

the GAVIN REPORT

ISSUE 1742, FEBRUARY 3, 1989

G A V I N W E L C O M E S
L E E M I C H A E L S



M E E T T H E G A V I N R E P O R T ' S
N E W G E N E R A L M A N A G E R

A photograph of Karyn White, a Black woman with voluminous, curly dark hair, wearing large, colorful hoop earrings and a vibrant, multi-colored floral top. She is sitting on a white surface, looking directly at the camera with a slight smile.

“I’m not your superwoman.
Boy, I am only human.”

KARYN WHITE

“Superwoman”

Produced by L.A. and Babyface for LA'FACE Inc.

From the Album KARYN WHITE

Management and Direction: Larkin Arnold



© 1988 Warner Bros. Records Inc.

www.americanradiohistory.com

GAVIN AT A GLANCE

TOP 40

MOST ADDED

BANGLES
Eternal Flame (Columbia)
WAS (NOT WAS)
Walk The Dinosaur (Chrysalis)
ROXETTE
The Look (EMI)

RECORD TO WATCH

CAMOUFLAGE
The Great Commandment (Atlantic)

Hot

DEBBIE GIBSON
Lost In Your Eyes (Atlantic)



URBAN

MOST ADDED

EL DEBARGE
Real Love (Motown)
KENNY G
(Vocal By **SMOKEY ROBINSON**)
We've Saved The Best For Last (Arista)
ALYSON WILLIAMS
Sleep Talk (Def Jam/Columbia)

RECORD TO WATCH

TEN CITY
That's The Way Love Is (Atlantic)

Hot

DONNA ALLEN
Joy And Pain
(Oceana/Atco)



A/C

MOST ADDED

KENNY G
(Vocal By **SMOKEY ROBINSON**)
We've Saved The Best For Last (Arista)
BANGLES
Eternal Flame (Columbia)
THE TRAVELING WILBURYS
End Of The Line
(Wilbury/Warner Bros.)

RECORD TO WATCH

CARLY SIMON
Let The River Run (Arista)

Hot

CHICAGO
You're Not Alone
(Full Moon/Reprise)



COUNTRY

MOST ADDED

HIGHWAY 101
Settin' Me Up (Warner Bros.)
K.T. OSLIN
Hey Bobby (RCA)
BILLY JOE ROYAL
Tell It Like It Is (Atlantic America)

RECORD TO WATCH

MEL McDANIEL
Walk That Way (Capitol)

Hot

KEITH WHITLEY
I'm No Stranger
To The Rain (RCA)



JAZZ

MOST ADDED

MARTIN TAYLOR
Sarabanda (GAIA)
STEPS AHEAD
N.Y.C. (Intuition/Capitol)
TRAUT/ROBBY
The Great Lawn (Columbia)

RECORD TO WATCH

STEVE BACH
More Than A Dream (Soundwings)

Hot

**BUDDY DeFRANCO/
TERRY GIBBS QUINTET**
Holiday For Swing
(Contemporary)



ADULT ALTERNATIVE

MOST ADDED

MARTIN TAYLOR
Sarabanda (GAIA)
KEIKO MATSUI
Under Northern Lights (MCA)
STEVE BACH
More Than A Dream (Soundwings)

RECORD TO WATCH

TRAUT/ROBBY
The Great Lawn (Columbia)

Hot

FREE FLIGHT
Slice Of Life (CBS Assoc.)



ALBUM

MOST ADDED

DYLAN & THE DEAD
(Columbia)
DAVID CROSBY
Oh Yes I Can (A&M)
THE REPLACEMENTS
Don't Tell A Soul (Sire/Reprise)

RECORD TO WATCH

TESLA
The Great Radio Controversy (Geffen)

Hot

ROY ORBISON
Mystery Girl (Virgin)



ALTERNATIVE

MOST ADDED

THE PROCLAIMERS
Sunshine On Leith (Chrysalis)
PIERCE TURNER
The Sky And The Ground
(Beggars Banquet/RCA)
CHRISTMAS
Ultraprophets Of Thee
Psykick Revolution (IRS/MCA)

RECORD TO WATCH

FULL FATHOM FIVE
4 A.M. (Link)

Hot

ELVIS COSTELLO
"Veronica" (Warner Bros.)



LEE MICHAELS

JOINS THE GAVIN REPORT AS GENERAL MANAGER

In one of the most significant moves in its thirty-year history, the Gavin Report is pleased to announce the appointment of Lee Michaels as General Manager of America's most respected weekly radio music trade magazine. The post is both a newly-created one and an important one.

As unanimously mandated by the Gavin Report Board of Directors, Lee Michaels' responsibilities will be to head up matters of personnel management, employee development, publication quality control, vendor negotiation and departmental development.

Lee Michaels' background in broadcasting, management consulting, seminar coordination and business operation is a solid one.

In making the announcement, the Gavin Report Board of Directors issued this statement: "We are extremely proud of how far the Gavin Report has progressed during the last five years of group ownership. We feel the publication has evolved tremendously as has our radio services division and Gavin Seminar concept. Under the leadership of Lee Michaels, the Gavin Magazine and Marketing team will know no boundaries in striving to serve the industry. Lee Michaels will head a hungry and hard working organization. Plus, he understands our commitment to integrity, as well adhering to Bill Gavin's dream, which is to remain 'The Most Trusted Name in Radio'."

His appointment is effective immediately.

Lee Michaels seems far too young to be described by such a staid term as "veteran," but his years in the industry define him as one. He began his career at WNOR in Norfolk, Virginia in 1965 and after 10 years of on-air



work he left radio for a brief stint as a Regional Promotion Director for Mercury Records. But the radio bug had been in his system too long, and after six months he resurfaced on the airwaves as "The X Man" on 99X (now WRKS) in New York.

Lee's return to radio heralded a fruitful career both as a personality and a manager. He's done it all—from production at KMJQ-Houston to music at WGCI-Chicago to programming at WGCI, WBMX-Chicago and KMEL-San Francisco. When asked what the highlight of such a successful career was he said, "Taking WBMX in Chicago to #1 and then going across town to WGCI and doing the same thing." That is indeed something to be proud of, since it's a feat not many managers have pulled off. But Lee didn't stop his success there. After leaving WGCI, he went to KMEL and brought it up to the highest ratings the station, at that time, had ever enjoyed. He also predicted in a Gavin interview

(June 5, 1987) that KMEL could score a six share or better, and the station is close to proving him absolutely right.

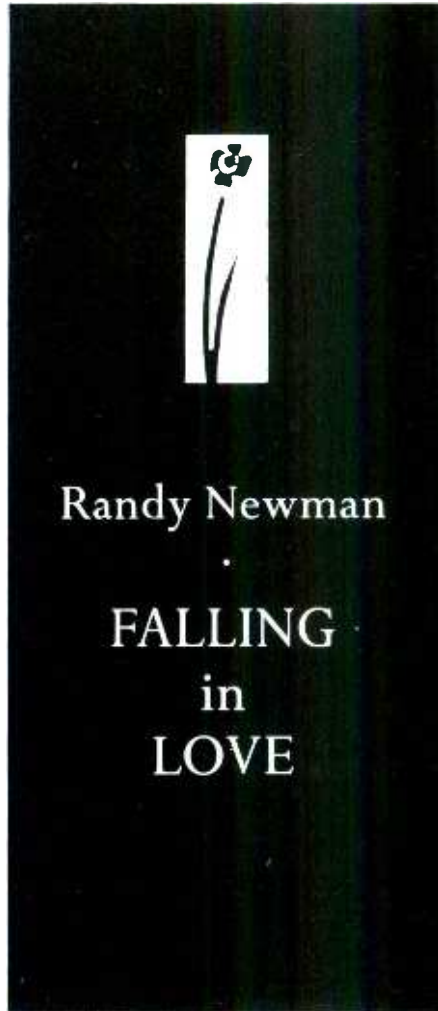
Most recently, Lee was Program Director at WBMX (now WVAZ) in Chicago. An ownership change brought upon personnel changes, and we at the Gavin are pleased that we represent his next career endeavor.

Lee is married and he and his wife Cindy have two children, Sara, 6, and George, 16.

In accepting the position Lee said, "Receiving the GM position is like being named the head coach of the San Francisco 49ers! This publication is already the most trusted name in radio. After working in the radio and record industries for over twenty years, I think I bring a different perspective to the Gavin Report. I look at it from the reader's point of view."

The Gavin family welcomes Lee Michaels, and we look forward to a long and fruitful relationship. ●

F A L L F O R I T



The New Single From The Album Land Of Dreams.

Produced by Jeff Lynne



Management: Peter Asher for Asher-Krost Management.

© 1989 Reprise Records

**RON FELL'S
MIDEM REPORT**

see page 16

NEWS

**ERIC NORBERG'S
SPEED ZONE**

see page 19

**TAMPA-L.A. CONNECTION
KABRICH GOES BI-COASTAL**

Jumping feet first in what promises to be an exciting and heated radio battle, Randy Kabrich will be joining KIQQ-L.A. as Operations Manager, while retaining his position as Q105-Tampa's Program Director.

Los Angeles has become a hot pot since Scott Shannon's arrival at KIQQ was officially announced. Personalities at rival stations have been firing salvos at Shannon who started shooting even before leaving New York's Z-100. Kabrich is joining the fray. "The market's already reacting," says the soon-to-be-Bi-coastal-man. "They're taking potshots, but they're aiming in the wrong direction!"

Kabrich's Los Angeles enterprise has the blessing of Edens' President and COO Michael Osterhout who calls it a unique venture, and since Shannon has been affiliated with Q105 in the past Osterhout finds the situation a workable one. "We're a programming driven company," Osterhout said, "and it's hard to put parameters around programmers—especially people like Randy."

Time spent by Kabrich at either station was not speculated on by Osterhout, who feels that Randy will be available to either party as needed. Kabrich has been at Q105 since July of 1985.

With the rumored arrival of veteran programmer Buzz Bennett and the definite landing of Scott Shannon coupled with the well-established presence of KIIIS' Rick Dees and Power 106's Jay Thomas, Los Angeles will soon become the most volatile market in the country.

PRESTON EXITS KWSS

KWSS-San Jose PD Mike Preston has resigned his position. Both GM Kevin Mashek and Preston have been low key about the departure. "Mike resigned yesterday (January 31)," said Mashek. "He's going to stay with us for the next two weeks. He's agreed to help us out 'til he leaves."

The only further comment Mashek offered was that he and Preston had "philosophical differences."

BABINEAU DIRECTS GEFFEN PROMOTION

Marko Babineau has been upped to Director of Promotion for Geffen Records, stepping into the slot vacated by Al Coury who last week was promoted to General Manager of the label.

Babineau, who started out as a rock drummer in his native Boston, has been in the record business since 1970. He has handled marketing and promotion for Arista and worked in the promotion department at A&M before leaving his position as National Album Director for that company to join Geffen. He's been Director of Album Promotion since 1983. Coury has said that Babineau will be running the entire promotion department in all formats.

Says Marko, "...there's no better teacher than Al Coury. This couldn't be a better time to take over the promo helm."



**MAD MAX INVADES
BEANTOWN**

Todd "Mad Max" Tolkoff is bringing his "cutting edge" persona to WFNX-Lynn/Boston, where he has been named Program Director of that Alternative rock outlet.

WFNX has enjoyed good listenership growth over the past few years, and "Max" is happy to seize the challenge of continuing an upward spiral. "There's a lot of incredible potential in this place," he said, "...and I think this is a chance to show the industry and country what a well-executed new music format is capable of."

BRYAN HEADS EAST

As we went to press the Gavin Report learned that longtime Northwest Programmer Gary Bryan will be the Program Director at WPLJ-New York. Bryan, who has programmed KUBE-Seattle and Z100-Portland will cross flight paths with former WPLJ Program Director Larry Berger who is winging West to be PD at K-101 San Francisco. Details next issue.

X-100 PD RESIGNS

Bill Stairs, Program Director of Emmis-owned X-100 in San Francisco resigned his position Wednesday, February 1.

Although Emmis has owned the station a brief 5 months, General Manager Jim Smith assured the Gavin Report that Stairs' resignation is not a sign of adjustments at X-100. Said Smith, "This does not signal a change of direction or lack of satisfaction with our product."

Current Music Director Gene Baxter will be acting PD in the interim.

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life is good...

Roy Orbison
"You Got It"



GAVIN TOP 40:
40*-36* 211/20
GAVIN A/C: 15*-8*
R&R A/C: 20*-15*

HEAVIEST ROTATION VH1 & MTV
#1 AOR RECORD!
ALBUM SALES BLOWING OUT!
OVER 800,000 SOLD!
(CHECK YOUR SINGLES SALES!)

Julia Fordham
See her perform at the Gavin Convention Friday night February 17th, and qualify to win a trip to Hawaii!
"Happy Ever After"



Colin James
"Five Long Years"

GAVIN TOP 40:
DEBUT IN UP & COMING
ADDED AT:

KWXX	KIXS	WAIL	WKSP	KDOG
WHFX	WWUF	WIFX	KBAU	KGWY
WOVO	WHSY	WHSB		
KXRA	KPXI	KZZO		
KLBQ	KJLS			

Inner City

"Good Life"

Already a #1 Dance US dance record, the 7" is on your desk now.



ALREADY ON AT:
KWOD KWSS
KDON Q106
KMEL 24-15

WHYT WPGC HOT97
FM102 KITY KIIS
PWR106 KRBE
WXKS 29-22



When In Rome
"Heaven Knows"

ALREADY ON 75
GAVIN TOP 40 STATIONS:
KITY FM102 WXKS
KWOD KATD WSPK
WPFM KWSS B97-TOP 5 PHONES



Paula Abdul
"Straight Up"

GAVIN TOP 40: 2*-1*
R&R CHR: 2*-1*
BB HOT 100: 2*-1*

with
music this great.



THREE NAMED IN RCA PROMO REVAMP

RCA Records Vice President Butch Waugh has announced the realignment of the company's Promotion Department, and the following changes:

- * **Jim McKeon**, who joined the company three years ago as Vice President of Album Promotion, will continue to oversee all album promotional activities, but will be relocated to the RCA's Los Angeles offices.
- * **Geary Tanner** has been promoted to Senior Director, Pop Promotion. He will move to New York from the company's offices in Atlanta where, for the past two years, he has been Regional Promotion Director of the Southeast and Southwest regions.
- * **Randy Ostin** is Director, Pop Promotion and will be based in Los Angeles. His career experience includes working in promotion departments at Elektra/Asylum, Reprise and Frontline Management.



from left: Jim McKeon, Geary Tanner, Randy Ostin

CUNNINGHAM LEAVES WPST

Tom Cunningham, Program Director of WPST-Trenton, has resigned after 10 years at the station. Tom will be joining his ex-boss Tom Taylor in an editorial capacity at Friday Morning Quarterback effective February 13. Moving up at WPST is Assistant Program Director and Music Director Trish Merelo, who has been named Station Manager, and Dave Hoefel, who has been named Program Director.

NELSON FORMS OWN COMPANY

Veteran programmer and personality Harry Nelson is leaving WROR-Boston to head up his own Harry Nelson Communications. At present Nelson consults G98-Portland, ME ("we just took it to #1"), and he has just signed on KQXR (Q94)-Bakersfield, CA. Nelson also works with Premiere Radio Network in Los Angeles. Premiere syndicates on 200 stations nationwide.

Harry has been in the business for 23 years, and has specialized in Top 40, A/C and Country. His voice is familiar from the East Coast, where he worked at WRKO, WZOU and WROR-Boston, to the West Coast, where he wowed 'em on KFRC.

Harry Nelson Communications is based in Natick, MA. Phone # is 508-655-1981.

The Gavin family extends our condolences to the relatives and friends of Kevin Davenport, Music Director of B-93 in Austin, TX. Kevin was killed in a car accident last weekend. His family asks that donations be sent to The Kevin Davenport Scholarship at Iraan High School, Bank of The Hills, P.O. 9409, Austin, TX 78766. Kevin is a Gavin Media Professional Award Nominee in the category of Top 40 Medium Market Music Director.

SEMINAR UPDATE

The Gavin Seminar for Media Professionals is shaping into what promises to be a boffo event. For those of you who have already registered, those who are going to and those who are wavering, here's a sample of what's going to be happening:

- **February 17, 11AM, Colonial Room**
GUNS N' ROSES N' ROCK N' ROLL
A chronological study of the rise of Guns N' Roses on the airwaves. A step-by-step, blow-by-blow account of this year's rock n roll phenomenon.
- **February 17, 1PM, Colonial Room**
THE POWER OF SONG
Guests: Jackson Browne, Warner Brothers President Lenny Waronker, Ice-T, Melissa Etheridge and Andy Partridge of XTC. Co-hosted by Howie Klein and Kent Zimmerman and the MIC Patrol.
- **February 18, 4:15PM, Italian Foyer**
THE 4th ANNUAL ROCK 'N ROLL TRIVIA CONTEST
Co-Sponsored by Capitol Records and MJI Broadcasting
FIRST PRIZE: Trip for two to Jamaica, includes accommodations at the Jamaica Jamaica Hotel, airfare and \$1,000. RUNNER UP PRIZES: \$750, \$500, \$250, and a Casio Keyboard with a Beatles CD Collection. In addition, participants will receive videos and copies of *Imagine* books and more.
- **SHOWCASES INSIDE THE ST. FRANCIS HOTEL**
The Gavin Report is especially proud to announce performances by: Michel Camilo & his trio (Thursday Night), Indigo Girls (Thursday Night), Love & Money and Hothouse Flowers (Friday Night), Julia Fordham (Friday Night,) and a Neville Brothers Mardi Gras Celebration (Saturday Night).

MORE TO BE ANNOUNCED!! SEE YOU THERE!

BIRTHDAYS

Compiled by Diane Ruffer

Our Best Wishes and HAPPY BIRTHDAY To:

James Lewis, J.Lewis Marketing 2/5
Sue Herlihy, WINC-Winchester, VA 2/5
Ray Hernandez, KTDR/FM-Del Rio, TX 2/5
Shannon O'Shay, KMIX-Modesto, CA 2/5
T.J. Hart, WFMB-Springfield, IL 2/6
Rashad Muhaimin, WSHA-Raleigh, NC 2/6
Natalie Cole, Fabian, Brian Travers (UB40) 2/6
Carl Brown, KNEW-Oakland, CA 2/7
Larry Donohue, CFCW-Cambrose, Canada 2/7
Don Nickell, KTGR-Columbia, MO 2/7
Jim Capaldi 2/7
Lori Campbell, B94-Pittsburgh, PA 2/8
John Travis, OK95-Tri Cities, WA 2/8
David Bryan, WDAF-Kansas City, MO 2/8
Dan Seals 2/8
Perry Miller, KBJJ/FM-Marshall, MN 2/9
Carole King, Joe Ely 2/9
Bobby Jackson, Y107-Jefferson City, MO 2/10
Roberta Flack, Donovan 2/10
Pete Jarrett, WJKZ/FM-Manahawkin, NJ 2/11
Sergio Mendes 2/11

Our Belated Birthday Wishes To:

Haley Van Zandt, KLLK-Willits, CA 1/29
Susie Slicker, KLLK-Willits, CA 1/29

BIRTHS

Our CONGRATULATIONS to FRANCO, Program Director of WQGN-Groton, CT, and his wife, ANNETTE, on the birth of their daughter, ASHLEY MARIE. Born January 23rd, weighing 7 lbs, 10 1/2 oz.
...CONGRATULATIONS to DOUG HANSEN, Account Executive of X100-San Francisco, CA, and his wife, ELAINE, on the birth of their daughter, EVA MARIE. Born on "Superbow!" Sunday, January 22nd, weighing 7 lbs, 10 oz.

NELSON'S LEGACY

Former KSON-San Diego Production man J.R. Nelson is now Legacy Corporate Production Director and Production Director at KDWB-Minneapolis. J.R. gained fame as Z100-New York's Production Director where his talents were put to good use on the Morning Zoo.

PAYTON MAKES HIS KASE

Radio vet Bob Payton will be joining legendary country stations KVET AM 1300 and KASE 101-Austin as Operations Manager on February 1.

"I could not be happier to join their team," said Payton upon landing the position. "I am ready to jump into action and continue their already dominant market position..."

Payton's 15 years in the business has seen him working in news, sales and programming. President and GM Ron Rogers sees him as one of the brightest young programmers in the country. "I feel very lucky to have him on board," he said.

SUPERB EXECUTION!



Why didn't anyone tell me about Minoxodil sooner?



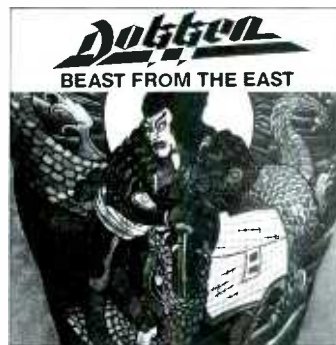
I guess I should have read that Surgeon General's report!



It's just another manic Bundy.



ANITA BAKER
"Just Because"
from the TRIPLE PLATINUM *GIVING YOU THE BEST THAT I GOT* album.



DOKKEN
"Walk Away"
from the GOLD album *BEAST FROM THE EAST*.



THE GEORGIA SATELLITES
"Sheila"
from the *OPEN ALL NIGHT* album.

GAVIN T-40: 37*-31* • R&R CHR: 37*-30*

Z100 25-21	WPLJ 32-14	KIIS/FM 25-22	KMEL 27-23
KZZP ADD	WXKS 15-14	KZOU D-34	WMJQ 29-27
WBLI ADD	WEGX 29-26	PRO/FM 27-22	Q107 31-29
WAVA D-30	HOT97 31-29	WPGC 16-13	PWR99 27-24
KRBE 29-28	Y100 D-29	WNVZ D-25	KITY 16-13
B96 19-17	WCZY 28-25	WHYT 14-13	KCPW 24-22
KKRZ 33-29	FM102 29-25		
KISN 27-23	KKLQ D-27		
KGGI ADD	PWR106 31-28		
KROY 27-23	KWOD 35-31		
KPLZ 32-27	KUBE 30-27		

R&R AOR: 45*-39*

ADDS: Q100 WNNK WLAN WROQ
KSAQ KTUX KAKS KSMB KFMW
ON: KXYQ K104 WYCR 95XIL
G98 KQIZ WJAD WJMX WPFM
KIXY WHSL WBNQ KPHR 99KG

MTV MEDIUM ROTATION TOP 15 REQUESTED!

ALREADY ON AT:

KT04 95XIL G98
WJAD KPHR



METALLICA
"One"

from the DOUBLE PLATINUM
...AND JUSTICE FOR ALL album.

The first and only video EVER from METALLICA!

**SEE THEM APPEARING
LIVE AT THE GRAMMYS**

**ON YOUR DESK NOW... "It's Only Love," the first single
from the forthcoming SIMPLY RED album, A NEW FLAME.**

When you play it, say it!

More Elektrafying hits...from Elektra Cassettes, Compact Discs and Records

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www.americanradiohistory.com



GIPSY KINGS
"Bamboleo"

from the *GIPSY KINGS* album.

BB POP LP: 99*-81*-72*
**LP SALES APPROACHING
200,000 UNITS!**

FORMER VH1 NOUVEAUX VIDEO!



ELEKTRA

TOP 40

MOST ADDED

- BANGLES** (98)
(Columbia)
- WAS (NOT WAS)** (73)
(Chrysalis)
- ROXETTE** (69)
(EMI)
- CHEAP TRICK** (52)
(Epic)
- VAN HALEN** (46)
(Warner Bros.)

CERTIFIED

- VANESSA WILLIAMS**
Dreamin'
(Wing/PolyGram)
- MARTIKA**
More Than You Know
(Columbia)

TOP TIP

- DINO**
24/7
(4th & Broadway/Island)

Plenty of numbers to back this one up as it wins over more fans around-the-clock.

RECORD TO WATCH



CAMOUFLAGE

The Great Commandment
(Atlantic)

Syntho-pop entry is commanding some big numbers in Texas and Northern California.

2W LW TW

8	2	1	PAULA ABDUL - Straight Up (Virgin)
1	1	2	Sheriff - When I'm With You (Capitol)
7	4	3	BON JOVI - Born To Be My Baby (Mercury/PolyGram)
12	9	4	RICK ASTLEY - She Wants To Dance With Me (RCA)
6	3	5	White Lion - When The Children Cry (Atlantic)
10	7	6	INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)
14	11	7	TONE LOC - Wild Thing (Delicious Vinyl/Island)
30	21	8	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
11	10	9	U2 - Angel Of Harlem (Island)
17	12	10	EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)
15	14	11	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
20	17	12	SHEENA EASTON - The Lover In Me (MCA)
16	15	13	ERASURE - A Little Respect (Sire/Reprise)
24	22	14	MIKE + THE MECHANICS - The Living Years (Atlantic)
22	20	15	ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)
13	13	16	Tiffany - All This Time (MCA)
9	8	17	Karyn White - The Way You Love Me (Warner Bros.)
25	24	18	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
4	6	19	Def Leppard - Armageddon It (Mercury/PolyGram)
19	19	20	Samantha Fox - I Wanna Have Some Fun (Jive/RCA)
18	18	21	Escape Club - Shake For The Sheik (Atlantic)
33	27	22	GUNS N' ROSES - Paradise City (Geffen)
29	26	23	THE BOYS - Dial My Heart (Motown)
35	28	24	BOBBY BROWN - Roni (MCA)
34	29	25	BREATHE - Don't Tell Me Lies (A&M)
26	25	26	DuranDuran - All She Wants Is (Capitol)
5	5	27	Steve Winwood - Holding On (Virgin)
37	31	28	EDDIE MONEY - The Love In Your Eyes (Columbia)
--	32	29	CHICAGO - You're Not Alone (Full Moon/Reprise)
32	30	30	Kylie Minogue - It's No Secret (Geffen)
--	37	31	ANITA BAKER - Just Because (Elektra)
38	33	32	HUEY LEWIS & THE NEWS - Give Me The Keys...(Chrysalis)
39	34	33	KON KAN - I Beg Your Pardon (Atlantic)
3	23	34	Taylor Dayne - Don't Rush Me (Arista)
--	38	35	MILLI VANILLI - Girl You Know It's True (Arista)
--	40	36	ROY ORBISON - You Got It (Virgin)
2	16	37	Phil Collins - Two Hearts (Atlantic)
--	--	38	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
--	--	39	MARTIKA - More Than You Know (Columbia)
--	--	40	VIXEN - Cryin' (EMI)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On Chart	*Debuts in chartbound
BANGLES - Eternal Flame (Columbia)	248	98	111	39
WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)	175	73	79	23
VAN HALEN - Feels So Good (Warner Bros.)	172	46	102	24
CINDERELLA - The Last Mile (Mercury/PolyGram)	171	23	114	34

"AS LONG AS WE GOT EACH OTHER"

(THEME FROM "GROWING PAINS")

STEVE DORFF & FRIENDS



THE 7" SINGLE

FEATURING B.J. THOMAS AND DUSTY SPRINGFIELD

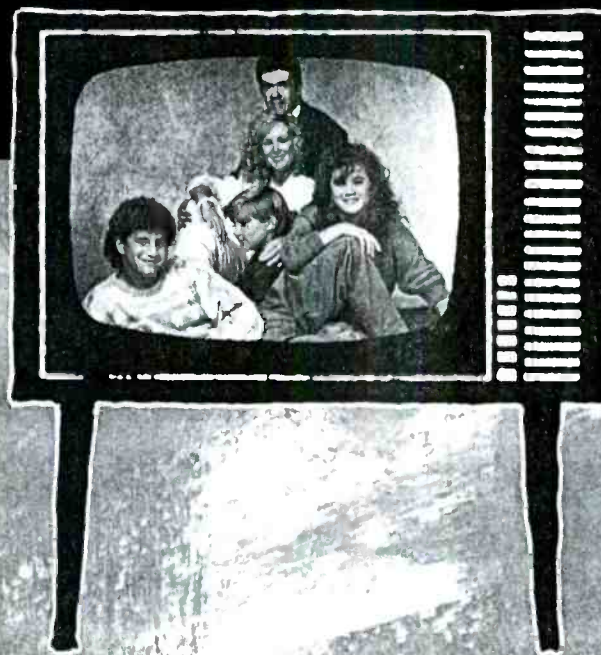
PRODUCED BY STEVE DORFF

AND JOHN BETTIS

FROM THE TOP TEN-RATED TV SHOW



©1988 REPRIS RECORDS



UP & COMING

Reports accepted Mondays at
8 AM through 5 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

Reports Adds On Chart

* Debuts in Up & Coming

136	29	55	52	R.E.M. - Stand (Warner Bros.)
134	31	79	24	DINO - 24/7 (4th & Broadway/Island)
125	10	90	25	BOY MEETS GIRL - Bring Down The Moon (RCA)
119	10	84	25	SURVIVOR - Across The Miles (Scotti Bros./CBS)
115	34	60	21	LUTHER VANDROSS - She Won't Talk To Me (Epic)
104	37	51	16	FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)
101	14	67	20	KENNY LOGGINS - Tell Her (Columbia)
100	1	48	51	TOMMY CONWELL & THE YOUNG RUMBLERS - If We Never Meet Again (Columbia)
94	24	60	10	GIANT STEPS - Into You (A&M)
93	42	46	5	KENNY G (vocal by SMOKEY ROBINSON) - We've Saved The Best For Last (Arista)
83	3	54	26	HOUSE OF LORDS - I Wanna Be Loved (Simmons/RCA)
83	69	5	9	* ROXETTE - The Look (EMI)
79	17	58	4	MICKEY THOMAS - Sing (Columbia)
75	9	59	7	WHEN IN ROME - Heaven Knows (Virgin)
75	17	46	12	CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)
71	38	24	9	THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)
66	9	44	13	WILL TO POWER - Fading Away (Epic)
64	9	25	30	ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
62	32	30	--	ROMEO'S DAUGHTER - I Cry Myself To Sleep At Night (Jive/RCA)
60	6	18	36	TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
58	27	25	6	38 SPECIAL - Second Chance (A&M)
55	3	35	17	MARC ALMOND - Tears Run Rings (Capitol)
53	22	18	13	SWEET SENSATION - Sincerely Yours (Atco)
53	52	--	1	* CHEAP TRICK - Never Had A Lot To Lose (Epic)
51	16	29	6	TRACIE SPENCER - Imagine (Capitol)
50	9	19	22	CAMOUFLAGE - The Great Commandment (Atlantic)
47	19	26	2	JUDSON SPENCE - Love Dies In Slow Motion (Atlantic)
45	4	41	--	JEFF CAMERON - Just For Tonight (Curb/MCA)
43	1	22	20	RATT - Way Cool Junior (Atlantic)
43	21	21	1	IVAN NEVILLE - Falling Out Of Love (Polydor/PolyGram)
42	3	30	9	PET SHOP BOYS - Left To My Own Devices (EMI)
41	9	20	12	SA-FIRE - Thinking Of You (Cutting Mercury/PolyGram)
37	16	21	--	LOVE and MONEY - Halleluah Man (Fontana Mercury/ PolyGram)
34	12	3	19	KARYN WHITE - Superwoman (Warner Bros.)
31	11	5	15	NEW EDITION - Can You Stand The Rain (MCA)
30	27	2	1	* POISON - Your Mama Don't Dance (Enigma/Capitol)
25	7	16	2	DOKKEN - Walk Away (Elektra)
25	10	15	--	* JULIAN COPE - Five O'Clock World (Island)
24	3	20	1	JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)
24	23	--	1	* MIDGE URE - Dear God (Chrysalis)
23	9	14	--	* CARLY SIMON - Let The River Run (Arista)
23	22	1	--	* PETER NOONE - I'm Into Something Good (Cypress/A&M)
22	17	3	2	* COLIN JAMES - Five Long Years (Virgin)
22	10	8	4	* 2 LIVE CREW - Yakety Yak (WTG/CBS)
20	3	16	1	AVERAGE WHITE BAND - Spirit Of Love (Track)

DROPPED: #35-Boys Club, #36-Poison (Every), #39-Bobby Brown (Prerogative), Aerosmith.

POISON



"YOUR MAMA DON'T DANCE"

DAVE SHOLIN PERSONAL PICK

FEB.3, 1989

PRE-RELEASE OUT-OF-THE-BOX ADDS:

KLUC	KZFN	KBQ
WWFX	K104	WILI
WWHB	WAGQ	WZZR
KCIL	KBAU	WDDJ
WQQ	WQID	WXZX
WKMZ	WZMM	KDOG
KHHT	KMCD	KOKZ
KQHU	KROC	WLLI
KJLS	KZZT	KMGT
KMGZ	KZOR	KGWY



ROOFTOPS

"AVENUE D"

ETTA JAMES
FEATURING
DAVID A. STEWART

Produced by David A. Stewart
From the Soundtrack ROOFTOPS.



TOP 40 HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **343** Last Week **341**

Hit Factor is a percentage of stations playing a record which also have it Top 20.
ie: 100 stations playing the record — 60 stations have it in their Top 20 — Hit Factor = 60%

ARTIST TITLE LABEL	Reports	Adds	1-5	6-10	11-20	21-30	Uncharted	Hit Factor	Weeks
PAULA ABDUL - Straight Up (Virgin)	303	4	202	57	28	6	6	94%	11
SHERIFF - When I'm With You (Capitol)	274	--	217	48	8	1	--	99%	12
BON JOVI - Born To Be My Baby (Mercury/PolyGram)	251	--	166	47	27	8	3	95%	12
RICK ASTLEY - She Wants To Dance With Me (RCA)	285	--	61	111	92	17	4	92%	9
WHITE LION - When The Children Cry (Atlantic)	232	--	150	56	19	6	1	96%	17
INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)	273	3	63	114	74	18	1	91%	12
TONE LOC - Wild Thing (Delicious Vinyl/Island)	233	2	110	69	40	8	4	93%	11
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	320	3	15	42	162	85	13	68%	4
U2 - Angel Of Harlem (Island)	259	1	55	85	92	22	4	89%	9
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	272	8	41	51	116	44	12	76%	15
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	248	3	28	77	102	33	5	83%	14
SHEENA EASTON - The Lover In Me (MCA)	263	9	26	58	114	49	7	75%	15
ERASURE - A Little Respect (Sire/Reprise)	262	2	21	45	146	40	8	80%	11
MIKE + THE MECHANICS - The Living Years (Atlantic)	303	4	10	39	136	95	19	61%	8
ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)	271	5	11	35	139	63	18	68%	8
TIFFANY - All This Time (MCA)	217	2	44	87	67	15	2	91%	15
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	250	8	14	27	91	83	27	52%	11
SAMANTHA FOX - I Wanna Have Some Fun (Jive/RCA)	189	2	17	38	100	24	8	82%	15
ESCAPE CLUB - Shake For The Sheik (Atlantic)	197	1	12	35	90	43	16	69%	11
GUNS N' ROSES - Paradise City (Geffen)	248	11	9	13	69	108	38	36%	5
THE BOYS - Dial My Heart (Motown)	190	1	23	29	53	58	26	55%	10
BOBBY BROWN - Roni (MCA)	262	30	14	15	42	105	56	27%	5
BREATHE - Don't Tell Me Lies (A&M)	283	12	1	1	44	146	79	16%	5
DURANDURAN - All She Wants Is (Capitol)	224	2	2	9	88	99	24	44%	8
EDDIE MONEY - The Love In Your Eyes (Columbia)	251	13	2	7	38	131	60	18%	5
CHICAGO - You're Not Alone (Full Moon/Reprise)	272	29	--	2	28	135	78	11%	4
KYLIE MINOGUE - It's No Secret (Geffen)	179	4	4	13	58	74	26	41%	11
ANITA BAKER - Just Because (Elektra)	232	3	--	1	15	101	84	6%	4
HUEY LEWIS & THE NEWS - Give Me The Keys... (Chrysalis)	197	5	--	2	29	79	82	15%	5
KON KAN - I Beg Your Pardon (Atlantic)	172	22	10	10	24	47	59	25%	8
MILLI VANILLI - Girl You Know It's True (Arista)	169	37	6	9	25	39	53	23%	8
ROY ORBISON - You Got It (Virgin)	211	20	--	3	19	70	99	10%	4
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	153	34	3	5	12	43	56	13%	5
MARTIKA - More Than You Know (Columbia)	167	37	4	1	18	38	69	13%	11
VIXEN - Cryin' (EMI)	224	38	--	--	9	38	139	4%	3
BANGLES - Eternal Flame (Columbia)	248	98	--	--	5	34	111	2%	2
WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)	175	73	--	--	--	23	79	--	3
VAN HALEN - Feels So Good (Warner Bros.)	172	46	1	1	3	19	102	2%	3
CINDERELLA - The Last Mile (Mercury/PolyGram)	171	23	--	--	3	31	114	1%	4
R.E.M. - Stand (Warner Bros.)	136	29	1	--	16	35	55	12%	5

VAN HALEN

"F E E L S S O G O O D"

ONE OF THE MOST ADDED RECORDS 3 WEEKS IN A ROW

GAVIN TOP 40 172/46
R&R CHR 112/36

KEY ADDS

WXKS	KPLZ	FM100	KSND	WOMP	WQUT
WKEE	KZZB	WHY	KOY	Q106	99WAYS
WVSE	KXX106	WANS	SLY96	KTUX	KWTO

MOVES

WLRS 9-8	KEGL 13-10	WMMS 24-15
KXYO 17-14	Y95 HB-22	WZPL 32-28

R. E. M. - "STAND"



GAVIN TOP 40 136/29
R&R CHR 106/28

KEY ADDS:

B104	WGH	WKBQ	KKRZ	WXKS	PWR99	WZPL
WAVA	KRBE	KZZP	WAEB	KCPX	KPLZ	K104
WKEE	KWSS	KSND	FM104	KBFM	KJ103	WLRW
KZ93	WSSX	WABB	98-PXY	KXYQ	BJ105	Y94

KEY DEBUTS AT:

MAJOR MOVES:

WZOU 29-25	WNVZ 25-16	KKFR 6-5
Z-95 26-20	WMMS 23-17	OK100 11-9
WKQB 25-18	WROQ 29-23	WLRS 30-24
WAZY 26-22	WBNQ 29-20	WSPT 16-13

TRAVELING WILBURYS



EARLY BELIEVERS

WXKS	PRO/FM	KXYQ	WZOU
WMMS	KPLZ	JET/FM	WBBQ
Y107	KF/95	K104	WBCY
WCGQ	KSND	WERZ	K106
OK100	KYRK	WKEE	WROQ
KWTO	KCAQ	WPST	WLRS
WSPT	KZZU		



Tommy Page



A HIT RECORD WHEREVER IT GETS PLAYED.

LOOK AT THESE MAJOR MOVES!

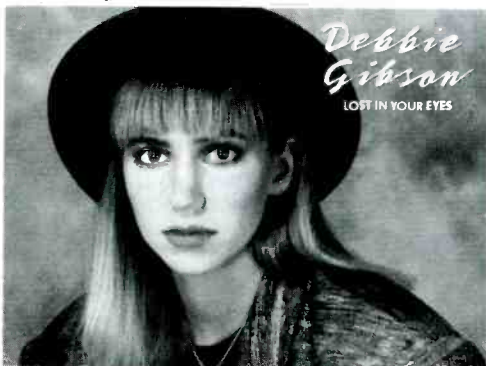
ADDED AT: FM102, KWNZ, WJAD, Q104
KZFN, KKXL, KIXY, WHSL

KISN 7-3	Y95	HB-23
KMEL 28-24	KCPX 21-13	
KMOK 6-5	PWR99 23-16	
KDON 11-8		



INSIDE TOP 40 by Dave Sholin

Even though they're still called record stores, fewer and fewer vinyl records are being sold. Few should have been surprised last week when figures released by the Recording Industry Association of America showed CD sales going through the roof and album sales sinking steadily. It's difficult to comprehend the rapid growth of the compact disc which accounted for just \$17.2 million worth of business in 1983 yet racked up a whopping \$1 billion in the first six months of 1988—nearly twice as much as the same period a year earlier! The RIAA is quick to point out that the LP is far from extinct, with many people reluctant to discard their turntables for reasons that include the fact that they simply enjoy that configuration. But the public has made an undeniable choice by laying down cash for cassettes and CD's in unprecedented numbers. Stations that stay on the cutting edge of audio technology and can market or if you will, exploit that ability should have a definite advantage.



Put **DEBBIE GIBSON'S** latest right along side the fastest climbing songs of the past several years. She debuts at #9 for YES97 Columbia, S.C. and takes a 14-8 leap at KWSS San Jose where it tops the request list. Also moving up fast at WTIC 20-14, WILI 20-10, WJET 20-14, Y100 11-6, WRGI 32-18, Y106 17-10, BAM99 26-16, Y94 19-10, WDBR 26-10, KRIT 20-9, KCPW 25-15, KZLS 30-20, KKMGM 28-14, POWER 104 23-13, KIXY 22-15, KMGX 20-12, B95 20-9, KXPW 23-12, KREO 25-18, KUBE 17-8, KGOT 26-17, etc.

Looks like three in-a-row for **BOBBY BROWN** who is already enjoying a 27% HIT FACTOR! Bounds into the top twenty for Bill Cahill and Lori Campbell at B94 Pittsburgh where it scores a 27-19 increase. Other moves include Z100 New York 24-19, Q106 San Diego 21-19, KYAA Billings 22-18 and WBSS Vinland 27-17.

CHICAGO is another one headed towards three in-a-row winner status. Top thirty debuts at KMGZ, KAKS, KLBQ, KQLA, Y94, KHOK, WIAL, KQAA, KXGO, KQIX, KFTZ, WWHB, WJRZ, WZYQ and WNVZ. New on B93/FM Austin, KIIS Los Angeles, Z104.5 Tulsa,

K106 Beaumont, WBIZ Eau Claire, KEZY Anaheim, Y97 Santa Barbara and Q105 Tampa.

Following up a pair of ballads, **BREATHE** is proving they can do just as well when they pick up the pace. Strong gains at K104 22-16, Q107 27-21, WNSL 31-23, KBAU 24-17, KCLD 30-24, WZOK 30-20, WIFC 23-19, WBNQ 27-21, KYYY 24-20, Z100 Portland 22-18, KXFM 29-20, FM104 27-22, etc.

Picking up a hefty chunk of HIT FACTOR territory, **ANN WILSON & ROBIN ZANDER** climb 49% to 68% indicating a lot of momentum. Newest top twenty listings at KUUB 23-13, KS104 25-17, Q96 22-17, 93Q 22-16, KJLS 26-19, Z104 21-17, 95XXX 23-19, 100KHI 23-16, WJET 23-18, WAWV 23-15, WKQD 22-13, WLXR 24-17 and KKXL 22-16.



A ten point jump for **ROY ORBISON** at KMOK Lewiston 33-23 where Kevin Chase reports excellent sales and heavy demand for the album. Twenty new believers including WRCK Utica, LG73 Vancouver, KSIF Idaho Falls, WZOK Rockford, WAAL Binghamton and 100KHI Ocean City.



BANGLES shouldn't have any problem making a big bang next week with a hot debut. Last week's MOST ADDED entry earns that distinction again. New on EAGLE106, CKOI, WAFX, KC101, WNVZ, WHTK, Z103, 94Q, B97, WFMI, WHHY, 92X, Z104, KRNQ, KLYV, KIXR, KIXY, POWER 105, WTBX, X100, Q106, FM102 and KIIS.

Brian White gives **DINO** a big ten point gain at FM102 Sacramento. Also hot for B95 Fresno 23-14, KGGI San Bernardino 21-15, KMEL San Francisco 16-12 and

KDON Monterey/Salinas 21-15. Heavy female request action at KSJQ97 Modesto and Bob Dickey at WYHT Mansfield, OH adds it after it won his nightly music battle four consecutive evenings.

Based on their speedy takeoff, **ROXETTE** is more like a rocket! Climbs 6-1 at KDWB Minneapolis, 23-17 93Q Houston plus debuts at WTBX Duluth #23, KXXR Kansas City #25, WPXR Rock Island #23 and #19 at WZMX Russellville, AL where Mike Milligan says he's getting a lot of callers asking who the artist is and where can they buy a copy. Added at WTIC, Y108, KCPX, KISN, WIBW, Z104, Y95, KROY, KS104, KOZE, POWER 104, KOY, KKFR, KITV, G98, POWER99, B97, PRO/FM, KWSS, KZZU, KSND, etc.

Alternative radio had a great run with **CAMOUFLAGE** in a number of markets and now it's Top 40's turn. This is a track that refuses to die making moves at KKQV Wichita Falls 17-9, KNIN 30-26, KITV 19-15, KRRG 3-2, POWER 104 8-4, K100 27-21, WNNO 21-18 along with a number one ranking at KAGO Klamath Falls, OR, New on WBBQ, G98, B93/FM, WQID, WJMX, KMOK and KFTZ.



KARYN WHITE'S followup, "Superwoman," has already made it to number one at URBAN CONTEMPORARY. She's off and running with a 35% HIT FACTOR and adds at KROY, KKXX, KLUC, KS104, WHFX, KCPW, KZOR, KSKU, WKDD, WVAQ and WRCK.

WHSB Alpena, MI takes **TOMMY PAGE** 5-1 reporting it as their most requested song. Its HIT FACTOR increases every week, currently sitting at 43%. Chris Baker moves it 21-13 at KCPX and Jamie Hyatt charts it top ten with an 11-8 gain at KDON.

If you're hot when it comes to oldies be sure to enter the Fourth Annual Super Bowl of Rock Trivia at this year's Gavin Seminar. It's sponsored by MJI Broadcasting and Capitol Records and the lineup of prizes is the best yet, topped off by the Grand Prize—airfare and a week for two in Jamaica plus ONE THOUSAND dollars! Cash and prizes for runner-up contestants too. See ya there.

Great R&B Duos Of Their Time

SAM & DAVE

JAMES & BOBBY PURIFY

DON & JUAN

THE RIGHTEOUS BROTHERS

DARYL HALL

JOHN OATES

Great R&B Duos Of "This Time"

Introducing KIARA, a group that's already making a definite difference at R&B with their two consecutive Top 5 hits. Now, KIARA is ready to change the sound of Top 40 with "This Time," their smash duet with Shanice Wilson. The talent is real and so is the commitment. From their hit debut album, To Change And/Or Make A Difference.

Kiara



Watch for
Kiara on the
Al B. Sure! Tour.

Greg Charley & John Winston

Management: Leona & Leonia Lloyd, Esqs. for Double "L" Management

Shanice Wilson appears courtesy of A&M Records

ARISTA

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When you play it, say it.

MIDEM '89

For the second year in a row Gavin Publisher Ron Fell attended the worldwide Music and Media convention, MIDEM, in Cannes, France January 21-25. Here is his report and observations.

With all the talk during this decade of the Global Village—the shrinking of the world to a common community of interests, needs, resources and technology, MIDEM's annual gathering has become the Town Hall meeting.

MIDEM, a for-profit International Exposition company, creates a meeting place for over 8,000 people and companies whose business it is to produce, communicate and market music.

The 23rd Annual MIDEM was a curious mix of four kinds of structured events, as well as the more spontaneous combustion of power lunches and dinners. The structured categories are the seminars, the press conferences, the exhibitions and the concerts.

The seminars go a long way in bridging the sometimes incredible chasms that exist between music merchants of different companies. Even in adjacent European countries, where customs and immigration passage are marked by grunting border guards and booted, bored passport glancers, a bureaucracy in place encumbers the free marketing of popular music.

Imagine for a moment that a New York based record company must acquire separate distribution, licensing and maybe even separate manufacturing deals in every state. Imagine airplay regulated by each provincial (state) government. You'd then know why it takes 8,000 people to sort it all out—to look for short cuts.

But MIDEM seminars don't just focus on the unwrapping of the red tape of hardware and software in the business of music. MIDEM Radio, a separate series of seminars, explores the labyrinth of legislated, yet liberalized broadcasting. The radio seminars were launched by a keynote address from Westwood One Chairman Norm Pattiz. Pattiz noted the worldwide entrepreneurial interest in radio, forecasting an explosion in commercial radio that will come with greater advertiser participation and acceptance—long overdue in Europe.

Pattiz spoke of American radio's need to see its competitors in ad revenue as being other forms of media (i.e. print and television). He also spoke of the necessary evil of

ratings services—a concept which, in European countries, will instill accountability and documentation for time buyers.

Other subjects of radio seminar sessions were:

PAYING FOR RADIO, a series of discussions between radio advertisers and programmers.

A presentation on **RADIO DATA SYSTEM**, a multi-national research and development project wherein the FM subcarrier is to be used to:

1. Create an LCD display on the receiver, identifying the call letters of the station being listened to.

2. Lock on best available signal of network programming from a variety of countrywide stations.

3. Automatically format coding a radio to all available stations providing similar formats.

4. Allow emergency interruption of a signal or travel and/or news bulletins. The creators also envision this service to be capable of interrupting in-car cassette play and increased volume for important messages.

5. Probably the most bold application will be the system's potential to adapt to a home computer video screen which in turn would provide a display of the title, artist and label of the song being played.

While attendance at each seminar was small in proportion to the total MIDEM attendance, all were run in an efficient, informative manner. Most sessions were simultaneously translated to French and English via complimentary wireless headphone receivers.

Beyond the academic seminars are the usually self-serving press conferences of exhibitors. Most are to-be-missed, unless you have a PRESS credential and a deadline. A meritorious exception to the usual press conferences are those which feature the legendary Neshui Ertegun. Mr. Ertegun is a founder of Atlantic Records, former President, Chairman and CEO of WEA International and currently in his second term as President of the International Federation of Phonographic Industries (IFPI). This year MIDEM has chosen Mr. Ertegun as the re-

ipient of its first annual Man of the Year award. Mr. Ertegun was saluted for his generations of creativity and leadership in the music business as well as for his tireless effort, through IFPI, to eradicate the billion dollar tape piracy underground.



Neshui Ertegun

Every day was busy in this wonderful South of France seaport of Cannes, but the nights went on forever. Reservations at the chic epicurean emporiums were hard to come by, and floor space in the unofficial host hotel *Martinez'* lobby was equally crowded. Scheduled performances by a variety of local and international recording artists filled each night with music.

Among the most popular performances were those by The Gipsy Kings, Breathe, Chuck Mangione, Ben Sidran, Billy Cobham, Womack and Womack and Love and Money (the latter will also showcase at the Gavin Seminar later this month). Averaging six acts per night performing half an hour each meant that a 9PM start created a 3AM lights out.

And Sunday night beginning at 11:15PM many of us from America were parked in front of our TV sets watching the Super Bowl with play-by-play in French—a no Bud Bowl. I had 200 Francs on Less Filling. All I got was a 3-D beer barrel polka featuring Terry Powell and Steve Popovich.

Thanks to Kris Sofley of Segal Associates, the U.S. Press Rep and to Florence Giacometti, the French Press Attache, Mike Zwerin of the Herald Tribune, Adam White of Music Week, Mark Ford of MTV Europe, John Waller of PolyGram U.K. and no thanks to the baggage handlers at Heathrow. ●



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2nd Prize - \$500 and a Capitol C.D. gift pack.

3rd Prize - \$250 and a Capitol C.D. gift pack.

4th Prize - Casio Keyboard and a Beatles' C.D. box set.



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ENTER WHEN YOU REGISTER AT SEMINAR '89!!

ON MANAGEMENT

by Oren Harari



I had a column all ready for this space and I decided to chuck it at the last minute. That's because I realized that the best thing I could do for you this week is to urge you to go to the Gavin Seminar (always a super event, anyway) and hear Tom Peters on February 17.

If my prior experiences hearing Tom are any indication of what's to come, you're going to hear a hard-hitting, penetrating critique of management in the U.S. today. You're also going to come away with some ideas about what you and your station or label can do to grow your business in what no doubt has become an increasingly competitive and uncertain marketplace.

Tom's latest book is called *Thriving on Chaos* for that very reason. The fact is that whether our business is bluejeans or biogenes, workstations or radio stations, the difficulties that we as managers are facing are unprecedented. The explosion in technology is just part of the picture. The real bottom line is this: We've got a lot more competitors, and they're more aggressive and innovative to boot, we've got a lot more customers who are smarter and more impatient and more demanding, and—worst of all—these customers have a lot more choices about how they're going to spend their time and money for music and entertainment. If we're going to survive—much less thrive—in this new world, we need radically new ways of managing our enterprises. That's one of Tom's key messages.

The interesting thing about Tom is that his views, however controversial to some people, are not based on armchair philosophy. He'll tell you about business firms that are currently doing the impossible and reaping extraordinary rewards in the process. And he'll extrapolate from this research to tell you in no-nonsense terms what managers need to start doing right away.

Those of you who are regular readers of this column have probably picked up on the fact that I often cite Tom. There's a reason for this, apart from the fact that I believe that he's right on target. As I noted in the January 6 interview, he's ahead of his time. The "radical" criticisms and ideas he was promoting seven years ago are now standard fare in staid publications such as *Business Week* and *Fortune*.

What this means for you is that listening to what Tom says today will give you a head start on what will be accepted management thinking a few years from now. As far as I'm concerned, any head start in today's turbulent marketplace translates into competitive advantage, if we've got the guts to actually implement what he suggests.

The challenges are certainly around. They face us every day. But so do the opportunities. The Gavin staff should be commended for offering us one such opportunity. Hope to see you in San Francisco February 16 through 18.●

HOLLYWOOD

by Tony Richland



During the recent holiday season we tested ourself on something. We'd been meaning to try it for years, but never had the will-power before.

We spend a lot of time around here doing three things with our spare time: We listen to a lot of LPs (those NOT connected with our job), we watch too much television (from Mary Tyler Moore reruns to hours of news on CNN), and we read the daily papers obsessively—and I mean cover to cover including stock reports (we own no stock), bowling results (we have contempt for bowling), and the want ads (knowing full well we don't qualify for lathe operator or data processing clerk).

Anyway, our test was to see if we could go three weeks without any of the above, and what we'd do for substitutes.

We turned off the TV, stopped reading the papers and ceased listening to old LPs on December 10. Our goal was three weeks, but here's the strange result: three weeks have long passed and we haven't turned on the tube or heard an old LP as yet. We've snuck post-test looks at the NBA and college hoops results, but haven't glanced at the rest of the paper.

What did happen is we began to read a lot of stuff. It began with George Burns' recent book (probably 'co'-written with the guy who 'co'-wrote 'autobiographies' of Magic Johnson and Fernando Valenzuela). We moved on to magazines we found around the house. Two of them, *Family Circle* and *Woman's Day*, were weird. These publications give me all the info I'll ever need to know about keeping lettuce fresh for a year and how to whip up a chicken dinner for twelve in six minutes. We began reading everything in sight—including the Gavin Seminar '88 directory.

From the directory we learned that Atlantic has a Senior VP of Promotion, a VP of National Promotion, a Director: National Promotion, a National Promotion Coordinator and a Senior Executive of Promotion. Most labels carry all these titles and many

have six or seven other redundant gigs.

Correct us if we're wrong but back when Buddha, Casablanca, Bell and ABC/Paramount were churning out hits, wasn't that all one job?

Somewhere around the middle of December someone mentioned the terrible Pan Am bombing crash. We hadn't heard of it, and as sickened as we were by the news we were glad we hadn't. We didn't NEED to have such awful negativity in our life—and there's nothing we could have done to stop it. We didn't miss Bush a bit—figuring we'll have plenty of him when we resume a normal media-filled life. Mercifully we were fortunate enough to miss the Dukakis post-election news conference and anything about Sean Penn. During our three weeks of absolute abstinence we never even checked on the Lakers, who were 14 and 3 on December 10. We were surprised to hear that they had gone into the dumper a month later. We couldn't figure out how that happened without us watching. We also found, to our horror and surprise, that we hadn't even missed THEM, at which point we figured we were going a little nuts—or were really changing.

We read the poems on the Christmas cards you sent. That took about five minutes one dreary Sunday. Thanks a lot.

Just before Christmas we began walking. We walked to the market and looked for a

parking spot from force of habit. We walked to the hardware store and watched guys buy stuff like caulking and chicken wire. We wondered what those things were. We walked to the liquor store for lottery tickets, confident we'd beat the 14 million to 1 odds this week. By the end of the month we'd lost 10 pounds we probably didn't need to lose, as we already looked like a broomstick with hair—but what the hell—Jackie Kennedy said you can never be too rich or too thin.

During New Year's week we got the idea that we should rent some videos. They're not TV—they're movies and we figured that they'd be OK within our "no TV" game plan. Mrs. Hollywood decided we should catch up on the latest flicks. She chose Star Wars and The French Connection. We opted for Annie Hall, Dirty Harry and Smokey and The Bandit. When the clerk clued us in to the release dates of these films we told him, "Hey, they're new to us! For the past fifteen years we've been busy watching 'Murder She Wrote,' 'Golden Girls,' and the 'NBA Game of the Week.'"

In the event you've been tied to the tube and missed them, here are our mini-summations of the movies:

Star Wars: It seemed to be some kind of science fiction with hours of missiles plunging through the sky and a few words of inane dialogue delivered by Eddie Fisher's daughter, Carrie, and some robot-type characters.

We dozed off and woke up in time for the closing credits, which had to cost more than all of "Gone With The Wind" and "Casablanca." It was pretty tedious and we only hope they'll never make a sequel—it'll never fly.

French Connection: Something about drug smuggling in the Big Apple, it was two hours of car chases through amazingly empty Manhattan streets. Lots of shootout scenes in the same empty warehouses we've seen in "Barnaby Jones" reruns. These movies always have shootouts in empty warehouses which are always conveniently available and unlocked. Skip this one.

Annie Hall: Woody Allen, who we remember being funny in "Take The Money and Run," walked through this one spouting medium hip East Side New York type one-liners to Diane Keaton, who was dressed like a bag lady. Now we know where the bag lady style originated.

Dirty Harry: They missed the boat—this should have been a musical.

Smokey And The Bandit: Burt Reynolds should really do something about his toupees. The one he wears in this epic looks like a generous slice of calves liver.

Meanwhile, we're starting to get sick of our new "no TV, no newspaper" regimen. It may not last long, 'cause somewhere in the pit of our stomach we're getting a craving for a rerun of "Maude." ●

P.D. NOTEBOOK

by Eric Norberg

In the October 28, 1988 issue of the Gavin Report, I presented a letter from Bill Collins, Program Director of KTUF/FM in Kirksville, Missouri on the matter of speeding up records. He didn't see the point of the practice, and I invited comment. I got quite a few!

First a letter from George Feola, Program Director of KAGO/FM in Klamath Falls, Oregon:

"A few years back, I was programming a small market station in Utah. We decided to give the tempo thing a try there. But in addition to that, we also tried to get any and all feedback from call-ins. For the most part, the callers thought the songs carried more brightness (when speeded up)—I like to use the word 'spice.' We found that a record increased 2-3% had just enough uplift—but not enough to make a noticeable difference between airplay and the play of the song on a home unit or a cassette player. When I became PD here in Klamath Falls, I looked at the tempo situation again. We pitched records (faster by) 2-3%—response from call-ins was 80% favorable, 18% unfavorable, and 2% didn't care...

"From my particular situation here, I'm in favor of increasing record speed, not only for the

sound, but for the sake of adding more music to the hour. In some situations, we can increase from one to three tunes an hour.

"Another point: Some callers noted that after hearing the 'upbeat' versions here, other stations in the market sound flat with their music. Part of my programming philosophy deals with (the ef-



fect of the station on the listener's) subconscious, as well as their conscious ear. I would think that more research should be done on this by stations, thus arriving at their own market feel on this matter."

George astonished me by his practice of describing on the air what he's doing to the records, and then asking his listeners to respond—but I commend him for his forthrightness! And he has demonstrated that you don't have to fool listeners with a practice like this to benefit by it. The next letter came from Steve Warren, of the Programming Co-op consulting and research firm in Fayetteville, Arkansas:

"Eric, Jukebox operators were the first to speed up the turntables as a way to get more plays (and more coins) per hour. I first heard of the practice

as a counter-programming technique in the late '60's. It was supposedly conceived by that great programming strategist, Buzz Bennett. (It probably came to him as a result of hearing a song on a jukebox, and then on radio.)

"The idea was not to make the music sound 'better' but to make the competition sound drabby. If you played your music at 46.5 rpm it made your competitor's music sound slowww, like maybe their turntables weren't working right. "So, in programming practice, speeding up records has no purpose unless you have a direct format competitor. If you are the only station in your format, there's little point to it.

"Then again, it can get rather ridiculous. I remember cruising up the Connecticut Turnpike in '73 and hearing 'We're An American Band' by Grand Funk...and it sounded like Mickey Mouse was singing lead. The PD said, 'it gives us more energy.' He got listener complaints about it all the time, but he'd heard about it in some bar at some convention, and decided it was 'smart.' That's what can happen when a programmer grabs onto a programming technique without grasping the concept behind the technique.

"The key is to be subtle with it; to impact on the subconscious. If the people begin to notice it, you've gone too far."

...Unless you make up a promo telling them about it and ask for opinions, apparently!! Thanks to Steve for his enlightening discussion. More letters on this subject next week. ●

BIOFEEDBACK

by Ron Fell

•MIKE + MECHANICS

Knowing that Genesis will neither tour nor record another album until 1990, Mike Rutherford is devoting 1989 to promoting and touring with his alter egos Mike + Mechanics.

•MAXI PRIEST

WILD WORLD's composer and original performer Cat Stevens has long since changed his name to Yusuf Islam and now lives in London writing songs and poems for Moslem causes.

•ENYA

The Orinoco in the title of her current single is one of South America's longest rivers. It flows from the Andes through Venezuela to the Atlantic Ocean.

•PETER CETERA & CHER

This duo will sing the theme to the forthcoming Ryan O'Neal - Cybill Shepherd film, Chances Are. Peter Asher produced the session. The single should be out before the film debuts on March 3.

•LIVING COLOUR

When Vernon Reid was trying to get a label deal for the band he recruited Mick Jagger to produce the group's demo tape. The tracks GLAMOUR BOYS and WHICH WAY TO AMERICA ended up on their recently debuted Epic album.

•EVERLY BROTHERS

Don and Phil signed their first recording contract nearly 33 years ago with Archie Bleyer's Cadence Records. Their first hit, BYE BYE LOVE was written by Felice and Boudleaux Bryant for Elvis Presley but Elvis passed on the song.

•THE JACKSONS

The brothers (though it's not clear how many of them) are working with L. A. Reid and Babyface on a new album for Epic Records.

•FEMME FATALE

Lead singer Lorraine Lewis recently told an English pop music magazine, "I want to be the most scandalized, hit on, talked about, plastered all over the wall, rock 'n' roll chick that ever was."

•TIFFANY

When school and touring conflict her tutor is Craig Yameck who also plays drums in her band.

•ROB BASE AND D.J. E-Z ROCK

Rob's real name is Robert Ginyard and at birth E-Z was stuck with the monicker Rodney Bryce.

•STEVE WINWOOD

Having recently turned 40 years old, Steve's recording career has now spanned more than 25 years.

•BOY MEETS GIRL

Boy (George Merrill) and Girl (Shannon Rubicam) met for the first time at a high society wedding in Seattle.

•KATE BUSH

Her next album, currently in production, will feature Kate singing with the world reknown Trio Bulgarka.

HEAR & THERE

by Sheila Rene

Trumpeter and record company executive Herb Alpert has established a scholarship fund in memory of four great jazz pioneers: Charlie Parker, Gil Evans, Clifford Brown and Louis Armstrong. The National Association of Jazz Educators is a 6,000 member non-profit organization dedicated to keeping jazz alive in clubs, concert halls and, more importantly, in the classrooms. The NAJE will administer the \$100,000 endowment...

Jackson Browne is beginning to write with Craig Doerge, who has also just put the final touches on a forthcoming David Crosby solo album titled *Oh Yes I Can* on A&M Records. Doerge is widely recognized as a legendary session man, playing keyboards for Browne, Bette Midler, Linda Ronstadt, James Taylor, Frank Zappa and the GTOs and The Temptations.

Judson Spence has kicked off his first tour centering around his self-titled debut Atlantic album. Spence chose to start in the south at The Nick in Birmingham, Alabama working his way into Kansas toward the end of February. The video for "Love Dies In Slow Motion" is ready for airing...

Steve Perry has resurfaced after a Journey lay-off and is working with songwriter Lamont Dozier. Dozier was nominated for a Grammy this year for his work with Phil Collins on "Two Hearts." Plans are for Dozier to co-write and co-produce an album with Collins later this year.

Dave Newton, guitarist and songwriter for The Mighty Lemon Drops and native Los Angeleno Rebecca Miller tied the knot last month The band has recorded two new

songs with producer John Porter, who is also mixing the new David Bowie LP. Writing continues on the soon-to-be Reprise album...

Poison has settled their suit with their former management company, Sanctuary Music, for an undisclosed amount. The breach of contract suit against the group was for \$45 million. Poison continues their touring while writing for their next album.

The Doobie Brothers plan to release their new Capitol album in April with a tour planned for the end of May. *Cycles* is the title and could refer to their roots as a biker band as well as their long and successful life cycle in the music business.

A&M Records recording group Gentlemen Without Weapons have joined the United Nations Environment Programme in a unique project designed to foster awareness of, and support for, key environmental issues. It's fitting since the band's debut album *Transmissions* is constructed entirely from sampled natural sounds. Band members Kenny Young, Vic Coppersmith-Heaven and Nick Glennie-Smith spent over two years and 2000 hours of studio time sampling the sounds of nature throughout the world before forming the musical tracks...

Bits & Pieces: Jeff Beck and ex-Missing Person Terry Bozzio have started work on a new group called Surprise Surprise... Skid Row has gotten the opening position for another New Jersey band, Bon Jovi. Michael Wagener produced their self-titled debut album... Virgin Records has announced the February release of Boy George's new album entitled *Tripping Over Mother... Whitesnake*

snake David Coverdale was in San Francisco recently with his lady Tawne. The couple dropped into Rainbow Records where they picked out \$200 worth of opera CDs.. Inspiration for the next album David?... Textones veteran Carla Olson has finished her solo album in Malmo, Sweden. The 11 track LP features songs written by Olson and George Green (known for his co-writing with John Cougar Mellencamp), Danny Wilde, Danny Tate and Textones George Callins. Callins co-produces and performs on the album. Olson is backed on the album by Swedish rockers Wilmer X...

The Greg Kihn Band is back at it with the completion of a live album recorded in Marin county with the help of Record Plant's mobile truck, Skyelab. Onstage the Kihn band, consisting of Steve Wright, Jimmy Lyon and Marty Schuchardt, were joined by Creedence Clearwater Revival drummer Doug Clifford and Duane Hitchings of Cactus and Alice Cooper fame. The songs cover their entire catalog as well as some new tunes. Kihn is putting out "Rocklife," his own newsletter. It'll be full of news, short stories, art, photos and gig info. For three free copies write P.O. Box 387, Fremont, CA 94537...

New Edition headlines their fourth show at Madison Square Garden on February 4th. Winners of their elementary school essay contest, "What School Means To Me," will meet the band backstage after enjoying the concert.●

URBAN CONTEMPORARY

MOST ADDED

EL DEBARGE (32)
(Motown)

KENNY G (with
SMOKEY ROBINSON)
(25) (Arista)

ALYSON WILLIAMS (19)
(Def Jam/Columbia)

5 STAR (18)
(RCA)

CHERRELLE (15)
(Tabu)

TOP TIP

SANDEE
Notice Me
(Fever)

Take notice of this week's
debut with twenty believers.

RECORD TO WATCH



TEN CITY
That's The Way Love Is
(Atlantic)

That's the way a hit sounds!

Editor: Betty Hollars

Assoc. Editor: John Martinucci

2W LW TW

18	7	1	ANITA BAKER - Just Because (Elektra)
3	2	2	LUTHER VANDROSS - She Won't Talk To Me (Epic)
9	3	3	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
21	9	4	PAULA ABDUL - Straight Up (Virgin)
7	4	5	Tone Loc - Wild Thing (Delicious Vinyl/Island)
2	1	6	New Edition - Can You Stand The Rain (MCA)
8	8	7	KIARA duet with SHANICE WILSON - This Time (Arista)
10	5	8	Guy - Teddy's Jam (MCA)
19	14	9	CAMEO - Skin I'm In (Atlanta Artists/PolyGram)
16	13	10	AL JARREAU - So Good (Reprise)
17	16	11	MIDNIGHT STAR - Snake In The Grass (Solar)
6	6	12	Aleese Simmons - I Want To Be Your Lover (Orpheus/EMI)
29	21	13	MILLI VANILLI - Girl You Know It's True (Arista)
22	20	14	GAP BAND - I'm Gonna Git You Sucka (Arista)
1	10	15	Karyn White - Superwoman (Warner Bros.)
23	19	16	BE BE & CE CE WINANS - Heaven (Capitol)
35	31	17	FREDDIE JACKSON - You And I Got A Thang (Capitol)
36	33	18	THE BOYS - Lucky Charm (Motown)
--	27	19	LEVERT - Just Coolin' (Atlantic)
27	24	20	SWEET OBSESSION - Being In Love Ain't Easy (Epic)
32	26	21	SURFACE - Closer Than Friends (Columbia)
--	32	22	JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)
24	23	23	TROOP - Still In Love (Atlantic)
30	29	24	ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)
33	28	25	MARCUS LEWIS - The Club (Aegis/CBS)
31	30	26	GEORGE BENSON - Twice The Love (Warner Bros.)
4	18	27	Bobby Brown - Roni (MCA)
14	15	28	Sade - Turn My Back On You (Epic)
--	--	29	DONNA ALLEN - Joy And Pain (Oceana/Atco)
39	34	30	JONATHAN BUTLER - More Than Friends (Jive/RCA)
37	36	31	BAR-KAYS - Struck By You (Mercury/PolyGram)
38	37	32	SLICK RICK - Teenage Love (Def Jam/Columbia)
--	38	33	READY FOR THE WORLD - Gently (MCA)
--	--	34	CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia)
--	--	35	TODAY - Girl I've Got My Eyes On You (Motown)
--	--	36	ASHFORD & SIMPSON - I'll Be There For You (Capitol)
--	--	37	VESTA WILLIAMS - 4 U (A&M)
5	11	38	Tony! Toni! Tone! - Baby Doll (Wing/PolyGram)
13	12	39	Gerald Alston - Take Me Where You Want To (Motown)
28	25	40	Georgio - I Don't Want 2 Be Alone (Motown)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
KENNY G (w/SMOKEY ROBINSON) - We've Saved The Best... (Arista)		53	25	5	8	15	24%	2
CHERRELLE - Affair (Tabu)		51	15	2	8	26	19%	2
STEVIE WONDER - With Each Beat Of My Heart (Motown)		48	7	1	17	23	37%	4
FIVE STAR - Another Weekend (RCA)		47	18	1	8	20	19%	2

UP & COMING

Reports accepted Mondays at
8 AM through 9 AM Wednesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

Reports	Adds	ARTIST TITLE LABEL	*First time listed on this page.
35	11	CHRISTOPHER MAX - More Than Physical (Virgin)	
34	13	RADIANT - Something's Got A Hold On Me (Columbia)	
34	32	* EL DEBARGE - Real Love (Motown)	
31	1	ROBBIE NEVIL - Back On Holiday (EMI)	
30	11	TRACIE SPENCER - Imagine (Capitol)	
28	5	BETTY WRIGHT - From Pain To Joy (Vision)	
27	3	L'TRIMM - Cuttie Pie (Atlantic)	
27	5	SALT-N-PEPA - Twist And Shout (Next Plateau)	
26	6	KIRBY COLEMAN - Hey Ton'i (Next Plateau)	
23	3	WILL CLAYTON - Never Too Late (Polydor/PolyGram)	
23	2	CASH MONEY & MARVELOUS - Find An Ugly Woman (Sleeping Bag)	
22	2	MAC BAND - That's The Way I Look At Love (MCA)	
21	13	* TEN CITY - That's The Way Love Is (Atlantic)	
20	--	HOWARD HUNTSBERRY - Married Men Feel Lonely (MCA)	
20	6	* SANDEE - Notice Me (Fever)	
19	4	* STOP THE VIOLENCE MOVEMENT - Self-Destruction (Jive/RCA)	
19	8	* JEFFREY OSBORNE - All Because Of You (A&M)	
19	19	* ALYSON WILLIAMS - Sleep Talk (Def Jam/Columbia)	
17	3	* THE DELLS - I Thought Of You A Little Too Much (Veteran)	
16	--	EASY E. - We Want Easy (Priority)	
16	8	* LATEASHA - Move On You (Rawsome)	
15	2	BIG DADDY KANE - I'll Take You There (Cold Chillin'/Warner Bros.)	
15	5	* KID'N PLAY - Rollin' With Kid'n Play (Select)	

DROPPED:#17-Al B. Sure!,#22-Z'Looke,#35-Samantha Fox,#39-New Kids On The Block,
#40-Johnny Kemp, AWB.

LP CUTS

THE BOYS - Love Gram

KARYN WHITE - Love Say It
Secret Rendezvous

GUY - Spend The Night
I Like/Goodbye Love

CHANNEL 2 - If You Want Me To Stay

LUTHER VANDROSS -
Love Won't Let Me Wait

CHAKA KHAN - Slow Talkin'
Signed, Sealed, Delivered

Z'LOOKE - Sneak Preview

CHERRELLE -
Happy That You're Happy With Me

BE BE & CE CE WINANS
with WHITNEY HOUSTON -
Hold Up The Light

JENNIFER HOLIDAY - Magic Man

AWB - Let's Go All The Way

BOBBY BROWN - Every Little Step

INSIDE URBAN



AL B. SURE! GETS KO'D IN COLUMBUS

During his recent visit to Columbus, Ohio, Al B. Sure! stopped by WVVKO's studios to chat with afternoon driver Keith Antone. Sure! is pictured above with Antone and Warner's Midwest Rep. Charm Warren.

Why are my Birch's better than my Arbitron's? If you find yourself asking yourself this question, or this question in reverse (why are my Arbitron's better than my Birch's?) be sure to attend the **Urban Contemporary Breakout Session** slated for Saturday morning February 18th at 10:00. (Originally the session was to start at 10:30 but because many of you found the Production Workshop so informative last year and weren't able to attend the entire session because of another meeting, we've re-scheduled it to begin at 10:00 and end just prior to "Radio Production: Phase Two" conducted by Mark Driscoll and Bobby Ocean at 11:30.) After speaking to many of you over the past few weeks concerning the subject matter for our session, the overwhelming consensus is to head the discussion in the direction of the methodology used by both Birch and Arbitron. Recent changes made by Arbitron will be defined at our session by none other than research expert Jhan Hiber, who not only sits on the Advisory Board of Birch, but who's also the author and creator of the "Ratings & Research" directory published twice a year. I spoke to Jhan on Monday and based on our conversation, and the fact that Jhan studies both Arbitrons and

Birch's, I know he will present an objective view of both sides of the ratings issue and will answer questions concerning both. So come armed with all your questions and ratings frustrations: I hear from many of you that there is a growing concern that while advertisers still tend to buy based on Arbitron, the Birch system shows Urban contemporary stations fare better than Arbitron. You still have two weeks to pre-register for the Seminar and although it's much less convenient for you, there will be at-the-door registration for last-minute "deciders."

All of us here at **The Gavin Report** are **THRILLED** about our Cover Guy, **Lee Michaels'** appointment to **Gavin General Manager!!!** Watch for another announcement next week that will prove even more that we're poised and ready and taking yet another step toward the 90's and making your weekly Gavin Report better and better. Speaking of Lee, he just spoke to **Jim Maddox**, GM of **KACE-Los Angeles**, who is ready for our session on Saturday the 18th and has graciously agreed to participate. Jim was such a great success at last year's seminar and we're looking forward to him topping previous performances! I can hardly wait! **Ray Boyd** just gave us the affirmative—he's going to be one of our men on the session discussing ratings. We're also going to be joined by a very enthusiastic **Ed Kirby**, GM of **KDAY**, who can hardly wait to dig into the subject of ratings! Ciao for now, **Betty**

HIT FACTOR

Urban Research:
Betty Hollars/John Martinucci

Hit Factor is a percentage of stations which have it in Heavy or Medium rotation. ie: 100 stations playing the record — 60 stations have it in Heavy or Medium rotation — Hit Factor = 60%

Total Reports This Week **112** Last Week **109**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ANITA BAKER - Just Because (Elektra)	95	2	62	29	2	95%	6
LUTHER VANDROSS - She Won't Talk To Me (Epic)	86	2	76	7	1	96%	12
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	91	4	72	14	1	94%	10
PAULA ABDUL - Straight Up (Virgin)	97	--	60	30	7	92%	6
KIARA duet with SHANICE WILSON - This Time (Arista)	66	3	51	11	1	93%	11
CAMEO - Skin I'm In (Atlanta Artists/PolyGram)	72	--	52	18	2	97%	7
AL JARREAU - So Good (Reprise)	65	1	52	9	3	93%	11
MIDNIGHT STAR - Snake In The Grass (Solar)	77	11	38	32	7	90%	7
MILLI VANILLI - Girl You Know It's True (Arista)	90	8	37	33	12	77%	5
GAP BAND - I'm Gonna Git You Sucka (Arista)	69	1	26	37	5	91%	7
BE BE & CE CE WINANS - Heaven (Capitol)	61	--	35	19	7	88%	10
FREDDIE JACKSON - You And I Got A Thang (Capitol)	76	4	13	46	13	77%	4
THE BOYS - Lucky Charm (Motown)	74	9	9	38	18	63%	4
LEVERT - Just Coolin' (Atlantic)	70	2	13	40	15	75%	3
SWEET OBSESSION - Being In Love Ain't Easy (Epic)	62	--	25	30	7	88%	6
SURFACE - Closer Than Friends (Columbia)	69	1	10	42	16	75%	4
JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)	68	4	5	38	21	63%	4
TROOP - Still In Love (Atlantic)	56	--	8	41	7	87%	7
ROB BASE & D.J. E-Z ROCK - Get On The Dance Floor (Profile)	54	2	25	19	8	81%	8
MARCUS LEWIS - The Club (Aegis/CBS)	55	3	5	31	16	65%	5
GEORGE BENSON - Twice The Love (Warner Bros.)	57	2	8	36	11	77%	8
DONNA ALLEN - Joy And Pain (Oceana/Atco)	73	7	3	33	30	49%	4
JONATHAN BUTLER - More Than Friends (Jive/RCA)	63	3	2	41	17	68%	4
BAR-KAYS - Struck By You (Mercury/PolyGram)	61	2	6	33	20	63%	4
SLICK RICK - Teenage Love (Def Jam/Columbia)	53	3	10	21	19	58%	5
READY FOR THE WORLD - Gently (MCA)	60	6	6	28	20	56%	4
CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia)	60	6	3	29	22	53%	4
TODAY - Girl I've Got My Eyes On You (Motown)	58	7	4	24	23	48%	3
ASHFORD & SIMPSON - I'll Be There For You (Capitol)	66	13	1	19	33	30%	2
VESTA WILLIAMS - 4 U (A&M)	59	11	2	17	29	32%	3

NEW RELEASES by Betty Hollars and John Martinucci

BY ALL MEANS - You Decided To Go (Island)

There's something about this release that's both appealing to the ear and familiar to the tastes of radio listeners these days. Well-produced with a hook that's easy to pick up on the first listen, which usually means the tune will be successful.



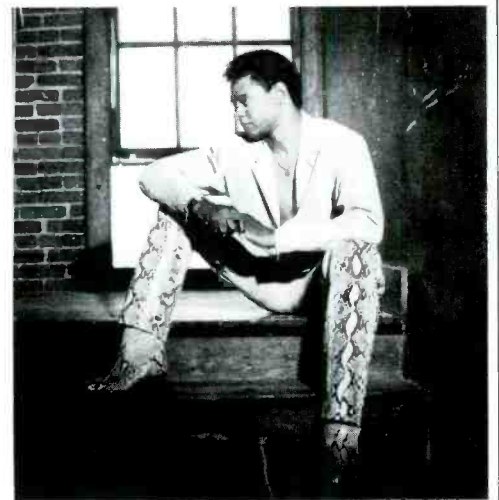
JACKIE JACKSON - Stay (Polydor/PolyGram)

As you've probably figured out, we're suckers for a good piano riff. And while listening to this for the first time, we really like it - until it got to the riff - now we're hooked! Great intro to a great groove that should look forward to respect from dance clubs.



JOHNNY KEMP - Birthday Suit (Columbia)

Have Mercy! This is a cooker from the first note! This high-energy dance track is coming to you in the buff from the upcoming "Sing" soundtrack. When you listen to it, close your eyes and visualize the club reaction when it's played. Flash your audience with this one from mother nature!



RENE MOORE - Never Say Goodbye To Love (Polydor/PolyGram)

What a fine follow-up for Rene Moore. A romantic ballad with the right vocal arrangement to be a major chart contender. And Rene Moore already knows how that feels from his first solo flight!

ADULT CONTEMPORARY

MOST ADDED

- KENNY G (Vocal SMOKEY ROBINSON) (62) (Arista)
- BANGLES (45) (Columbia)
- THE TRAVELING WILBURYS (42) (Wilbury/Warner Bros.)
- BETTE MIDLER (40) (Atlantic)
- BREATHE (31) (A&M)

TOP TIP

BETTE MIDLER
Wind Beneath My Wings
(Atlantic)

Airborne and soaring already at A/C.

RECORD TO WATCH



CARLY SIMON
Let The River Run
(Arista)

Those who've seen "Working Girl" are already sold on it.

2W LW TW

- | | | | |
|----|----|----|--|
| 8 | 4 | 1 | ROD STEWART - My Heart Can't Tell You No (Warner Bros.) |
| 4 | 3 | 2 | Glenn Frey - Soul Searchin' (MCA) |
| 1 | 1 | 3 | Fleetwood Mac - As Long As You Follow (Warner Bros.) |
| 3 | 2 | 4 | Basia - New Day For You (Epic) |
| 23 | 12 | 5 | MIKE + THE MECHANICS - The Living Years (Atlantic) |
| 11 | 10 | 6 | B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got...(Reprise) |
| 10 | 7 | 7 | Taylor Dayne - Don't Rush Me (Arista) |
| 25 | 15 | 8 | ROY ORBISON - You Got It (Virgin) |
| 6 | 6 | 9 | Steve Winwood - Holding On (Virgin) |
| 9 | 8 | 10 | Maxi Priest - Wild World (Virgin) |
| 15 | 13 | 11 | RICK ASTLEY - She Wants To Dance With Me (RCA) |
| 19 | 16 | 12 | SHERIFF - When I'm With You (Capitol) |
| 14 | 14 | 13 | TIFFANY - All This Time (MCA) |
| 21 | 17 | 14 | NEIL DIAMOND - This Time (Columbia) |
| 2 | 5 | 15 | Annie Lennox & Al Green - Put A Little Love In Your Heart (A&M) |
| 28 | 21 | 16 | ANITA BAKER - Just Because (Elektra) |
| 5 | 9 | 17 | Phil Collins - Two Hearts (Atlantic) |
| 18 | 18 | 18 | BARBRA STREISAND - All I Ask Of You (Columbia) |
| 37 | 24 | 19 | DEBBIE GIBSON - Lost In Your Eyes (Atlantic) |
| 7 | 11 | 20 | Boys Club - I Remember Holding You (MCA) |
| 16 | 19 | 21 | Al Jarreau - So Good (Reprise) |
| 32 | 25 | 22 | HUEY LEWIS & THE NEWS - Give Me The Keys... (Chrysalis) |
| -- | 32 | 23 | CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic) |
| 40 | 31 | 24 | BREATHE - Don't Tell Me Lies (A&M) |
| 39 | 29 | 25 | BOY MEETS GIRL - Bring Down The Moon (RCA) |
| 20 | 23 | 26 | Nu Shooz - Driftin' (Atlantic) |
| -- | 38 | 27 | CHICAGO - You're Not Alone (Full Moon/Reprise) |
| 13 | 20 | 28 | Fairground Attraction - Perfect (RCA) |
| 29 | 28 | 29 | Tommy Page - A Shoulder To Cry On(Sire/Warner Bros.) |
| -- | 37 | 30 | SURVIVOR - Across The Miles (Scotti Bros./CBS) |
| 12 | 22 | 31 | Roberta Flack - Oasis (Atlantic) |
| -- | 36 | 32 | EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen) |
| -- | -- | 33 | KENNY G (Vocal by SMOKEY ROBINSON) - We've Saved The Best... (Arista) |
| 38 | 34 | 34 | AMY GRANT - Saved By Love (A&M) |
| -- | -- | 35 | VANESSA WILLIAMS - Dreamin' (Wing/PolyGram) |
| -- | 40 | 36 | LIVINGSTON TAYLOR - City Lights (Critique/Atlantic) |
| 22 | 27 | 37 | Kenny G - Silhouette (Arista) |
| 17 | 26 | 38 | Diana Ross - If We Hold On Together (MCA) |
| -- | -- | 39 | BANGLES - Eternal Flame (Columbia) |
| -- | -- | 40 | THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.) |

Editor: Ron Fell
Assoc. Editor: Diane Rufer

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
*BETTE MIDLER - Wind Beneath My Wings (Atlantic)		61	40	1	4	16	8%	2
CARLY SIMON - Let The River Run (Arista)		50	17	1	17	15	36%	2

UP & COMING

Reports accepted Mondays at
8 AM through 5 PM Tuesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

REVIEWS



SIMPLY RED

It's Only Love (Elektra)

A classic groove supports a heart-rendering soul song which makes a simple statement and a special sentiment. Singer Mick Hucknall and producer Stewart Levine colorize mere vinyl.

LOVE & MONEY

Halleluiah Man (Mercury/PolyGram)

This trio from Scotland makes a tight sweet ballad with the bonus of production subtleties from Gary Katz, most famous for his direction of Steely Dan. You can go a long way with Love & Money.

NYLONS

Poison Ivy (Windham Hill/A&M)

Thirty years ago the Coasters took this Leiber/Stoller song from scratch to the top of the charts. Now, with the aid of producer David Foster, stations like Z104 in Madison, WI are itchin' early, taking it to number one off the soundtrack "Stealin' Home."

PETER NOONE

I'm Into Something Good

(Cypress/A&M)

Peter was the Herman in Herman's Hermits, the group which had their first hit with this song in 1964. This version, without the Hermits and newly recorded, is part of the soundtrack to the box office bonanza, "The Naked Gun."

JONATHAN BUTLER

More Than Friends (live/RCA)

Though the record got a few weeks head start at Urban radio, look for A/C to catch up with this thoughtful ballad. This record will be the kind stations can play for months with no burnout.

Our RECORD TO WATCH last week, U2's moving tribute to Ms. Billie Holiday, "Angel Of Harlem" picked up 16 new radio ears with KYJC, KMCQ, KTHO, KBMG, WJER, WFRO to list a few. HEAVY rotation already from WKYE, WMGP, WSKY, KSGT. This week's RECORD TO WATCH, is CARLY SIMON's "Let The River Run." This song was taken from the movie, "Working Girl," which is a total smash. She picked up 17 new adds this week with KXRO, KBLQ, WHIZ, WKMI, KQIC, WNMB, WSKY among them. See the movie and take another listen if a doubt lingers.

Reports	Adds	ARTIST	TITLE	LABEL
48	9	EVERLY BROS. & THE BEACH BOYS	- Don't Worry Baby	(Capitol)
45	16	U2	- Angel Of Harlem	(Island)
44	2	ANN WILSON & ROBIN ZANDER	- Surrender To Me	(Capitol)
36	11	LUTHER VANDROSS	- She Won't Talk To Me	(Epic)
36	23	* 38 SPECIAL	- Second Chance	(A&M)
34	1	JAMES "JT" TAYLOR & REGINA BELLE	- All I Want Is Forever	(Epic)
30	9	SCRITTI POLITTI	- Oh Patti	(Warner Bros.)
26	7	ENYA	- Orinoco Flow (Sail Away, Sail Away, Sail Away)	(Geffen)
25	10	* JUDSON SPENCE	- Love Dies In Slow Motion	(Atlantic)
25	5	* JOHNNY MATHIS	- Daydreamin'	(Columbia)
23	18	* KARLA BONOFF	- Tell Me Why	(Gold Castle)
23	7	* GIANT STEPS	- Into You	(A&M)
21	6	* RANDY NEWMAN	- Falling In Love	(Reprise)
21	2	KENNY LOGGINS	- Tell Her	(Columbia)
19	2	DAVID SANBORN	- You Are Everything	(Reprise)

* Debuts in Up & Coming

Dropped: Johnny Hates Jazz, 'Til Tuesday, Michelle Shocked, Tracy Chapman.

INSIDE A/C by Ron Fell & Diane Rufer

The rotation profiles of the top four records are amazingly similar. ROD STEWART took the top by scoring the most adds and the fewest drops.



MIKE + THE MECHANICS lead in total stations (199) and by next week, its sixth since release, could be at the top of the chart.

Second in total stations (195) and a sentimental favorite with fans and programmers, ROY ORBISON's "You Got It" will have cleared the magic 200 station barrier in its first five weeks. Could there be a valid reason not to play this record?

B.J. THOMAS & DUSTY SPRINGFIELD have taken STEVE DORFF's "Growing Pains" theme well inside the A/C top ten. More than 60% of total airplay is in HEAVY rotation. New this week for KBOI, KFQD, WLLH, KFIV/FM etc.

Seems as though ANITA BAKER has to prove herself all over again with each single. Even though she possesses an unbroken string of A/C winners, many stations are slow to warm up to each single. "Just Because" has taken a respectable 166 stations in its first five weeks including WKYE, KTSR, WCPZ, KNOX, WKDQ and KCRE.

Young DEBBIE GIBSON is electrifying the A/C chart with her 37 to 19 two-week move. Her HIT FACTOR increased 20% this week alone. Among the newest A/C's to the fold are WLMX, WKMI, KKJO, WAHR, WWNK and WJBR.

CROSBY, STILLS, NASH & YOUNG almost made the MOST ADDED box again this week with 29 new reports. More than half their players are HIT FACTORING already.

Our highest chart debut is the duet of classic instruments from KENNY G and SMOKEY ROBINSON, "We've Saved The Best For Last." Debuting at 33, it's also the clear winner in MOST ADDED with 62 new stations. That's 122 stations in two weeks. Whew!!

Grammy nominee VANESSA WILLIAMS also debuts on the chart this week. Her HIT FACTOR has now cleared 53% thanks to quality rotations from the likes of KXLK, WQHQ/FM, WMT/FM, WGOL/FM, KYJC, WSKI, WWDE and WJON.



The BANGLES have tallied 79 A/C's in their first two weeks including WEBE, CKFM, KKHT, WTRX, WTWR and WFBG.

HIT FACTOR

A/C Research:
Diane Rufer/Ron Fell

Hit Factor is a percentage of stations which have it in Heavy or Medium rotation, ie: 100 stations playing the record — 60 stations have it in Heavy or Medium rotation — Hit Factor = 60%

Total Reports This Week **219** Last Week **223**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ROD STEWART - My Heart Can't Tell Me No (Warner Bros.)	182	7	145	30	--	96%	10
GLENN FREY - Soul Searchin' (MCA)	184	3	144	30	7	94%	13
FLEETWOOD MAC - As Long As You Follow (Warner Bros.)	186	--	144	34	8	95%	11
BASIA - New Day For You (Epic)	174	4	141	24	5	94%	14
MIKE + THE MECHANICS - The Living Years (Atlantic)	199	12	102	75	10	88%	5
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got Each Other (Reprise)	184	9	117	48	10	89%	9
TAYLOR DAYNE - Don't Rush Me (Arista)	164	2	124	32	6	95%	11
ROY ORBISON - You Got It (Virgin)	195	17	77	88	13	84%	4
STEVE WINWOOD - Holding On (Virgin)	158	1	120	26	11	92%	10
MAXI PRIEST - Wild World (Virgin)	155	4	113	32	6	93%	13
RICK ASTLEY - She Wants To Dance With Me (RCA)	166	8	94	56	8	90%	8
SHERIFF - When I'm With You (Capitol)	159	9	86	53	11	87%	9
TIFFANY - All This Time (MCA)	155	6	81	56	12	88%	14
NEIL DIAMOND - This Time (Columbia)	160	6	64	78	12	88%	5
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	147	--	85	44	18	87%	14
ANITA BAKER - Just Because (Elektra)	166	20	43	90	13	80%	5
PHIL COLLINS - Two Hearts (Atlantic)	151	--	65	64	22	85%	13
BARBRA STREISAND - All I Ask Of You (Columbia)	146	3	48	82	13	89%	8
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	176	21	33	95	27	72%	4
BOYS CLUB - I Remember Holding You (MCA)	118	--	45	56	17	85%	16
AL JARREAU - So Good (Reprise)	109	1	33	59	16	84%	13
HUEY LEWIS & THE NEWS - Give Me The Keys (Chrysalis)	107	4	18	67	18	79%	5
CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)	137	29	13	60	35	53%	3
BREATHE - Don't Tell Me Lies (A&M)	124	31	10	61	22	57%	4
BOY MEETS GIRL - Bring Down The Moon (RCA)	112	11	6	67	28	65%	5
NU SHOOZ - Driftin' (Atlantic)	93	1	20	52	20	77%	11
CHICAGO - You're Not Alone (Reprise)	103	21	7	50	25	55%	4
FAIRGROUND ATTRACTION - Perfect (RCA)	78	--	23	42	13	83%	13
TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)	85	1	14	48	22	72%	10
SURVIVOR - Across The Miles (Scotti Bros./CBS)	105	24	2	46	33	45%	4
ROBERTA FLACK - Oasis (Atlantic)	89	1	15	46	27	68%	17
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	78	16	12	34	16	58%	5
KENNY G (Vocal by SMOKEY ROBINSON) - We've Saved The Best For Last (Arista)	122	62	2	31	27	27%	2
AMY GRANT - Saved By Love (A&M)	72	8	5	47	12	72%	9
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	76	14	9	32	21	53%	4
LIVINGSTON TAYLOR - City Lights (Critique/Atlantic)	86	15	3	34	34	43%	15
KENNY G - Silhouette (Arista)	59	--	16	28	15	74%	19
DIANE ROSS - If We Hold On Together (MCA)	63	1	16	26	20	66%	10
BANGLES - Eternal Flame (Columbia)	79	45	1	19	14	25%	2
THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)	73	42	4	11	16	20%	2

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
KENNY G (vocal by SMOKEY ROBINSON) - We've Saved The Best For Last (Arista)	--	27	27%
BANGLES - Eternal Flame (Columbia)	--	25	25%
JOHNNY MATHIS - Daydreamin' (Columbia)	18	40	22%
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	52	72	20%
CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)	33	53	20%
THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)	--	20	20%
CHICAGO - You're Not Alone (Full Moon/Reprise)	37	55	18%
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	36	53	17%
JAMES "JT" TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)	24	41	17%
ROY ORBISON - You Got It (Virgin)	69	84	15%
HUEY LEWIS & THE NEWS - Give Me The Keys... (Chrysalis)	64	79	15%
BOY MEETS GIRL - Bring Down The Moon (RCA)	51	65	14%
CARLY SIMON - Let The River Run (Arista)	22	36	14%

COUNTRY

MOST ADDED

- HIGHWAY 101 (52)
(Warner Bros.)
- K.T. OSLIN (49)
(RCA)
- BILLY JOE ROYAL (45)
(Atl. America)
- ROY ORBISON (43)
(Virgin)
- HANK WILLIAMS JR./HANK SR. (37)
(Warner Bros./Curb)

TOP TIP

K.T. OSLIN
Hey Bobby
(RCA)

K.T.'s got a new look and a new smash
-- 49 more adds this week.

RECORD TO WATCH



MEL McDANIEL
Walk That Way
(Capitol)

This is the kind of song Mel does best,
and it's already kicking in for WLAS,
WAXX/FM, KSO, WDAF, KASH, etc.

2W LW TW

9	3	1	TANYA TUCKER - Highway Robbery (Capitol)
7	4	2	DESERT ROSE BAND - I Still Believe In You (MCA/Curb)
11	8	3	EDDY RAVEN - 'Til You Cry (RCA)
10	5	4	GENE WATSON - Don't Waste It On The Blues (Warner Bros.)
6	1	5	Kathy Mattea - Life As We Knew It (Mercury)
14	12	6	RONNIE MILSAP - Don't You Ever Get Tired... (RCA)
18	14	7	RICKY VAN SHELTON - From A Jack To A King (Columbia)
13	11	8	SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)
1	2	9	Dan Seals - Big Wheels In The Moonlight (Capitol)
17	15	10	CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)
21	18	11	REBA McENTIRE - New Fool At An Old Game (MCA)
19	17	12	SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)
8	7	13	Holly Dunn - (It's Always Gonna Be) Someday (MTM)
32	21	14	GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)
16	16	15	Larry Boone - I Just Called To Say Goodbye Again (Mercury)
22	20	16	OAK RIDGE BOYS - Bridges And Walls (MCA)
5	10	17	Dwight Yoakam - I Sang Dixie (Reprise)
28	23	18	NITTY GRITTY DIRT BAND - Down That Road Tonight (Warner Bros.)
27	25	19	EMMYLOU HARRIS - Heartbreak Hill (Reprise)
25	22	20	T. GRAHAM BROWN - Come As You Were (Capitol)
34	29	21	KEITH WHITLEY - I'm No Stranger To The Rain (RCA)
2	13	22	Alabama - Song Of The South (RCA)
29	26	23	GEORGE JONES - I'm A One Woman Man (Epic)
3	6	24	Earl Thomas Conley - What I'd Say (RCA)
30	27	25	MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)
4	9	26	Skip Ewing - Burnin' A Hole In My Heart (MCA)
40	32	27	BELLAMY BROTHERS - Big Love (MCA/Curb)
--	33	28	VERN GOSDIN - Who You Gonna Blame It On This Time (Columbia)
35	31	29	T.G. SHEPPARD - You Still Do (Columbia)
38	34	30	WAYLON JENNINGS - Which Way Do I Go (MCA)
37	35	31	LORRIE MORGAN - Trainwreck Of Emotion (RCA)
--	36	32	FOSTER & LLOYD - Fair Shake (RCA)
--	38	33	DON WILLIAMS - Old Coyote Town (Capitol)
--	--	34	SHENANDOAH - Church On Cumberland Road (Columbia)
15	19	35	J.C. Crowley - Paint The Town And Hang The Moon Tonight (RCA)
--	--	36	HANK WILLIAMS JR./HANK SR. - There's A Tear... (Warner Bros./Curb)
--	--	37	LACY J. DALTON - The Heart (Universal)
--	40	38	JOHN CONLEE - Hit The Ground Runnin' (16th Ave.)
23	24	39	Merle Haggard - You Babe (Epic)
--	--	40	BAILLIE & THE BOYS - She Deserves You (RCA)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
BILLY JOE ROYAL - Tell It Like It Is (Atl. America)		121	45	--	16	60	13%	3
PATTY LOVELESS - Don't Toss Us Away (MCA)		113	28	1	21	63	19%	3
LEE GREENWOOD - I'll Be Lovin' You (MCA)		112	24	--	20	68	17%	4
CRYSTAL GAYLE - Tennessee Nights (Warner Bros.)		103	4	1	45	53	44%	5

UP & COMING

Reports accepted Mondays at
8 AM through 10 AM Wednesdays
Station Reporting Phone (415) 495-1990
Gavin Fax: 415-495-2580

Reports	Adds	Weeks	ARTIST TITLE LABEL
94	43	3	ROY ORBISON - You Got It (Virgin)
94	49	2	K.T. OSLIN - Hey Bobby (RCA)
93	25	3	LONESOME STRANGERS - Goodbye Lonesome, Hello Baby Doll (HighTone)
93	52	2	HIGHWAY 101 - Settin' Me Up (Warner Bros.)
84	11	4	THE SANDERS - Grandma's Old Wood Stove (Airborne)
78	9	4	CHARLIE DANIELS BAND - Cowboy Hat In Dallas (Epic)
74	11	4	KEVIN WELCH - Stay November (Warner Bros.)
68	5	4	GLEN CAMPBELL - More Than Enough (MCA)
63	5	6	RONNIE McDOWELL/JERRY LEE LEWIS - Never Too Old... (Curb)
62	9	4	WILLIE NELSON - Twilight Time (Columbia)
58	1	7	MICHAEL JOHNSON - Roller Coaster Run (RCA)
54	19	2	BARBARA MANDRELL - My Train Of Thought (Capitol)
53	2	7	BERTIE HIGGINS - Homeless People (Southern Tracks)
46	7	3	BUCK OWENS - A-11 (Capitol)
30	9	1	* JOHN ANDERSON - Lower On The Hog (MCA)
29	1	4	THE WAGONEERS - Help Me Get Over You (A&M)
28	1	4	BOBBY VINTON - The Last Rose (Curb)
28	1	7	BURCH SISTERS - I Don't Want To Mention Any Names (Mercury)
28	10	1	* MEL McDANIEL - Walk That Way (Capitol)
27	--	10	ANNE MURRAY - Slow Passin' Time (Capitol)
27	29	1	* FORESTER SISTERS - Love Will (Warner Bros.)
25	--	8	MARIE OSMOND - I'm In Love And He's In Dallas (Capitol)
25	3	3	LISA CHILDRESS - Old Familiar Feelin' (True)
23	8	1	* DARRELL HOLT - Only The Strong Survive (Anoka)
23	23	1	* STATLER BROTHERS - Moon Pretty Moon (Mercury)
22	--	9	JOSH LOGAN - Every Time I Get To Dreamin' (Curb)
22	1	4	FAIRGROUND ATTRACTION - Perfect (RCA)
20	--	10	GARY STEWART - An Empty Glass (HighTone)

*Debuts In Up & Coming.

Dropped: #28 - Forester Sisters, #30 - R.Travis, #37 - Highway 101, #39-S.Wariner, Cee Cee Chapman, D.A.Coe.

TOP REQUESTS

RICKY VAN SHELTON

DAN SEALS

HANK JR./HANK SR.

TANYA TUCKER

ALABAMA

LP CUTS

Ricky Van Shelton - Hole In My Pocket
Oak Ridge Boys - Beyond Those Years
Emmylou Harris - Heaven Only Knows
K.T. Oslin - This Woman
Baillie & The Boys - I Can't Turn The Tide
Buck Owens/Dwight Yoakam - Under Your Spell Again

INSIDE COUNTRY



While in the studio putting the finishing touches on his upcoming album, *Stranger Things Have Happened*, Ronnie Milsap was surprised with a piano-shaped birthday cake. From left: RCA's Bruce Shindler and Mike Sirls, Mr. Milsap, Ronnie's manager Don Reeves, Joyce Milsap and RCA's Phran Schwartz.

GAVIN SEMINAR UPDATE. We're now only three weeks away from the big event. Like we mentioned in last week's Inside Country, the Country session will include

a discussion, Promotions From A Large And Small Market Viewpoint. If your station has recently done any promotions that you're especially proud of, please let The Country Crew here at The Gavin Report know about it so we can use your station as an example during our discussion. Above all - be here! We can't stand the thought of you missing out on this Seminar!

CHANGES, CHANGES, CHANGES.

Chuck Shockley is leaving KQKD-Redfield to be the news reporter/anchor at WHO-Des Moines. Tom Collins will be the new PD...KMIT-Mitchell is going live 24 hours a day starting this week... Todd Matthews is the new Assistant MD at WDMV-Pocomoke City...Charlie Darren is now PD at KVBR-Brainerd... Alan Matthews leaves WGAR-Cleveland to become PD at WUBE-Cincinnati... Vicki Johnson called with the new phone number for WAHC/FM-Appleton -

414-727-2040...Dan O'Neil moves from WNSL-Hattiesburg to WVMI-Biloxi as PD/MD.

PROGRAMMERS ARE TALKING

ABOUT...Dan Hollander at WLLX/FM -Lawrenceburg has never seen a record take off as fast as the new Shenandoah... **Chuck Walley** at WGAA-Cedartown is high on the Roy Orbison record. "This is bound to be a multi-format smash!" adds the Chucker...**Ray MacKenzie** at CFAC-Calgary says requests for **Dan Seals** are really heating up the phone lines in freezing Calgary...**Jon Davis** at KYCK-Grand Forks is looking for a record called "If You're Going To Play In Fargo, You've Gotta Have A Shovel In The Van." It was a local hit for them last year, but unfortunately they've lost their only copy. If you know how Jon can get a copy, give him a call at 218-281-6820. Thanks! Talk with you next week! The Gavin Country Crew

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer

Hit Factor is a percentage of stations which have it in Heavy or Medium rotation. ie: 100 stations playing the record — 60 stations have it in Heavy or Medium rotation — Hit Factor = 60%

Total Reports This Week **208** Last Week **204**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
TANYA TUCKER - Highway Robbery (Capitol)	194	1	164	27	2	98%	11
DESERT ROSE BAND - I Still Believe In You (MCA/Curb)	195	1	162	28	4	97%	11
EDDY RAVEN - 'Til You Cry (RCA)	200	2	145	46	7	95%	10
GENE WATSON - Don't Waste It On The Blues (Warner Bros.)	192	2	156	30	4	96%	13
RONNIE MILSAP - Don't You Ever Get Tired... (RCA)	202	1	116	78	7	96%	7
RICKY VAN SHELTON - From A Jack To A King (Columbia)	202	2	114	82	4	97%	6
SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)	196	--	114	76	6	96%	9
CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)	190	1	88	96	5	96%	10
REBA McENTIRE - New Fool At An Old Game (MCA)	197	1	60	127	9	94%	7
SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)	193	2	60	121	10	93%	10
GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)	198	5	27	143	23	85%	5
OAK RIDGE BOYS - Bridges And Walls (MCA)	181	3	46	115	17	88%	10
NITTY GRITTY DIRT BAND - Down That Road Tonight (Warner Bros.)	193	8	14	148	23	83%	7
EMMYLOU HARRIS - Heartbreak Hill (Reprise)	183	4	22	126	31	80%	9
T. GRAHAM BROWN - Come As You Were (Capitol)	171	3	26	132	10	92%	9
KEITH WHITLEY - I'm No Stranger To The Rain (RCA)	192	9	7	135	41	73%	5
GEORGE JONES - I'm A One Woman Man (Epic)	177	7	21	120	29	79%	9
MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)	184	9	3	138	34	76%	7
BELLAMY BROTHERS - Big Love (MCA/Curb)	168	17	4	93	54	57%	6
VERN GOSDIN - Who You Gonna Blame It On This Time (Columbia)	167	18	5	92	52	58%	5
T.G. SHEPPARD - You Still Do (Columbia)	148	10	8	92	38	67%	10
WAYLON JENNINGS - Which Way Do I Go (MCA)	152	7	1	93	51	61%	6
LORRIE MORGAN - Trainwreck Of Emotion (RCA)	150	10	2	87	51	59%	9
FOSTER & LLOYD - Fair Shake (RCA)	156	18	4	73	61	49%	4
DON WILLIAMS - Old Coyote Town (Capitol)	148	17	3	69	59	48%	4
SHENANDOAH - Church On Cumberland Road (Columbia)	157	36	3	53	65	35%	3
HANK WILLIAMS JR./HANK SR. - There's A Tear... (Warner Bros./Curb)	152	37	4	51	60	36%	3
LACY J. DALTON - The Heart (Universal)	141	25	2	43	71	31%	4
JOHN CONLEE - Hit The Ground Runnin' (16th Ave.)	125	14	1	50	60	40%	5
BAILLIE & THE BOYS - She Deserves You (RCA)	128	34	2	27	65	22%	3

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



DWIGHT YOAKAM - I Got You (Reprise)

Okay, you're right. The Country Crew IS a bit partial to Mr. Yoakam. But it's hard to imagine how any Country Music lover could keep from being a fan after hearing this single. It's guaranteed to sound great on all Country stations.



FORESTER SISTERS - Love Will (Warner Bros.)

A sweet, simple song of love's power is elevated by those trademark Forester harmonies. Many programmers picked this song off the album, and it's easy to see why. The melody will really get to you after a few spins.

CLINT BLACK - Better Man (RCA)

We're always excited about hearing great new artists, and here's another one. Clint Black is a singer/songwriter who hails from Houston, but neither his voice nor his band give away his newcomer status. These folks sound like they've been together for awhile. Look to be seeing and hearing a lot more of Clint in the near future.



TAMMY WYNETTE - Next To You (Epic)

There's just nothing like hearing Tammy sing. Her voice somehow conveys both strength and vulnerability. "Next To You" is the first single from an upcoming album, with promises of more good things to come.

JAZZ

MOST ADDED

1. SARABANDA - MARTIN TAYLOR (GAIA)
2. N.Y.C. - STEPS AHEAD (INTUITION/CAPITOL)
3. THE GREAT LAWN - TRAUT/RODBY (COLUMBIA)
4. UNDER NORTHERN LIGHTS - KEIKO MATSUI (MCA)
5. NO MORE OUZO FOR PUZO - DAVE McKENNA QUARTET (CONCORD JAZZ)

TOP TIP

MARTIN TAYLOR
SARABANDA
(GAIA)

This Scottish guitarist gives Jazz Radio a blend of solo pieces, duets and group arrangements. Comes out of nowhere after week two with a load of adds and a debut slot at #37!

RECORD TO WATCH



STEVE BACH
MORE THAN A DREAM
(SOUNDWINGS)

This pianist whose credits include Stanley Clarke, Airto/Flora and Kitaro should see a healthy chart debut next week.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1 JOE BECK - BACK TO BECK (DMP)
5	2	2 BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
8	3	3 SADAO WATANABE - ELIS (ELEKTRA)
3	5	4 Gerald Albright - Bermuda Nights (Atlantic)
2	4	5 Michel Camilo (Portrait)
4	6	6 Lee Ritenour - Festival (GRP)
6	8	7 Al Jarreau - Heart's Horizon (Reprise)
23	11	8 ROBIN EUBANKS - DIFFERENT PERSPECTIVES (JMT/POLYGRAM)
9	9	9 Richie Cole - Signature (Milestone)
7	7	10 Chet Atkins - C.G.P. (Columbia)
11	10	11 Harry Connick, Jr. - 20 (Columbia)
16	12	12 PETER ERSKINE - MOTION POET (DENON)
17	14	13 CHARLES EARLAND - FRONT BURNER (MILESTONE)
29	20	14 JIMMY McGRUFF - BLUE TO THE BONE (MILESTONE)
19	16	15 GARY HERBIG (HEADFIRST/K-TEL)
31	22	16 KIM PENSYL - PENSYL SKETCHES #1 (OPTIMISM)
37	28	17 BUDDY DeFRANCO/TERRY GIBBS QUINTET - HOLIDAY FOR SWING (CONTEMPORARY)
21	19	18 TONY DAGRADI - DREAMS OF LOVE (ROUNDER)
--	--	19 STEPS AHEAD - N.Y.C. (INTUITION/CAPITOL)
26	24	20 BARNEY KESSEL - RED HOT AND BLUES (CONTEMPORARY)
10	13	21 Tom Scott - Flashpoint (GRP)
24	23	22 BRIAN MELVIN'S NIGHTFOOD - NIGHTFOOD (GLOBAL PACIFIC/CBS)
33	25	23 DANNY HEINES - EVERY ISLAND (SILVER WAVE/OPTIMISM)
20	26	24 John Handy - Excursion In Blue (Quartet)
12	18	25 Kent Jordan - Essence (Columbia)
38	32	26 TOM HARRELL - STORIES (CONTEMPORARY)
35	30	27 DO'AH - WORLD DANCE (GLOBAL PACIFIC/CBS)
13	15	28 Tony Williams - Angel Street (Blue Note)
22	29	29 Kenny G - Silhouette (Arista)
15	21	30 The Harper Brothers (Verve/PolyGram)
14	17	31 Tania Maria - Forbidden Colors (Capitol)
28	27	32 Jane Ira Bloom - Slalom (Columbia)
18	31	33 Flora Purim - Midnight Sun (Venture/Virgin)
--	--	34 DAN BALMER - BECOMING BECOME (CHASE MUSIC GROUP)
43	42	35 NANCY WILSON - NANCY NOW! (COLUMBIA)
40	44	36 MILT JACKSON - A LONDON BRIDGE (PABLO)
--	--	37 MARTIN TAYLOR - SARABANDA (GAIA)
--	47	38 CHI - PACIFIC RIM (PROJAZZ)
42	39	39 Super Sax - Stone Bird (Columbia)
--	--	40 ENYA - WATERMARK (Geffen)
25	33	41 Lyle Mays - Street Dreams (Geffen)
45	41	42 Brandon Fields - The Traveler (Nova)
27	35	43 John Jarvis - Whatever Works (MCA Master Series)
--	--	44 ROBERTA FLACK - OASIS (ATLANTIC)
36	38	45 Stanley Jordan - Flying Home (EMI)
41	45	46 Lena Home - The Men In My Life (Three Cherries)
39	40	47 Tom Grant - Mango Tango (GAIA)
--	--	48 CARLA BLEY/STEVE SWALLOW - DUETS (ECM/POLYGRAM)
49	43	49 Smith/Dobson - Sasha Bossa (Quartet)
--	48	50 Jack McDuff - The Re-Entry (Muse)

CHARTBOUND

- * STEVE BACH (SOUNDWINGS)
- * TRAUT/RODBY (COLUMBIA)
- DAVE McKENNA QUARTET (CONCORD)
- JOE LoCASCIO (CHASE MUSIC GROUP)
- CHARLIE MARIANO (INTUITION/CAPITOL)

- FREE FLIGHT (CBS ASSOC.)
- DAVE GRUSIN (GRP)
- CHRIS McGREGOR (VENTURE/VIRGIN)
- SOS ALL STARS (CHASE MUSIC GROUP)
- * MICHAEL HAYES (STA/RBI)

- * FREEWAY PHILHARMONIC (SPINDLETOP)
- JULIA FORDHAM (VIRGIN)
- * WORKING WEEK (VENTURE/VIRGIN)
- * KEIKO MATSUI (MCA)
- MINGUS DYNASTY (SOUL NOTE)

Dropped: #34 Wishful Thinking, #36 Charlie Haden's Quartet West, #37 Dream Patrol, #46 Cassandra Wilson, #49 S. Mazer & D. Smith, #50 Jonathan Butler (Friends), Tony Guerrero, Rush Hour, Caldwell Plus, Don Harriss, Greg Osby.

*Debut in chartbound

ADULT ALTERNATIVE

MOST ADDED

1. SARABANDA - MARTIN TAYLOR (GAIA)
2. UNDER NORTHERN LIGHTS - KEIKO MATSUI (MCA)
3. MORE THAN A DREAM - STEVE BACH (SOUNDWINGS)
4. ORIGINS - KERSTIN ALLVIN (DOGWOOD PROD.)
5. "I ONLY HAVE EYES FOR YOU" - MARILYN SCOTT/TWINS (WTG/CBS)
6. SLICE OF LIFE - FREE FLIGHT (CBS ASSOC.)

TOP TIP

FREE FLIGHT
SLICE OF LIFE
(CBS ASSOC.)

TANITA TIKARAM
ANCIENT HEART
(REPRISE)

RECORD TO WATCH



TRAUT/RODBY
THE GREAT LAWN
(COLUMBIA)

Guitarist Ross Traut and acoustic bassist Steve Rodby cover a wide range from "Round Midnight" to the Delfonics' "La La Means I Love You."

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

2W	LW	TW
10	6	1 ENYA - WATERMARK (Geffen)
1	1	2 Al Jarreau - Heart's Horizon (Warner Bros.)
3	3	3 Gerald Albright - Bermuda Nights (Atlantic)
9	8	4 JOE BECK - BACK TO BECK (DMP)
2	2	5 Chet Atkins - C.G.P. (Columbia)
4	5	6 Lee Ritenour - Festival (GRP)
18	12	7 DANNY HEINES - EVERY ISLAND (SILVER WAVE/OPTIMISM)
34	17	8 KIM PENSYL - PENSYL SKETCHES #1 (OPTIMISM)
13	13	9 CHI - PACIFIC RIM (PROJAZZ)
7	4	10 Julia Fordham (Virgin)
21	19	11 BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
6	9	12 David Knopfler - Lips Against The Steel (Cypress/A&M)
8	10	13 Tom Scott - Flashpoint (GRP)
15	15	14 DO'AH - WORLD DANCE (GLOBAL PACIFIC/CBS)
5	7	15 John Jarvis - Whatever Works (MCA Master Series)
11	11	16 Sadao Watanabe - Elis (Elektra)
25	18	17 Gary Herbig (Headfirst/K-Tel)
16	20	18 Dream Patrol - Phoning The Czar (Pasha/CBS)
14	14	19 Chris Spheris - Pathways To Surrender (Columbia)
22	21	20 Don Harriss - Vanishing Point (Sonic Atmospheres)
17	25	21 ROBERTA FLACK - OASIS (ATLANTIC)
30	27	22 ANITA BAKER - GIVING YOU THE BEST THAT I GOT (ELEKTRA)
19	22	23 Jonathan Butler - More Than Friends (Jive/RCA)
12	16	24 Kenny G - Silhouette (Arista)
--	44	25 FREE FLIGHT - SLICE OF LIFE (CBS ASSOC.)
32	30	26 VANGELIS - DIRECT (ARISTA)
26	26	27 Stanley Jordan - Flying Home (EMI)
31	24	28 Brian Melvin's Nightfood - Nightfood (Global Pacific/CBS)
29	29	29 Tom Grant - Mango Tango (GAIA)
20	28	30 Grant Geissman - All My Tomorrows (TBA)
23	23	31 Wishful Thinking - Way Down West (Soundwings)
--	42	32 TANITA TIKARAM - ANCIENT HEART (REPRISE)
33	33	33 Checkfield - Through The Lens (American Gramophone)
28	34	34 Eric Tingstad & Nancy Rumbel - Legends (Narada/Lotus)
41	40	35 RUSS BARENBERG - MOVING PICTURES (ROUNDER)
27	32	36 Lyle Mays - Street Dreams (Geffen)
24	31	37 Susan Mazer & Dallas Smith - Summit (Brave Dog)
38	38	38 Michael Colina - Shadow Of Urbano (Private Music)
44	39	39 Chris DeBurgh - Flying Colours (A&M)
--	47	40 FREEWAY PHILHARMONIC (SPINDLETOP)
--	--	41 GIPSY KINGS (MUSICIAN/ELEKTRA)
43	45	42 PETER ERSKINE - MOTION POET (DENON)
--	--	43 DAN BALMER - BECOMING BECAME (CHASE MUSIC GROUP)
39	41	44 Brandon Fields - The Traveler (Nova)
37	37	45 Caldwell Plus - As We Bop (MCA Master Series)
--	46	46 Tony Guerrero - Tiara (White Light)
--	--	47 MARTIN TAYLOR - SARABANDA (GAIA)
36	36	48 Bill Bergman & Metro Jets (GAIA)
--	--	49 TRAUT/RODBY - THE GREAT LAWN (COLUMBIA)
--	--	50 STEVE BACH - MORE THAN A DREAM (SOUNDWINGS)

CHARTBOUND

* KEIKO MATSUI (MCA)	* CHARLIE MARIANO (INTUITION/CAPITOL)	BLEY/SWALLOW (ECM/POLYGRAM)
* MARILYN SCOTT/TWINS (WTG/CBS)	RIC FLAUDING (SPINDLETOP)	ANCIENT FUTURE (NARADA/SONIA GAIA)
STEPS AHEAD (INTUITION/CAPITOL)	WORKING WEEK (VIRGIN)	BILLY MITCHELL (OPTIMISM)
* KERSTIN ALLVIN (DOGWOOD PROD.)	BARBI BENTON (TAKOMA)	RICHARD BURMER (GAIA)
DAVE GRUSIN (GRP)	* GONTITI (PORTRAIT)	RICHARD SMITH UNIT (CHASE MUSIC GROUP)
Dropped: #35 Tania Maria, #43 Michel Camilo, #48 Harry Connick, Jr., #49 Rodney Franklin, #50 Flora Purim.		
*Debuts in chartbound		

JAZZ NEW RELEASES

METROPOLIS - TURTLE ISLAND STRING QUARTET (WINDHAM HILL JAZZ)

One day while driving through the city streets, I almost crashed the car when KJAZ played Turtle Island's version of "Milestones" by Miles Davis. It was even more shocking when the new CD, Metropolis, arrived containing a note-by-note arrangement of Lee Morgan's "Sidewinder." Two iconoclastic jazz anthems in a row! TISQ, like Toots Thielemans and Monty Alexander, are so instrumentally unique that they can help colorize broadcast Jazz in bright and diverse patterns. Check out Pat Metheny's "Jaco," "Four On The Floor" with guest drummer Steve Smith, Horace Silver's famous "Ecaroh" and of course Lee's "Sidewinder." Violinists Darol Anger and David Balakrishnan are really on to something here.

SARABANDA - MARTIN TAYLOR (GAIA)

Martin Taylor's hook in Jazz is that he's spent quite a bit of his career as guitarist with **Stephane Grapelli**. In fact the French legend appears on a nice duet called "Don't Blame Me." Halfway through the album, you begin to appreciate Martin's flair for the standards and as a soloist he shines on the Gershwin tune "They Can't Take That Away From Me." "I Got Rhythm" shows Taylor's capability to switch from solo and duet pieces to full band arrangements. Sarabanda is clearly GAIA's most vital jazz release in recent memory because there's music here suitable for every kind of Jazz programmer.

IVORY DREAMS - BOBBY LYLE (ATLANTIC)

Hey this is some groovin' stuff here! Currently, keyboardist/composer Bobby Lyle is sharing a ride to the top of the Jazz/AA charts with his participation on the new **Gerald Albright** album. Now he's returned with his first solo effort since the three albums he released in the late seventies. What we have here is the most "up" sounding funk fusion record since Rodney Franklin's release last summer. Having served as musical director for **George Benson**, **Bette Midler** and **Anita Baker**, Lyle is skilled at adding fine finishing touches to his jams. "Loco-Motion," "Been So Long" and "Tropical" will be featured on a three-cut CD sampler. When the full release comes out check out "Save It For A Rainy Day." While vocal tracks usually signal the fast forward button, this energetic cut heads you straight for rewind. The closer track "Nova" gives Lyle a chance to deliver some straight, driving three piece jazz.

HIGH VOLTAGE 2 - MAYNARD FERGUSON (INTIMA)

Yes, the "Mayn" man is back with his second small band project. Much like Doc

Severinsen and Facets, Ferguson uses High Voltage 2 to take leave from his big band reputation. "Whatcha Thinkin'" will suit Jazz programmers looking for a modern edge while "Nightgown" will satisfy his more traditionalist listeners. "Star Eyes" starts off bluesy then evolves into HV2's best display of those trademark Ferguson high notes. The small combo concept reaches full potential with "Zhuatanejo." Long known as one of the hardest working, most traveled bandleaders in Jazz biz, Maynard (like Doc) can handle most any jazz genre thrown his way.



THE FRENCH LAUNDRY - WINDOWS (CYPRESS/A&M)

Unlike a lot of studio entities, Windows found that playing live shows eventually affected their plans and presentations for their fourth album. The result is 50/50 split between studio-oriented instrumental creations backed with the results of some live-in-the-studio ensemble recording. Hence The French Laundry contains an expanded version of Windows and some studio reinforcements including **Al Stewart** guitarist **Peter White**. In fact brother Al drops in to supply the disc's only vocal, the whimsical title track. **Ed Cohen** and **Skipper Wise's** decision to utilize live players paid off in aces. "Live" trax like "Top Of The Mountain" and "Ships At Sea" are two successes, although I'd place the edged non-live "New Sneakers" among Window's best attempts. Thankfully the live and studio trax are designated inside the liner notes.

CLOSE TO THE EDGE - GORDON GOODWIN (NOVA)

Arranger **Gordon Goodwin** puts together quite a contemporary big band of horns and rhythm players that swing with style. Although the opening "Back On Top" sounds a bit like a sports highlight soundtrack, as **Close To The Edge** warms up you come to appreciate the soloing as well as the electronic mix. For instance on "Out Of Commission," tenor soloist **Eric Marienthal** proves that neither he nor the band certainly aren't. This one's a labor of love and horn lust. Turn it up.

INSIGHT - DAVID MANN (ANTILLES NEW DIRECTION/ISLAND)

A beautiful sounding second effort by 25 year-old altoist **David Mann**. Assisted by an able band including brother/bassist **Ned Mann** and guitarist **Jay Azzolina**,

David opens his **Insight** with the melodic "Chelsea After Dark," closing the disc with a piece of swing neatly titled "Nuclear Bebop." In between, **Mann** volleys his influences back and fourth, playing a sort of one-man tennis game--a **Sanborn** riff here, a **Coltranesque** scream there. **Mann** has his modern electronics down while also having already covered the basics at the **New England Conservatory** with professors and theorists who worked with giants such as **Dolph** and **Miles**. **David Mann's** personal experience with **Gil Evans**, **Maynard Ferguson** and **Anthony Braxton** gives you a clue as to how diverse his playing can be. Again, heat up your stereo amp on this one. It sounds great loud.

LOVE SEASON - ALEX BUGNON (ORPHEUS/EMI)

Don't let the first few seconds of sass talk fool you. Switzerland's **Alex Bugnon** doesn't take much mess. The opening "Going Out" is this week's funkier gem. Growing up in **Montreux**, **Alex** was always



an earshot away from the yearly festivities. And it seems as if he absorbed quite a lot by way of jazzy and funky playing. With a layer of acoustic piano on top, the electric solos soar and tear. On **Love Season**, **Bugnon** makes a triple statement--Jazz, Adult and fashion. A terrific talent!

TRIO + ONE - DAVID LIEBMAN (OWL/POLYGRAM IMPORT)

NATURAL SELECTION - QUEST featuring DAVID LIEBMAN (PATHFINDER)

Lately I've had a soprano saxophone itch. Fortunately two fine **David Liebman** efforts were released to scratch it. Ever the prolific player, **Liebman** studied with both **Lennie Tristano** and **Charles Lloyd** before taking off as a pioneer rock fusionist with **Ten Wheel Drive** during the early **Blood, Sweat & Tears/Chicago** daze. After stints with **Elvin Jones** and **Miles Davis**, there was no turning back from the jazz road. Since forming **Quest** with pianist **Richard Beirach**, he now has a transcendental outlet to let the soft side flow. The **Trio + One** album features a harder edged sound one might expect when working with **Jack DeJohnette** and **Dave Holland**. "Gazelle" is a spry leaper showing the trio's ability to swing and stop on a dime.

JOBS

A/C KRLT-Lake Tahoe, has future openings for morning talent. Phones & community awareness required. T&R: Dave Williams, PO Box 5310, Stateline, NV 89449. No calls, please. [2/3]

COUNTRY KCJB-Minot, ND, looking for a midday AT/MD w/experience for #1 rated AM. T&R: Rod Romine, PO Box 1686, Minot, ND 58702. [2/3]

TOP 40 WYAV/FM-Myrtle Beach, SC, needs an afternoon drive/MD w/experience. T&R: Kris Blake, PO Box 1020, Myrtle Beach, SC 29578. No calls, please. [2/3]

TOP 40 Y94-Fargo, ND, needs a midday AT w/production. T&R: Jack Lundy, PO Box 2466, Fargo, ND 58108. [2/3]

COUNTRY WMBC/FM-Columbus/Starkville, MS, is seeking f/t AT's w/good production skills. T&R: Mike Comfort, PO Box 707, Columbus, MS 39703. [2/3]

KBRK/KGKG-Brookings, SD, needs a News Director for small market AM/FM. Experienced newswriter w/journalism background. T&R: KBRK/KGKG RADIO, PO Box 97, Brookings, SD 57006. [2/3]

AOR KVRF-Vermillion, SD, has a rare opening for f/t AT w/good production & copywriting skills. T&R: Jim Muck, PO Box 282, Vermillion, SD 57069, or call: (605) 624-2662. [2/3]

TOP 40 WKZQ-Myrtle Beach, SC, is seeking a morning master ready to have fun in the sun. T&R&photo: WKZQ RADIO, PO Box 2389, Myrtle Beach, SC 29578. [2/3]

AMERICAS #1 CLASSIC ROCKER seeking entertaining morning team or solo personality. You'll inherit the #1 position to carry on the legend. You must be funny, topical, compatible & committed to win. Exp'd only need apply. T&R: Jeff Murphey, 4305 South Industrial, #102, Las Vegas, NV 89103. No calls, please. [2/3]

CENTRAL UTAH AOR KPRO has immediate opening for creative AT w/production skills. Must have at least 3 years exp. T&R: David Dart, PO Box 1076, Price, UT 84501. [2/3]

TOP 40 KC101-New Haven, CT, has an immediate opening for a f/t overnight communicator! Great personality, hot production, a flair for handling public appearances & a strong desire to win in a team atmosphere. T&R: Stef Rybak, PO Box KC, New Haven, CT 06510. No calls, please. [2/3]

AM/FM COMBO in Pacific NW is looking for a superhuman person. Need to be exp'd in news, sports, commercial production, copywriting and hard work. T&R: Katie Morgan, KRLC/KMOK, 805 Stewart Avenue, Lewiston, ID 83501. No calls please. [1/27]

KDES-Palm Springs, CA, needs a News Director w/personality & reporting/writing skills. T&R: PD, PO Box 2000, Palm Springs, CA 92263. [1/27]

URBAN WLTD-Lexington, MS, has openings for Sales positions. T&R: Kelly Karson, Route 1, PO Box 288E, Lexington, MS 39095. [1/27]

TOP 40 KIXR-Ponca City, OK, needs an exp'd, energetic, quick-witted, news talent/morning drive sidekick. T&R: Curt Steele, 205 W. Hartford, Ponca City, OK 74601, or call: (405) 765-5491. [1/27]

TOP 40 POWER105-Albuquerque, NM, has a rare opening for a killer AT on New Mexico's hottest radio station. Start in mid February. T&R: Howard Johnson, 10316 Edith Blvd. NE, Albuquerque, NM 87113. [1/27]

KCPW-Kansas City seeks 7-11 p.m. AT. Aggressive, hip personality. T&R: Dene Hallam, 508 Westport Road, Kansas City, MO 64111. [1/27]

A/C KBOZ/AM-Bozeman, MT, needs a midday AT w/prod. T&R: Paul Ehlis, PO Box 20, Bozeman, MT 59715, or call: (406) 586-5466. [1/27]

WBCN-Boston desires a Public Affairs Director. Applicant must have news reporting & radio news announcing experience. T&R&references: Oedipus, 1265 Bolyston Street, Boston, MA 02215. No phone calls, please. [1/27]

WBPR-Briarcliff Acres, SC, needs a midday/Production Director. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572. [1/27]

WAXX/WAYY RADIO has an opening for a copywriter/production person. Previous exp. preferred. Send resume, copy samples & prod. tape: Copy Director, PO Box 6000, Eau Claire, WI 54702-6000. [1/27]

TOP 40 KTUF93-Kirksville, MO, is looking for professional Sales Executive. Must be aggressive w/exp. preferred. T&R: Bob Simmons, PO Box 218, Kirksville, MO 63501, or call: (816) 627-1212. [1/27]

A/C & COUNTRY KOJM/KPQX-Havre, MT, needs a f/t News Director. T&R: Greg Ellendson, PO Box 7000, Havre, MT 59501. [1/20]

AOR KKEZ-Fayetteville, AR, needs a morning & middays person w/possible MD duties. Contact: Rick Allen (501) 521-5566. [1/20]

FM COUNTRY KSCS-Dallas/Ft. Worth, TX, needs an afternoon AT w/strong production skills. T&R: Ted Stecker, One Broadcast Hill, Ft. Worth, TX 76103. [1/20]

AVAILABLES

10-YEAR NEWS DIRECTOR, award winning anchor, personality w/large market exp. available now. Great voice & delivery. Worked several formats. BRUCE: (317) 935-0186. [2/3]

LOTS OF SMALL MKT. EXP. Looking to move up to larger market as PD or AT. Prefer Midwest. ED: (317) 935-5021. [2/3]

EXPERIENCED COUNTRY announcer w/good voice seeking position in Central or Mideast area. MIKE: (517) 368-5332. [2/3]

ARE YOU LOOKING? So am I. AT w/p-b-p will consider all offers. Call & leave message for JOHN: (916) 257-5195. [2/3]

PD/OM for hot A/C or lite AOR. Ten years exp. Currently programming county's #1 station near Jacksonville, FL. JIM: (912) 729-7644. [2/3]

AT/PD w/station management expertise, seeks new Top 40 or hot A/C challenge in South or West. Ten years exp. SHAWN: (505) 863-3922. [2/3]

HARDWORKER, very mature & energetic announcer seeks any size market. Willing to relocate. TERRY: (313) 482-2456. [2/3]

TRY KATHY MATTEA IN MONO. Give me stereo or give me death. Current MD/PM drive available w/2 weeks notice. CHAD: (307) 635-0005. [2/3]

CREATIVE WINNER, presently w/KWOD-Sacto, seeks AT/MD w/Top 40 or A/C station. BILL SHAKESPEARE: (702) 588-6153. [1/27]

DENVER B'CASTER seeks Production/Promo/AT position. Great voice, team player, winning attitude & club-mixer. Former: KOSI, KS104. RANDALL EDWARDS: (303) 444-1071. [1/27]

YOUNG, HARDWORKING A/C personality seeks small/medium market Country station. Exp'd in Country, Top 40, AOR & Oldies. JERRY GAULE: (206) 687-1289. [1/27]

12 YEAR TOP 40/AC personality now seeking large or major market midday/afternoon or evening position w/stable, winning radio station. Excellent references. Willing to relocate. Former KSJQ, KITS, KSND, KBOY. BILL CRAWFORD: (209) 473-3384. [1/27]

POLISHED PRO w/good pipes & good attitude w/over 20 years exp. Any market size. Prefer Country, A/C or Oldies. CHUCK: (915) 699-1903. [1/27]

TALENTED BROWN INSTITUTE GRAD seeks AT/News Anchor/Talk Host position in small/medium Northern markets. Great voice. Willing to relocate. CHRIS: (612) 699-8379. [1/27]

FEMALE PRO w/great pipes & attitude to match needs a new gig. Dig? KIM: (605) 338-9376. [1/27]

SERVICES

KOEL: A/C needs service on all product from all labels, including Jazz. Singles & CDs. Phil Pannier, PO Box 391, Oelwein, IA 50662. [2/3]

WQIC/FM: Urban needs singles, LPs & CDs from RCA. Larry Carr, 2711 7th Street, Meridian, MS 39302. [2/3]

WSEV: A/C needs service from Capitol, RCA & Reprise. Ed Garrett, PO Box 4340, Sevierville, TN 37864. [2/3]

KTRR: A/C needs service from all labels, especially RCA & Virgin. 5125 South College, Fort Collins, CO 80525. [1/27]

KDVV: Top 40 needs service from A&M & Motown. Tony Stewart, 715 Harrison, Topeka, KS 66603. [1/27]

KUAD: New Top 40 needs all product. Gary Spice, 600 Main Street, Windsor, CO 80550. [1/27]

KCSY: A/C needs CD service from all labels. Rick Preston, 374 Lovers Lane, Soldotna, AK 99669. [1/27]

WLTD: Urban needs Gospel service from all labels. Kelly Karson, Route 1, PO Box 288E, Lexington, MS 39095. [1/27]

Send notices of job openings or availables to Natalie Cusenza, c/o Gavin Classifieds, 140 Second Street, San Francisco, CA 94105 or call (415) 495-1990.

ALBUM/ALTERNATIVE

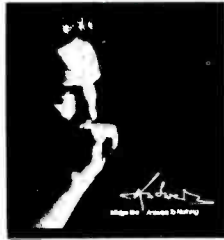
ALBUM

GAVIN ALBUM FRONTLINE

ALTERNATIVE



ROY ORBISON



MIDGE URE



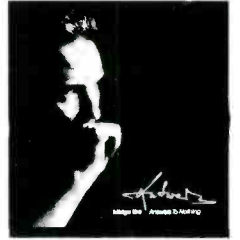
ION BUTCHER



REPLACEMENTS



NEW ORDER



MIDGE URE

MYSTERY GIRL - ROY ORBISON (VIRGIN)
It's too bad that **Roy Orbison** wasn't able to watch his record top the Gavin Album chart this week. With the help of multiple sets of producers including **T Bone Burnett**, **Jeff Lynne**, **Bono Vox** and **Mike Campbell**, Roy Orbison etched his swan song with a dignified contemporary spirit. Present is both a rockabilly edge and his signature sound of sadness and emotional depth. As "You Got It" continues its conquest of three different Gavin formats, there is plenty of longevity when it comes to trax like "She's A Mystery To Me" (produced by U2's Bono). "The Comedians" (penned by **Elvis Costello**) sounds shockingly like an uptempo Orbison oldie while "California Blue" could have easily borne the classic Monument logo. Ditto "Dream You." There's no doubt that Orbison's untimely death has launched this album into the stratosphere. Still, it's a strange brand of justice since the sheer quality justifies any amount of rampant enthusiasm.



DON'T TELL A SOUL - THE REPLACEMENTS (SIRE/REPRISE)

The cover of **Musician** mag said it best, dubbing the **Replacements** "the last, best band of the '80s." On Don't Tell A Soul (named after the music industry method of spreading news), the band swashbuckles their way through eleven new tunes with a combination of loping grandiose and sloppy-drunk timing. Ironically known as a "critic's band," I find them the opposite. This is music that is best listened to as opposed to being written about. So throw this magazine aside and turn it up. Trax: try "Talent Show," "We'll Inherit The Earth (But Don't Tell Anybody)" and "I'll Be You" just for starters.

NEW RELEASE

ELVIS AND T BONE BURNETT (FORMERLY THE COWARD BROTHERS) are at it again. After making their mark on the King Of America LP (as well as this week's **Roy Orbison** album), Spike may be a rematch but it is certainly far from being a sequel. The opening "...This Town..." features three "macs" armed with Rickenbackers--**Roger McGuinn**, **Paul McCartney** and **Elvis MacManus**. The remainder of the album features an eclectic cast including the **New Orleans Dirty Dozen Brass Band** coupled with **Allen Toussaint** playing a beautiful grand piano on "Deep Dark Truthful Mirror." Spike is lyrically rich, generally departing from any other direction Costello/MacManus has ever ventured. On the single, "Veronica," McCartney lends a hand on his Hofner violin Beatle bass. A variety of pipes, horns, bouzouki and more traditional pop instruments give the music lots of dimension and color.

OH YES I CAN - DAVID CROSBY (A&M)
It's been said that **David Crosby** is the most important member of the **Crosby, Stills, Nash & Young** line-up. A maverick from the sixties after a roller-coaster ride of self-destruction, Crosby seems ready to enter the '90s as an optimist. Oddly, my favorite track is "Tracks In The Dust," a song from which I draw the preceding conclusion. It's an acoustic conversation I found honest and transparent. The rest of the album follows the same course. Having released this record alongside a vivid autobiography Crosby tells it all, not from a sensationalist's point of view but from the eyes and ears of an artist.

"THE GOOD LIFE" - FIRETOWN (ATLANTIC)
Here's my single of the week! When assembling our New Faces issue quite a few months back, **Peter Standish** and I selected **Firetown** on the basis of their independent LP later re-issued on the Atlantic label. Yet I wasn't ready for the improvement and maturity you'll hear on this fantastic single (which doubles as the new album's title track). There's hooks galore inside the arrangement. The singing is a spirited duet,



showcasing a fine set of lyrics with clarity. This one sounds like a hit to me. Grab it before the Top Forty station across town gets hip.
THE GREAT RADIO CONTROVERSY - TESLA (Geffen)
As far as hard rock goes, I'm a hardliner. Aside from decibels, I like my hard rock to be edgy, complicated in its arrangement with lots of orchestrated guitar work. But best of all, if it's slightly bluesy at times, I'm in heavy heaven. Add **Tesla's** to your iron honor roll that may already contain **Cinderella**, **Metallica** and **Iron Maiden**. The Great Radio Controversy is an hour of hard tones and fulfilled promises. Songs like "Hang Tough" and "Heaven's Trail" are cream of the crop. Keep that ride cymbal bangin'!
"ANGEL VISIT" - THRASHING DOVES (A&M)
Thrashing Doves neither thrash their guitars nor, like doves, do they bring peace. "Angel Visit" is their harder edge. An airy mix (supplied by **Hugh Padgham**) and dominant guitars give the Doves a stark and steely sound. The climbing bass line keeps things together nicely.



TO TOUCH YOU - TYRONE BERKELEY (SCARLETT/COLUMBIA)
I listened to **Tyrone Berkeley** (pronounced **BARK-LEY**, as in the 76er superstar **Charles Barkley**) with intensity for a couple of reasons. First is Scarlett Records founder and producer **Robin Millar**, whose work with **The The**, **Sade** and **Midnight Oil** reveals expertise and melodic style. Then there were the songs and the vocal performances. **Tyrone Berkeley** is a super effective songwriter. His performances on "The Devil In Me," "Tears" and "Hard Days" reveal a singer who digs as deep as necessary. Pretenders guitarist **Robbie McIntosh** tears things up throughout. To Touch You touched me, especially "Bucket To The River."
KZ

TYRONE BERKELEY: TO TOUCH YOU

The long-awaited Warner Bros. debut

ELVIS COSTELLO

SPIKE

PRODUCED BY ELVIS COSTELLO, KEVIN KILLEN AND T BONE BURNETT

Featuring the single

Veronica

ONE EXTRA SONG ON CD AND CASSETTE



© 1989 WARNER BROS. RECORDS INC.

MOST ADDED

1. SUNSHINE ON LEITH - THE PROCLAIMERS (CHRYSALIS)
2. THE SKY AND THE GROUND - PIERCE TURNER (BEGGARS BANQUET/RCA)
3. ULTRAPROPHETS OF THEE PSYKICK REVOLUTION - CHRISTMAS (IRS/MCA)
4. FOUR A.M. - FULL FATHOM FIVE (LINK)
5. "VERTIGO" - MATTHEW SWEET (A&M-12")
6. MEGLAMANIA - BIRDHOUSE (LINK)

TOP TIP

THROWING MUSES
HUNKPAPA
(SIRE)

Dark horse group lands a whooping top 15 debut in the face of stiffening competition.

RECORD TO WATCH



FULL FATHOM FIVE
FOUR A.M.
(LINK)

This Iowa band is determined to keep the Midwest on the Alternative map.

IMPORT/INDIE

- ED HAYNES (APACHE) "KILL"
 FULL FATHOM FIVE (LINK) "LINE"
 BIRDHOUSE (LINK) "DEVIL"
 BAD BRAINS (SST) "AGAINST"
 ARMS OF SOMEONE NEW (C'EST LA MORT) "HERE"
 ELVIS HITLER (RESTLESS) "COOL"
 THE CHILLS (HOMESTEAD) "WAY"
 BONGOS, BASS AND BOB (50 SKILDILLION) "ORAL"
 THE SANDMEN (GARDEN-DENMARK) "HATE"
 FLOUR (TOUCH & GO) "FOOD" "ACCORDION"

ALTERNATIVE

2W LW TW

2	1	1	LOU REED (SIRE) "DIRTY" "SICK" "WHALE" "TIME" "STRAWMAN" "GOOD" "FAITH"
8	2	2	VIOLENT FEMMES (SLASH/WARNER BROS.) "NIGHTMARES" "WORLD" "FOOL" "FAT"
1	3	3	The Waterboys (Ensign/Chrysalis) "Fisherman's" "Lovers" "Party" "Sweet"
48	10	4	THE REPLACEMENTS (SIRE/REPRISE) "BE" "TALENT"
14	9	5	NEW ORDER (QWEST) "FINE" "ROUND" "LOVE" "RUN" "ALL" "DISCO"
11	7	6	MIDGE URE (CHRYSALIS) "DEAR" "BROTHER" "ANSWERS" "HELL"
5	4	7	Cowboy Junkies (RCA) "Jane" "Midnight" "Get" "Blue" "Postcard"
3	8	8	The Fall (Beggars Banquet/RCA) "New" "Right" "Kurious" "Overture" "Bad"
4	5	9	REM (Warner Bros.) "Stand" "Pop" "World" "Everything" "Inside"
12	11	10	DEAD MILKMEN (ENIGMA/FEVER) "BRAT" "STUART" "MOM" "PARTY" "PUNK"
6	6	11	The Saints (TVT) "Grain" "Ghost" "Sold" "Hollywood" "Fire"
23	15	12	WONDERSTUFF (POLYDOR) "GIVE" "MONEY" "WISH" "UNBEARABLE" "13TH" "RUBY"
--	--	13	THROWING MUSES (SIRE) "DIZZY" "ROOF" "FALL" "BE" "DRAGONHEAD"
--	41	14	ELVIS COSTELLO (WARNER BROS.-12") "VERONICA"
7	12	15	The Go-Betweens (Beggars Banquet/Capitol) "Anything" "Streets"
34	18	16	FINE YOUNG CANNIBALS (IRS/MCA-12") "CRAZY"
15	17	17	LILAC TIME (MERCURY) "RETURN" "TOGETHER" "ROAD"
21	20	18	ENYA (GEFFEN) "FLOW" "EVENING"
50	19	19	NITZER EBB (GEFFEN) "CONTROL" "HEARTS"
10	16	20	Front 242 (Wax Trax) "Headhunter" "Work" "Circling" "Death"
--	34	21	THE REIVERS (DB/CAPITOL) "TIME" "END"
9	14	22	Sonic Youth (Enigma/Blast First) "Teen" "Silver" "Hey" "Candle"
13	13	23	Julian Cope (Island) "5" "Vegetation" "China" "Anne"
--	--	24	THE POGUES (ISLAND-12") "YEAH"
27	26	25	TANITA TIKARAM (REPRISE) "TRADITION" "TWIST" "CATHEDRAL"
--	30	26	EASTERHOUSE (COLUMBIA) "COME"
30	27	27	Alien Sex Fiend (Caroline) "Bun" "Nightmare" "Planet" "Outer"
38	28	28	LAIBACH (ENIGMA/MUTE-12") "DEVIL"
39	29	29	MARC ALMOND (SOME BIZARRE/CAPITOL) "TEARS" "STARS" "BITTER"
24	25	30	Danielle Dax (Sire) "Big" "Cat" "Whistling" "White"
--	40	31	THE FIXX (RCA) "DRIVEN" "SUBTERRANEAN"
31	31	32	Edie Brickell & The New Bohemians (Geffen) "What" "Love" "Beat"
--	--	33	YOUNGBLOOD COMPILATION (ROOART) "TRILOBITES" "HIPSLINGERS" "MARTHA'S"
19	22	34	U2 (Island) "Angel" "Helter" "Watchtower" "God" "Town"
18	21	35	Ultra Vivid Scene (4 A D/Rough Trade) "Screamed" "Mercy" "Crash"
16	23	36	A House (Sire/Reprise) "Blue" "Kill" "Watch"
33	33	37	Half Japanese (50 Skildillion) "Said" "Fortunate" "Style"
26	38	38	Dinosaur Jr. (SST) "Freak" "Budege" "Pong" "Don't"
--	--	39	CICCONE YOUTH (ENIGMA/BLAST FIRST) "GROOVE" "LOVE"
46	46	40	CHRISTMAS (IRS/MCA) "STUPID"
--	--	41	BRUCE COCKBURN (GOLD CASTLE) "TREE"
--	--	42	MY DAD IS DEAD (HOMESTEAD) "DEFENSE"
--	--	43	LOVE & ROCKETS (BEGGARS BANQUET) "MOTORCYCLE"
--	--	44	ROY ORBISON (VIRGIN) "GOT"
22	24	45	American Music Club (Frontier) "Somewhere" "Lonely" "Liquor"
--	--	46	DEATH OF SAMANTHA (HOMESTEAD) "HARLEQUIN"
--	--	47	GIANT SAND (HOMESTEAD) "ROBES"
37	37	48	Trotsky Icepick (SST) "Incident"
43	43	49	Angst (SST) "Time"
49	49	50	Dead Can Dance (4 A D) "Ulyses" "Severance" "Host" "Kingdom"

CHARTBOUND

- | | |
|-----------------------------------|-------------------------------------|
| PAY IT ALL BACK (NETTWERK) "RUN" | THE FEELIES (A&M) "HIGHER" "REGGAE" |
| PROCLAIMERS (CHRYSALIS) "I'M" | PAILHEAD (WAX TRAX) "LINE" |
| PIERCE TURNER (RCA) "SKY" | BRAZIL CLASSICS (BUG/SIRE) "JORGE" |
| MATTHEW SWEET (A&M-12") "VERTIGO" | LEGAL REINS (ARISTA) "RAGE" "WAIT" |

Dropped: #32 Donner P., #35 Lime S., #36 Scruffy TC, #39 Pursuit OH, #42 Sound G., #44 N.Cave, #45 B.Dipper, #47 Rapeman, #48 Scrawl, #50 Rainbirds, H.Largo.

PIERCE TURNER

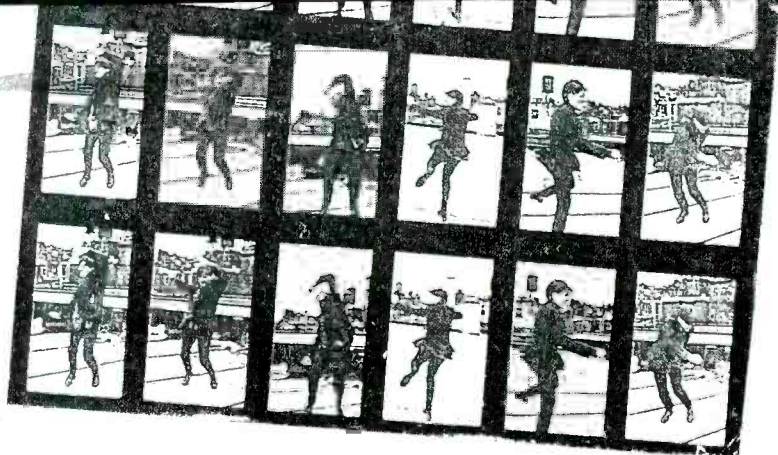
2ND MOST ADDED
GAVIN ALTERNATIVE

FEATURING THE
BREAKTHROUGH TITLE
TRACK
THE SKY AND THE GROUND



PIERCE TURNER WILL BE
PLAYING AT THE GAVIN
SEMINAR THURSDAY,
FEBRUARY 16TH AT
SLIM'S NIGHTCLUB!

BEGGARS@BANQUET



COWBOY JUNKIES

TRINITY SESSIONS

WAS VOTED #1 RECORD BY THE L.A. TIMES CRITICS POLL
ON TOUR SOON!



MOST ADDED

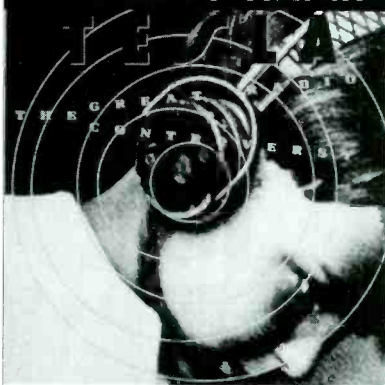
1. DYLAN & THE DEAD (COLUMBIA)
2. OH YES I CAN - DAVID CROSBY (A&M)
3. DON'T TELL A SOUL - THE REPLACEMENTS (SIRE/REPRISE)
4. "END OF THE LINE" - TRAVELING WILBURYS (WILBURY/WARNER BROS.)
5. "VALERIE" - ELVIS COSTELLO (WARNER BROS.)
6. "COME OUT FIGHTING" - EASTERHOUSE (COLUMBIA)
7. "SHAKE IT UP" - BAD COMPANY (ATLANTIC)

TOP TIP

JON BUTCHER
"SEND ME SOMEBODY"
(PASHA/CAPITOL)
DAVID CROSBY
"DRIVE MY CAR"
(A&M)

A couple of upper demo dudes tearing up the chart. Jon Butcher wails 49-33-13 while David Crosby jumps 43-15!

RECORD TO WATCH



TESLA
THE GREAT RADIO CONTROVERSY
(Geffen)

Tesla uses the rock n roll airwaves to immortalize the real father of radio--Nikola Tesla.

Editor: Kent Zimmerman

ALBUM

2W LW TW

6	4	1	ROY ORBISON (VIRGIN) "GOT"
2	1	2	REM (WARNER BROS.) "STAND" "POP" "ORANGE"
3	3	3	TRAVELING WILBURYS (WILBURY/WARNER BROS.) "LINE" "LAST" "TWEETER"
16	6	4	THE FIXX (RCA) "DRIVEN"
1	2	5	U2 (Island) "Angel" "Town" "God"
10	7	6	MIKE + THE MECHANICS (ATLANTIC) "LIVING" "PERFECT"
13	8	7	LOU REED (SIRE/WARNER BROS.) "DIRTY BLVD."
4	5	8	Crosby, Stills, Nash & Young (Atlantic) "Got" "American" "That" "Night"
25	14	9	MIDGE URE (CHRYSALIS) "GOD"
7	9	10	Eddie Money (Columbia) "Eyes"
37	13	11	CHRIS REA (Geffen) "WORKING"
15	15	12	WATERBOYS (ENSIGN/CHRYSALIS) "WORLD" "BLUES"
49	33	13	JON BUTCHER (PASHA/CAPITOL) "SEND"
8	10	14	Edie Brickell & New Bohemians (Geffen) "Am" "S"
--	43	15	DAVID CROSBY (A&M) "DRIVE"
45	21	16	REPLACEMENTS (SIRE/REPRISE) "BE"
23	20	17	RUSH (MERCURY/POLYGRAM) "MARATHON" "MANHATTAN"
29	29	18	LIVING COLOUR (EPIC) "CULT"
21	17	19	Steve Earle (UNI/MCA) "Back"
34	30	20	VIXEN (EMI) "CRYIN'"
24	22	21	INXS (ATLANTIC) "MYSTIFY"
35	23	22	GUNS N' ROSES (Geffen) "PARADISE" "PATIENCE" "USED"
18	16	23	Robert Cray Band (Hightone/Mercury) "Acting"
5	11	24	Fleetwood Mac (Warner Bros.) "Follow" "Question"
--	37	25	ELVIS COSTELLO (WARNER BROS.) "VERONICA"
27	25	26	Little Feat (Warner Bros.) "Clear"
12	12	27	John Hiatt (A&M) "Paper" "South"
--	38	28	DYLAN & THE DEAD (COLUMBIA) "SLOW" "WANT"
9	18	29	Keith Richards (Virgin) "Move" "Struggle"
14	29	30	Dreams So Real (Arista) "Jericho" "Witness"
22	24	31	Tequila Sunrise Soundtrack (Capitol) "Zander/Wilson" "Crowded" "Taylor"
36	34	32	WHITE LION (ATLANTIC) "CHILDREN"
22	31	33	Jeff Healey Band (Arista) "See"
26	28	34	The Saints (TVT) "Grain"
43	41	35	BON JOVI (MERCURY/POLYGRAM) "THERE"
--	45	36	BRUCE COCKBURN (GOLD CASTLE) "TREE"
31	26	37	Julian Cope (Island) "Charlotte" "O'Clock"
44	35	38	Jim Capaldi (Island) "Take" "Something"
33	49	39	38 SPECIAL (A&M) "SECOND" "SHEBA"
42	39	40	Cowboy Junkies (RCA) "Sweet"
38	42	41	RATT (ATLANTIC) "WAY"
--	47	42	ENYA (Geffen) "FLOW"
--	50	43	EASTERHOUSE (COLUMBIA) "FIGHTING"
--	44	44	FINE YOUNG CANNIBALS (IRS/MCA) "CRAZY"
11	27	45	Joe Satriani (Relativity) "Crush"
--	--	46	CHARLIE SEXTON (MCA) "BACK"
--	48	47	VIOLENT FEMMES (SLASH/WARNER BROS.) "NIGHTMARES"
--	--	48	CINDERELLA (MERCURY/POLYGRAM) "LAST"
--	--	49	MELISSA ETHERIDGE (ISLAND) "SIMILAR"
--	--	50	TESLA (Geffen) "TRAIL"

CHARTBOUND

* BAD COMPANY (ATLANTIC) "SHAKE"	TANITA TIKARAM (REPRISE) "TWIST"	* OZZY OSBOURNE (CBS ASSOC.) "CRAZY"
WINGER (ATLANTIC) "SEVENTEEN"	ROYAL COURT OF CHINA (A&M) "TRUTH"	* METALLICA (ELEKTRA) "ONE"
DOKKEN (ELEKTRA) "WALK"	ROD STEWART (WB) "HEART"	* MATTHEW SWEET (A&M) "VERTIGO"
PAUL DEAN (COLUMBIA) "SWORD"	NEW ORDER (QWEST/WB) "FINE"	
IVAN NEVILLE (PLYD./PLYG.) "FALLING"	* POGUES (ISLAND) "YEAH"	

Dropped: #32 Tom Cochrane, #36 Tommy Conwell, #40 Aerosmith, Twins, Huey Lewis.

INSIDE ALTERNATIVE RADIO by Peter Standish

Last week's (1-27) philosophical critique of the Alternative format generated a fair amount of response. Lenny Bronstein said, "Weird, raw and sloppy is an "alternative" but a pox on everyone's ears. Outrage to annoy and shock grates quickly." Dave Lombardi who does Dance Promotion for Island Records responded, "When I was in college radio there was a stigma attached to artists who achieved some success outside the format. There was an obsession with being different rather than with quality, but it's getting a little better." Gil Creel-WTUL says, "some artists are getting hosed because they're too Country for Country radio and everyone else is scared of it." Chris Crowley-WUSB, comments, "some stations are tuning too many artists out completely while others are kissing butt." Craig Marks with Homestead Records notes, "There's no reason a station should abandon an artist just because they're on a major, or break-out of the Alternative realm, but very often they DO make different records when this happens. I don't think a band ever deliberately produces a record poorly. Many, especially those starting out, don't have the know-how or dough to make their

record sound the way they'd like." Craig goes on to make some good points regarding radio programmers and the heavy competition on the charts which we'll continue next week. I'd like to invite more responses, preferably in writing via FAX or the mail. The Gavin Seminar is only about 10 days away. You should have received a letter outlining the Alternative format meetings by now - if not please let me know. The dates and times to remember are: Alternative Format Conclave Thursday Feb. 16 at 5:30 PM, Saturday Alternative Format Break-Out Workshops Saturday Feb. 18 at 10:30 AM and the Album Music Programming Face-Off, also on the 18th at 1:00 PM. KUSF will hold their annual Alternative brunch on Sunday at 10:30 AM and at 2:00 PM the Alternative East vs. West Softball match. Any questions? Give me a call.

NEW RELEASES

The Lonesome Strangers -
THE LONESOME STRANGERS
(Hightone)

Last week in my Inside Alternative column, I mentioned the lack of "no-orthodox" Alternative music crossing into the format, specifically citing Country influenced material. The Lonesome

Strangers are a perfect example of this potential new breed of Alternative artists. They hit the mark with unique dual vocal tones and a modern approach to a self-proclaimed traditional style. For example, "Clementine" features an accordion, backed by a well conditioned rhythm section. The Lonesome Strangers take torching and twangy guitar to a hopping beat on "Goodbye Lonesome," "Hello Baby Doll," "Daddy's Gone Grey" and the hilarious "We Used To Fuss." Other songs worth exploring are "Lay Down My Old Guitar," and the blues tinged "Oh My Old Train" and "Don't Back Down." If you like what you hear, you can see them opening for Melissa Etheridge during the Gavin Seminar. Call Hightone at (415) 763-8500.

The Day Everything Became Isolated and Destroyed - NO MEANS NO
(Alternative Tentacles)

No Means No are disturbingly honest and righteous in their music and lyrics. The resilient "Victory" strikes a socio-economic nerve, while "Real Love" and "Lonely" touch on two other self-explanatory emotional topics. Stations concerned about airing profanities should preview. Call Alternative Tentacles at (415) 541-5305.

INSIDE ALBUM by Kent Zimmerman



Holy moly! The whole KOME crew welcomes Living Colour. Back row (from l to r): ▲ KOME's Raffi Natvarien, Epic's Robin Silva, LC's Vernon Reid, KOMers Frank Bennett and Don West, LC's Muzz Skillings and KOME PD Ron Nenni. Front row is Living Will Calhoun and KOME Stephen Page.



Live 105-San Francisco's mixmaster Steve ▲ Masters with the beautiful Ofra Haza.

I know we promised you a Metallica interview this week. Instead our issue will coincide with the group's Grammy performance. So feast your eyes on a pic from WDNS-Bowling Green's 500 mile trek to hear the thunder. (L to R): WDNS's Metal Bob, Janie Locke of Music Land, Kirk Hammet of Metallica and WDNS's long-haired Gavin reporter Bryan Locke.▲

PERSONAL PICKS

SINGLES by Dave Sholin



JOHNNY KEMP - *Birthday Suit* (Columbia)

It's impossible to know whether Siskel & Ebert will give a thumbs up to the movie "Sing," since it hasn't opened yet, but this second release off the soundtrack is a singalong/dance delight. A total package that rates a high sign from top to bottom.



POISON - *Your Mama Don't Dance* (Enigma/Capitol)

Surprising to hear these guys cover an oldie, especially one by Loggins & Messina. Yet this 16 year-old classic hasn't lost a bit of its hipness or relevance. The song's lyrics are a perfect match for the band's image and they make it sparkle with their own instrumental and vocal approach.

SIMPLY RED - *It's Only Love* (Elektra)
Rediscovering their roots, Mick Hucknall and company get back on track and return to the sound that gave them their first hit, "Holding Back The Years." Simply loaded with upper demo appeal.

MELISSA ETHERIDGE

MELISSA ETHERIDGE - *Similar Features* (Island)

Count on hearing and seeing a lot of this talented newcomer who's already won herself a Grammy nomination. This is anything but standard Top 40 fare bolstered by a storyline lots of folks should find relatable. Melissa is a powerful writer and performer whose star has just begun to shine.

ALBUMS by Ron Fell

ROY ORBISON - *Mystery Girl* (Virgin)

Waxing poetic the mixed metaphors of death and lost love, the truly late great Roy Orbison leaves us with his finest album. Few if any of the dearly departed superstars leave behind their finest works. *Mystery Girl's* lead single, *YOU GOT IT*, would have been a hit without his untimely death. As with the recent Wilbury project, Roy is taken to new heights by producer Jeff Lynne. And speaking of heights, check out Roy's version of Elvis Costello's *THE COMEDIANS*. It's the funny/sad tale of a guy stuck all night at the top of a ferris wheel, while his woman walks away with his best friend -- and boy howdy does he miss him! *SHE'S A MYSTERY GIRL* (written by Bono and The Edge of U2) sketches the smoke of a former flame with our hapless hero fanning the last fading ember. Among the unknowingly prophetic compositions Roy wrote were *WINDSURFER*, about a sailor with no wind in his sail and *IN THE*



REAL WORLD, where he sings "There are things that we can't change and endings come to us in ways that we can't arrange." It was often Roy's obsessively sad songs and choirboy voice which provided my teenage years with its nightlite. Blue as it was, it was pure and bright -- sympathetic and sweet.

Next Week



JUDSON SPENCE

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Go Ahead. Make Your Day.



Robert Palmer
“She Makes My Day”

The universally irresistible new single from the platinum plus album “Heavy Nova”

Produced by Robert Palmer for Remlap Co. Inc.
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When You Play It/Say It

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MELISSA ETHERIDGE

"THE BEST NEW FEMALE ARTIST OF THE YEAR"

—John McCrea, KRQR, SAN FRANCISCO

ELECTRIFYING

"... The most electrifying vocal phrasing of any rock record this year!"

—Chris Willman, LOS ANGELES TIMES

"MELISSA, MELISSA, MELISSA... If this young woman doesn't have superstar written all over her, then the hell with everyone... I'm hooked for life!"

—Jim Steel, WIOT/TOLEDO, OHIO

"One exposure to Melissa Etheridge should be enough to excite even the most jaded music lover."

—Jim Hori, DAILY VARIETY

PASSION

"Melissa Etheridge... sings with enormous passion and power, and has a presence that's riveting!"

—Bruce Blackadar, TORONTO STAR

"Other than last night's Melissa Etheridge Roxy performance, the only other concert in ten years to give me goosebumps was U2 at Madison Square Garden!"

—J.J. Jackson, KMPC-FM, LOS ANGELES

PHENOMENAL

"Singer, songwriter, guitarist—a phenomenal talent!"

—Jim Sullivan, BOSTON GLOBE

"A typical Etheridge ballad builds from verses that have the tension of ticking time bombs, into choruses that are released like controlled explosions!"

—Stephen Holden, NEW YORK TIMES

**GRAMMY NOMINEE:
BEST ROCK VOCAL PERFORMANCE—FEMALE**



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