit Fox TV series as well—we've been told April 19th is the magic episode. Co-produced by Shepard and Mitchell Froom.

.....
Previously reviewed in GAVIN:
Marvelous 3 "Freak Of the Week"
(HiFi/EEG) Reviewed February 26, 1999. Now impacting Hot A/C.

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

MOST ADDED



NATALIE MERCHANT (11)
****FASTBALL (10)**
****SAVAGE GARDEN (10)**
****SHANIA TWAIN (10)**
****BON JOVI (10)**

TOP TIP



BON JOVI
"Real Life"

(Reprise/Island/Mercury)

"Real Life" is real music and Bon Jovi takes a bite out of the Big Apple, scoring an add at WPLJ.

RADIO SAYS



JOHN MELLENCAMP
"I'm Not Running Anymore"
(Columbia/CRG)

"Tempo, fun, familiar artist. What a concept! I need a dozen more of these."

—Barry James, VP/Programming, WTMX-Chicago

LW	TV		Reports	Adds	SPINS	TREND
1	1	GOO GOO DOLLS - Slide (Warner Bros.)	117	1	4647	+29
3	2	SUGAR RAY - Every Morning (Lava/Atlantic)	121	1	4625	+189
2	3	SARAH McLACHLAN - Angel (Warner Sunset/Reprise)	117	1	4478	-58
4	4	SIXPENCE NONE THE RICHER - Kiss Me (Squint/Columbia)	121	0	4173	+201
5	5	MATCHBOX 20 - Back 2 Good (Lava/Atlantic)	110	1	3839	-71
8	6	CHER - Believe (Warner Bros.)	103	2	3516	+170
6	7	EAGLE EYE CHERRY - Save Tonight (WORK)	97	0	3446	-107
7	8	SHAWN MULLINS - Lullaby (Columbia/CRG)	96	0	3143	-340
9	9	JEWEL - Hands (Atlantic)	91	0	2766	-385
10	10	NEW RADICALS - You Get What You Give (MCA)	88	1	2611	-363
11	11	ALANIS MORISSETTE - Unsent (Maverick/Reprise)	98	3	2548	-409
14	12	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	96	2	2478	+171
13	13	THIRD EYE BLIND - Jumper (Elektra/EEG)	79	0	2472	-129
15	14	BLONDIE - Maria (Beyond Music)	94	8	2455	+276
12	15	BARENAKED LADIES - It's All Been Done (Reprise)	82	0	2328	-364
16	16	LENNY KRAVITZ - Fly Away (Virgin)	80	3	2259	+102
19	17	SHERYL CROW - Anything But Down (A&M/Interscope)	97	8	2209	+344
18	18	DAVE MATTHEWS BAND - Crush (RCA)	71	1	1923	-38
20	19	BETTER THAN EZRA - At The Stars (Elektra/EEG)	83	4	1904	+93
22	20	SAVAGE GARDEN - The Animal Song (Hollywood/Columbia)	88	10	1889	+387
17	21	U2 - Sweetest Thing (Island/Mercury)	62	1	1813	-167
23	22	EVE 6 - Inside Out (RCA)	48	0	1454	-28
21	23	SHERYL CROW - My Favorite Mistake (A&M)	56	0	1436	-122
27	24	BRITNEY SPEARS - ...Baby One More Time (Jive)	37	1	1200	-4
24	25	'N SYNC - (God Must Have Spent) A Little More Time On You (RCA)	42	0	1197	-197
30	26	BACKSTREET BOYS - All I Have To Give (Jive)	42	2	1149	+162
25	27	EVERCLEAR - Father Of Mine (Capitol)	43	1	1145	-186
26	28	ELTON JOHN & LeANN RIMES - Written In The Stars (Curb/Rocket/Island)	46	0	1129	-90
28	29	GOO GOO DOLLS - Iris (Warner Sunset/Reprise)	47	0	1092	-19
34	30	JOHN MELLENCAMP - I'm Not Running Anymore (Columbia/CRG)	47	5	960	+137
40	31	EVERLAST - What's It Like (Tommy Boy)	35	4	919	+171
<i>This former #1 Alternative smash has found multi-format appeal.</i>						
33	32	MARIAH CAREY - I Still Believe (Columbia/CRG)	42	5	904	+75
31	33	SEMISONIC - Secret Smile (MCA)	45	1	892	-89
37	34	MARTIN'S DAM - Fear Of Flying (Hybrid/Sire)	49	5	878	+79
29	35	CAKE - Never There (Capricorn)	33	0	864	-170
—	36	GARBAGE - Special (Almo/Interscope)	46	8	823	N
<i>Shirley Manson and company debut at Hot A/C. Added at Star 100.7-San Diego.</i>						
36	37	JENNIFER PAIGE - Sober (Edel America/Hollywood)	40	1	774	-29
32	38	ROD STEWART - Faith Of The Heart (Universal)	35	1	760	-111
35	39	BRANDY - Have You Ever? (Atlantic)	26	0	706	-113
—	40	MONICA - Angel Of Mine (Arista)	26	3	671	N

Total Reports This Week **128** Last Week **127**

CHARTBOUND

	Reports	Adds	SPINS	TREND		Reports	Adds	SPINS	TREND
THE CORRS - "What Can I Do" (143/Lava/Atlantic)	29	3	401	+30	TOMMY HENRIKSEN - "I See the Sun" (Capitol)	22	3	375	+81
*NATALIE MERCHANT - "Life Is Sweet" (Elektra/EEG)	26	11	230	+92	JOEY McINTYRE - "Stay the Same" (CZ/CRG)	21	3	435	+102
EVERYTHING - "Good Thing" (Blackbird/Sire)	24	2	439	+29	*BON JOVI - "Real Life" (Reprise/Island/Mercury)	21	10	331	+187
MADONNA - "Nothing Really..." (Maverick/Warner Bros.)	24	4	415	+124	*FASTBALL - "Out Of My Head" (Hollywood)	20	10	308	+197
SHAWN MULLINS - "Shimmer" (Columbia/CRG)	23	8	313	+95	ALANA DAVIS - "Can't Find My Way..." (Elektra/EEG)	19	3	210	+35



Mmm, Mmm, Good.

At every GAVIN Seminar, the A/C national community hosts one swell dinner and this year's was no exception. The merry bunch of revelers seen here includes (l-r): WJLK-Ocean, New Jersey's Lauren Pressley; Warner Bros.' Nancy Stein; 98Q-Danbury's Barbara Corbett; KPLZ-Seattle's Alisa Hashimoto; Hybrid Recordings' Kalun Lee; KTOZ-Springfield's Shelli Scott; KTNP-Omaha's Tony Matteo; Reprise Records' Alex Coronfly; KTNP's Chris Holland.

DIRECTIONS IN MUSIC



The Shape of Things to Come

BY RON CADET

"For most of the 20th Century, mass media was king...but will the 21st Century see a shift toward 'personal entertainment media'?" These were the words printed in the program regarding a panel at the GAVIN convention. In case you couldn't make it to New Orleans (or if you were tied up at another panel—or even at the hotel bar), here's a rundown from this interesting session:

Sitting on a panel, ready to deal out wisdom about the new music frontier of the net were Radiowave.com's Paul Fiddick, MP3's Michael Robertson, XM Satellite Radio's Lee Abrams, Allradio.com's Val Starr, and OnRadio's Rick Ramirez. If you're not familiar with these people today, get familiar with them, because within this group are tomorrow's Jimmy deCastros, Charles Warfields, and Danny Goldbergs.

Anyway, things got started with the typical round of everyone explaining what they do, and then someone dropped this bombshell:

"The Internet is to radio as cable is to television."

If you had any trouble figuring out how all of this tech talk fits in with your world at radio or records, that one sentence is all you need to figure it out. Recall the early days of cable, when network television to a large degree scoffed at its importance and potential: "It's just another broad-

cast medium," some said. "We've got 30 years of experience programming television. Who's going to mess with that?" Others pointed out that most cable operations were Mom and Pop shops—certainly no match for the big boys. Then came HBO. Then CNN, MTV, and BET. "Mom and Pops" like Ted Turner and Bob Johnson saw, early on, the future role cable would play. Do you?

We had barely caught our breath before an Internet music Web site operator shared: "I came to this convention, and I was like 'What's a PD?'"

Now, you can look at this statement two ways. One would be to say, "These people don't know jack about the music industry or programming radio. We'll clean up once the Net gets to critical mass and we get into the game..."

Or you could say, "These people don't know jack about the music industry or programming radio. What the heck are they going to come up with...?"

Think about the introduction of the FM band as a broadcast medium. You

think that those pioneers were hung up with notions like clocks, focus groups, and impressions? Hell no. They just played music they believed in—music you couldn't get anywhere else—and they added serious flavor, which is exactly what these folks that don't know (or care) what a PD is plan to do. Heads up!

NEXT WEEK: NET MUSIC PIONEERS
IMAGINE RADIO ACQUIRED BY MTV

...and then someone dropped this bombshell: "The Internet is to radio as cable is to television."

CREATIVERADIO.NET



Batt & Buzz: The Creative Ride From KCBQ to 13Q

After I joined the air staff of WAVZ-New Haven, my PD John Long gave me an air check of a station in Pittsburgh, Penn., to listen to. He insisted I pay special attention to a jock named Batt Johnson, to get a better idea of how he wanted my shift on "The New Waves" to sound.

I was blown away. I had never heard a station like that before. The station was called 13Q—so simple, so cool—and there were no jingles. The jocks, somehow, magically tied everything together. They were the catalysts that regulated the momentum, controlled the flow of energy.

When I returned the tape to Long and I told him how impressed I was with the station, he informed me that 13Q was programmed by Buzz Bennett, a new breed of programmer who was revolutionizing the industry.

"Buzz was a God," says Batt Johnson, who first met Buzz Bennett in 1968 while working for KDKD/FM, an automated rock & roll radio station in San Diego, California. "Buzz was the PD of KGB, our AM sister station," Johnson remembers. "When Buzz left KGB and crossed the street to KCBQ, he gave me my first full-time gig.

"I was at KCBQ for a year. Then Buzz and our general manager got into a fracas and Buzz got fired. About 10-15 people quit because he was let go. I've never seen anything like that before or since in my career. It speaks volumes about Buzz's charisma, charm, and leadership powers."

Bennett's programming philosophy of money, music, and magic—

which altered the radio landscape forever—began at KCBQ, then moved across the desert before finally arriving on the East Coast.

"From KCBQ I went with Buzz to KUPD in Phoenix," recounts Johnson. "Then we moved across the street to KRIZ, where Buzz hooked up with Cecil Heftel, who had just acquired 1320 WKTQ-Pittsburgh."

"We had Pittsburgh's attention before we played a single record."

"We arrived in Pittsburgh about three weeks before the station kicked off," Bennett remembers. "We'd listen to the competition and dissect their format, playlist, and promos."

"Buzz sent us around the city with tape recorders," says Johnson. "We asked people on the street what they thought of Pittsburgh radio? What did it need? What if a radio station gave away ten thousand dollars? We'd take all this material back to the radio station and make 'people promos'—regular folks talking to regular folks.

"We ran these promos about a new radio station, 13Q, that didn't exist yet, on WKTQ, which was still an all News station. We started with a cash-call jackpot; listeners had to answer their phone, "I listen to the new sound of 13Q," to instantly win \$13 thousand. The phones started ringing instantly. In other words, we had Pittsburgh's attention before we played a single record."

In its first book, 13Q pulled a 15.7 share. "Buzz really learned how to take the listeners and use them as the messenger," says Johnson. "Instead of the jocks or the radio station being the star, he made the listeners the star."

LISTEN TO THE NUMBER ONE MOST ADDED RECORD AT URBAN ADULT RADIO FOR THE SECOND WEEK IN A ROW!

These Stations Have: And They Love Boney.

WWIN	WFLM	WBLK	WVAS
WHUR	WBHK	KMJQ	KJMS
WBAV	WDLT	WMCS	WDAS
WZAK	WYLD		

LISTEN TO ONE OF THE MOST ADDED RECORDS THIS WEEK AT URBAN MAINSTREAM RADIO.

These stations are now falling in love with Boney.

WNEZ	WACR	KVJM	KZWA	WJKS
WJUC	KPRS	KKBY	WTMG	WQHH
WKPO	WAAV	WPAL	WTLZ	WNOV
WFLM	WKGN	KDKS	KJMM	WMGL
WMXD	KLMB	KATZ	KJLH	KMJX

Boney
James
Body
language

Boney James

featuring Shai

“I’ll Always Love You”

Listen & You’ll Be Very Glad That You Did...

Produced by Paul Brown and Boney James. Management: Howard Lowell, Shooting Stars Media Consultants

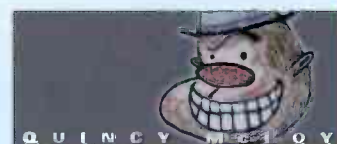
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URBAN

L A N D Z C A P E



MOST ADDED

MEN OF VIZION (39)

"Break Me Off" (MJJ/Epic)
 WUVA, WKPO, WJGM, WJMG, WEUP, KBMS, KBCE, WFLM, WTCC, KVJM, KJMM, KVSP, WQHH, KZWA, WDWI, KYEA, WHRK, KJMS, WPAL, WZHT, WRNB, KRRQ, WJTT, KQXL, WYOK, WTMP, WWWZ, WTLZ, WDAS, WMNX, WFXE, WZAK, KPRS, KDKO, WKKV, WKNO, WIBB, WBLX, WOKX

BLACKSTREET feat. JANET JACKSON (37)

"Girlfriend/Boyfriend" (Interscope)
 KMJM, WSEG, WJGM, WDTJ, WJMJ, WJMG, KBCE, WFLM, KVJM, KJMM, KVSP, WQHH, KZWA, WDWI, WHRK, WZHT, WILD, WJTT, WYOK, WTMP, WZFX, WUSL, WTLZ, WAMO, KKDA, WQOK, WRVS, WFXE, WZAK, WJMI, KPRS, KDKO, WPEG, WFXA, WCOX, WBLX, KKBT

JAY-Z (36)

Jigga What Jigga Who (Roc-A-Fella/Def Jam)
 WKPO, WDTJ, WJGM, WEUP, KBCE, KVJM, WQHH, WDWI, WHRK, WPAL, KMJM, KRRQ, WJTT, WYOK, WTMP, WKYS, WVEE, WUSL, WPHI, WTLZ, WAMO, KKDA, WQOK, WMNX, WFXE, WZAK, WJMI, KPRS, WGBZ, WKKV, WPEG, WFXA, WEDR, WCOX, WIBB, KKBT



JAY-Z (21)

More Money Cash Hoes (Roc-A-Fella/Def Jam)
 WKPO, WDTJ, KBCE, KVJM, WQHH, KZWA, KYEA, WHRK, WPAL, KRRQ, WTMP, WZFX, WUSL, WMNX, KPRS, WKKV, WPEG, WFXA, WIBB, WBLX, WJFX

BONEY JAMES feat. SHAI (20)

"I'll Always Love You" (Warner Bros.)
 WJGM, WJMS, WJMG, WEUP, KBCE, KVJM, KJMM, KVSP, WJUN, WQHH, KZWA, KYEA, WHRK, WPAL, WTLZ, WAMO, WFXE, WZAK, KPRS, WMXD

BLACK A/C



WHITNEY HOUSTON F/ F. EVANS & K. PRICE
 "Heartbreak Hotel" (Arista)

JESSE POWELL
 "You" (MCA)

R. KELLY
 "When A Woman's Fed Up" (Jive)

ERIC BENET/FAITH EVANS
 "Georgy Porgy" (Warner Bros.)

LAURYN HILL
 "Ex-Factor" (Columbia)

WEST COAST

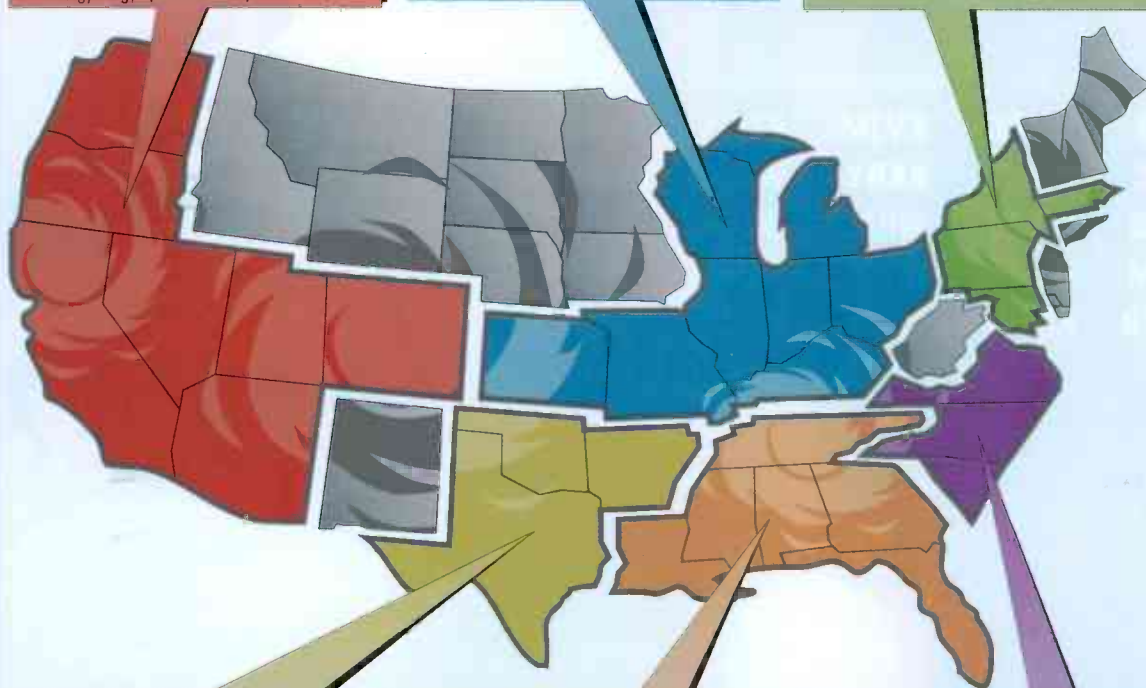
RAPHAEL SAADIQ featuring Q-TIP +46
 "Get Involved" (Hollywood Records)
WHITNEY HOUSTON F/FAITH EVANS and KELLY PRICE +45 "Heartbreak Hotel" (Arista)
BLACKSTREET feat. JANET JACKSON +33
 "Girlfriend/Boyfriend" (Interscope)
TYRESE +32 "Sweet Lady" (RCA)
ERIC BENET AND FAITH EVANS +29
 "Georgy Porgy" (Warner Bros.)

MIDWEST

BLACKSTREET feat. JANET JACKSON +103
 "Girlfriend/Boyfriend" (Interscope)
CASE +94 "Happily Ever After" (Def Jam)
THE ROOTS featuring ERYKAH BADU +90
 "You Got Me" (MCA)
TLC +77 "No Scrubs" (LaFace/Arista)
USHER +57 "Bedtime" (LaFace/Arista)

EAST COAST

BLACKSTREET feat. JANET JACKSON +120
 "Girlfriend/Boyfriend" (Interscope)
TOTAL +109 "Sitting Home" (Bad Boy/Arista)
BUSTA RHYMES feat. JANET JACKSON +95
 "What's It Gonna Be" (Flipmode/Violator/Elektra)
METHOD MAN feat. D'ANGELO +90 "Break Ups 2 Make Ups" (Def Jam)
TLC +84 "No Scrubs" (LaFace/Arista)



SOUTHWEST

BLACKSTREET feat. JANET JACKSON +92
 "Girlfriend/Boyfriend" (Interscope)
K-CI AND JOJO +79 "Life" (Rockland/Interscope)
TOTAL +72 "Sitting Home" (Bad Boy/Arista)
EMINEM +70 "My Name Is..." (Interscope)
JUVENILE +61 "Ha" (Universal)

SOUTHEAST

BLACKSTREET feat. JANET JACKSON +162
 "Girlfriend/Boyfriend" (Interscope)
FAITH EVANS +159 "All Night Long" (Bad Boy/Arista)
TRICK DADDY +112 "Nann Brother" (Warlock/Antalctic)
RAPHAEL SAADIQ feat. Q-TIP +107
 "Get Involved" (Hollywood)
CASE +105 "Happily Ever After" (Def Jam)

CAROLINAS/VIRGINIA

BLACKSTREET feat. JANET JACKSON +89
 "Girlfriend/Boyfriend" (Interscope)
MYA +89 "My First Night With You" (Interscope)
JUVENILE +72 "Ha" (Universal)
BONEY JAMES feat. SHAI +67
 "I'll Always Love You" (Warner Bros.)
TLC +66 "No Scrubs" (LaFace/Arista)

TOPTENSPINZ

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

1	WHITNEY HOUSTON F/FAITH EVANS and KELLY PRICE "Heartbreak Hotel"	3504	3613
2	JESSE POWELL "You"	3151	3522
3	LAURYN HILL "Ex-Factor"	2895	3322
4	THE ROOTS featuring ERYKAH BADU "You Got Me"	2571	2791
5	FAITH EVANS "All Night Long"	2559	2703
6	TLC "No Scrubs"	2344	2632
7	TYRESE "Sweet Lady"	2502	2582
8	SHANICE "When I Close My Eyes"	2118	2267
9	R. KELLY "When A Woman's Fed Up"	2267	2472
10	GINUWINE "What's So Different"	2003	2169

Red=Spinz last week
 Black=Spinz this week

NUMBER ONE

WHITNEY HOUSTON
 "Heartbreak Hotel" (Arista)

RAP • HIP-HOP

Seminar '99 Knights to the Rescue, Part 2

This week, we continue our summary of the "Knights of the Round Table" session from the 1999 GAVIN Seminar, co-moderated by Big Jon Platt of EMI Music Publishing and Bart Phillips of So So Def Recordings. —JANINE COVENEY

A discussion of albums now available over the Internet and the impact of MP3 technology led to an analysis of current album sales marketing techniques. Members of the audience noted that, if record companies want consumers to buy albums from retail outlets, they need to offer incentives. In addition, the cost of CDs is skyrocketing, said one woman: "Someone once told me years ago that a record cost one hour of minimum wage, and now they cost four hours of minimum wage. I just wondered who really bears the responsibility for that?"

Often the artists themselves, responded LaFace's J.C. Ricks, pointing to million-dollar videos and glamorous lifestyle perks that artists routinely demand today. "Artists don't understand that when you're taking limos and all this stuff you want, you pay for it. The record company is not going to eat that out of their pocket. I don't think it really costs that much to manufacture a CD now—unless

you have CD-ROM added to it, or taxes—but the record company is not trying to eat that cost. That's why you see the costs of marketing budgets going up."

"Artists don't understand that when you're taking limos and all this stuff you want, you pay for it. The record company is not going to eat that out of their pocket. That's why you see the costs of marketing budgets going up."

Another audience member described how the rise of independent labels, who must keep budgets within limits, in addition to major labels not spending as much on artist development tools, including touring, have led to the regionalization of talent. "We don't have a big show going around the country like the Fresh Fest or the Juice Crew, acts that everybody saw," he said.

Incidents at shows have limited touring opportunities, said EMI Music's Big Jon. "Tours [like Fresh

Fest] couldn't get insured anymore. We got a tour going out now with DMX, Jay-Z, Redman, and Method Man, that's like the '99 Fresh Fest," he said, stressing that this tour is

at a show for the Super Bowl in Miami; the crowd was great, but a big fight among the artists meant DMX didn't get to hit the stage."

Other topics included how to



extremely important for hip-hop.

"People don't think that tour is going to make it five weeks—it's a three or four-month tour—because of the mentality of the people who come to the show and the mentality of the artists. A lot of times people think the artists is going to be the one to ruin it. I was backstage

make the right deal for you and your artist, how to start a publishing company and develop yourself as a songwriter, a description of songwriting royalties, lessons on maintaining strong relationships within the industry, the inherent power of those just starting out, and partnering to create stronger entrepreneurship.

Cali Mixmasters to Battle for Prizes

West L.A. Music has just announced the Joint One Record Pool Battle, the first of ten West L.A. Music-sponsored semi-final battles taking place in the L.A. area from March through July. The first, sponsored by Joint One and its founder Joey Slick, takes place March 10 at the Current Affair nightclub in Inglewood. The series culminates with the Southern California Mixmaster Spin-off July 24.

Each semi-final is being sponsored by one of Southern California's ten hottest record pools.

Mackie, Roland, EMagic, Fostex, Audio Technica, Akai, Shure, Monster Cable, and Ultimate will provide prizes and giveaways for the competition. Semi-finalist DJs will win Mackie power amplifiers, Roland SP 202 samplers, EMagic Logis Audio Gold software packages, and much more.

The West L.A. Mixmaster Spinoff has become a fixture for uncovering the best DJ/turntablist talent in the SoCal area. For more information, contact Porsche Taylor at (310) 477-5432 x171.

Impact Record Pool Turns 20

One of the most consistent record pools in the country, Los Angeles' Impact Record Pool, is celebrating its 20th anniversary with a major fundraising dinner and gala, to be held March 24, 1999, at the Regent Beverly Wilshire Hotel in L.A. In addition to honoring those who have supported the longtime efforts of the pool, the organization will give back to the community by donating proceeds to local charities.

The event honors industry stalwarts and Impact Record Pool supporters Lionel Ridenour, Senior VP, Black Music, for Arista Records; Paul A. Stewart, Senior VP of Urban A&R, Virgin Records; and Reginald H. Jones, Sr., a.k.a. "DJ Regg," who will receive the Outstanding

Member award.

Proceeds from the black tie event will go to Tuesday's Child, an organization that provides emotional and material care for HIV/AIDS-affected children and their families, and to the Westmark School, a unique educational institution that uses a multi-sensory approach to educating for high-potential students with language-based learning differences.

Individual tickets are \$100; VIP tickets are \$200; there are also various levels for presenting, platinum, gold, silver, bronze, and table sponsorships. It's not too late to order your tickets and support this event; please call Fut at the Impact Record Pool, (323) 292-6611.

RAP

MOST ADDED



RAHZEL (60)
FOREIGN LEGION (29)
MIKKO (23)
OZOMATLI (22)
MIDNIGHT BLUE (20)

MOST REQUESTED



EMINEM
NAS
THE ROOTS
CHOCLAIR
BLACK MOON

RADIO SAYS



MOBB DEEP
 "Quiet Storm" (Loud)
 "Vintage Mobb Deep
 formula. Destined to
 BLOW UP."
 —Tazzy Taz, KBBF,
 Santa Rosa, Ca.

LW	TW		Spins	Diff.
1	1	NAS - Nas Is Like (Columbia/CRG)	1632	+167
4	2	RZA - NYC Everything feat. Method Man (Gee Street)	1576	+194
5	3	KRS ONE - 5 Boroughs (Jive)	1572	+286
8	4	CHOCLAIR - Flagrant (Figure IV)	1524	+543
6	5	INSPECTAH DECK - Rec Room (Loud)	1340	+154
14	6	PSYCHO & IRISCIENCE - On Deadly Ground (Blackberry) <i>This independent on the rise is deadly enough to be #1 next week.</i>	1154	+251
3	7	RAS KASS - Rasassination (PatchWerk Recordings)	1104	-289
17	8	KARDINAL OFFISHALL - And What (Figure IV) <i>Can't slow down...Up 9 spots to break into the Top 10!</i>	1075	+338
12	9	EMINEM - My Name Is... (Interscope)	1035	+97
2	10	PETE ROCK - Tha Game/One Life To Live (Loud)	1016	-427
11	11	THE ROOTS - You Got Me (MCA)	1001	+56
16	12	TASH - Bermuda Triangle (Loud)	998	+204
23	13	SKEME TEAM - Con Artists (3-2-1 Records)	989	+381
21	14	SIR MENELIK - Space Cadillac Remix (Rawkus Entertainment)	935	+313
13	15	TIMBALAND - Lobster & Scrimp (Blackground Ent./Atlantic)	899	-23
18	16	ICE CUBE - Pushin' Weight Remix (Priority)	898	+176
28	17	NOTS CLICK/XPERADO - Back Up Off Me/Watch Your Step (Official Jointz)	734	+217
34	18	KOMBO - I Don't Stop (Infini-T Entertainment)	728	+364
26	19	THE DWELLAS - Stand Up (Loud)	725	+153
9	20	BUCKSHOT, 5FT, EVIL DEE - Showdown/Onslaught (Duck Down/Priority)	696	-255
10	21	DEFARI - Likwit Connection (Black Label/Tommy Boy)	694	-253
7	22	NAUGHTY BY NATURE - Dirt All By My Lonely (Arista)	692	-428
—	23	MASTERMINDS - Bring It Back (Mind Your Recordings)	678	N
30	24	JT MONEY - Who Dat? (Priority)	624	+184
15	25	SAUCE MONEY - Middle Finger U/Pre-Game (MCA)	575	-301
25	26	PRINCE PAUL - More Than You Know feat. De La Soul (Tommy Boy)	554	-34
27	27	SPORTY THIEVZ - Cheapskate Remix (Roc-A-Blok)	542	-1
19	28	HALF-A-MIL - Fires In Hell (Penalty Recordings)	527	-177
20	29	BAD MEETS EVIL - Nuttin' To Do (Game Recordings)	480	-149
—	30	DILATED PEOPLES - Rework The Angels (ABB)	466	N
—	31	JANE BLAZE - Slow Down (Jive)	445	N
22	32	AFU RA - Whirlwind Thru Cities (D&D Rec./Gee Street)	441	-180
—	33	ALL NATURAL - It's O.K. (All Natural Recordings)	437	N
—	34	BLAK FOREST - Bang Theory (Skanless)	424	N
39	35	INFAMOUS SYNDICATE - Here We Go (Relativity)	401	+109
—	36	US - Streets Worldwide (Dangerous Music)	387	N
24	37	ZION I - Innerlight (Goodvibe)	378	-212
38	38	SNOOP DOGGY DOGG - Woof (No Limit/Priority)	370	+68
—	39	DEADLY SNAKES - Culebras De Muerte (Tommy Boy)	353	N
—	40	KOOL G RAP - Can't Stop The Shine (Down Low Music)	323	N

CHARTBOUND

RUFF RYDER - "Ride Or Die" (Interscope)
FIRST PLATOON - "M.I.A.M.I." (First String)
BLACK MOON - "2 Turntables & A Mic" (Duck Down)
RAHZEL - "All I Know" (MCA)

UP&ADD'EM

YUKMOUTH - "Still Ballin'" (Rap-A-Lot) 3/18
COOL BREEZE - "Creatine" (Interscope) 3/18
LOOT PACK - "When I'm On The Mic" (Stones Throw) 3/18
DEAD PREZ - "Hip-Hop" (Loud) 3/25



REVIEWS

By Janine Coreney
 At last month's GAVIN Seminar, several attendees handed me copies of their latest works. I'll review as many as I can in the weeks to come.

QC

"COF ver. 2.0 demo"

(BeatSmith Productions)

Unique production paired with imaginative street rhymes distinguish this disc. "Proposals & Propositions" uses bright, cartoony samples against a funky bass line, while a group of deep-voiced MCs carry on a clever conversation. "Welcome to the Jungle" experiments with drum-n-bass rhythms; Jedi philosophy flows through "Strikeback," rife with the *Star Wars* score; and "The Crossover Factor" finds rapid cadence rhymes about the hypocrisy of the music industry over a sinister groove. The most radio-friendly standout is "Rock This," which borrows the break from John Mellencamp's "Jack & Diane." With Peter Gunn and Lord Tariq-like chemistry, this multi-member group shows much promise, but the multitude of high-profile samples (not credited on the disc notes) could prove a tangle of red tape in national distribution. For info, call (360) 786-0244.

RAP REPORTS ACCEPTED

THURSDAYS 9 A.M.-4 P.M.

STATION REPORTING PHONE:

(415) 495-1990

FAX: (415) 495-2580

COMING APRIL 4 THE NEW FACES OF HIP-HOP

MEET SOME OF THE RHYME STYLERS AND LABEL PLAYERS MAKIN' NOISE THIS YEAR

FOR MARKETING OPPORTUNITIES CONTACT MICHAEL NIXON AT (310) 372-8823

Organized Noize Presents

Another Dungeon Family Member...



COOL BREEZE

East Points Greatest Hit

In Stores March 23rd

CRE-A-TINE (I Got People...)

The follow up smash single to the hit "Watch For The Hook"

Going for Adds March 17th

Contact: Trigma Williams at Interscope Records (212) 328-5980



TRIPLE A

More Triple A Seminar Photo Highlights

Even airline incompetence couldn't stop Peter Himmelman



The brains of Obedient Records react to the tribulations of their new Monty Rock release.



Blue Note's Cassandra Wilson continues the GAVIN Friday Afternoon Soundstage series.



The imaginary A3 radio and muso crue.



Alligator's Corey Harris is a renaissance blues performer.

Baz Luhrmann
everybody's free
(to wear SUNSCREEN)
THE SPEECH SONG

"#1 requesting record in 10 years at the radio station."

—Dennis Constantine, KINK

KACD KBCO
KMTT KINK
KENZ WXRV
WHPT

Play it or get BURNED!



Charles keeping the Brothers' music jazzy and unpredictable.



Aaron Neville, the toast of this year's GAVIN grand cocktail party.



Kelly Willis leads her band through selections from *What I Deserve*.



Art still providing the appropriate funky knuckle.

Tone-Cool Records would like to thank
Gavin and the entire AAA community for naming

SUSAN TEDESCHI

Indie Artist and Album of the Year

and for contributing so much to her success.

We would especially like to thank the following
AAA promo gurus for their incredible contributions...

In alphabetical order — we love you all!

Madeline Chattah

Michele Clark

Sean Coakley

Louise Coogan

Dave Einstein

David Leach

Harry Levy

Barry Lyons

Meg McDonald

Brad Paul

Leslie Rouffe

Katrinka Suydam

Sincerely,

Richard Rosenblatt, President

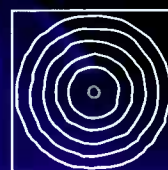
David Bartlett, Label Manager

Susan's new single... "You Need to Be With Me"

Produced by Tom Hambridge



www.tonecool.com



ROUNDER®



MOST ADDED

BETH ORTON (35)

"Stolen Car"

(Arista/Deconstruction)

Including: WXRV, WMWV, WERU, WNCS, WEBK, WKZE, WRNR, WYSO, WNKU, KR0K, KSLU, KFAN, KACV, WCBE, WAPS, WDET, WXRT, KSUT, KVNF, KSPN, KUWR, and KRCL

CHRIS SMITHER (17)

Drive You Home Again

(Hightone)

Including: WMWV, WERU, WKZE, WYEP, KPFT, WNWV, WMKY, WNKU, KERA, WCBE, WDET, KSUT, KUWR, KRVM, KLCC, and KSMF

LUCINDA WILLIAMS (14)

"2 Kool 2B 4-Gotten"

(Island/Mercury)

Including: WMWV, WNCS, WYEP, WXPB, WRNR, KFAN, KGSR, WMMM, KTAO, KBAC, KTHX, K-OTTER, KPIG, and KNBA

WILCO (13)

"Can't Stand It" (Reprise)

Including: WERU, WKZE, WYSO, WNCW, WDDO, KACV, WEBX, KMMS, KEPC, KSUT, CIDR, KINK, and KSMF

THE CRANBERRIES (13)

"Promises" (Island/Mercury)

Including: WXRV, WMWV, WNCS, WYEP, WXPB, WOOD, KDOG, WWCD, and WAPS

RECORD TO WATCH



THE CRANBERRIES

"Promises" (Island/Mercury)

Shared across the dial, got on the bandwagon before it gets burned out. Out of the box at 13 lucky stations including WXRT, WYEP, WNCS, KMMS, WXPB, and more.

TRIPLE A

Red entries highlight a stronger performance than on the combined A3

COMBINED			COMMERCIAL			NON-COM		
LW	TW		LW	TW		LW	TW	
1	1	SHERYL CROW (A&M)	1	1	SHERYL CROW (A&M)	1	1	ANI DIFRANCO (Righteous Babe)
2	2	R.E.M. (Warner Bros.)	2	2	R.E.M. (Warner Bros.)	10	2	VAN MORRISON (Virgin)
8	3	VAN MORRISON (Virgin)	6	3	VAN MORRISON (Virgin)	2	3	PETER HIMMELMAN (6 Degrees/KDCH)
3	4	JOHN MELLENCAMP (Columbia/CRG)	5	4	COLLECTIVE SOUL (Atlantic/Hollywood)	6	4	PAUL WESTERBERG (Capitol)
4	5	COLLECTIVE SOUL (Atlantic/Hollywood)	3	5	JOHN MELLENCAMP (Columbia/CRG)	4	5	JULIAN LENNON (Fuel 2000)
6	6	SUGAR RAY (Lava/Atlantic)	4	6	SHAWN MULLINS (SMG/Columbia)	7	6	CHERYL WHEELER (Philo/Rounder)
5	7	SHAWN MULLINS (SMG/Columbia)	8	7	TOM PETTY & THE HEARTBREAKERS (Warner Bros.)	9	7	LYNN MILES (Philo/Rounder)
7	8	ANI DIFRANCO (Righteous Babe)	7	8	SUGAR RAY (Lava/Atlantic)	5	8	STEVE EARLE AND THE DEL McCOURY BAND (E-Squared)
19	9	TOM PETTY & THE HEARTBREAKERS (Warner Bros.)	9	9	NEW RADICALS (MCA)	12	9	CESAR ROSAS (Rykodisc)
10	10	BRUCE HORNSBY (RCA)	15	10	WILCO (Reprise)	20	10	JOE HENRY (Mammoth)
21	11	WILCO (Reprise)	12	11	BRUCE HORNSBY (RCA)	27	11	WILCO (Reprise)
20	12	PAUL WESTERBERG (Capitol)	16	12	SINEAD LOHAN (Interscope)	3	12	R.E.M. (Warner Bros.)
12	13	PETER HIMMELMAN (6 Degrees/KOCH)	21	13	PAUL WESTERBERG (Capitol)	14	13	XTC (TVT)
9	14	CHRIS ISAAK (Reprise)	13	14	JEWEL (Atlantic)	N 14		BETH ORTON (Arista)
11	15	NEW RADICALS (MCA)	17	15	ANI DIFRANCO (Righteous Babe)	19	15	JONATHA BROOKE (Bad Dog)
14	16	SINEAD LOHAN (Interscope)	18	16	SEMISONIC (MCA)	38	16	THE CHIEFTANS (RCA)
17	17	GOO GOO DOLLS (Warner Bros.)	10	17	SUSAN TEDESCHI (Tone Cool/Rounder)	26	17	HANK DOGS (Hannibal)
15	18	JEWEL (Atlantic)	28	18	XTC (TVT)	11	18	MARTIN SEXTON (Atlantic)
30	19	CRASH TEST DUMMIES (Arista)	22	19	JONNY LANG (A&M)	23	19	CRASH TEST DUMMIES (Arista)
22	20	SEMISONIC (MCA)	11	20	CHRIS ISAAK (Reprise)	13	20	JIMMY ROGERS ALL-STARS (Atlantic)
13	21	SUSAN TEDESCHI (Tone Cool/Rounder)	19	21	GOO GOO DOLLS (Warner Bros.)	18	21	INDIGENOUS (Pachyderm)
26	22	NATALIE MERCHANT (Elektra/EEG)	27	22	CRASH TEST DUMMIES (Arista)	22	22	SHERYL CROW (A&M)
31	23	XTC (TVT)	14	23	WES CUNNINGHAM (Warner Bros.)	—	23	FATBOY SLIM (Astraiwerks)
25	24	JONNY LANG (A&M)	23	24	PETER HIMMELMAN (6 Degrees/KOCH)	24	24	GOO GOO DOLLS (Warner Bros.)
28	25	CESAR ROSAS (Rykodisc)	39	25	ROLLING STONES (Virgin)	17	25	BRUCE HORNSBY (RCA)
27	26	JULIAN LENNON (Fuel 2000)	30	26	BLONDIE (Beyond Music)	36	26	CHUCK E. WEISS (Rykodisc)
18	27	LUCINDA WILLIAMS (Island/Mercury)	36	27	NATALIE MERCHANT (Elektra/EEG)	48	27	BROOKS WILLIAMS (Signature Sounds)
33	28	BLONDIE (Beyond Music)	20	28	LUCINDA WILLIAMS (Island/Mercury)	21	28	COLLECTIVE SOUL (Atlantic/Hollywood)
16	29	WES CUNNINGHAM (Warner Bros.)	45	29	EAGLE EYE CHERRY (WORK)	25	29	SUGAR RAY (Lava/Atlantic)
23	30	ALANIS MORISSETTE (Maverick)	32	30	B.B. KING (MCA)	40	30	NATALIE MERCHANT (Elektra/EEG)
24	31	INDIGENOUS (Pachyderm)	31	31	CESAR ROSAS (Rykodisc)	N 31		CHRIS SMITHER (Hightone)
47	32	MOD SQUAD (Elektra/EEG)	35	32	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	35	32	LUCINDA WILLIAMS (Island/Mercury)
29	33	BLACK CROWES (American)	34	33	DAVID WILCOX (Vanguard)	8	33	MIKE HENDERSON & THE BLUEBLOODS (Dead Reckoning)
46	34	EAGLE EYE CHERRY (WORK)	24	34	ALANIS MORISSETTE (Maverick)	34	34	RICHARD JULIAN (Blackbird/Sire)
34	35	EVERLAST (Tommy Boy)	26	35	BLACK CROWES (American)	30	35	DAVID WILCOX (Vanguard)
36	36	DAVID WILCOX (Vanguard)	25	36	INDIGENOUS (Pachyderm)	50	36	MOD SQUAD (Elektra/EEG)
37	37	ELLIOTT SMITH (Dreamworks)	49	37	MOD SQUAD (Elektra/EEG)	37	37	KELLY WILLIS (Rykodisc)
N 38		JOE HENRY (Mammoth)	47	38	ELLIOTT SMITH (Dreamworks)	32	38	BOTTLE ROCKETS (Doolittle)
43	39	ROLLING STONES (Virgin)	37	39	DUKE DANIELS (E Pluribus Unum)	—	39	ADRIAN BELEW (Thirsty Ear)
44	40	CAKE (Capricorn)	44	40	MATCHBOX 20 (Lava/Atlantic)	N 40		TOM PETTY & THE HEARTBREAKERS (Warner Bros.)
42	41	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	29	41	R.L. BURNSIDE (Fat Possum/Epitaph)	44	41	BARENAKED LADIES (Reprise)
41	42	BARENAKED LADIES (Reprise)	N 42		MARTIN SEXTON (Atlantic)	16	42	CHRIS ISAAK (Reprise)
49	43	MARTIN SEXTON (Atlantic)	42	43	GOLDEN SMOG (Rykodisc)	33	43	BLACK CROWES (American)
32	44	JIMMY ROGERS ALL-STARS (Atlantic)	33	44	JIMMY ROGERS ALL-STARS (Atlantic)	46	44	JUDE (Maverick)
N 45		STEVE EARLE AND THE DEL McCOURY BAND (E-Squared)	—	45	SEAL (Warner Bros.)	15	45	BECK (DGC)
N 46		LYNN MILES (Philo/Rounder)	40	46	DAVE MATTHEWS BAND (RCA)	43	46	SINEAD LOHAN (Interscope)
39	47	B.B. KING (MCA)	41	47	JULIAN LENNON (Fuel 2000)	N 47		JASON FALKNER (Elektra/EEG)
35	48	DUKE DANIELS (E Pluribus Unum)	50	48	GOMEZ (Virgin)	28	48	SEMISONIC (MCA)
40	49	KEB' MO' (550 Music)	N 49		GUS (Almo Sounds)	42	49	BLONDIE (Beyond Music)
50	50	FASTBALL (Hollywood)	48	50	PHISH (Elektra/EEG)	—	50	GUS (Almo Sounds)

ARTISTPROFILE

PAT MONAHAN

LEAD VOCALIST FOR TRAIN

ALBUM: *Train*

LABEL: Aware/Columbia

SINGLE: "Meet Virginia"

CONTACT: Trina Tombrink

(212) 833-8505; Mark

Cunningham (312) 226-6335

ON INSPIRATIONS: "My father made me listen to jazz my whole life. So, I hated it. But now... everytime I hear it I feel like I'm at home again. I'm a Keith Jarrett fan. I can listen to everyone from Chet Baker to the Marsalis Brothers.

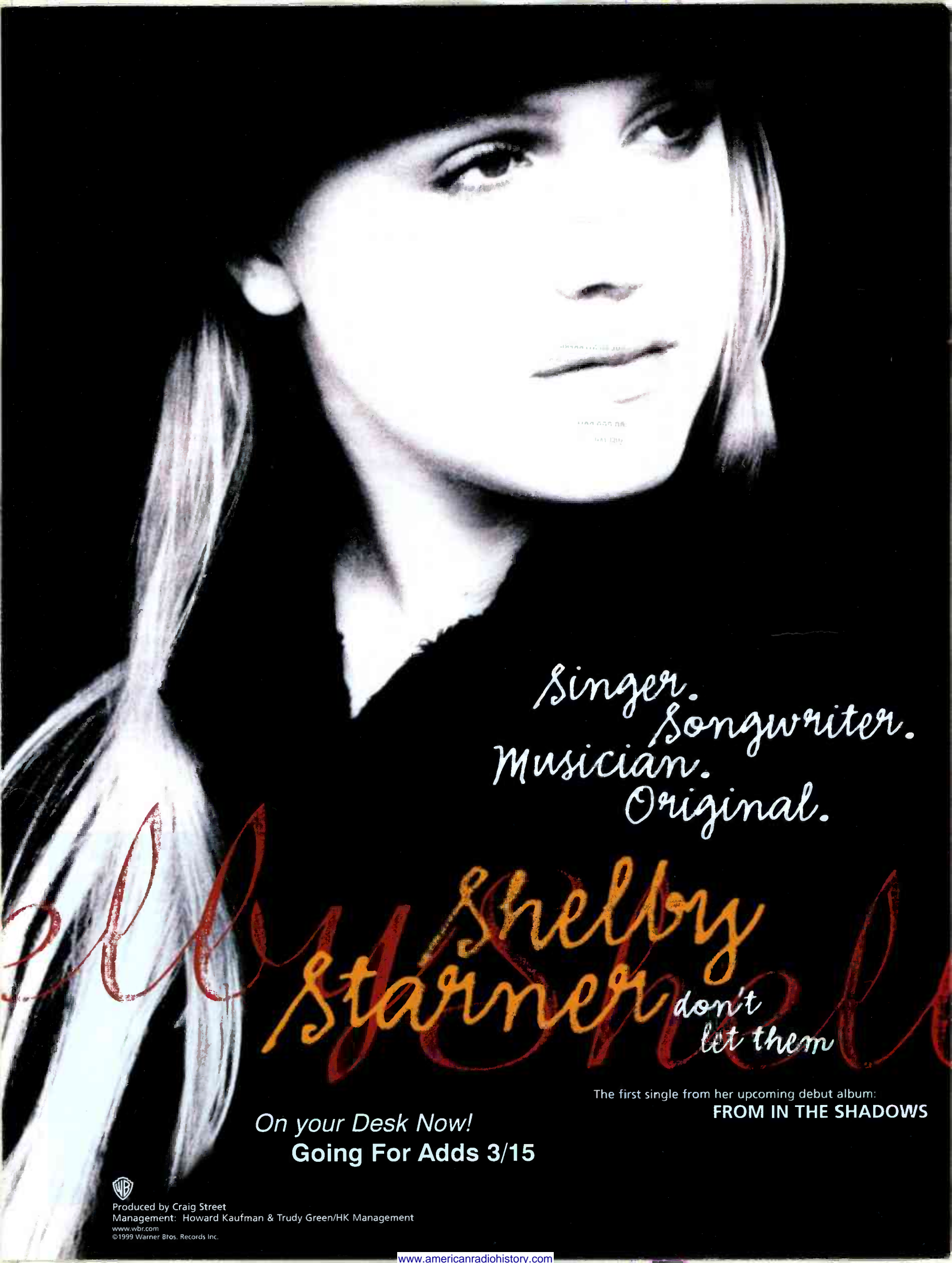
We are all inspired by different things, and I run

while we tour. So I fall in love with towns that I can run in. That is a kick for me. The other guys in Train like the night life a bit more. Some guys like quiet time. We all pull from different places. It keeps us interesting musically and individually. When we get onstage. People get five different personalities as much as they get one band."

Where do you think music is going?

I don't know. But I can say this. I have faith. Just yesterday I was watching the Dennis Miller Show, and I saw Sheryl Crow playing. It was so great. I am confident that as complicated as it all gets, it still comes down to one or two people and acoustic guitars. So long as that exists it'll all be cool.





*Singer.
Songwriter.
Musician.
Original.*

*Shelby
Starmer* *don't
let them*

**On your Desk Now!
Going For Adds 3/15**

The first single from her upcoming debut album:
FROM IN THE SHADOWS



Produced by Craig Street
Management: Howard Kaufman & Trudy Green/HK Management
www.wbr.com
©1999 Warner Bros. Records Inc.

A3 BOOMER GRID

EDITORS
KENT/KEITH
ZIMMERMAN

TW	Title (Label)	Spins	Trend	CDR	KACD	KACY	KBAC	KBGD	KBRR	KCPW	KEPC	KFAN	KFLX	KFDG	KFJU	KGSP	KHKK	KKZV	KLRO	KMMS	KMTT	KNBA	KOTR	KPCC	KPIG	KRDK	KRSH	KRVM	KRYS	KSPN	KSUT	KTAD	KTZZ	KTNK
1	SHERYL CROW (A&M)	894	-47	35	27	23	9	23	20		10	38	9	26	24	10	27	8	13	23	12	7		33	21	15	26	14		25	35	14		
2	R.E.M. (Warner Bros.)	865	-109	35	9	23	8	5	21	11	15	10	9	25	23	3	11	15	16	24	10	12	7	16	21	15	14	8	4	12	11	14		
3	JOHN MELLENCAMP (Columbia/CRG)	743	-9	31	14		17	13	19		15	30	7	25	13	18	26	9	15	10	9		10	33	20	15	26	10	2	15	14			
4	COLLECTIVE SOUL (Atlantic/Hollywood)	674	+6	18	15	23	25	15	16	9				25	26	13		14	7	10	11	7	7	17	15	21	11		8	12	12			
5	SHAWN MULLINS (S&G/Columbia)	665	-41	10			3	2	7		15	6	6	15	23	28	29	9	24	10	7	3	32	15	15	26	14		11	13	10			
6	SUGAR RAY (Lava/Atlantic)	647	+3		13	24	20	19	21	13				14	22	10	13	8	14	25	7		7	33	17				6	7	10			
7	ANI DI FRANCO (Righteous Babe)	632	-69			16	3			13				5	6	5	8	8	10	14	7	10	26	5	15	14	6	12	7	12				
8	YAN MORRISON (Virgin)	620	+311	1	12		18	17	12			27	10	12	22	41	13		6	14	9	5	5	15	4	10	14		9	9	13	10		
9	CHRIS ISAAK (Reprise)	580	-176	34	27	17	6	14		11	15	12	10	7	11	4	16	24	10	9	9		10	33	20	20	14	5	17	7	14			
10	BRUCE HORNSBY (RCA)	538	-3				15	7		7	15	11	2	12	14	14		4			11		5	3	25	12	15	24	10	12	23	7	14	
11	NEW RADICALS (MCA)	513	-143	12	26		21	22	20	9				9		5	26			14		4	7	33	4		14		8	19	31	9		
12	PETER HIMMELMAN (6 Degrees/KOCH)	508	+18				14	21		13				8	8	7		8	8	11	16	7				15	14	5	5	7	7	8		
13	SUSAN TEDESCHI (Tone Cool/Rounder)	489	-36	8	14		14	21		6		11	8	25	21	9	13	8	14	9	9		5	9	26	11	15	19	9		10	9		
14	SINEAD Lohan (Interscope)	474	-1			14	19		11		5			11		11				9	10		5	23					19	7	12			
15	JEWEL (Atlantic)	470	-28		27		5	22	11	11				5		7	4			10			5		24	10	15	17	14	8	13	3	12	
16	WES TURNINGHAM (Warner Bros.)	463	-58	20	13		9							5	25	17	10	8	6	13	1		7				10	14		5	7	14		
17	GOO GOO DOLLS (Warner Bros.)	444	-77	35	14	18		17		6		13	9	4	25	4	23					5		32	4	10					33	9		
18	LUCINDA WILLIAMS (Island/Mercury)	435	-40	34	26		6	25	12	15	6	10	13	7		4	10			8		4	5	17	33	4	15	5	16	7	14	12	9	
19	TOM PETTY & THE HEARTBREAKERS (Warner Bros.)	426	NEW	9	13		8	20	17					7	7	23	5		4	6	22	9	4	5		5		12	8		8	20	12	
20	PAUL WESTERBERG (Capitol)	413	+103			18	4		14					7	7						6	14	5					6		9	9	10		
21	WILCO (Reprise)	405	+115				7		22		10			5	9	12				10	9	8	9	3	21	7	7	9	11	7	13	9		
22	SEMISONIC (MCA)	405	-19	8		22	20		10	9					24			13	6		11		5	22	12		21	5	9	13	9			
23	ALANIS MORISSETTE (Maverick)	401	-75	35	14	22			8		5			8			7	9			10		7		27	19	15	19	8		19			
24	INDIGENOUS (Pachyderm)	390	-63			16				12	15	9		9				13	8		7	9	5	5	13	20	21	8	9	11		14		
25	JONNY LANG (A&M)	382	-30		13			5		15	30	9	12	7	5	29	8			11	10		5	10	31			5	8		19	33	9	
26	NATALIE MERCHANT (Elektra/EEG)	376	+20	8	24		7							10		11					9				12	17	20	5	5		3	10		
27	JULIAN LENNON (Fuel 2000)	374	-2							12	5	9						9			10		7		12	8	15	21	6	7		12		
28	CESAR ROSAS (Rykodisc)	350	+26		13		3	16		6	10					14				9		7		14	11		9		5	26		12		
29	BLACK CROWES (American)	340	+50	11	14				9	13		15	5				13	8					6	5		15	9		6		8			
30	CRASH TEST DUMMIES (Arista)	329	NEW				8			6	10			8	10	14	9		4		11	7	6			5		10	7		9			
31	XTC (TVT)	323	+67		15	10			18					10	11	1				7	9	6	5			7	9		7	4	9			
32	JIMMY ROGERS ALL-STARS (Atlantic)	312	+17			6		26		10				13	13								9	7	8		11		5	12	17	7	12	
33	BLOONDI (Beyond Music)	311	-17			24	3		7					3		4		14			9				10	7	21	9		5	8	8		
34	EVERLAST (Tommy Boy)	309	-63		28			25		8								9					5		25		15		6		10			
35	DUKE DANIELS (E Pluribus Urum)	298	0							15	9		19	9		9		8		8		8	5	17	6	10		9	4	6		7		
36	DAVID WILCOX (Vanguard)	290	-12		13		4	16				12		9		11			7			8	5	6		9	10	14	9	7	13	8		
37	ELLIOTT SMITH (Dreamworks)	289	+3		20	7				8	5			8	5						9	14	5		6	10	17	6		10		5		
38	LYLE LOVETT (Curb/MCA)	285	-67					11		6	5	9					11						5	12	23	4	20	5		12	8	3	9	
39	B.B.KING (MCA)	281	-40	7	38			15	10	11	10	9	4			7			9	2						15	5	9	8	13	34	10		
40	KEB' MO' (550 Music)	276	-58					23		8	10	11						9				8		15		15	5		10	7				
41	BARENAKED LADIES (Reprise)	270	-28	19		13				15	10	4				6	11				10	9	5	33	5	15	5	12	10					
42	DAVE MATTHEWS AND TIM REYNOLDS (RCA)	269	+23		16		20	5	20				29	4	8					11		16	5		10			16	4		7			
43	ROLLING STONES (Virgin)	269	-12	8			7	11		6	15	15		4	12							4	10	26	6			9	7			12		
44	CAKE (Capricorn)	267	-52		11	18				7	10		4					3		10		12		15		10						10		
45	GOLDEN SMOG (Rykodisc)	266	-47				4		19	10	5										10	9	7				7	4		6	9			
46	EAGLE EYE CHERRY (WorK)	257	NEW		15	5	3					8							4				5			15	19			10	17			
47	MOD SQUAD (Elektra/EEG)	251	NEW		13	14	13	15							7	12						10	5	15			9	7		7	9	7		
48	PHISH (Elektra/EEG)	250	-52							7		10	7	8	6							8	9	5			15	9	4	12		9		
49	MARTIN SEXTON (Atlantic)	247	+29							12				9	14	10				8		4	5			10		12				9		
50	FASTBALL (Hollywood)	246	-22		13	6		16						7		7	11				11	11			27	16		5	4		6	7	7	

ROD PIAZZA & THE MIGHTY FLYERS

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"Don't Make Your Daddy Dizzy"

"P

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SPINS in **RED** are ADDS

Artist - Title (Label)	KUNR	KXL	WAPS	WBOB	WBZC	WGBE	WGLZ	WDET	WEBK	WEBK	WERU	WFRB	WFFK	WFUV	WKZE	WLLM	WMMY	WMMM	WMMY	WMMY	WNCB	WNCW	WNUU	WNRN	WRLT	WRRR	WRRK	WVOD	WVRV	WVOD	WVRN	WVBT	WVRY	WVTP	
SHERYL CROW (A&M)		9	16											5	12			24	11	25	12			10	10	20	12	16	26	12	19	25	11		
R.E.M. (Warner Bros.)		3	8	12		6			7		10		8	9	16			25	13	15	11			28	29	14	15	23	11	16	14	22	9		
JOHN MELLENC MP (Columbia/CRG)	1		17										12		16			14	13		15				9	21	23		26		17	9	5		
COLLECTIVE SOUL (Atlantic/Hollywood)	1	5	8	10	12				20						26		25	9		11			16	18	28	23	19	7		9	23				
SHAWN MULLINS (SMG/Columbia)	2		7	17					8						16			16	13	15	14			29	6	24	29	26	12	16	17	10			
SUGAR RAY (Lava/Atlantic)	1			17	14											9	25							26	19	27	18	22	12		14	21	9		
ANI DI FRANCO (Righteous Babe)	2		7	3	9		12	6	36	9	8	12	7	12		6	13	7	18	15	16	15	28	18	19		15		7	8	16	13			
VAN MORRISON (Virgin)	2	11	8	7	9		9		20				4				13	6	21	14	16	15		16	6	23	13		11	9	12	15	5		
CHRIS ISAAK (Reprise)		16	8		9									5	15			12	13				20	15	16				12	3	10	5			
BRUCE HORNSBY (RCA)	2	16	5	8	9				6	7		12			16			9	13	21	13			12	7	24	13			3	3	10	5		
NEW RADICALS (MCA)			2						8				2			12	23	17		8						15		37	28	7	12		9		
PETER HIMMELMAN (6 Degrees/KOCH)	2		7	12	6		16	14	20	6	9	12	7	12		5	15		15	13	4	6	24		7		24		5	10	10	12			
SUSAN TEDESCHI (One Cool/Rounder)		4	17						6					7		3	15	7	15	10					19	10	15		9	13	9	5			
SINEAD LOHAN (Interscope)	1		10	17	11				36								9	12	18	14			20	11	13	14	15		5	1	17	5			
JEWEL (Atlantic)		19	5					6							16		15	13		15				18	6	17		36	5	8	11	14	6		
WES CUNNINGHAM (Warner Bros.)			6	17		6								4			14	13		13			18	18	7	18									
GOO GOO DOLLS (Warner Bros.)					13																							60		5	10				
LUCINDA WILLIAMS (Island/Mercury)								9	6	5		9						7	14	10				18					9						
TOM PETTY & THE HEARTBREAKERS (Warner Bros.)			1	6				20							7		11	6	10					10	21	12		11	8	29	10				
PAUL WESTERBERG (Capitol)	1		9	5		6	6	20	36	4		8		6		5	10	4	8	11	4		16	11	13	6	15		20	11			22		
WILCO (Reprise)	1		5				5	20	10				4	7			14	5	12	12			3	12	7	9	42		9	14	18	5			
SEMISONIC (MCA)	1		10	8	12												15	8	15					30			24	13		9	3	8	8		
ALANIS MORISSETTE (Maverick)		4	5	9														15	13									11	43			4			
INDIGENOUS (Pachyderm)			6	13				6	20						10										8	8	16			12		17			
JONNY LANG (A&M)										4		4			6					8									30						
NATALIE MERCHANT (Elektra/EEG)	2	17	5	5										5				12	13	9				10			16	20		8		13	3		
JULIAN LENNON (Fuel 2000)	2	2	8	6	14		14	10		5	5	8	5	6		6		5	12					11		12	30		5		4				
CESAR ROSAS (Rykodisc)						3	15	18	20	4	6	12	4	6		7			7			16	6								5	9	4		
BLACK CROWES (American)									36																										
CRASH TEST DUMMIES (Arista)	1						6	14	20	5	4	4					8	4	6	18			3	10	6				14		6	4			
XTC (TVT)	1		9	9			15	13	10	9		4	4				8	7	12	9			3	11	13	6			5	15	18	4			
JIMMY ROGERS ALL-STARS (Atlantic)	2					3	14					8	4	12		7	9	6				16	15			15				3					
BLONDIE (Beyond Music)	1		7	4															5						10	18	5	24		14	13	13	5		
EVERLAST (Tommy Boy)					10											29	25							28					23						
DUKE DANIELS (E Pluribus Unum)			6	4				7						2	12		7	5	14							8	8	23		3		4			
DAVID WILCOX (Vanguard)	2	3					7	8							6		6		10			16		5		13	12		5		10				
ELLIOTT SMITH (Dreamworks)	1		3							9	3		7	12				8	17	11					12	11			4	4	2	6			
LYLE LOVETT (Curb/MCA)		11			9					9									12	15					10	16			7						
B.B.KING (MCA)	1																		8		8														
KEB MO' (550 Music)		13	3	9															8	15	10					5	15								
BARENAKED LADIES (Reprise)																			7										11		7				
DAVE MATTHEWS AND TIM REYNOLDS (RCA)	2			5	3									5	6		6	8									20			3			6		
ROLLING STONES (Virgin)							13									12	6	6	4	8	5	8													
CAKE (Capricorn)									10	4																									
GOLDEN SMOG (Rykodisc)	1			9					7	6		4	9	6					5	13	9			15	24		14	20							
EAGLE EYE CHERRY (WORK)	1		8	5	9				6						16			13	8	8										3	4	2			
MOD SQUAD (Elektra/EEG)	1	3	7	10						10									3	7				3			22			3		9			
PHISH (Elektra/EEG)			8						12	5				5					9	6					9	9				3	4	10	5		
MARTIN SEXTON (Atlantic)	2				9	14				6	3	12	10	16					8																
FASTBALL (Hollywood)	1		8	7																					11			16	7		6				



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ALTERNATIVE

Not Just Another "Super Ticket Blow-out Weekend"

BY RICHARD SANDS

Radio gets to be a big drag when your station is just going through the motions. In order to cut through all the clutter and to really connect with your audience, you constantly need to make sure your station is being creative and inventive. One station noted for taking on big challenges, 99X-Atlanta, is now headed straight for the next millennium with its latest creative venture. About eight weeks ago in the pages of *gmail*, I wrote about a top secret multimedia project that 99X-Atlanta was working on. Well, "Project X" has now been revealed in all its glory, and I spoke to 99X Direct Marketing Manager Lea Deason to get the lowdown:

"We have been working on this for

a long time. We have always wanted to do a calendar. And we wanted to do something with our music. Plus we naturally wanted to do something with the year 2000. But we had a need to do things differently. So we basically just tied several of our ideas together," Deason explains.

What, exactly, is Project X? "Essentially it is one big box with three main items," Deason shares. "There are two CDs—a live music CD, plus an interactive CD-ROM—and also a calendar which goes through January 2001. All three use our music as a theme, plus they use 99X audio and video that you won't find anywhere else."

The interactive CD is particularly interesting. To quote a recent fea-

ture in *The Atlanta Journal-Constitution*, "It is a multimedia journey through the world of 99X, its music, artists, concerts, interviews, personalities, and programming. And it's all produced with a cheeky dose of the station's youth-

99Xamination, a "You Don't Know Jack"-styled interactive trivia game.

"Believe it or not, there is even more," continues Deason. "We also have included something called 'The Big Ticket.' This is a ticket to a mystery event, and once the 99X listener gets registered, they can call in to win a big prize, such as a trip to Orlando to see an Atlanta Braves exhibition game."

How much does Project X cost the consumer? "We are selling Project X for \$29.95 and have an exclusive deal with Best Buy," says Deason.

"So far sales are exceeding all projections. We were nervous with such a relatively high price point, but it hasn't stopped listeners from buying. We sold 600 the very first day, and the folks at Best Buy are thrilled with the phenomenal response."

One potential problem was explaining this sophisticated concept to the audience. "It was a challenge to describe it," Deason concedes, "but we broke it down into three rotating on-air promos, each explaining a different part of Project X. And we have been bringing a computer to events like our Chinese New Year's Concert to actually show it to 99X listeners. Then it virtually sells itself," she says.

A big topic at the recent GAVIN Seminar was non-traditional revenue (NTR), and 99X has hit upon a great vehicle. "There are several ways we can work in clients," says Deason. "Among other things, we can put clients on the new Web browser that is available every other month, and we can include them with the Big Ticket promotions."

Forget all the normal radio station gimmicks; 99X has found a new way to connect, and is positioning itself to be a part of its audience's life in a new and meaningful way, right into the new millennium.



ful irreverence, from the MTV-paced video clips to cyberspace sound effects and in-your-face graphics."

The CD-ROM features five sites, including the Virtual Stage with video clips and slideshows from 99X acts; WebX, the station's own Web browser; 99Xpress, an online look at the station's magazine; Juke Box, featuring clips and info on 19 different 99X acts; and finally,

Baz Luhrmann everybody's free (to wear SUNSCREEN) THE SPEECH SONG

"The hottest phone record KROQ has played in several years." — Kevin Weatherly, KROQ/Los Angeles

"After 6 months of airplay and over 375 spins, Baz Luhrmann is still causing a fiber optic frenzy at WEQX. The song speaks to people in places they didn't know they had ears." — John Allers, WEQX

"We put this in last November, and it's the biggest phone record I've ever seen!" — Mark Hamilton, KNRK

"Huge for us last summer. Nice to know the rest of the world is catching up." — Nic Harcourt, KCRW

"Guaranteed explosive phones! It hits people where it matters the most...the 'Heart'." — Mancow, Q101



THE CRANBERRIES : PROMISES

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THE CRANBERRIES (52) Promises (Island/Mercury)

Including: KLZR, KENZ, KMBY, WEDG, WHFS, KMRJ, WGBD, KXRX, WPLY, WENZ, KKND, WHTG, WKQX, WEND, WPGU, WPLA, WEQX, KNRK, WIXD, KTZ, WKRL, KHLR, KFTE, WEJE, KLYY, WPBZ, WHMP, WNNX, WXOG, WFNX, KROX, WJSE, WRXQ, KWOD, WXRT, KMYZ, WLIR, WWDX, KROQ, KRZQ, KTCL, WMRQ, KFRF, KOGE, WXEG, KKDM, WQBK, KEDJ, KQXR, WBCN, WXDX, WBTZ

BLUR (9)

Tender (Virgin)

Including: WGRD, KROQ, KLZR, MUSI, KMRJ, WEQX, KWOD, WMRQ, WLSZ

CITIZEN KING (8)

Better Days (A3)

Including: WOST, MUSI, KMBY, WIXD, KMYZ, WAVF, KQXR, WXDX

NO DOUBT (8)

New (Trauma/Interscope)

Including: KACV, WENZ, KPNT, WPLA, WEJE, WXOG, KWOD, WLSZ

SILVERCHAIR (7)

Anthem for the Year 2000 (Epic)

Including: MUSI, WGBD, WPGU, WEQX, KWOD, KFRF, KQXR

RADIO SAYS

Baz
Luhrmann
everybody's free

BAZ LUHRMANN

"Everybody's Free (To Wear Sunscreen) The Speech Song" (Capitol)

It's huge. This record is so different and so unique, that it really stands out on the air."

—Oedipus, VP Programming, WBCN-Boston

LW	TW		Spins	Diff.
2	1	EVERLAST - What's It Like (Tommy Boy)	2526	+44
1	2	SUGAR RAY - Every Morning (Lava/Atlantic)	2483	-154
3	3	CREED - One (Wind-up)	2122	+145
7	4	FATBOY SLIM - Praise You (Astralwerks)	2003	+260
<i>Fatboy Slim's "Praise You"... so FAT at number 4!</i>				
8	5	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	1910	+158
5	6	COLLECTIVE SOUL - Heavy (Atlantic)	1903	-51
9	7	ORGY - Blue Monday (Reprise)	1885	+138
10	8	LIT - My Own Worst Enemy (RCA)	1800	+149
6	9	MARVELOUS 3 - Freak Of The Week (HiFi/EEG)	1769	-4
4	10	HOLE - Malibu (DGC)	1720	-264
11	11	TIN STAR - Head (V2)	1591	+36
13	12	DAVE MATTHEWS BAND - Crush (RCA)	1468	+23
14	13	EVERCLEAR - One Hit Wonder (Capitol)	1417	-20
12	14	EVE 6 - Leech (RCA)	1296	-247
15	15	DOVETAIL JOINT - Level On The Inside (Columbia/CRG)	1179	+72
18	16	CITIZEN KING - Better Days (A3)	1069	+120
39	17	NO DOUBT - New (Trauma/Interscope)	1058	+591
<i>No Doubt's "New"... last week's most added, this week's speed racer...</i>				
23	18	GOO GOO DOLLS - Dizzy (Warner Bros.)	1007	+203
17	19	CAKE - Sheep Go To Heaven (Capricorn)	998	+15
19	20	CAKE - Never There (Capricorn)	982	+82
24	21	THE LIVING END - Prisoner of Society (Reprise)	922	+131
21	22	LENNY KRAVITZ - Fly Away (Virgin)	841	-19
16	23	CAROIGANS - My Favourite Game (Island/Mercury)	803	-164
26	24	KORN - Freak On A Leash (Immortal/Epic)	746	+107
20	25	GARBAGE - Special (Almo/Interscope)	742	-103
37	26	SILVERCHAIR - Anthem for the Year 2000 (Epic)	705	+223
22	27	SEMISONIC - Secret Smile (MCA)	692	-135
31	28	HARVEY DANGER - Save It For Later (Slash/London)	677	+109
27	29	BARENAKED LADIES - Alcohol (Reprise)	675	+57
38	30	NEVE - It's Over Now (Columbia/CRG)	594	+121
35	31	JUDE - Rick James (Maverick)	594	+76
34	32	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	592	+47
32	33	ROB ZOMBIE - Living Dead Girl (Geffen)	587	+28
29	34	LIMP BIZKIT - Faith (Flip/Interscope)	544	-43
42	35	SEBADOH - Flame (Sub Pop)	516	+61
25	36	NEW RADICALS - You Get What You Give (MCA)	494	-176
36	37	BARE JR. - You Blew Me Off (Immortal/Epic)	483	-51
50	38	EMINEM - My Name Is... (Interscope)	463	+134
—	39	STABBING WESTWARD - Haunting Me (Columbia/CRG)	462	+421
—	40	DANGERMAN - Let's Make A Deal (?)	450	N
—	41	EVERLAST - Ends (Tommy Boy)	442	N
28	42	GOO GOO DOLLS - Slide (Warner Bros.)	437	-159
46	43	BEASTIE BOYS - Remote Control (Grand Royal/Capitol)	436	+31
—	44	THE FLYS - She's So Huge (Trauma/Delicious Vinyl)	425	+111
43	45	BLONDIE - Maria (Beyond Music)	421	-33
40	46	COLLECTIVE SOUL - Run (Atlantic/Hollywood)	406	-60
45	47	Jimmy Eat World - Lucky Denver Mint (Capitol)	403	-38
44	48	BETTER THAN EZRA - At The Stars (Elektra/EEG)	354	-94
41	49	VAST - Touched (Elektra/EEG)	347	-99
—	50	EAGLE EYE CHERRY - Falling In Love Again (WORK)	337	N



ON THE RECORD

There are so many songs I like and could write about, such as Imperial Teen, Cranberries, and Fountains of Wayne. But then I remember—who cares what I think? Instead let's talk to someone whose opinion I respect. So introducing KROQ Music Director Lisa Worden, and the songs she likes this week!

LO FIDELITY ALL-STARS

Battle Flag

(Skint/Sub Pop/Columbia)

Lisa tells me "I love this record, and it sounds very cool on KROQ!"

BETH ORTON

Stolen Car

(Arista)

"I like it personally, but also this helps balance the rock edge. It's a breath of fresh air," Worden states.



BLUR

Coffee & TV

(Virgin)

Lisa confesses "This is one of my favorite bands of all-time." As if we didn't already know that. Congrats to all the KROQ gang on a great first trend.

ALTERNATIVE REPORTS

ACCEPTED THROUGH TUESDAYS

8 A.M.-3 P.M.

GAVIN STATION REPORTING

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PICTUREPARADE

Perhaps this week we should rename this section "The WBCN page." First its Oedi talking about Baz Luhrman, and now its photos of station events. The station recently hosted Alanis Morissette at Fort Apache studios in Cambridge, Mass, in front of 104 devoted fans and lucky BCN listeners.



Here's WBCN afternoon personality Nik Carter with "the Chef." Oh yeah, holding the chef is Alanis. The entire performance was broadcast live on BCN. Just another reason the station has been "the Rock of Boston" for 30 years!

COLLEGE

Triumph of the Underdog: Jetset Records Named Indie Label of the Year

BY VINNIE ESPARZA

When your competition for GAVIN's College Indie Label of the Year consists of such highly-acclaimed imprints as Thrill Jockey, Drag City, and Jade Tree, sometimes the best you can realistically hope for is a pat on the back and a "better luck next time." This, however, was not the case at the 1999 GAVIN Seminar, when Shelley Maple, founder of Jetset Records and radio rep Will Simon walked away with the coveted award—a pleasant surprise to everyone in the room.

So, how did Jetset beat the odds? What exactly makes them so special?

Maple started the label back in 1996 when, she remembers, "I looked around and saw the shameful lack of small independent record labels in this world. Barely 6,000 labels were listed in the CMJ directory with a mere 800 releases a week between them. I suppose you could say starting Jetset was my Christian duty."

Her only goal, she claims, was to put out albums from a variety of different bands without concern for any particular style or sound. Since releasing early efforts from such acclaimed acts as Mogwai (who recently landed a deal with the major-affiliated Matador label), Macha, Firewater, and Kid Silver, not to mention the excellent compilations *Songs for the Jetset Volume 1* and *Vol. 2*, Maple's musical choices still refuse to be pigeonholed. In the future, Maple says she envisions "platinum records, Grammys—and boy bands, I suspect."

Maple's advice to entrepreneurs looking to start their own labels is not be phased by criticism, as everyone is a critic: "I would advise them to develop a thick skin. The most important lessons I've learned are to never watch MTV, never read *Billboard*, and never sign a band you can't go drinking with...And you'll need money, obviously—at least enough to give each record you put out a fighting chance."

Running Jetset, she admits, hasn't been easy. In addition to constant

concerns about cash flow, she must also deal with rampant Anglophobia and the blatant sexism that is so prominent in the music industry. She also advises careful research on distributors, as certain companies are incredibly sketchy and do not pay. It's not tough to find out who the sketchy ones are, though. Just ask any small indie label, she says.

Though British-born, Maple decided to set up offices here in the States rather than in her home country because, she relates, "New York has been my home for 11 years. I am virtually an

American—except for the accent—so setting up in England was never an option. That said, I seriously doubt I would have ever



started Jetset in England, because although 'commercial alternative' is

far more incorporated into the mainstream in the UK, the absence of College radio means musical tastes are utterly dominated by the *N.M.E.* I wouldn't want to put out records under such restrictive conditions."

Luckily, though Maple is not as sold on the Internet's strength as many of her indie compatriots—"To be perfectly honest, it bores the living crap out of me. I'd rather watch back-to-back reruns of *The Golden Girls*," she says—not everyone at Jetset feels the same way. So if you're of that persuasion, check out jetset.sinner.com, or contact Ms. Maple directly at jetset@davidbowie.com.

WFMU: The Award Winning Station That Would Not Die!

BY VINNIE ESPARZA

Only a handful of stations today still truly reflect the original ideals behind College radio; perhaps the most notorious is WFMU-Jersey City, N.J., winner of this year's GAVIN College Station of the Year Award. The station has faced tremendous struggles for survival over the years, but somehow, through the persistence and dedication of its staff, WFMU has somehow managed to stay on top for three decades.

"WFMU went on the air in 1958 as a 10-watt station," says General Manager Ken Freedman. "Up until '65-'66, its programming was fairly staid—lectures, classical music, Lutheran sermons, and the occasional Yma Sumac side. In '65, the folk scene started to have an influence on the station, and in '67, fabled DJ Vin Scelsa initiated freeform radio on the station. Vin was heavily under the influence of Pacifica station WBAI, which was then enjoying a golden moment of freeform...he was also under the influence."

With the exception of a campus crackdown in the early '70s, the station has embraced Scelsa's vision ever since. "It became truly interest-

ing again in the late '70s thanks to a few DJs—especially Irwin Chusid, who remembered the glory of the early freeform days," says Freedman. "The energy of punk and experimental music scenes in the late '70s also helped blow it open again."

The station's existence was threatened again in May 1994, when host campus Upsala College closed its doors after 103 years. Following a series of auctions meant to pay down the school's debts, WFMU remained the only occupied building on a 40-acre ghost campus. At that point, the station purchased its own license.

"One of the best things you can say to sum up the whole WFMU experience is that we've persevered amazingly despite horrible obstacles," says Music Director Brian Turner. "A bankrupt college, a need to get out of our house and relocate, a long-standing battle with three New York stations who were trying to rid us of our power (we won), a building purchased with structural damage on one floor, etcetera. Despite it all we still manage to come up with the stuff our listeners love us for—inventive, diverse programming that pushes the usual parameters of radio in

new directions."

As MD, Turner admits his greatest challenge is to keep the music flow interesting and unpredictable. "I do lots of research—write and email all over the world to obtain stuff outside the usual parameters of College radio mail servicing," he says. "With the Internet and all that's available, I'm surprised more stations don't take advantage of the mass of information out there and use it as a tool to expand the horizons of their playlists and such."

At any given moment, says Freedman, New Yorkers can expect "beauty, adventure, and annoyance."

"We thrive on the unexpected—and good segues," says Turner. "There's a common thread that runs through the station as far as our reverent/irreverent approach to radio. Our DJs are encouraged to showcase their personalities as best they can if they're doing a music show, yet to avoid being freeform merely for the sake of diversity."

"Sets should be explorations for both the DJ and the listener," he concludes.

FIND THE STATION'S CELEBRATED WEB SITE AT WWW.WFMU.ORG.

COLLEGE

MOST ADDED



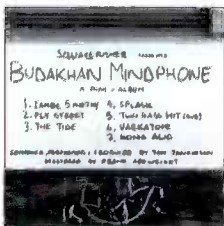
BETH ORTON (40)
Central Reservations (Arista)
Including: CTR, KALX, KBOD, KCMU, KCRW, KCSU, KGLT, KLSU, KJHK, KTCU, KTXI, KUGS, KVMR, KWBU, KWVA, KZSC, WBNY, WCBN, WDCB, WDCR, WEGE, WFDU, WHRW, WICB, WITR, WJCU, WRSU, WRUV, WSMU, WTSR, WUMS, WUSB, WUSC, WVKR, WVUM, WVVU, WXCI, KLSU, WNHU.

7% SOLUTION (39)
Gabriel's Waltz (X-Ray)
Including: CTR, KBOD, KCOU, KCPB, KCSB, KDVS, KFSS, KGLT, KLSU, KTXI, KUCI, KUGS, KUOM, KUSF, KVMR, KVRX, KWBU, KZSC, WBNY, WCBN, WDCB, WEGE, WITR, WJCU, WNHU, WNYU, WRAS, WRSU, WRUV, WSMU, WTSR, WUMS, WUSB, WUSC, WVFS, WVKR, WVUM, WXDU, KTCU.

STEVE REICH/VARIOUS ARTISTS
Reich Remixed (Nonesuch)
Including: CTR, KCSU, KDVS, KGLT, KLSU, KTCU, KTXI, KUGS, KVRX, KWVA, WBNY, WCBN, WDCR, WHRW, WICB, WITR, WJCU, WNHU, WNYU, WPRK, WRSU, WRUV, WSMU, WTSR, WUMS, WUSB, WUSC.

THE RENTALS (31)
Seven More Minutes (Mavrick)
Including: CTR, KCOU, KCSB, KCSU, KFSS, KGLT, KTCU, KTXI, KUGS, KWBU, KWVA, KZSC, WBNY, WDCR, WEGE, WHRW, WITR, WJCU, WRAS, WRSU, WRUV, WTSR.

RECORD TO WATCH



SQUAREPUSHER
...Presents Budakhan Mindphone (Nothing/Warp)
Tom Jenkinson (a.k.a. Squarepusher) returns with an EP that, like previous releases, is not for the faint at heart. One of the most innovative electronic music artists today.

LW	TW		Rpts.	Adds
1	1	BUILT TO SPILL - Keep It Like A Secret (Warner Bros.)	56	0
2	2	SEBADOH - The Sebadoh (Sub Pop/Sire)	43	1
N	3	SLEATER-KINNEY - The Hot Rock (Kill Rock Stars) <i>Mercy! A Top 3 debut from the powerhouse known as Sleater-Kinney.</i>	40	2
4	4	VARIOUS ARTISTS - Pop Romantique (Emperor Norton)	35	0
10	5	APRIL MARCH - Chrominance Decoder (Mammoth/Ideal)	29	0
3	6	IMPERIAL TEEN - What Is Not to Love (Slash/London)	25	0
19	7	THE ROOTS - Things Fall Apart (MCA)	23	2
N	8	BEN LEE - Breathing Tomados (Grand Royal) <i>Ben Lee's Top 10 debut is a highly-anticipated treat well worth the wait.</i>	31	1
23	9	XTC - Apple Venus Volume 1 (TVT)	25	0
6	10	BURNING AIRLINES - Mission Control! (DeSoto)	27	0
13	11	JIMMY EAT WORLD - Clarity (Capitol)	23	0
8	12	TAKAKO MINEKAWA - Cloudy Cloud Calculator (Emperor Norton/March)	23	0
20	13	POSTER CHILDREN - New World Record (SpinArt)	25	0
12	14	THE BETA BAND - The Three EPs (Astralwerks)	21	0
9	15	ANI DIFRANCO - Up Up Up Up Up Up (Righteous Babe)	22	0
17	16	PAN SONIC - A (Mute)	25	0
7	17	MOJAVE 3 - Out of Tune (4AD/Sire)	17	0
11	18	QUINTRON - These hands Of Mine (Skin Graft)	20	0
29	19	KID SILVER - Dead City Sunbeams (Jetset)	20	0
15	20	SMOG - Knock Knock (Drag City)	17	0
16	21	SAM PREKOP - Sam Prekop (Thrill Jockey)	23	0
N	22	OF MONTREAL - The Gay Parade (Bar/None)	24	1
25	23	THE CREATURES - Anima Animus (Instinct)	21	0
5	24	THE PASTELS - Illuminati (Up)	19	0
24	25	JASON FALKNER - Can You Still Feel? (Elektra/EEG)	17	0
22	26	ARLING AND CAMERON - All In (Emperor Norton)	21	0
14	27	ADEN - Black Cow (TeenBeat)	19	0
26	28	THE LIVING END - Living End (Reprise)	11	0
21	29	SPARKLEHORSE - Good Morning Spider (Capitol)	17	0
49	30	JOHN McENTIRE - Reach the Rock Soundtrack (Hefty)	18	0
27	31	VARIOUS ARTISTS - Songs for the Jetset Volume 2 (Jetset)	19	0
44	32	GIGOLO AUNTS - Minor Chords and Major Themes (E Pluribus Unum)	12	0
18	33	KITTY CRAFT - Beats and Breaks from the Flower Patch (Kindercore)	16	0
31	34	HI-FI KILLERS - Jamaica (LooseGroove)	15	0
32	35	FUN+LOVIN' CRIMINALS - 100% Columbian (Virgin)	12	0
37	36	DON CABALLERO - Singles Breaking Up (Touch & Go)	15	0
N	37	SILVER SCOOTER - Orleans Parish (Peek-A-Boo)	21	1
N	38	SPY - Music to Mauzner By (Lava/Atlantic)	14	0
50	39	THE BOWLING GREEN - One Pound Note (Nothing/Interscope)	12	0
46	40	TOBIN SPROUT - Let's Welcome the Circus People (Luna)	15	0
36	41	PINEHURST KIDS - Minnesota Hotel (4 Alarm)	15	0
38	42	FRONTSIDE - Frontside (Wax Trax!/TVT)	17	0
30	43	VARIOUS ARTISTS - Anti-Racists: Action Benefit (Attitude/Asian Man)	15	0
33	44	THE GLORIA RECORD - The Gloria Record (Crank!)	12	0
N	45	JIM O'ROURKE - Eureka (Drag City)	17	4
N	46	POLE - CD 1 and 2 (Matador)	18	5
34	47	BOO RADLEYS - Kingsize (Creation)	13	0
N	48	AUTECHRE - The Peel Session (Warp/Nothing)	17	0
41	49	1000 CLOWNS - Freelance Bubblehead (Elektra/EEG)	9	0
35	50	LAGWAGON - Let's Talk About Feelings (Fat Wreck Chords)	14	0



REVIEWS

KING TUBBY & THE SKATALITES Heroes of Reggae in Dub (Motion [U.K.]

Seemingly out of nowhere, this amazing bomb has dropped. Recorded in Jamaica in the mid-seventies, this was the Skatalites "reunion" record featuring dub master King Tubby himself on the boards. What really sets this record apart from other Skatalites albums is that it's not much of a ska/rock steady release, but rather a heavy dub and funk(!), yes funk, experience. In trying to keep with the times, these legends recorded one of their most unique, and best, albums. Add to that Tubby tweeking the knobs, and you have one hell of a listening experience. An alternate version of this record was released in the '70s on United Artists as "African Roots," but this is, by far, the better mix. Contact Motion at jd@motionrecords.com

Attention MDs: Go to www.onelist.com and look under gavincollege.com to sign up on our MD e-mail list. This will open up an avenue of communication with other MDs to discuss concerns or problems. Use this!

Attention radio reps: Go to www.onelist.com and look under gavinpromo.com to sign up on the promo rep e-mail list. This will enable you to discuss concerns and problems with other reps.

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ARTIST PROFILE

LAGWAGON

FROM: Originally from Santa Barbara, now based in San Francisco.
LATEST RELEASE: Let's Talk About Feelings
LABEL: Fat Wreck Chords
CONTACT: Jason Hall, (415) 284-1790. jason@fatwreck.com
On Tour with: All

HISTORY: "We're originally from Santa Barbara. We started playing in early '89. Our first record was cut in 1991. The demise of my studies led me to music." —Joey, vocals
ON PUNK TODAY: "There's so many levels to punk today. People have different ideas on both the theory and sound of punk rock. I see a lot of bands

with the attitude of the old bands, but the anti-establishment thing has infiltrated so many different types of music now. We're not a punk band. We're influenced by it, but we listen to all types of music." —Joey
SIDE PROJECTS: "While I never seem to find the time, I'd like to do things with different instrumentation. Using string instruments and keyboards has always attracted me. I'd love to

have a straight-ahead new wave band. you can't think in terms of whether doing something like this would hurt your credibility. That's so stupid. Do what you wanna do." —Joey



ACTIVE ROCK

Over Easy: Gavin Seminar 1999

1. All aboard! (l-r): Rob Hotchkis, Charlie Colin, and Patrick Monahan of Train get the audience in a party mood, warming up for the Black Crowes at Tipitina's.

2. One word: Awesome! The Black Crowes rock the intimate setting of Tipitina's on Friday Night.

3. The man with pipes of gold Joey "Vendetta" Scoleri moderates our "Independent Promotions in the New Millennium" panel.

4. "There are two ways to look at it." Stone Gossard of Loosegroove Records/Pearl Jam explains independent promotion from a label's and an artist's perspective.

5. "Independent labels don't have the resources of the majors." Rookie Promo Person of the Year Mari Dew talks about indie promotion as it relates to the independent label.

6. "What about the hidden costs?" Warner Bros. VP Rock Promotion Mike Rittberg explains

some of the lost revenue costs of supplying stations with promotional product.

7. Active Rock presenters & winners (back row, l-r): Kim

Langbecker, RCA; Alan Galbraith, Wind-Up for JoAnne Grand; Eric Shade, GAVIN; Mari Dew, Trauma; Mark Tindle, Free Agent; Pat Martin, for KRXQ; J.J. Jeffries,

KUPD; Tommy Mattern, WXTM. (front row, l-r): Mike DePippa, Elektra; Mike Mansourian, GAVIN.

8. Can you say 'Independent Promotion'? (l-r): J.J. Jeffries, KUPD; Mike Rittberg, Warner Bros.; Mari Dew, Trauma; Stone Gossard, Loosegroove/Pearl Jam; Van O, Midwest Music.



MOST ADDED



MONSTER MAGNET (22)
 Temple of Your Dreams (A&M)
 Including: KDOT, KBPI, KRAR, WALC, WHMH, WQKK, KEJY, KRZR, WCCC, WJJO, WQXA, WMFS, KIBZ, KTUX, WCPB, WKPE, WRXF, KAZR, KLFX, WAAF, WGBF, WLZR

LIT (14)
 My Own Worst Enemy (RCA)
 Including: WWBN, WLZR, KHOP, KILQ, KRAB, KEGE, WGBF, WTFX, KAZR, WCPB, WRUF, WZBH, WQXA, KRAB

BUCKCHERRY (14)
 Lit Up (DreamWorks)
 Including: KZRQ, KNCN, WRQK, KIXA, KOMP, WIYY, WWBN, KEGE, KLBJ, KRXQ, WJJO, KLSZ, KUFO, WMMS

ECONOLINE CRUSH (11)
 All That You Are (X3)
 (Restless)
 Including: KZOZ, WMFS, WKZQ, KLBJ, KIOZ, KEGE, KISS, KILQ, KFGX, WALC, WPUP

BAD COMPANY (10)
 Hey Hey (EastWest/EEG)
 Including: KOMP, WTUE, WBOP, WWBN, KEJY, KZZK, KFGX, WHMH, WZZQ, KLSZ

RECORD TO WATCH



FU MANCHU
 "Eatin' Dust" (Man's Ruin)
 "It's time to give these guys a break...how much good s**t do they have to put out before people notice? If you're playing Sabbath, you should be playin' Fu Manchu". —**KNAC Long Beach, California PD Long Paul.**

ACTIVE

LW	TW		Spins	Diff.
1	1	CREED - One (Wind-up)	2460	-14
2	2	COLLECTIVE SOUL - Heavy (Atlantic)	2437	+27
3	3	EVERLAST - What's It Like (Tommy Boy)	2203	-109
4	4	METALLICA - Whiskey In The Jar (Elektra Entertainment Grp.)	2033	+45
5	5	GODSMACK - Whatever (Republic/Universal)	1528	-41
6	6	ROB ZOMBIE - Living Dead Girl (Geffen)	1305	+20
8	7	CANDLEBOX - Happy Pills (Maverick)	1216	+29
7	8	EVE 6 - Leech (RCA)	1205	-55
9	9	BARE JR. - You Blew Me Off (Immortal/Epic)	1178	+4
10	10	OFFSPRING - Why Don't You Get A Job? (Columbia/CRG)	1123	+41
26	11	SAMMY HAGAR - Mas Tequila (MCA)	1116	+513
11	12	OLEANDER - Why I'm Here (Republic/Universal)	1069	+42
13	13	STABBING WESTWARD - Haunting Me (Columbia/CRG)	1007	+42
19	14	TOM PETTY & THE HEARTBREAKERS - Free Girl Now (Warner Bros.)	990	+217
15	15	HOLE - Malibu (DGC)	935	+34
14	16	BLACK SABBATH - Selling My Soul (Epic)	834	-107
22	17	BLACK CROWES - Only A Fool (Columbia/CRG)	826	+133
20	18	SECOND COMING - Vintage Eyes (Capitol)	819	+59
12	19	METALLICA - Turn The Page (Elektra Entertainment Grp.)	802	-166
18	20	ORGY - Blue Monday (Reprise)	777	-4
16	21	ROB ZOMBIE - Dragula (Geffen)	730	-80
17	22	LENNY KRAVITZ - Fly Away (Virgin)	726	-62
28	23	SILVERCHAIR - Anthem For The Year 2000 (Epic)	709	+123
24	24	KORN - Freak On A Leash (Immortal/Epic)	695	+41
<i>Korn get a little freaky...generating #1 phones!</i>				
29	25	GOO GOO DOLLS - Dizzy (Warner Bros.)	685	+113
21	26	MONSTER MAGNET - Powertrip (A&M)	636	-106
<i>The N.Y. trio dizzy up the chart...</i>				
30	27	MARVELOUS 3 - Freak Of The Week (HiFi/EEG)	606	+77
25	28	THE FLYS - Got You (Where I Want You) (Trauma/Delicious Vinyl)	589	-57
23	29	MARILYN MANSON - I Don't Like The Drugs (Nothing/Interscope)	535	-140
37	30	LOUDMOUTH - Fly (Hollywood)	522	+84
35	31	FEAR FACTORY - Descent (Roadrunner)	511	+36
32	32	SCREAMING CHEETAH WHEELIES - Right Place Wrong Time (Capricorn)	511	0
27	33	BLACK CROWES - Kicking My Heart Around (Columbia/CRG)	465	-128
36	34	LIMP BIZKIT - Faith (Flip/Interscope)	455	-12
31	35	TRAIN - Free (Aware/Columbia)	444	-79
38	36	GUTTERS - Satisfied (CMC International)	413	-5
40	37	HONKY TOAST - Shakin' And A Bakin' (550 Music)	410	+32
34	38	INDIGENOUS - Now That You're Gone (Pachyderm)	399	-77
39	39	KORN - Got The Life (Epic)	383	-23
—	40	BUCKCHERRY - Lit Up (DreamWorks)	360	N

CHARTBOUND

ECONOLINE CRUSH - "All That You Are" (Restless)	MOON DOG MANE - "I Believe" (Eureka)
LIT - "My Own Worst Enemy" (RCA)	KID ROCK - "Bawitdaba" (Lava/Atlantic)
JOHNNY LANG - "Wander This World" (A&M)	FINGER ELEVEN - "Above" (Wind-Up)
THE FLYS - "She's So Huge" (Trauma)	VIRGOS MERLOT - "Gain" (Atlantic)
GRIN SPOON - "PostEnebratedAnxiety" (Grudge/Universal/UMG)	PUSHMONKEY - "Caught My Mind" (Arista)
STAIN'D - "Just Go" (Flip/Elektra/EEG)	LOCAL H - "All-Right (Oh Yeah)" (Island)

REVIEWS

BABYLON A.D.
Live in Your Face
 (Apocalypse Records)



It's been over ten years since these Bay Area dudes released their self-titled debut, amidst a then-over-saturated hair metal scene. Now, minus the Aqua-Net and the spandex, the Babylon A.D. boyz are back. *Live in Your Face* was recorded over a period of three years in nine different cities, and contains many of the groups original head-bangin' hits. Unlike many other 80's metal bands who also had their careers quashed by Nirvana, BAD haven't opted for the "let's try to be '90s" approach, and instead stick to the riff-oriented hard rock sound that propelled them to Bic-flicking fame. It's making a comeback, I tell ya!!! Standouts include "Hammer Swings Down," "Bang Go the Bells," and a rippin' cover of Aerosmith's "Rats in the Cellar."

ADDS FOR MARCH 15 & 16

Lenny Kravitz "Live" (Virgin), Everlast "Ends" (Tommy Boy), Marilyn Manson "Rock Is Dead" (Nothing/Interscope), Vast "Pretty When You Cry" (Elektra/EEG)

ADDS FOR MARCH 22 & 23

Soulmotor "Guardian Angel" (CMC International), Sprung Monkey "Naked" (Surfdog/Hollywood), Placebo "Every You Every Me" (Virgin), Janus Stark "Floyd (What Are You On?)" (Earache/Trauma)

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GAVIN

JAZZ + SMOOTH

JAZZ & VOCALS

New Orleans Revelrie

Here's a final batch of photos from our recent Seminar

1. Jazz radio/music warriors unite! (l-r): GAVIN's Keith Z, New World N' Jazz's Neal Sapper, WEAA's Kyle LaRue, WNCU Jerry Carter, WBFO's Bert Gambini, KXJZ's Gary



Vercelli, Groov Marketing's Neil Gorov, WDCB Erv Jezek, and WITR's Tony Gasparre.

2. Two Smooth Jazz PDs of the Year: WJJZ's Ann Gress and KSSJ's Steve Williams.



3. The labels of the year crowd (l-r): Shanachie's Wayne Martin, Verve Music Group's Richard Seidel, Shanachie's Claudia Navarro, VMG's Bud Harner, and Concord Records' John Burke and Nick Phillips.

4. Nick Francis accepts the 1999 Steve Feinstein Innovation Award.

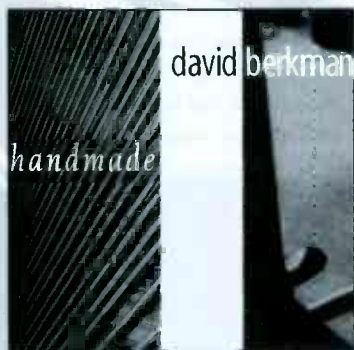
5. Smooth Jazz Artist of the Year Marc Antoine (left) with the Verve Music Group's Suzanne Berg (middle) and Laura Chiarelli.

6. Bandleader Terence Blanchard (left) and Donald Harrison perform the entire *Jazz in Film* release with sextet and 22-piece orchestra.



David Berkman - Handmade The Critics Choice.....and Radio Agrees!!

- *Downbeat - 4 1/2 stars "Should Be Better Known" - Feb issue
- *Peter Watrous - Top 10 CD of 1998
- *Jazziz Critics Pick - Top 10 1998 (Jim MacNie) - March issue
- *JazzTimes Critics Pick - Top 5 CD of 1998 (Bill Milkowski) - March issue



New at #49 156 spins +66

WGBH	WAER	WXTS	WNOP	WITR	WSHA
WOUB	WDET	WUSF	WUMR	WSIE	KEWU
KAZU	KJZZ	KSUT	KVNF	KIOS	KUSD
KWIT	KNTU	KTSU	KABF	KZJZ	KCMW

Joel Frahm



Pete McCann



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JAZZ

MOST ADDED



TERENCE BLANCHARD (64)

Jazz in Film (Sony Classical)
Including: WFNX, WGBH, WUUH, WAER, WITR, WHRV, WNAA, WSHA, WNCU, WFSS, WCLK, WKGC, WUVF, WUCF, WFIT, WDNA, WUSF, WFPK, WMOT, WWOZ

OSCAR PETERSON (49)

A Summer Night in Munich (Telarc Jazz)
Including: KTSU, WCPN, WXTS, WNOP, WOUB, WGVU, KBEM, WDCB, WBEZ, WGLT, WSIE, KZJZ, KIDS, KSUT, KKUP, KUVO, KVNF, KUNR, KCLU, KCSM

RAY DRUMMOND (38)

1.2.3.4. (Arabesque)
Including: KKUP, KUVO, KUAZ, KTAO, KUNV, KLON, KSOS, KCBX, KAZU, KCSM, WFMT, KLCC, WGBH, WAER, WSHA, WNCU, WFSS, WKGC, WUCF, WUSF

VALERIE CAPERS (28)

Wagner Takes the A Train (Elysium)
Including: WAER, WRTI, WWOV, WSHA, WKGC, WUVF, WUCF, WDNA, WUSF, WFPK, WCPN, WXTS, WOUB, WSIE, KZJZ, KIDS, KUT, KUVO, KLCC, WFMT

RUSSELL GUNN (19)

Ethnomusicology Vol. 1 (Atlantic)
Including: WFNX, WUUH, WWOV, WNCU, WKGC, WDNA, WMOT, WUAL, WTUL, WEMU, WGVU, KBEM

RECORD TO WATCH



TERENCE BLANCHARD

Jazz in Film
(Sony Classical)

Terence Blanchard's orchestral movie theme project crushes the competition big time in the Most Added race.

ARTIST PROFILE

TERENCE BLANCHARD

JAZZ ON SCREEN [PART ONE]

"This record [*Jazz in Film* on Sony Classical] seemed to be the most logical project for me to be doing right now. I've had this second career—writing for motion pictures—for a number of years now. I've always written

for large ensembles and various-sized jazz groups, but I felt I needed to use this experience and fuse both careers together.

"In the beginning, I was never really a movie buff, which is odd. But I started to develop a passion for film after I started working for [director] Spike Lee as a sideman.

"The themes were picked by

executive producer Laraine Perri and myself. The idea behind the choices was that we were trying to look for those compositions that defined various styles of film-scoring and were very influential. But we also wanted them to be based compositionally in jazz.

"There are four titles that I couldn't avoid: 'Streetcar Named Desire,' 'Taxi Driver,' 'Anatomy of a Murder,' and 'Chinatown.'

Although they're very different, each were very innovative and influential and cleared a path for other composers to write jazz-inspired melodies in certain styles. As for Duke Ellington, I'm not familiar with any other movie themes by him, apart from 'Degas' Racing World' and 'Anatomy of a Murder.'

"We did everything live together in the studio, both sextet and orchestra.



REVIEW

JAN GARBAREK

Rites (ECM)

Jan Garbarek's double-CD, *Rites*, is not your cliché, post-bop fare that goes down like baby food for most conservative jazz listeners. As a result, it may take some imagination as to which daypart *Rites* might work best in. It has that sense of stark spatiality that characterizes the best of ECM recordings. A five cut sampler showcases the dramatic highlights in unedited form. Garbarek has an uncanny talent for mixing soprano sax and modern keyboard synth passages, giving *Rites* that "Oh wow" reaction. "Where the Rivers Meet" and "It's High Time" are the tour de force numbers, while the more intimate cuts like "One Ying for Every Yang" and "Song, Tread Lightly" will blossom nicely, especially during nighttime play.

SPINCREASE

1. BOB FLORENCE +189
2. GETZ & BAKER +168
3. BOB MINTZER +161
4. DONALD HARRISON +146
5. DOUG LAWRENCE +146

CHARTBOUND

*TERENCE BLANCHARD (Sony Classical)

*OSCAR PETERSON (Telarc Jazz)

*RAY DRUMMOND (Arabesque)

*RUSSELL GUNN (Atlantic)

MARK COLBY (Corridor)

PAUL McKEE (Corridor)

Dropped: #41 Sherri Roberts, #42 Sphere, #43 Jimmy Scott, #45 Tony Bennett, #48 Tony Williams, Diane Delin

JAZZ & SMOOTH JAZZ

REPORTS ACCEPTED

THURSDAYS 9 A.M.-3 P.M.

GAVIN STATION REPORTING

PHONE: (415) 495-1990

FAX: (415) 495-2580



SMOOTH

JAZZ & VOCALS



REVIEW

SMOKE 'N FUNCTION
(Mesa/Atlantic)

Many of us cultivated our passions for instrumental music by listening to stuff like early Pat Metheny and Miles Davis' *In a Silent Way*. Southwest composer Cliff Sarde's keyboard and studio treatments on the Smoke 'N Function project beckons Smooth Jazz back to its ancestral roots of post-New Age pastures. There's all kinds of groovy samples floating around the S'NF aural stew; Sarde and producer Nick Francis borrow strains of Tibet, Navajo, Zuni, and other celestial and meditative influences. Here's a chance to spice up your Smooth airwaves with something textural and linear. We shouldn't shortchange such ambient delights as William Orbit and Smoke 'N Function in favor of the more obvious pop stuff. Put a little "Glide" in your playlist stride.

SPINCREASE

- 1. RICK BRAUN +112
- 2. STEVE COLE +70
- 3. MOTOWN TRIBUTE +69
- 4. JOHN TESH +56
- 5. MARIAH CAREY +52

CHARTBOUND

- TOM SCOTT & THE L.A. EXPRESS (Windham Hill)
- ROGER SMITH (Miramar)
- SMOKE 'N FUNCTION (Mesa/Atlantic)
- JIM WILSON (Angel)
- KENNY LATTIMORE (Columbia/CRG)

Dropped: #44 Bryan Savage, #49 George Duke

JAZZ & SMOOTH JAZZ
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MOST ADDED



TOM SCOTT & THE L.A. EXPRESS (14)
"Smokin' Section"
(Windham Hill)

Including: WBJB, WHRL, WUKY, WZJZ, WONB, WVMG, WNIJ, WJPL, KPRS, THE WAVE, KSBR, KRVR, KOEX, and KNKJ

PETER WHITE (9)
"Autumn Day"
(Columbia/CRG)

Including: WJJJ, WJZW, WYJZ, KHH, KBZN, KMGD, KEZL, KKSF, and KRVR

KENNY LATTIMORE (8)
"Heaven and Earth"
(Columbia/CRG)

Including: WHRL, WTMO, WLOQ, WVAS, WJAB, KBZN, KUOR, and KMGD

ROGER SMITH (6)
"Off the Hook" (Miramar)

Including: WVAS, WZJZ, KSBR, KKSF, KOEX, and KNKJ

3RD FORCE (6)
"Revelation of the Heart"
(Higher Octave)

Including: WJAB, KOAL, WVAE, KCYI, KKSF, and KINK

RECORD TO WATCH



TOM SCOTT & THE L.A. EXPRESS
Smokin' Section
(Windham Hill)

Who can forget their stint backing Joni Mitchell as well as their Ode releases? They're back "smokin'" again on the title track.

LW	TW		Repts.	Adds	Spins	Diff.
1	1	KIRK WHALUM - For You (Warner Bros.)	51	0	906	-87
2	2	GEORGE BENSON - Standing Together (GRP)	45	0	833	+5
3	3	LEE RITENOUR - This Is Love (i.e. music)	48	0	752	-21
6	4	BONEY JAMES - Body Language (Warner Bros.)	57	1	741	+36
4	5	NAJEE - Morning Tenderness (Verve Forecast)	46	0	685	-81
8	6	KIM WATERS - Love's Melody (Shanachie)	37	0	667	-5
11	7	BLUE NOTE MOTOWN TRIBUTE - Various Artists (Blue Note)	46	0	666	+69
<i>Dave Koz and Richard Elliot's Motown gems bring familiarity to Smooth airwaves.</i>						
9	8	MARC ANTOINE - Madrid (NYC/GRP)	43	0	633	-12
5	9	GRANT GEISSMAN - In With The Out Crowd (Higher Octave)	41	0	629	-88
14	10	STEVE COLE - Stay Awhile (Bluemoon/Atlantic)	39	0	612	+70
12	11	ERIC MARIENTHAL - Walk Tall (i.e. music)	48	1	594	-1
7	12	WALTER BEASLEY - For Your Pleasure (Shanachie)	43	0	585	-97
18	13	RICK BRAUN - Full Stride (Atlantic)	53	3	582	+112
<i>"It's a Very Good Thing" should push Rick Braun back to Number One.</i>						
13	14	GOTA - Let's Get Started (Instinct)	49	1	577	-1
15	15	WILL DOWNING/GERALD ALBRIGHT - Pleasures of the Night (Verve Forecast)	41	1	522	-13
10	16	WARREN HILL - Life Thru Rose Colored Glasses (Discovery/Sire)	43	0	510	-99
17	17	PETER WHITE - Perfect Moment (Columbia/CRG)	50	9	475	+2
16	18	BRIAN BROMBERG - You Know That Feeling (Zebra)	38	2	461	-18
22	19	JOHN TESH with JAMES INGRAM - One World (GTSP/Mercury)	34	1	443	+56
19	20	JIM BRICKMAN - Destiny (Windham Hill)	46	1	435	-24
20	21	PATTI AUSTIN - In and Out of Love (Concord/Vista)	35	0	417	-40
23	22	3RD FORCE - Force Field (Higher Octave)	48	6	412	+42
21	23	GREGG KARUKAS - Blue Touch (i.e. music)	27	0	363	-67
24	24	JEFF LORBER - Midnight (Zebra)	26	0	309	-24
29	25	PHIL COLLINS - ...Hits (Atlantic)	23	0	307	+13
26	26	JK - What's the Word (Verve Forecast)	28	0	295	-27
25	27	VANESSA WILLIAMS - "My Flame" (Island/Mercury)	25	0	288	-35
27	28	FOURPLAY - Four (Warner Bros.)	28	0	285	-23
30	29	WAYMAN TISDALE - Breakfast With Tiffany (Atlantic)	26	4	269	-14
28	30	GABRIELA ANDERS - Wanting (Warner Bros.)	21	0	250	-58
34	31	THE BRAXTON BROTHERS - Now and Forever (Windham Hill Jazz)	30	1	230	+29
33	32	DOWN TO THE BONE - From Manhattan to Staten (Nu Groove)	20	1	221	+6
31	33	CRAIG CHAUQUIC & RUSS FREEMAN - "Riders of the Ancient Winds" (Windham Hill Jazz/Peak)	25	0	218	-12
32	34	BOBBY CALDWELL - The Anthology Part 1 (Sin-Drome)	19	0	209	-10
39	35	PEACE OF MIND - Journey to the Fore (Nu Groove)	17	0	182	+6
35	36	DOTSERO - Jumpin' Thru Hoops (Ichiban)	17	0	181	-13
38	37	DON DIEGO - This Must Be Heaven (Ichiban)	18	0	174	-6
42	38	MARILYN SCOTT - Starting to Fall (Warner Bros.)	14	0	171	+24
48	39	ED CALLE - Sunset Harbor (Concord/Vista)	18	1	169	+51
43	40	JANGO - Dreamtown (Samson Music)	25	2	166	+21
40	41	SHAKATAK - Shinin' On (Instinct)	15	0	159	-13
36	42	EVERETTE HARP - Better Days (Blue Note)	16	0	143	-45
37	43	CHRIS STANDRING - Velvet (Instinct)	16	0	138	-44
41	44	RACHEL Z - Love Is the Power (NYC/GRP)	15	0	132	-23
46	45	NICK COLIONNE - The Seduction (Chicago Lakeside Jazz)	16	1	127	+3
—	46	NELSON RANGELL - Always (Shanachie)	24	5	118	N
—	47	MARIAH CAREY - "I Still Believe" (Columbia/CRG)	10	3	114	N
50	48	DANNY LERMAN - Danny's Island (Chartmaker)	11	0	113	-1
47	49	SCOTT WILKIE - Boundless (Narada)	17	0	113	-7
45	50	GLENN McNULTY - Raw Silk (Isona)	9	0	111	-14

ARTISTPROFILE

RICARDO SCALES

ELLINGTON GOES "SMOOTH"
Besides recording my own CDs, I play at the Top of the Mark Hopkins Hotel in San Francisco. I perform for a continental crowd, so instead of traveling around the world, the world comes to me.

I've accompanied Andrea Marcovicci, Leontyne Price, Lou Rawls, Sade, Stan Getz and Patti LaBelle. I've played for five Presidents of the United States and whenever [San Francisco] Mayor Willie Brown has any special events, I'm the one they call.

When we started recording *Obsession* [on Bay Sound], I

spent time studying Smooth Jazz. I added a little bit more beat and pulled back on the strings. We brought in Pete Escovedo on percussion and used an R&B drummer to give the songs more punch. We spent a year recording *Obsession* and mixed it three times.

When I recorded Duke Ellington's "In A Sentimental Mood," I added finger snaps and bongos to give it a coolness. I

wanted to keep it hip without losing the elegance of Ellington. "So Much In Love" is a tribute to Barry White and the Love Unlimited Orchestra. When I played with Barry White's orchestra, I noticed they used six guitar players. Each one played their own special rhythm. So for this song, we made our guitarist overdub his parts, and when you listen to it, you'll notice there's six different parts.

AMERICANA

Americana Is Cooking!

BY JESSIE SCOTT

Can you feel it? It has been one busy winter, and as we (finally) approach the spring, well, ya know, there are harbingers everywhere! We'll be entertaining lots of folks from all over the country as CRS in Nashville this week, then it's off to SXSW to see more folks and and music showcases!

Saw an incredible one recently, when Steve Earle and the Del McCoury Band set up shop at the Station Inn (3/1-6). Hope you get to see these guys together. This is magical stuff, what with the melding of Steve's gruffness and the sweet give-and-take of the McCourys!

Speaking of Steve and Del, whatever should we call it? Last time I checked, bluegrass was part of the country world, but apparently not so in the case of *The Mountain*. The album sold over 10,000 the first week out, which should have placed it at #13 on the Billboard Country Album chart, but it was no-where to be found. Not real sure what parameters are at work there, but for some reason it's not being considered a Country album! Color me puzzled.

Speaking of sales stories, Emmylou Harris, Dolly Parton, and Linda Ronstadt's *Trio II* is selling well also, with over 26,000 its first week, and over 74,000 in three

weeks!—and they say Americana doesn't sell records. It's quite obvious to me that there is a sector of the population thirsting for the real deal.

Our agenda here at GAVIN is simple: Find the rays of Americana light shining through, and help the story grow at radio and retail. Person by person, audience by audience, market by market, we are making inroads! The flavors of Americana are the perfect counter-balance to today's pop—no Velveeta here. Share your success stories. Watch us grow!

I am in the process of identifying new Americana reporters. Thanks to Rounder's Brad Paul, we did an outreach through the Frontiers of Country mailing, and the response has been incredible. The month of March will be the interim assessment period. GAVIN will announce the new additions to our panel soon.

We're currently looking at a variety of situations, including traditional country stations that play new music, hot country reporters that are sliding some stuff in, and Americana friendly Triple A's. If you have a station that qualifies, please pass the information to us. There are lots of ways to format a radio station, and it is not our place to dictate programming. We trust

that you know best what works for your market and your situation. We realize that the programming landscape is different in every town. We merely take a picture of the overview each week, and assemble it into a national picture.

What does it take to be a reporter? Here are our expectations:

1. Be diligent in listening to the new music that comes in.
2. Make yourself available to the promo people that call. (It's as much about sharing information, as it is what you program on your radio station!)
3. Please get your spin report in every Tuesday by 5 p.m. Central, either by fax or email.

Wayne's World

Fred Boenig from WDVR-Sergeantsville, New Jersey tells us that "across the street" at Country WXTU in Philadelphia, they played a snippet of Wayne Hancock on the radio, and were deluged with calls from listeners saying how cool it sounded. A dialogue ensued, and Fred will soon be meeting with WXTU staff to explain the "finer points" of Americana. By the way, WDVR is expecting a power increase, bumping from 3 to 5,000 watts by the end of the month. Look out!



It Is Monte With an E

So I'm sorry, already! Chalk it up to post New Orleans stress syndrome, but (three times, no less) last week I put a "Y" on the end of Mr. Warden's first name. Well at least I'm consistent!...Speaking of the former Wagoner, Leslie Rouffe has a unique Monte Warden contest offer, culminating in Boston lobster dinners for the prize winner: The title track of Monte's album *A Stranger to Me Now* was co-written

by someone from a famous country duo of the '80s. Name the duo and their top five single. The winner will be announced March 17, so get those entries in. Email to: l.rouffe@worldnet.att.net. You can also use this address for the ABC (Americana Business Campaign), which Leslie put together for Americana reporters. It contains ideas to strengthen your station's position in the marketplace.

the underdogs
Blues and Roots Music
From the South Coast



DEBUT CD, Unleashed, ON HOWLIN' MUSE RECORDS
Thanks for the spins!

KCSS KDHX KTJJ KULP KUOP KVLK KXCI
KZYX WDHC WHAY WHEE WJJC WJTH WMKY
WMMT WMNF WUWF WYDH KFFA KASU KCSB
KZSC KUVU WWOZ WMUW WETS WSCI WFWM KCOZ
KVOO KFAN KPFT KKDY KNON KRCL and more daily...

This litter of puppies will hunt!
Sonny Payne, Host of King Biscuit Time, KFFA

...very cool CD. Lots of great cuts...Mike Landwehr, PD, KXCI

I love the CD. You guys have got the blues/roots thing absolutely nailed...John Macdonell, MD, WUWF

Americana and Blues Program Directors! If you haven't checked out *Unleashed* yet, dig it up and find out what the buzz is about. If you don't have one, contact us and we will hook you up.
Rt66@mail.usa.com www.underdogblues.com

AMERICANA®

MOST ADDED

CHRIS SMITHER (24)
ROSIE FLORES (23)



MONTE WARDEN (23)
JIMMY LAFAVE (14)
TOM RUSSELL (13)

HOT PICKS



ROSIE FLORES
THE DEL MCCOURY BAND
KELLY WILLIS
STEVE EARLE & DEL MCCOURY BAND
TRIO

RADIO SAYS



TRIO, *TRIO II*
(Asylum)

We've heard from Dolly and Emmylou in recent years, and it's great to have Linda back again. These influential women have put together a great album! These are the original Dixie Chicks!

—Clinton Robinson, KULP,
El Campo, Tex.

LW	TV		Repts.	Adds	Spins	Trend
1	1	STEVE EARLE AND THE DEL MCCOURY BAND - The Mountain (E-Squared)	82	1	987	+65
3	2	KELLY WILLIS - What I Deserve (Rykodisc)	75	3	841	+126
2	3	RICKY SKAGGS - Ancient Tones (Skaggs Family Records)	71	4	817	+30
5	4	TRIO - Trio II (Asylum)	73	5	740	+55
6	5	CHERYL WHEELER - Sylvia Hotel (Philo)	73	1	683	+5
4	6	SARA EVANS - No Place That Far (RCA)	44	1	651	-60
8	7	FLACO JIMENEZ - Said And Done (Barb Wire/Virgin)	69	0	633	-28
7	8	ROBERT EARL KEEN - Walking Distance (Arista)	56	1	633	-37
10	9	JONI HARMS - Cowgirl Dreams (Warner Western)	48	1	598	+14
9	10	ALLISON MOORER - Alabama Song (MCA)	46	0	568	-82
11	11	BOTTLE ROCKETS - Left Overs (Doolittle)	59	2	546	-3
13	12	OLD DOGS - Old Dogs (Atlantic)	49	1	509	-11
12	13	DOUG SAHM - SDQ 98 (Watermelon)	44	2	499	-42
15	14	REAL: THE TOM T. HALL PROJECT - Various Artists (Sire)	55	1	496	-2
16	15	J.D. CROWE & THE NEW SOUTH - Come On Down To My World (Rounder)	62	5	468	+25
30	16	ROSIE FLORES - Dance Hall Dreams (Rounder)	70	23	440	+197
14	17	CHARLIE ROBISON - Life Of The Party (Lucky Dog)	33	0	431	-84
27	18	THE DEL MCCOURY BAND - The Family (Ceili)	54	8	408	+126
17	19	JOHN JENNINGS - I Belong To You (Vanguard)	34	0	363	-80
20	20	BEAVER NELSON - The Last Hurrah (Freedom)	46	5	343	+20
26	21	CHRIS WEBSTER - Drive (Compass)	47	2	317	+33
21	22	MIKE HENDERSON & THE BLUEBLOODS - Thicker Than Water (Dead Reckoning)	44	3	318	+6
18	23	LYLE LOVETT - Step Inside This House (Curb/MCA)	31	2	315	-20
25	24	LYNN MILES - Night In A Stranger Town (Philo/Rounder)	45	3	308	+20
<i>It's a marriage of folk, Country, and blues. Ain't nothing "strange" about it.</i>						
22	25	THE WARREN BROTHERS - Beautiful Day In The Cold Cruel World (BNA)	20	0	297	-3
23	26	TOM T. HALL - The Essential Tom T. Hall: The Story Songs (Island/Mercury)	39	1	285	-9
37	27	DAMNATIONS TX - Half Mad Mood (Sire)	47	9	282	+74
36	28	THE FLATIRONS - Prayer Bones (Checkered Past)	42	6	274	+45
19	29	THE TRACTORS - Farmers In A Changing World (Arista)	29	1	268	-64
32	30	SUNDOGS - Dancing Room Only (Parhelion)	30	2	263	+23
—	31	JIMMY LAFAVE - Trail (Rounder)	33	14	255	N
24	32	MARK DAVID MANDERS - Tales From The Couch Circuit (Blind Nello)	16	0	256	-36
—	33	JEFF WHITE - The Broken Road (Rounder)	41	10	249	N
39	34	ASYLUM STREET SPANKERS - Hot Lunch (Cold Spring)	40	6	229	+32
—	35	ROB ICKES - Slide City (Rounder)	27	3	229	N
<i>Nice debut for this musically sophisticated slide package.</i>						
28	36	CHRIS WALL - Tainted Angel (Cold Spring)	27	0	229	-55
31	37	HILLBILLY IDOL - Town And Country (HBI)	28	1	215	-31
34	38	DAVID OLNEY - Through A Glass Darkly (Philo)	43	2	209	-26
29	39	CIGAR STORE INDIANS - el Baile de la Cobra (Deep South)	28	1	203	-60
33	40	DICKENS, JONES, & HAWKER - Heart Of A Singer (Rounder)	31	1	201	-39

Please note WKZE-FM-Sharon Conn. has been substituted for WKZE-AM.

CHARTBOUND

MONTE WARDEN (Asylum)	RIVER BLUFF CLAN (Fat Chance)
GROOVE GRASS BOYZ (Reprise)	STACEY EARLE (Gearle)
BILL MORRISSEY (Rounder)	CHRIS SMITHER (Hightone)
HI-LO COUNTRY SOUNDTRACK (TVT)	ERIC TAYLOR (Koch)
WACO BROTHERS (Bloodshot)	TOM RUSSELL (Hightone)



AMERICANA REVIEWS

ROSIE FLORES Dance Hall Dreams (Rounder)

The guitar-slinging, high-kicking cover-girl of the February 1999 Southwest Airlines magazine simply rocks on her new album *Dance Hall Dreams*. With textures that recall the soda shop, circa 1957 (but girls didn't make music like this back then) there is a purity in how young she sounds, and an ever-present purposefulness to her guitar. Favorite tracks are the funky "Funnel of Love," "The Man Downstairs," and "Bring It On."



BEAVER NELSON The Last Hurrah (Freedom Records)

Beaver Nelson makes honest music with a raw and vital voice. You'll find solid songwriting, tasty-but-spare instrumentation, and help from notable friends like Michael Fracasso, Jules Shear, and Toni Price. "Company of Kings" is a winner, while "Too Much Moonlight" has a plaintive quality—emotion stripped bare. There's lots to dig into here!



AMERICANA REPORTS ACCEPTED
MONDAYS AND TUESDAYS
8 A.M.-3 P.M. (CT)
GAVIN STATION REPORTING
PHONE: (615) 255-5010
FAX: (615) 255-5020

ARTISTPROFILE

CHRIS WEBSTER

ALBUM: *Drive*
LABEL: Compass Records
Chris and co-producer Greg Humphrey assembled some of Nashville's finest for *Drive*, including Al Perkins, Willie Weeks, Craig Krampf, and

Jonell Mosser.
WHAT WERE YOUR INSPIRATIONS?
I listened to a lot of Patsy Cline and Aretha growing up, and a lot of blues. I have a sax player friend, Gordon Beadle, who had the best music collection in high school—scratchy records with cool sax. It influenced the way



I sing.
WHAT'S YOUR FAVORITE JUKEBOX?
It's at the Waffle House in Nashville. They had funky Waffle House songs... and they make great bacon.
WHERE DID YOU RECORD *DRIVE*?
In Nashville at Brian Ahern's house. We used his garage and basement to set up the band. Everybody was really

great. They were an interesting grouping of people, too. It really mixed things up.
HOW WAS IT WORKING WITH THE MEMPHIS HORNS?
I had written some arrangements, and thought it would be great to have horns. Greg called them, and they just happened to be available. We drove to Memphis, and it just happened! Those guys are so unique and soulful.

COUNTRY

Letting The Hits Play Longer

BY JAMIE MATTESON



There are times when smaller is better, and this once again proved true during the Country format meeting at last month's GAVIN Seminar, where our intimate (yet stellar) contingency of Country attendees gathered for an intense, idea-sharing session. For the second consecutive year, moderator WQYK-Tampa's OM Eric Logan was able to accomplish what many moderators have not—to keep a group of 100+ programmers and record label promoters interested in and focused on key issues. Logan's ability to establish and maintain a flow of compelling dialogue—paired with our passionate group who found value in sharing ideas, thoughts, and concerns about our format and our industry—set the professional tone for future meetings.

From format veterans like KNIX-Phoenix PD Larry Daniels (who proudly announced to the room that he has now spent exactly half of his life in radio), WAMZ-Louisville PD Coyote Calhoun, WRKZ's Dandalion, Consultant Les Acree, Asylum's Stan Byrd, and Sony's Jack Lameier, to future stars like WTXL-Tuscaloosa PD Lance Houston, KTOM-Modesto PD Lance Tidwell, and KCKR-Waco PD John Basham, it was exciting to witness the boundless energy and passion that transcended market size and career experience.

One particularly interesting topic raised (not for the first time and most likely not the last) by several radio people was the desire for the trades to slow down the progression of songs on their charts in order to allow songs to remain in power rotation longer, thus maximizing the familiarity level of songs with the listeners. As we've all seen over the past few

years, most #1 songs spend only one week in the top spot. The following week, many programmers will move it into recurrent, and a significant handful actually drop the song from the playlist. Recent songs from George Strait, Tim McGraw, Shania Twain, Brooks & Dunn, and Alan Jackson have skyrocketed to #1 in an average of 10 weeks only to face this situation; most of us would agree that these songs are most likely not seeing their maximum potential lifespan. A startling reminder of how we take this zip-up-zip-out fact for granted was the recent smash from Mark Chesnut, "I Don't Want to Miss a Thing", which scaled to #1 in just eight weeks and spent four weeks there; the rarity of this milestone actually made it newsworthy.

I can only speak for GAVIN, but our charts are a direct reflection of what our reporting radio stations are doing each week. We compile our charts based on research data collected from these stations. If songs are running up and off the charts in 10 weeks, it's because that's what the majority of our reporters are doing with their playlists. While a small contingency of programmers maintain their own

time frame for deciding a song's rotation schedule and chart life, it seems that many continue to use charts as *the* tool (and sometimes a weapon) to avoid conflict with record labels or as a paint-by-numbers guide to scheduling their music. While the theory is that radio sets the pace of the music that they play, the reality is that there are probably many extenuating factors in that decision process, and probably still more outside opinions as to what the results should be.

I believe that radio truly does have ultimate control in this situation. If programmers and music directors truly feel that playing songs for a longer period of time can increase a song's familiarity with their listeners, better serve their radio station, potentially enhance cume and TSL, and possibly even aid in the artist development process, then what better time to start than now? Almost everyone at the GAVIN Seminar (and most others in the business that I've spoken with since) agree that there's a plethora of good (even great!) music out now and on the horizon. Take the time to search it out and then play it, play it...and keep on playing it!

GAVIN Seminar Snapshots



Yeah Man! KZSN's Dan Holiday and Trudie Richardson were caught having "too" much fun during the recent confab in New Orleans.



2 Bills Equal Double Trouble!! (l-r): WKSJ's Bill Black and Consultant Bill Hennes.

GAVIN's 1999 Country Award Winners



(Back row, l-r): GAVIN's Jamie Matteson, Trudie Richardson, WUSZ's Tom Martinez, WRKZ's Dandalion, KJUG's Dave Daniels, Capitol's Jimmy Rector, Epic's Rob Dalton, WSIX's Dave Kelly, WQKC's Greg Scott Fisher. (Front row, l-r): Diane Richey, WGTR's Holli Heart, KJUG's Larry Woods, WAMZ's Coyote Calhoun, MCA's Kimberly Dunn (Label of the Year) and MCA's Mike Severson (for Bill Macky and Royce Risser).

COUNTRY RADIO SEMINAR

The business of
RADIO

The science of
PROGRAMMING

The art of
MAKING IT COUNTRY

CRS  **30**

March 10-13, 1999

Gavin Nashville Welcomes You!

Jukebox Jury Follow-Up

LETTER TO THE EDITOR

During the recent GAVIN Seminar, we invited 40 WNOE-New Orleans listeners to participate in our Country Jukebox Jury alongside our Country attendees. After hearing a portion of a song, each person in the room was able to enter their score (1-5) via a hand-held scoring keypad. Audience comments were then solicited by moderators WSIX's Dave Kelly and WSM's Greg Cole. It's interesting to note that, with few exceptions, the listeners scored songs higher than both radio and non-radio attendees. Artist names and song titles were not revealed until after the scoring was complete. We received the following letter in regards to that session.

Thanks so much for a great GAVIN Country Seminar! We had a fantastic time in the Big Easy. The sessions were very good as well. I felt the Country Jukebox Jury was particularly interesting. I didn't get a chance to ask one very big question, though: How were the "listeners" in the group chosen? Many people made a big deal about how the listeners gave the songs we listened to significantly higher scores than the radio or industry people. I think it's a little dangerous to read too much

into this. Just from these listeners' comments, I would gather that they are pretty huge country fans, and very loyal WNOE listeners—Country P-1s by definition—who love Country music and would tend to give most everything a high score. It's our job as programmers to not only appeal to these loyal fans, but also to the not-so-loyal. We need to draw in the P-2s and P-3s at every opportunity.

The most interesting thing I observed in this session was that these loyal listeners couldn't recognize many of the artists we played. Even acts like LeAnn Rimes and Travis Tritt were not instantly recognizable. I think this is where we need to focus our energies. We've got to sell the music and instill a new passion in the listeners for our artists. Perhaps only one or two new artists will break through each year, but if we can hang our hats on those one or two—love them, market them, and sell them—soon we'll have a new breed of Alans, Randlys, Rebas, and even Garth's who will take us to a new, even higher plateau.

Thanks again,
Glenn Nobel
PD, KRKT-Albany, Ore.

More GAVIN Seminar Snapshots



Charted! During the Seminar, Asylum presented Monte Warden with a plaque commemorating his first GAVIN Country charting single for "Someday" (l-r): KMDL's Stephanie Crist, KCKR's John Basham, Warden, KRKT's Scott Schuler, WBTU's Dane Daniel, and KRKT's Glenn Noble.



Schmoozing with Shana! (l-r): WYZM's Jeff Lynn, WSIX's Dave Kelly, Epic's Shana Petrone and GAVIN Award winner Rob Dalton.



It's About Time! (l-r): GAVIN's Jamie Matteson, Jerry Duncan Promotions' Jerry Duncan, Virgin's Julie Reeves, WSM's Kevin Anderson and GAVIN's Paula Erickson.

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Boy Oh Boy! It's been a great year for
The **Wilkinsons**



**“Boy
Oh
Boy”**

#1 debut single “26¢”

“Fly (The Angel Song)” — a Top 10 radio hit

Grammy Nomination — Best Country Performance by a Duo or Group (“26¢”)

American Music Awards Nomination — Favorite New Country Artist

2 ACM Nominations — Single of the Year and Top New Vocal Duo/Group

2 TNN/Music City News Award Nominations —

Best Vocal Duo/Group of the Year and Male Star Of Tomorrow

Airplay March 22

COUNTRY

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J E F F H O U S E

MOST ADDED



- TIM MCGRAW (136)
- REBA MCENTIRE (111)
- JOE DIFFIE (56)
- SHANIA TWAIN (49)
- MARTINA MCBRIDE (39)

MOST SPINCREASE



- STEVE WARINER +835
- CHAD BROCK +565
- LEE ANN WOMACK +414
- MARK WILLS +399
- TERRI CLARK +355

HOT PHONES



WQYK-Tampa, Fla.
Top 10 at 10
Joey Steele, 7 - Midnight

1. DIXIE CHICKS - You Were Mine (Monument)
2. KENNY CHESNEY - How Forever Feels (BNA)
3. BILLY RAY CYRUS - Busy Man (Mercury)
4. GEORGE STRAIT - Meanwhile (MCA)
5. KENNY CHESNEY - How Forever Feels (BNA)
6. LEE ANN WOMACK - I'll Think Of A Reason Later (Decca)
7. BROOKS & DUNN - I Can't Get Over You (Arista)
8. CHAD BROCK - Ordinary Man (Warner Bros.)
9. TY HERNDON - Hands Of A Working Man (Epic)
10. MARK WILLS - Wish You Were Here (Mercury)

LW	TW		Weeks	Rpts.	Adds	SPINS	TREND
3	1	KENNY CHESNEY - How Forever Feels (BNA)	12	198	0	7119	+210
<i>The first single from Kenny's new album Everywhere We Go hits the top spot.</i>							
4	2	TRISHA YEARWOOD - Powerful Thing (MCA)	15	194	1	6868	+100
5	3	GEORGE STRAIT - Meanwhile (MCA)	10	199	0	6854	+184
1	4	DIXIE CHICKS - You Were Mine (Monument)	12	193	0	6835	-517
7	5	LEE ANN WOMACK - I'll Think Of A Reason Later (MCA)	11	199	0	6570	+414
6	6	BROOKS & DUNN - I Can't Get Over You (Arista)	10	198	0	6546	+187
9	7	CHAD BROCK - Ordinary Life (Warner Bros.)	18	197	0	6222	+565
11	8	MARK WILLS - Wish You Were Here (Mercury)	10	199	0	5810	+399
8	9	ALABAMA - Keepin' Up (RCA)	14	190	0	5802	-55
2	10	BILLY RAY CYRUS - Busy Man (Mercury)	18	177	0	5780	-1180
10	11	FAITH HILL - Love Ain't Like That (Warner Bros.)	10	195	0	5609	+147
14	12	SAWYER BROWN - Drive Me Wild (Curb)	13	193	1	5452	+326
15	13	ALAN JACKSON - Gone Crazy (Arista)	7	196	0	5409	+344
17	14	COLLIN RAYE - Anyone Else (Epic)	8	196	1	4941	+200
18	15	TY HERNDON - Hands Of A Working Man (Epic)	11	193	0	4939	+213
19	16	PATTY LOVELESS - Can't Get Enough (Epic)	10	192	4	4539	+231
20	17	AARON TIPPIN - I'm Leaving (Lyric Street)	7	190	2	4525	+315
21	18	TERRI CLARK - Everytime I Cry (Mercury)	7	195	3	4378	+355
13	19	THE KINLEYS - Somebody's Out There Watching (Epic)	19	152	0	4174	-1012
22	20	VINCE GILL - Don't Come Crying To Me (MCA)	9	179	2	3884	+122
24	21	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	11	177	4	3602	+261
23	22	CLINT BLACK - You Don't Need Me Now (RCA)	8	182	3	3547	+144
29	23	STEVE WARINER - Two Teardrops (Capitol Nashville)	3	178	17	3302	+835
<i>Conversions include WUBE, KSKS, KNIX, WDAF, WESC, WSM, WXBM, WQYK, and WBBN</i>							
25	24	BLACKHAWK - Your Own Little Corner Of My Heart (Arista)	6	166	4	3102	+207
26	25	LILA McCANN - With You (Asylum)	8	175	6	3049	+264
28	26	NEAL MCCOY - I Was (Atlantic)	6	159	9	2830	+214
33	27	MONTGOMERY GENTRY - Hillbilly Shoes (Columbia/CRG)	4	165	18	2729	+624
32	28	CLAY WALKER - She's Always Right (Giant)	4	162	14	2605	+386
36	29	L. MORGAN & S. KERSHAW - Maybe Not Tonight (BNA/Mercury)	4	159	18	2439	+478
27	30	DEANA CARTER - You Still Shake Me (Capitol)	10	121	0	2432	-280
37	31	RANDY TRAVIS - Stranger In My Mirror (DreamWorks)	3	156	26	2373	+675
—	32	TIM MCGRAW - Please Remember Me (Curb)	1	136	136	2267	N
30	33	TOBY KEITH - If A Man Answers (Mercury)	5	122	3	2224	-217
35	34	THE WARREN BROTHERS - Better Man (BNA)	8	136	4	2188	+98
34	35	SHANE McANALLY - Say Anything (MCG/Curb)	9	128	3	2113	+17
44	36	MARTINA MCBRIDE - Whatever You Say (RCA)	2	138	39	1962	+652
38	37	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	7	124	8	1744	+116
43	38	SHEDAISY - Little Goodbyes (Lyric Street)	4	127	21	1740	+372
41	39	SONS OF THE DESERT - What About You (Epic)	5	111	3	1551	+64
—	40	REBA MCENTIRE - One Honest Heart (MCA)	1	115	111	1530	N
40	41	SUSAN ASHTON - Faith Of The Heart (Capitol Nashville)	7	75	0	1261	-267
—	42	JOE DIFFIE - A Night To Remember (Epic)	2	95	56	1227	N
47	43	BRAD PAISLEY - Who Needs Pictures (Arista)	3	92	22	1073	+287
45	44	JAMES PROSSER - Life Goes On (Warner Bros.)	5	77	2	1001	+32
46	45	MONTE WARDEN - Someday... (Asylum)	8	58	2	970	+36
49	46	JULIE REEVES - It's About Time (Virgin)	2	66	16	830	+223
42	47	CLAUDIA CHURCH - What's The Matter With You Baby (Reprise)	9	60	1	827	-571
—	48	SHANIA TWAIN - Man I Feel Like A Woman (Mercury)	1	49	49	751	N
—	49	JUSTIN TEMME - The Auctioneer (Doorknob)	3	35	2	610	N
—	50	MARK NESLER - Baby Ain't Rocking Me Right (Asylum)	2	49	13	608	N

UP & COMING

Reports	Adds	SPINS	Weeks	
44	8	599	3	T. GRAHAM BROWN - Happy Ever After (Platinum)
42	5	595	4	GIL GRAND - Let's Start Livin' (Monument)
44	28	553	1	* MICHAEL PETERSON - Something 'Bout A Sunday (Reprise)
45	6	551	3	SOUTH SIXTY FIVE - No Easy Goodbye (Atlantic)
39	4	541	3	TRINI TRIGGS - Horse To Mexico (MCG/Curb)
37	3	507	2	ALLISON MOQRER - Pardon Me (MCA)
34	9	397	1	* JODY JENKINS - Every Single Thing (Zone7)

NEXT WEEK:
Spotlight on Country music
in the Northeast

REGION X REGION

West Coast (40)

MOST ADDED:

1. TIM MCGRAW (24)
2. REBA MCENTIRE (21)
3. SHANIA TWAIN (12)

SPINCREASE:

1. CHAD BROCK +126
2. STEVE WARINER +122
3. MARK WILLS +101

Southwest (34)

MOST ADDED:

1. RANDY TRAVIS (15)
2. MARTINA MCBRIDE (13)
3. STEVE WARINER (11)

SPINCREASE:

1. MARK WILLS +246
2. SAWYER BROWN +131
3. AARON TIPPIN +113

Midwest (59)

MOST ADDED:

1. TIM MCGRAW (26)
2. REBA MCENTIRE (17)
3. JOE DIFFIE (11)

SPINCREASE:

1. STEVE WARINER +150
2. CHAD BROCK +141
3. LEE ANN WOMACK +100

Northeast (31)

MOST ADDED:

1. TIM MCGRAW (21)
2. REBA MCENTIRE (15)
3. SHANIA TWAIN (9)

SPINCREASE:

1. STEVE WARINER +120
2. LEE ANN WOMACK +95
3. KENNY CHESNEY +55

Southeast (35)

MOST ADDED:

1. TIM MCGRAW (24)
2. REBA MCENTIRE (20)
3. SHANIA TWAIN (8)

SPINCREASE:

1. STEVE WARINER +172
2. CHAD BROCK +81
3. NEAL MCCOY +72

Just one listen and you'll be a "Slave To The Habit" of **SHANE MINOR**

"The Shane Minor album is the best debut effort I have heard in years..."

JAY ROBERTS
WQYK/Tampa - MD

"The outlook for country music is blue skies, green lights, and Shane Minor. Very, very impressed!!!"

BOB MCKAY
WKIS/Miami - PD



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ESP Management

COUNTRY BREAKOUT

THE GAVIN COUNTRY BREAKOUT CHART REPRESENTS ARTISTS WITH NO MORE THAN THREE GAVIN COUNTRY TOP TEN SINGLES.

LW	TW	Artist/Title/Label	Weeks	Rpts.	Adds	SPINS
1	1	CHAD BROCK - Ordinary Life (Warner Bros.)	18	197	0	6222
3	2	THE KINLEYS - Somebody's Out There Watching (Epic)	19	152	0	4174
4	3	ANDY GRIGGS - You Won't Ever Be Lonely (RCA)	11	177	4	3602
5	4	LILA McCANN - With You (Asylum)	8	175	6	3049
6	5	MONTGOMERY GENTRY - Hillbilly Shoes (Columbia)	4	165	18	2729
7	6	THE WARREN BROTHERS - Better Man (BNA)	8	136	4	2188
6	7	SHANE McANALLY - Say Anything (MCG/Curb)	9	128	3	2113
8	8	JESSICA ANDREWS - I Will Be There For You (DreamWorks)	7	124	8	1744
12	9	SHEDAISY - Little Goodbyes (Lyric Street) <i>New believers include WFMS, WKKX, KAYD, WSIX, WWZD, KAGG, WEZL, WBKR, KOYN, and WNUC. Conversions this week at WYGY, WCOW, WIAL, KGIM, KSUX, and WRSF.</i>	4	127	21	1740
10	10	SONS OF THE DESERT - What About You (Epic)	5	111	3	1551
9	11	SUSAN ASHTON - Faith Of The Heart (Capitol)	7	75	0	1261
—	12	BRAD PAISLEY - Who Need Pictures (Arista)	3	92	22	1073

TOP TIP

SHEDAISY

"Little Goodbyes" (Lyric Street)

This trio of sisters jump five places to #38 on this week's Country chart. Requests are beginning to kick in with Hot Phone reports at WXBQ, KIZN, WNKT, KSUX, and WPAY. Check out SHEDAISY's artist spotlight feature on page 54.



DISCOVERY



Name: Ginny Rogers

Title: APD/MD

Station/Market: WKLB-Boston, Mass.

Artist: GEORGE STRAIT

Album Title: *Always Never The Same*

Producers: Tony Brown and George Strait

Label: MCA Nashville

"The title of George Strait's 24th album says it all: *Always Never the Same*. While his albums are never the same, they are consistently filled with great songs. The first single, 'Meanwhile' says what any person couldn't say to a spouse or significant other—that, while in that person's company, another person was being thought of. 'What Do You Say to That' is an incredible ballad about a man baring his soul to his mate; if a man actually said these things to a woman, she would just melt. 'Write This Down' is a great, uptempo song you'll definitely be hearing on the radio. It's fun, friendly, and a hit! The only problem with the album is that it's only 32 minutes long.

My choice for the album's next single is: "Peace of Mind," just because it's so different!

My personal favorite song on the album is: "That's Where I Want to Take Our Love"

Overall: If you're looking for a George Strait party album, forget it. This is pure Strait, filled with lush ballads. Classic George Strait from start to finish.



THE HOT LINE

KERRY OWEN, MD, WSSL-GREENVILLE, S. C.

"We're getting big phones on Montgomery Gentry's 'Hillbilly Shoes.' It's Southern outlaw Country with an awesome mix of Charlie Daniels Band, Marshall Tucker Band, and Lynyrd Skynyrd in one neat package. These guys have the passion to play their music rather than concern themselves with who will and won't play it...Mark Wills' 'Wish You Were Here' is hitting home with listeners, just as his previous two singles did. It's 'Phone City, USA' here for this one...Joe Diffie's 'A Night To Remember' is one of the best songs he's ever recorded."

CHAZ MALIBU, MD, KRST-ALBUQUERQUE, N. MEX.

"Brad Paisley's extraordinary songwriting ability is showcased on 'Who Needs Pictures.' It really paints a 'picture' in your mind. And wait until you hear the album—it's phenomenal...Tim McGraw, Byron Gallimore, and James Stroud produced the hell out of the new Sons of the Desert single 'What About You.' I can't wait to hear the rest of the project...Mark Wills has earned another career record with 'Wish You Were Here.' It's one of our top requests."

BILL YOUNG, PD, WKKT-CHARLOTTE, N. CAR.

"The Kinleys' 'Somebody's Out There Watching' became the theme song of our St. Jude's Radiothon. We produced our own version of the song with St. Jude's drops and it was one of our biggest phone records. It just sounds great on the radio and this should be the Kinleys' breakout year...Chad Brock's 'Ordinary Life' is selling like crazy in Charlotte. Our listeners are gravitating to this song and it shows in both requests and research...We jumped on Deryl Dodd's 'A Bitter End' out of the box in September and based on our research, our audience still isn't tired of it. It seems to hit our listeners right between the eyes."

LANCE TIDWELL KTOM - SALINAS, CALIF.

"We are getting great phones on Collin Raye's 'Anyone Else.' Any song written by Radney Foster and sung by Collin Raye is bound to be a smash!...Andy Griggs' 'You Won't Ever Be Lonely' has been getting quite a few requests from male listeners. Country could use some additional male ears...Neal McCoy's 'I Was' has taken off nicely. It was a five night winner on our *Bunkhouse Brawl* feature. It's one of those songs that sounds great out of a jingle!...Despite its current chart position, Shania Twain's "That Don't Impress Me Much" is still the most requested song on our station."

RANDOMRADIO

Maximizing RCS's music scheduler, Selector

The "Chart Editor" feature creates a "plays per week" report perfect for GAVIN reporting stations. If you wish, it automatically drops last week's info and updates the "this week" and "last week" columns. Define up to five rotation categories and indicate ADD, DROP, or EXTRA. From the main menu, choose Library Management, then Library Management Utilities, then Chart Editor. Press F1 throughout for detailed help.

Have you ever received a hot, new release that you wanted to spotlight

for a few days? "Percentage Back" allows you to temporarily increase the rotation of a song, without having to move it to another category or level. You want to put it in your "New" category, because it is unfamiliar, but you also want it to play twice as often as your other "New" songs. You can put the song in your "New" category, and set its Percentage Back to "50". This tells SELECTOR to put the song 50% back into the stack after each play.

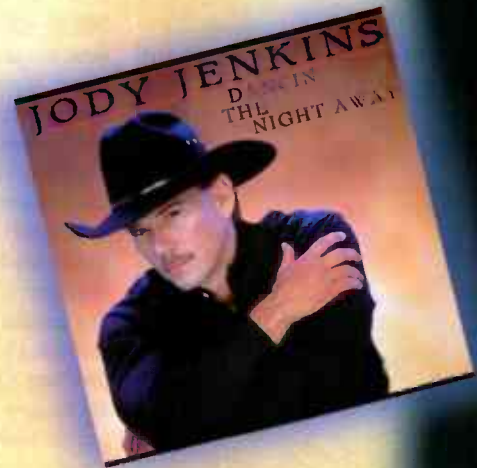
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Country Artist Spotlight

For this CRS-30 Country Special issue, we've chosen to spotlight some of your favorite Country artists by getting their responses to some fun-filled questions. In putting together this editorial, we couldn't help smiling—even chuckling—at some of the responses: from Neal McCoy's previous job as a landscaper, to Julie Reeves' aversion to cottage cheese, to Heather & Jennifer Kinley's dreams of a European vacation to the fact that most of the male artists either own or covet the same super-truck. With help from all of our Nashville label friends, we've managed to capture the lighter side of Country stardom. Enjoy! —JAMIE MATTESON

This That A Fact?



JOHN MICHAEL MONTGOMERY

New single: "Hello L.O.V.E."
Label: Atlantic
STATS: wife Crystal, daughter Madison (2 1/2), son Walker (1 mo.)
Furry Friends: 2 Rottweilers and a Collie
Currently living: Nicholasville, Ky.
Currently driving: A dually pickup
Dream car: A Corvette
Before my big break, I worked as: A nightclub singer, waiter, grocery bagger, liquor store clerk, and I cut and hung tobacco
The last CD I bought: Lionel Richie *Back to Front*
One thing I cook great is: Breakfast, lunch & dinner
One food I absolutely hate is: Cranberries
My favorite libation is: Red wine
I never leave home without: Pictures of my family
My ultimate vacation: A cruise around the world
If I had only five dollars left, I would spend it on: My kids



SheDAISY

Current single: "Little Goodbyes"
Album: *The Whole Shebang*
Label: Lyric Street
STATS: married (Kristyn), married (Kelsi), swingin' single (Kassidy)
Furry Friends: Kristyn's Yorkie "Buckwheat"
Currently living: Nashville
Currently driving: White 1991 Maxima (Kassidy)
Dream car: Black Jeep Grand Cherokee (Kassidy)
Before my big break, I worked as: Pizza maker, ice cream scooper, inspector (Kristyn)
The last CDs I bought: Nick Drake and Wes Cunningham (Kristyn)



One thing I cook great is: Grable House Cheesecake (Kelsi)
One food I absolutely hate is: Lima Beans and Wheat Mush (Kelsi)
I never leave home without: "My Sprint phone, my most important appendage." (Kristyn)
My ultimate vacation: Disney Hawaii—when they build it! (Kassidy)
If I had only five dollars left, I would spend it on: Funky nail polish or Sugarbabies (Kristyn)
The Country song that best describes my current romantic status: "This Kiss." I am still a newlywed" (Kelsi)
One Question: **Bette Midler:** "Where did the mermaid-on-the-motorized-wheelchair concept come from?" (Kristyn), **Martha Stewart:** "Do you really make all that stuff on your show yourself?" (Kelsi), **Karl Malone:** "Are we going to win it this year?" (Kassidy)

TIM MCGRAW

Current single: "Please Remember Me"
Forthcoming album: *A Place in the Sun*
Label: Curb
STATS: wife Faith Hill, daughters Gracie (2) and Maggie (7 mo.)
Currently living: Nashville
Currently driving: Dodge Ram pick-up
Before my big break, I worked as: A roofer, construction worker, and played in a bar band driving around the country
The last CD I bought: Phil Collins' *Greatest Hits*
One thing I cook great is: Chicken & Dumplings
One food I absolutely hate is: Sushi
My favorite libation is: Bud Light
I never leave home without: Sunglasses
My ultimate vacation would be: On a deserted island with my girls!
If I had only five dollars left, I would spend it on: My daughters

NEAL McCOY

HERE IS WHAT RADIO IS SAYING ABOUT
"I WAS" ...

"Neal's 'I Was' is rapidly becoming a *most requested* song here at WFMB. Our listeners LOVE Neal McCoy. And from a programming point-of-view, Neal's voice and singing have never been stronger!"

Mark Phillips/PD WFMB-FM

"Simply put, 'I Was' is a hit! Neal McCoy is doing our Country Expo in April. The calls won't quit on Neal and 'I Was'! GREAT SONG!"

J.D. Cannon/MD WFMS-FM

"Thank you Neal for always bringing fun to Country Radio and congratulations on another GREAT song!"

Evan Birdwell/PD KUZZ-FM

"Hearing Neal's new song, 'I Was,' is a breath of fresh air on my radio!"

Mike Meehan/PD WCMS-FM

"I Was"



ARTIST MANAGEMENT

TRUST THE MUSIC



Radio has been screaming for "tempo from a core artist."
ATLANTIC RECORDS has two words to say...

"HELLO L.O.V.E."

The new single from his forthcoming album.

John Michael Montgomery

"Hello L.O.V.E."

**GOING FOR ADDS
IMMEDIATELY**



TRACY BYRD

Current project: *Keepers*
Label: MCA Nashville
STATS: wife Michelle, daughter Eveem (4), son Logan (1)
Currently living: Beaumont, Texas
Currently driving: 1999 Ford F-250 Crew Cab (Powerstroke Diesel)
Dream car: A fully restored late '60s/early '70s Ford F-150
Before my big break, I worked as: A painter, a runner for a law firm
The last CD I bought was: Robert Earl Keen *Live*
One thing I cook great is: Venison
One food I absolutely hate is: None!
My favorite libation is: Cold beer
I never leave home without: My walkman
My ultimate vacation: Time with my wife and kids
If I had only five dollars left, I would spend it on: My kids
The Country song that best describes my current romantic status: "I Don't Want to Miss a Thing"
One Question: Bob Wills: "Would you take me under your wing and let me tour with you and the Texas Playboys?"

THE KINLEYS

Current single: "Somebody's Out There Watching" from the *Touched By An Angel* soundtrack
Label: Epic
STATS: Both are single
Furry Friends: Heather has a dog and Jennifer has a cat
Currently living: Nashville
Currently driving: Nissan Altima (Heather); Toyota Camry (Jennifer)
Dream car: Lexus (both)
Before my big break, I worked as: A waitress and bartender (both)
The last CD I bought was: Will Smith *Big Willie Style* (Heather), Susan Ashton (Jennifer)
One thing I cook great is: Shells & Cheese from a box (Heather), Chicken Pita Wraps (Jennifer)
One food I absolutely hate is: Seafood of any kind (both)
My favorite libation is: Cosmopolitan (Heather), Citron & 7-Up (Jennifer)

I never leave home without: Lipstick (both)
My ultimate vacation: Europe and The Virgin Islands (both)
If I had only five dollars left, I would spend it on: Each other
The Country song that best describes my current romantic



status: "That Don't Impress Me Much" (Heather), "Stand Beside Me" (Jennifer)
One Question: Wynonna and Naomi Judd: "What advice would you have for a family working together?" (both)

MINDY MCCREADY

Label: BNA
STATS: single
Furry Friends: 2 dachshunds, 1 English bulldog
Currently living: Nashville
Currently driving: Toyota 4-Runner
Dream car: I'm driving it!
Before my big break, I worked as: A waitress
The last CD I bought was: Everlast
One thing I cook great is: Lasagne



One food I absolutely hate is: Beets
My favorite libation is: Tequila
I never leave home without: Lipstick
My ultimate vacation: Italy
If I had only five dollars left, I would spend it on: McDonald's #2 combo
The Country song that best describes my current romantic status: "Go Away (No Wait a Minute)"



TRINI TRIGGS

Current single: "Horse to Mexico"
Label: MCA/Curb
STATS: married, 2 daughters
Currently living: Natchitoches, La.
Currently driving: Ford Explorer
Dream car: Ford one ton truck (power stroke 4-door dually, diesel & extended cab/customized)
Before my big break, I worked: In quality assurance at a wood working company
The last CD I bought was: The Wilkinsons *Nothing But Love*
One thing I cook great is: Spaghetti & Meatballs
One food I absolutely hate is: Spiral Pasta
My favorite libation is: Coors Light
I never leave home without: My pager
My ultimate vacation: Taking my family to see all the wonderful places I've seen while promoting my career
If I had only five dollars left, I would spend it on: My daughters
The Country song that best describes my current romantic status: "Love of My Life"
One Question: George Strait: "How have you been able to maintain your career status—being on top all these years?"

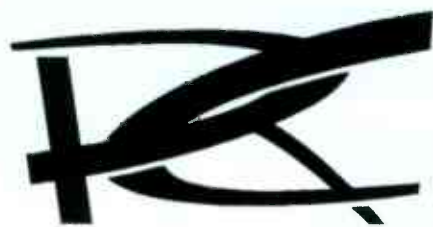
CHELY WRIGHT

Current single: Single White Female
Label: MCA Records
STATS: 80 over 150, no pets
Currently living: Nashville
Currently driving: 1998 45-foot Prevost
Dream car: 1966 Mustang
Before my big break, I worked as: A country singer
The last CD I bought was: Joe Jackson *Look Sharp*



One thing I cook great is: Pork chops, but they're seldom great
One food I absolutely hate is: Catered
My favorite libation is: NyQuil
I never leave home without: My feather pillow named "It"
My ultimate vacation: At my house
If I had only five dollars left, I would: Play poker with the band and turn it into 50 (ha-ha)
The Country song that best describes my current romantic status: "Did I Shave My Legs for This?"
One Question: Salman Rushdie: "Where are you?"

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JESSICA ANDREWS

Album: *Heart Shaped World*
Label: DreamWorks
STATS: single
Furry Friends: Sammy, a german shepard
Currently living: Nashville (since Nov. '98, previously lived in Huntington, Tenn.)
Currently driving: I'm working on getting my learner's permit!
Dream car: A Ferrari
Before my big break, I worked: Singing locally anywhere I could
The last CD I bought was: Britney Spears and Will Smith's *Big Willie Style*
One thing I cook great is: Dessert
One food I absolutely hate is: All seafood
I never leave home without: My camera
My ultimate vacation: Egypt
If I had only five dollars left, I would spend it on: Food!
The Country song that best describes my current romantic status: "How Forever Feels"
One Question: Celine Dion: "Would you like to sing a duet with me?"



LILA McCANN

Current single: "With You"
Current Album: *Something in the Air*
Label: Asylum
STATS: single
Currently living: Tacoma, Wash.
Currently driving: 1998 GMC Jimmy
Dream car: BMW 525 convertible (purple w/ a peanut butter color top)
Before my big break, I worked as: A student
The last CD I bought was: Brian McKnight
One thing I cook great is: Fettucine Alfredo
One food I absolutely hate is: Liver & Onions
I never leave home without: My car keys
My ultimate vacation: A week in Maui
If I had only five dollars left, I would spend it on: Jack In The Box!
The Country song that best describes my current romantic status: "I Like It, I Love It"
One Question: Bryan White: "Since I cut one of your songs, can I be invited to you and Erika's wedding?"

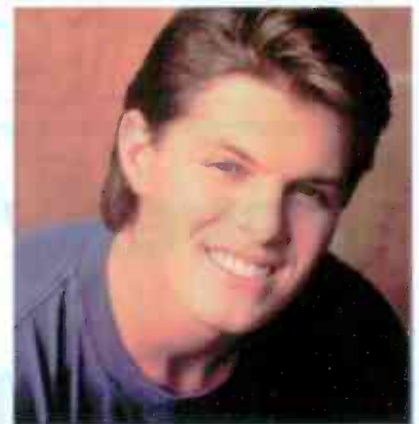
BRAD PAISLEY

Current single: "Who Needs Pictures"
Album: *Who Needs Pictures*
Label: Arista Nashville
STATS: single
Currently living: Nashville
Currently driving: Chevrolet Z71 Extended Cab Pickup
Dream car: 1999 Chevrolet Silverado Extended Cab Z71
Before my big break, I worked as: A construction worker, guitar teacher, and songwriter
The last CD I bought was: Cel Reeves *Greatest Hits*
One thing I cook great is: Backened Catfish
One food I absolutely hate is: Sushi (I don't eat bait)
My favorite libation is: A virgin Shirley Temple
I never leave home without: My cell phone
My ultimate vacation: To finally visit all the places I write about in my songs
If I had only five dollars left, I would spend it on: Seed (for planting food)
The Country song that best describes my current romantic status: "Learning to Live Again"
One Question: Chet Atkins: "How the heck did you come up with 'Yankee Doodle Dixie'?"



DAVID KERSH

Current Album: *If I Never Stop Loving You*
Label: Curb
STATS: single
Currently living: On my tour bus
Currently driving: Chevy pickup
Dream car: A Hummer
Before my big break, I worked as: A wood floor installer
The last CD I bought was: Sarah McLachlan *Surfacing*
One thing I cook great is: Steak
One food I absolutely hate is: Boiled okra
My favorite libation is: Corona beer
I never leave home without: A prayer
My ultimate vacation: A tropical island without a care in the world
If I had only five dollars left, I would spend it on: Lottery tickets
The Country song that best describes my current romantic status: "No News"
One Question: Tim McGraw: "Will you help me with my next project—or at least choose my songs?"



NEAL McGOY

Current single: "I Was"
Current Album: *The Life of the Party*
Label: Atlantic
STATS: wife, Melinda; daughter, Miki (13); son, Swayde (4)
Furry Friends: 2 dogs named Andy & Dawdy, and a cat named Boy
Currently living: Longview, Texas
Currently driving: Chevy Z71 Pickup
Dream car: Chevy Lumina
Before my big break, I worked as: A landscaper
The last CD I bought was: Nat King Cole's *Best Of*
One thing I cook great is: Grilled cheese



One food I absolutely hate is: Turnip greens
I never leave home without: My wedding ring
My ultimate vacation: To be at home with my family
If I had only five dollars left, I would spend it on: The roulette table...red!
The Country song that best describes my current romantic status: "On the Road Again"
One Question: Elvis Presley: "Was it worth it?"

JULIE REEVES

Current single: "It's About Time"
Album: *It's About Time*
Label: Virgin Records Nashville
STATS: single
Furry Friends: a dog, Spot, and a cat, Molly
Currently living: Nashville
Dream car: Porsche Boxster
Before my big break, I worked as: a cashier and prep cook



at Cracker Barrel
The last CD I bought was: Patti Griffin *Flaming Red*
One thing I cook great is: Bacon, egg, and cheese sandwich
One food I absolutely hate is: Cottage cheese
My favorite libation is: A Madris (cranberry juice, OJ and vodka)
I never leave home without: My head—but only because it's attached
My ultimate vacation: Italy
If I had only five dollars left, I would spend it on: A long distance phone call to someone who could send me more money.
The Country song that best describes my current romantic status: "Fly (The Angel Song)"
One Question: Tina Turner: "Did you like my version of 'What You Get Is What You See' and would you consider performing the song with me live?"

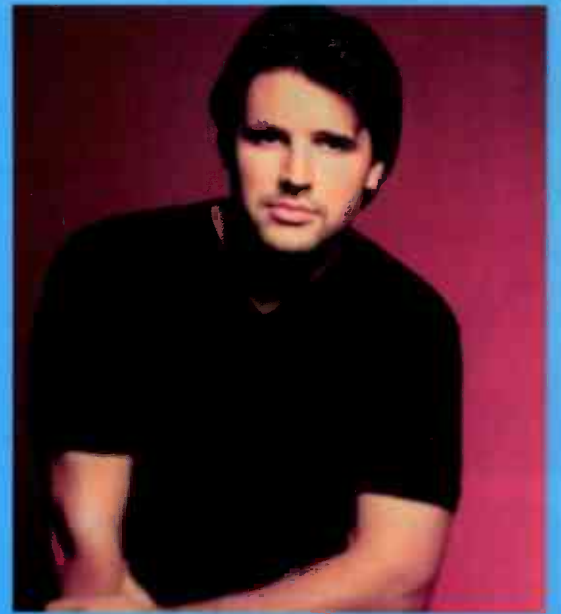


CHAD BROCK

Current single: "Ordinary Life"
Album: *Chad Brock*
Label: Warner Bros.
STATS: daughter Caitlin (11)
Currently living: Nashville
Currently driving: 1999 Ford F-150 Supercab
Dream car: I own it!
Before my big break, I worked: Selling cellular and car phones
The last CD I bought was: The Warren Brothers (Got to help the Florida boys out!)
One thing I cook great is: Absolutely nothing!
One food I absolutely hate is: Beets
My favorite libation is: Coors Light
I never leave home without: My cell phone
My ultimate vacation: Hey, my life is a vacation!
If I had only five dollars left, I would spend it on: 2 Sonic #1 Cheeseburgers & a Coke
The Country song that best describes my current romantic status: "Busy Man"
One Question: Alan Jackson: "Can I rent a room please? You would never even know I was there."

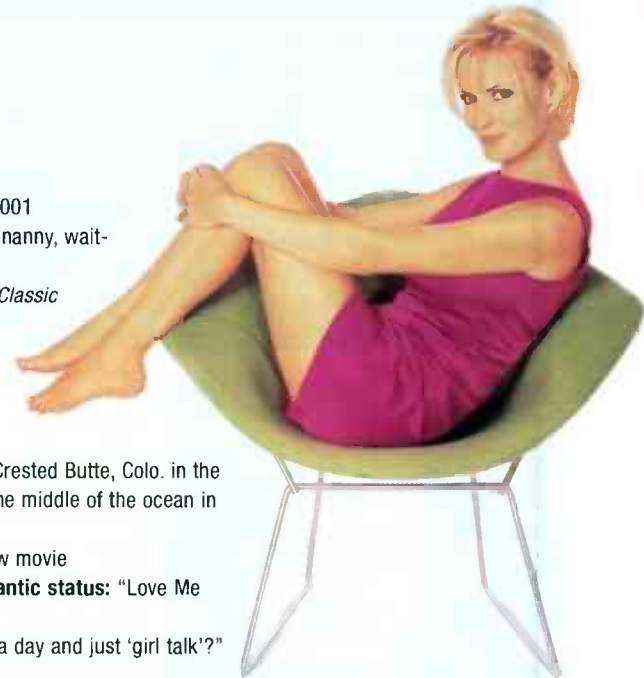
MARK WILLS

Current single: "Wish You Were Here"
Album: *Wish You Were Here*
Label: Mercury
STATS: wife Kelly, daughter Mally (6 mo.)
Furry Friends: a golden retriever named Kirby, and a cat named Godin
Currently living: Atlanta, Ga.
Currently driving: GMC Suburban
Dream car: A Viper or a Yugo
Before my big break, I worked as: The lead singer at the Buckboard and a bouncer at a daycare center.
The last CD I bought was: Aerosmith's *Big Ones*
One thing I cook great is: Pop Tarts
One food I absolutely hate is: Hominy
I never leave home without: My American Express card!
My ultimate vacation would be: A week at Augusta National
If I had only five dollars left, I would spend it on: My little girl!
The Country song that best describes my current romantic status: "I Love the Way You Love Me"
One Question: Bill Clinton: "Was it worth it?"



CLAUDIA CHURCH

Current project: *Claudia Church*
Label: Reprise
STATS: husband Rodney Crowell
Currently living: Nashville
Currently driving: Toyota 4-Runner
Dream car: The new Thunderbird convertible coming in 2001
Before my big break, I worked as: An actress, a model, nanny, waitress, secretary, and a Christmas home decorator
The last CD I bought was: Janis Ian's *Greatest Hits and Classic '60s Rock*
One thing I cook great is: Lasagne
One food I absolutely hate is: Mayonnaise
My favorite libation is: A frozen strawberry margarita
I never leave home without: My journal
My ultimate vacation: Two weeks at the Irwin Lodge in Crested Butte, Colo. in the middle of winter and then two weeks in a little hut in the middle of the ocean in Bora Bora with my husband.
If I had only five dollars left, I would spend it on: a new movie
The Country song that best describes my current romantic status: "Love Me Tender"
One Question: Dolly Parton: "Can I hang out with you for a day and just 'girl talk'?"



Beverly Ellis.....24kt

"A Diamond Won't Cut It"

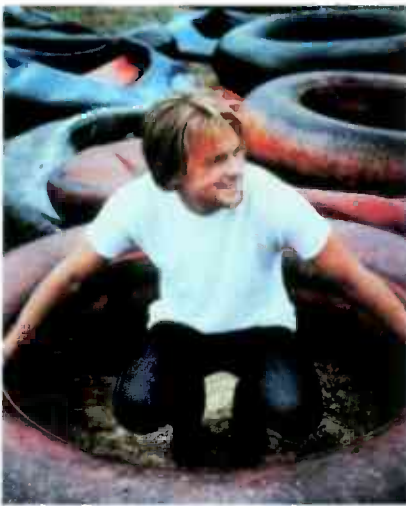
The new single and title track from her debut album. (008-637-001-2/4)

Already added at: **WWNC** **KLGT**
WWRK **KOYN**
WRSF **KIKT**
KMIT **KSJB**



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ANDY GRIGGS

Current single: "You Won't Ever Be Lonely"
Current Album: *Trying To Stay Alive In This Crazy Game*
Label: RCA
STATS: wife, Stephanie
Furry Friends: 2 cats
Currently living: In a corn field just outside of Nashville
Currently driving: The same old Nissan pickup that I first came to town in
Dream car: 1975 Bronco
Before my big break, I worked as: At Tants Plants; man, they had me doing everything!
The last CD I bought was: *Live At Bean Blossom Indiana-1979*
One thing I cook great is: Boiled crawfish
One food I absolutely hate is: English peas
I never leave home without: My guitar and my Bible—that's where I go when I have a break
My ultimate vacation: Spending the summer in Alaska doing nothing but fishing
If I had only five dollars left, I would spend it: At an arcade playing Blitz 99!

The Country song that best describes my current romantic status: "Ring of Fire"
One Question: Al Pacino & Joe Pesci: "Do you guys have any Mafia ties? If not, you're missing out on a good chance!"
 (But then again, they would probably knock me off if I asked!)

THE WILKINSONS

Current project: *Nothing But Love*
Label: Giant
STATS: mom Chris and sister Kiaya (9)
Furry Friends: one cat "Sassy"
Currently living: Nashville
Currently driving: Isuzu Rodeo (Steve)
Dream car: Edge Durango (Steve), '55 Thunderbird convertible (Amanda), '57 Chevy (Tyler)
Before my big break, I worked as: Carpenter (Steve), A janitor for my grandparents' cleaning service (Amanda)
The last CD I bought was: New Radicals (Steve), Sugar Ray (Amanda), Collective Soul (Tyler)
One thing I cook great is: Rabbit Pie (Steve), Fire Island Pasta (Amanda), Grilled Cheese Sandwich (Tyler)
One food I absolutely hate is: Liver (Steve), Anchovies (Amanda), Pickles (Tyler)
My favorite libation is: a Vodka Martini (Steve)
I never leave home without: Cell phone (Steve), Mascara (Amanda), Nintendo 64 (Tyler)
My ultimate vacation: Scuba diving in the Cayman Islands (Steve & Amanda), Scuba diving off the coast of Africa (Tyler)

If I had only five dollars left, I would spend it on: Guitar strings (Steve), A mochachino coffee (Amanda), Star Wars figures (Tyler)
The Country song that best describes my current romantic status: "Look At Us" (Steve)

One Question: Mark McGwire: "Can you describe the feeling of hitting your 70th home run?" (Steve), Celine Dion: "How do you prevent your voice from burning out?" (Amanda), Mark McGrath: "How do you do your hair?" (Tyler)



SUSAN ASHTON

Current single: "Faith of the Heart"
Label: Capitol Nashville
STATS: husband, J.D. Cunningham
Furry Friends: 4 dogs, 3 cats, 3 fish
Currently living: Nashville
Currently driving: Infiniti I30
Dream car: Chevy Tahoe or a Mercedes
Before my big break, I worked as: Receptionist at an oil & gas consulting firm
The last CD I bought was: Babyface
One thing I cook great is: Pecan Pie
One food I absolutely hate is: I can't even imagine hating food!
I never leave home without: A candle
My ultimate vacation: Two weeks on Turtle Island in Fiji
If I had only five dollars left, I would spend it on: A bowl of Tom Ka from Royal Thai restaurant in Nashville
The Country song that best describes my current romantic status: "A Friend to Me"
One Question: Anthony Hopkins: "Would you have dinner with me?"

TRISHA YEARWOOD



Current single: "Powerful Thing"
Current Album: *Where Your Road Leads*
Label: MCA
STATS: husband Robert Reynolds (Mavericks)
Furry Friends: Rosanne, 11-year old chow-shepard mix
Currently living: Hendersonville, Tenn.
Currently driving: Chevy truck
Dream car: A newer Chevy truck

Before my big break, I worked as: A receptionist for MTM Records and a tour guide at the Country Music Hall of Fame
The last CD I bought was: Willie Nelson *Teatro*
One thing I cook great is: My mama's cornbread
One food I absolutely hate is: Sushi
I never leave home without: Lip balm
My ultimate vacation: A beach, a book, my husband, and my dog!
If I had only five dollars left, I would spend it on: Water, water, water!
One Question: Sheryl Crow: "Would you please write a song for me?"



SHANE MINOR

Current single: "Slave to the Habit"
Current Album: *Shane Minor*
Label: Mercury
STATS: son, Shane (13)
Currently living: Nashville
Currently driving: 1993 Chevy 4X4 Z71 pickup
Dream car: A new chevy pickup or a Dodge Durango
Before my big break, I worked as: An L.A. police officer in South Central, and before that, a bullrider!
The last CD I bought was: Frank Sinatra's box set
One thing I cook great is: Tacos
One food I absolutely hate is: Oysters
My favorite libation is: A Margarita
I never leave home without: My American Express card!
My ultimate vacation: The Caribbean

If I had only five dollars left, I would spend it on: My son
The Country song that best describes my current romantic status: "I Like It, I Love It"
One Question: Dwight Yoakam: "Tell me about Sharon Stone," and to Dennis Rodman: "Tell me about Carmen Electra"

PARTINGSHOTS

I THINK I LOVE YOU

When David Cassidy performed at last month's Gavin Seminar in New Orleans, the room was filled with women from every format who had teen dreams of the heartthrob. Case in point: Country Editor Jamie Matteson (right) and Asylum's Nancy Tunich.



HAVE YOU HEARD?

KIIS/FM-Los Angeles has removed this billboard, which apparently generated heated calls from humor-impaired art lovers.



gmailBOXSET

After weeks of "will he or won't he," **Emmis** VP/Programming **Steve Smith** joins **Chancellor** as Sr. VP/Programming. COO **Jimmy de Castro** calls the *gmail* hotline to comment on his newest acquisition: "We got Steve and we're thrilled...he's going to be a real important senior executive for us in programming," he tells *gmail*. "As you're well aware, we're continually striving to recruit the absolute best, and Steve is another superstar that we get to bring into the fold." Smith, who reports to Chief Programming Officer **Steve Rivers**, will move back to Phoenix, basing at his former station, **KKFR**. "Steve's going to help us in L.A. and all over the country, for that matter," de Castro adds. "We're also excited to be pursuing the Chancellor Entertainment division with him."

KIIS-Los Angeles fills its much-sought-after APD/MD position by reaching out to **Michael Steele**,

APD/MD/night guy at Hot A/C **Star 100.7 (KFMB)**-San Diego. This move marks the third time Steele and KIIS PD **Dan Kieley** have co-habitated: (**KQKQ**-Omaha; **KGGG**-Rapid City). Fun factoid: Steele will now reside across the proverbial street from his former Star com-padre **Greg Simms**, now mid-days/Acting MD at Chancellor's **Star 98.7 (KYSR)**. **KFMB** GM/PD **Tracy Johnson** now needs a PD and/or a night jock.

WIOQ (Q102)-Philly APD/MD/mid-day personality **Jay Towers** returns to his old stomping grounds, **WDRQ**-Detroit, this time as morning show lead. Before moving east two years ago, Towers was 'DRQ's MD.

KDWB-Minneapolis remains true to its region, snagging **KKLS (Hot 104.7)**-Sioux Falls PD **Derek Moran** as the station's new MD, replacing **Rich Davis**, who's now programming Z104-Madison.

Moran, who did weekends at KD prior to his current gig, will also pull a two-hour airshift. PD **Rob Morris** still needs a night jock.

Mark Rizzo has been named VP/Adult Radio for **Columbia Records**. Most recently, Rizzo was VP/AC Promotion at **Arista**. At last month's GAVIN Seminar, Rizzo's new labelmate **Elaine Locatelli** was named A/C Promo Exec of the Year, while Columbia took home A/C Label of the Year honors. "I'm excited and thrilled to be part of the Columbia team," says Rizzo. "It's great to be back working with **Don Jenner** and to be able to work with **Jerry Blair** and his incredible promotion staff." Rizzo can now be reached @ (212) 833-4838.

Channel 933 (KHTS)-San Diego morning maniac **Nastyman** celebrates his second consecutive week on the air by adding a new member to the team: **Karen K**, borrowed from nights at sister **Mix 95.7**. She joins Mr. Nasty and the anatomically-correct producer **Mongo**.

Chancellor Top 40 **WZJM**-Cleveland inks market vet **Errol Dengler** from **OmniAmerica** as its new GM, replacing **Lee Zapis**, the principal of former owner **Zapis Communications**.

Jeanne Ashley, most recently at **WYYY (Y94)**-Syracuse, segues to middays at **KSRC (Star 102)**-Kansas City for PD **Jon Zellner**.

Heritage Top 40 **Y102 (WHHY)**-Montgomery, which took a two-year detour into Country, returned to Top 40 several months ago. PD **Beau Richards** has issued an "A.P.B." for former staff members. "We're gearing our current marketing campaign around 'the Legend' of WHHY in its heyday, and we're asking former jocks to cut short promos for us." Call Richards @ (334) 240-9274.

Congratulations to **Greg Strassell**, VP/Programming of **CBS/Infinity** and PD of **WBMX**-Boston, on his March 12 marriage to **Meredith McEwen**.

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Barry Weiss
(list in formation)

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Eddie Sims

Maurice Singleton
Ron Spaulding
Jimi Starks
Gerod Stevens
Michael Terry
Martha Thomas-Frye
Angela Thomos
Eric Thrasher
Lynn Tolliver
Tone & Poke
Audra Washington
Rich Weinman
Maurice White
Doug Wilkins
Dyana Williams
Hilda Williams
Jodie Williams
Belinda Wilson
Ken Wilson
(list in formation)

THE SEVENTH ANNUAL LIVING LEGENDS FOUNDATION TRIBUTE AND DINNER

BENEFITTING

THE LIVING LEGENDS FOUNDATION INC.

HONORING

RADIO

**ED CASTLEBERRY
ERNEST JAMES**

RECORDS

**HARRY COOMBS
OSCAR FIELDS**

RETAIL

**AMOS "BIG DADDY" KEATON
LORRAINE MURPHY**

WEDNESDAY, MAY 5, 1999
FONTAINEBLEAU HILTON HOTEL
MIAMI BEACH

TAMI DAVIS
WILL PERFORM COURTESY OF
RED ANT ENTERTAINMENT

CYNTHIA BADIE ASSOCIATES (212) 222-9400

LIVING LEGENDS FOUNDATION, INC. (A NON-PROFIT 501 (C) (3) CORPORATION)