

the GAVIN REPORT

ISSUE 1744, FEBRUARY 17, 1989

UNCONVENTIONAL STRATEGIES TO SUCCESS

BOB KRASNOW

RICH BALSBAUGH



**ANNOUNCING THE DEBUT OF
NEW GAVIN COLUMNIST JHAN HIBER
...ON RATINGS AND RESEARCH**



Red Stewart

"My Heart Can't Tell You No"

GAVIN TOP 40: 15*-10*
75% HIT FACTOR

R&R CHR: 19*-15* 215/14

KARYN WHITE

"Superwoman"

GAVIN TOP 40: DEBUT-39*
#3 MOST ADDED

R&R CHR: DEBUT-34*
138/53

R.E.M.

"Stand"

GAVIN TOP 40: 36*-31*

R&R CHR: 38*-31*
BREAKER!!

VAN HALEN

"Feels So Good"

GAVIN TOP 40: 38*-33*

<u>ADDS:</u>	WGH	KCPX	KWES
WRQN	KAY-107	95XIL	Z103
<u>MOVES:</u>	KEGL 9-8	WMMS 12-7	KXYQ 11-10
WLRS 7-6	WSPK 30-24	KSAQ 31-24	KKRZ 31-26
KAKS 31-24	OK95 24-19	KPAT 21-17	KFRX 22-18

Tommy Page "A Shoulder To Cry On"

ADDS INCLUDE: KIISI!, KKRZ!, BJ105!, KWES!

PWR99 10-8 Y95 15-4 KCPX 7-2
KMEL 20-16 KZFN 21-15 KMOK 5-5

TRAVELING WILBURYS

"End Of The Line"

GAVIN A/C: 31*-24* 130/20
62% HIT FACTOR

R&R A/C: BREAKER DEBUT-28*

GAVIN TOP 40: 105/13

R&R AOR TRACK: 6*-3* • R&R LP: 2*-2*



TUNE IN AND TURN ON . . . CHANNEL 16 IN YOUR HOTEL ROOM!
VIDEOS 24 HOURS A DAY BROUGHT TO YOU BY WARNER BROS.

GAVIN AT A GLANCE

TOP 40

MOST ADDED

POISON
Your Mama Don't Dance
(Enigma/Capitol)
ANIMATION
Room To Move (Polydor/PolyGram)
KARYN WHITE
Superwoman (Warner Bros.)

RECORD TO WATCH

DEON ESTUS & GEORGE MICHAEL
Heaven Help Me
(Mika/Polydor)

Hot **ROXETTE**
The Look (EMI)



URBAN

MOST ADDED

BOBBY BROWN
Every Little Step (MCA)
KARYN WHITE
Love Saw It (Warner Bros.)
WENDY & LISA
Are You My Baby (Columbia)

RECORD TO WATCH

Z'LOOKE
Love Sick (Orpheus/Capitol)

Hot **BOBBY BROWN**
Every Little Step (MCA)



A/C

MOST ADDED

PETER NOONE
I'm Into Something Good
(Cypress/A&M)
SIMPLY RED
It's Only Love (Elektra)
CARLY SIMON
Let The River Run (Arista)

RECORD TO WATCH

ROBERT PALMER
She Makes My Day (EMI)

Hot **KENNY G (Vocal by SMOKEY ROBINSON)**
We've Saved The Best For Last (Arista)



COUNTRY

MOST ADDED

THE JUDDS
Young Love (Curb/RCA)
RESTLESS HEART
Big Dreams In A Small Town (RCA)
CLINT BLACK
Better Man (RCA)

RECORD TO WATCH

MOE BANDY
Many Mansions (Curb)

Hot **K.T. OSLIN**
Hey Bobby (RCA)



JAZZ

MOST ADDED

SPECIAL EFX
Confidential (GRP)
WINDOWS
The French Laundry (Cypress/A&M)
BUDDY MONTGOMERY
So Why Not? (Landmark)

RECORD TO WATCH

PASSPORT
Talk Back (Atlantic)

Hot **KEIKO MATSUI**
Under Northern Lights
(MCA)



ADULT ALTERNATIVE

MOST ADDED

SPECIAL EFX
Confidential (GRP)
WINDOWS
The French Laundry (Cypress/A&M)
DAVID MANN
Insight (Antilles New Directions/Island)

RECORD TO WATCH

SPECIAL EFX
Confidential (GRP)

Hot **KEIKO MATSUI**
Under Northern Lights
(MCA)



ALBUM

MOST ADDED

THE RADIATORS
"Confidential" (Epic)
GUADALCANAL DIARY
"Always Saturday" (Elektra)
U2 "God Part II" (Island)

RECORD TO WATCH

TANITA TIKARAM
"Twist In My Sobriety" (Reprise)

Hot **XTC**
"Mayor Of Simpleton"
(Geffen)



ALTERNATIVE

MOST ADDED

GUADALCANAL DIARY
"Always Saturday" (Elektra)
MIRACLE LEGION
Me And Mr. Ray (Rough Trade)
THELONIOUS MONSTER
"So What If I Did" (Relativity)

RECORD TO WATCH

THELONIOUS MONSTER
"So What If I Did" (Relativity)

Hot **XTC**
"Mayor Of Simpleton"
(Geffen)



NEWS

JHAN HIBER
...ON RATINGS & RESEARCH
see page 16

WJAZ CELEBRATES
10+ YEARS
see page 19

**DO YOU KNOW THE WAY FROM SAN JOSE?
 SMITH TO ENERGIZE HOUSTON**

After heating up the San Jose market for 15 months, Hot 97.7 Program Director Steve Smith is getting on the freeway and heading Southeast to Emmis-owned KKHT-I-Houston, where he'll take over the programming slot at the end of February.

"I'm thrilled to be working for Emmis," Steve enthused. "I think we've got one of the strongest teams in the country!" KKHT has recently changed its identity to Energy 96.5 and, as he says, "We are DEFINITELY energized!"

Smith has been with what he calls "hybrid Top 40" formats since 1981. "Steve has good instincts and can seize the moment," said KKHT VP/GM Susan Hoffman. "He took his San Jose station from a 2.5 to a 6 share in the first six months he was there. I'd say we have a great programmer coming down here!"

His body is still in San Jose, but Steve's mind is already moving toward Houston. "If you want to be energized, send me your T&R's," he said.

Jeff Salgo VP/Operations and Programming for Anaheim is sorry--yet happy--to watch Steve's success. "I first became aware of Steve when he was programming KWNK in Simi Valley, California," he said. It was the best itsy bitsy, teeny

weenie station I'd ever heard. Each station he's programmed did better than the one before, and our San Jose station was a tremendous overnight success. I'm thrilled for him." Salgo is looking for the perfect person to replace Steve--someone well-versed in dance crossover-based Top 40 who's familiar with all the modern research techniques, and is gung ho on the promotion front. He's available at 714-774-9600.

Steve Smith is a 1989 Gavin nominee for Top 40 Large Market Program Director/Operations Manager.

CONGRATULATIONS...

To Norm Osborne, who has been named National Director of Album Promotion for EMI Records. For the past six years Norm has been EMI's Regional Promotion Manager covering Northern California, Salt Lake City and Denver. Norm is a special friend of the Gavin family and although we'll miss him, we're happy that he's gotten this well-deserved promotion. A formal announcement will be made in next week's issue.

ROTATIONS

I CANNOT TELL A LIE. Rob Ellis has been named to the newly created position of Regional Promotion Manager/Upper Midwest for I.R.S....At A&M Wayne Isaak is Vice President of Publicity. He's been with A&M since '82...New Director of Publicity and Promotion at North Star Records is Virginia E. Shea...More appointments at Universal: Abbe DeMontbreum is Director of Production and Scott Poston is A&R Coordinator...Special Congratulations to Henry Droz, President of the Warner/Elektra/Atlantic Corporation on being named the recipient of the T.J. Martell Foundation's 1989 Humanitarian Award...

HIBER EAZES INTO W-FILADELPHIA

Malrite VP/Research and Gavin Columnist Jhan I Hiber is segue-ing from Cleveland to Philadelphia where he'll join WEAZ (EAZY 101) FM and WFIL/AM as Vice President of Marketing and Research. Hiber will help WEAZ/WFIL expand into group ownership, and the deal includes equity in new properties.

"There's been a lot of competitive activity in the Philadelphia radio market recently," said Executive VP/GM Jim DeCaro. "...we needed to

strengthen our in-house marketing and applied research capabilities--areas in which Jhan Hiber excels."

Hiber's 20 years of experience includes two years as Manager of Radio Market Reports for Arbitron and eight years as President of Jhan Hiber & Associates. His ...On Ratings and Research column begins in the Gavin Report this issue, and will run bi-weekly.

Of this new venture, Hiber said, "It's a privilege to go to work for Jerry Lee. My mission is twofold. First, to enhance the ratings and revenues of WEAZ/WFIL, then perhaps next year, find, buy and improve under-performing stations."

JACKSON AND DILEO PART COMPANY

Epic artist Michael Jackson and his Personal Manager Frank DiLeo have decided to end their professional relationship.

As is typical of Jackson, his statement was short and sweet. "Michael Jackson and Personal Manager Frank DiLeo have announced an amicable parting," said Jackson's PR Firm Solters, Roskin and Friedman. "As for Michael: "I thank Frank for his continued efforts on my behalf during the past several years."

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by Dave Sholin



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PUT ON A

SMASH

JOHNNY KEMP.

"BIRTHDAY SUIT."*

38-68569

The hit single from

SING.

SC 45086

The new soundtrack album from the creators of "Footloose."

On Columbia Cassettes, Compact Discs and Records.


Columbia Records
—Radio's Best Friend!

Grammy-Nominated!
"Just Got Paid"
from the album, "Secrets Of Flying."

*Produced by Rhett Lawrence.
Album Executive Producer:
Dean Pitchford and Craig Zadan

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FM 102 CALLS FOR BAN ON ASSAULT RIFLES

In the weeks following the tragic schoolyard shooting in Stockton, CA, Bay Area teachers, politicians and media have rallied together to keep the spotlight on what they all seem to agree is an important issue—the possession of assault rifles.

The most dramatic event to date may well be the "Gun Smashing Ceremony" staged by FM 102-Sacramento with the cooperation of California Assembly Speaker **Willie Brown**.

Last week FM 102 offered payment to anyone who voluntarily turned in assault rifles in their possession, and on Monday afternoon Speaker Brown mounted a steam roller emblazoned with the FM 102 logo and crushed the weapons that had been collected. A film clip was shown on national TV.

"As a father of a three year old I felt compelled to help remove these weapons from our streets," said FM 102 Marketing Director **Mike Rogers**. "FM 102 was able to remove over ten military assault rifles from our community."

PALMER EXECUTIVE VP/GM FOR ATCO

Harry Palmer has joined Atco as Executive Vice President/General Manager.

Palmer began his career in the 60's and was a songwriter, independent producer, studio guitarist and the founder/leader of the band **Ford Theatre**. He comes to Atco after a 10-year stint with **PolyGram** where he began in 1978 as Label Manager for **Mercury Records**, and in 1988 was working in PolyGram's A&R department.

In his new position Palmer will be based in New York and will oversee all company activities.

CHRISTINA ANTHONY ENTERS A NEW AGE

Meshing three different but related formats, Geffen Records' Director **Marko Babineau** has promoted **Christina Anthony** to National Promotion Director for Adult Contemporary, New Age and Jazz. This is the first time a promoter will have these formats under the same umbrella.

"This is an exciting time," said Anthony, "The AC format is in transition. I'm looking forward to the challenge of this new frontier."

Anthony has been at Geffen for four years, and before that was Promotion Director for **Global**

THIS PROMOTION DIDN'T HAVE HEART

Shades of **Ozzy Osbourne**. Or maybe "Night Of the Living Dead?" **Ace O'Connell**, former morning man at **KPSI/FM-Palm Springs**, went on the air last week with a station promotion that asked for listeners to bring hearts into the station on Valentine's Day. The catch was that he didn't want just your standard paper or chocolate heart, the organ had to have been in a living creature.

After putting a few irate callers on the air, O'Connell adjusted the promotion to make anyone under 18 ineligible, but added this twist: the first person

who brought in a human heart would win a special prize.

Must we say that this didn't sit too well with **GM Judy Gilliard**? O'Connell was suspended for a few days, and his air slot was filled by former **KPSI PD Mike Doyle**.

We segue past the weekend now, and on Monday while O'Connell was broadcasting from a live remote site, Gilliard notified Doyle that she and the **KPSI** owners had decided to let O'Connell go. Doyle took an "if he goes I go" stance and ended up "going" too.

"There's too many strange things happening these days," said Gilliard, "and we're in an industry that can influence people so easily. **KPSI** tries to hold everything in a positive, upward motion. I want all of our promotions to leave people smiling."

O'Connell and Doyle may not be smiling, but they've still got heart.

RADI-O-RAMA

THANKS FOR THE FLOWERS, **Galliani Brothers**. But, are we *all* foxes?...Special **Gavin** congrats to **Annette M. Lai** who's officially the **Top 40** Associate Editor...**Z-90** Morning Talent **Chuck Fields** is leaving to join number one rated **Garry Wall** and the staff at **Q106**. **Chuck** will be doing fill-in work...**Brrrr!** In beautiful but frigid **Bozeman, MT** **Jim Diamond** is the new **PD/MD** at **KUUB**. **Benny Bee** has exited...**Debbie Klayman** has been promoted to **MD** at **Alternative WICB-Ithaca, NY**...If you're reading this at the **Gavin Seminar** for **Media Professionals** you'll hear **KSJO** broadcasting live. And belated but sincere **Happy Birthday** to **PD Bob "Get Me To The Trivia Contest" Harlow**...In **Lansing, MI** **Tim Myaard** is jumping up to **PD** on **March 1** replacing **Chuck Dees** who's leaving to start his own consulting firm. **Myaard** holds onto the **MD** title...**Wendi Seitz** joins the **Y-95** **Phoenix** programming team. She's worked across town at **KZZP** and at **KRQ-Tucson**...HE CAN'T DO WRONG: "Big" **Joe Wright**, veteran sportscaster at **FM-103/**

PERSONICS TAKES OFF



THE PERSONICS SYSTEM

The debut of the Personics System of customizing cassettes has turned skepticism into belief.

Two months after the installation of "Listening Posts" in 25 Los Angeles retail music stores, the system has increased the revenues of its host outlets by \$1,000 per store per week. This is beginning to erase the fear that giving consumers the opportunity to create their own cassettes will eat into album sales. **Elliot Goldman**, member of Personics' Board of Directors said, "What no one can question is that...the consumers' use of the Personics System has had no negative impact on sales of pre-recorded product."

The initial success of the Los Angeles "Listening Posts" will lead to to Personics' expansion into New York and New Jersey later this month. And customers are now able to select an additional cut at no charge. Seizing advantage of a new potentially valuable marketing tool, **Capitol**, **Elektra**, **PolyGram** and **Atlantic** will make cuts by **Jon Butcher**, **Gipsy Kings**, **Hothouse Flowers** and **Skid Row** available free of charge. **Ron McCarrall**, VP of Marketing for **Capitol** feels that **Butcher** will gain new fans through Personics. "We are very excited to be a part of this program," he said.

DERA SCORES IMMEDIATE HIT

Joe Dera, long time head of the New York branch of **Rogers and Cowan Public Relations** has officially opened the doors to his new company—and business is booming already.

Dera and Associates has already signed an impressive roster that shines with such big music names as **Paul McCartney**, **Robert Palmer** and **DuranDuran** and such literary luminaries as **Zebra Books**. According to **Dera** the company will handle all of the services of a full-size public relations firm and eliminate 95% of the bureaucracy. "Let's say an artist has an opportunity to have a dramatic role in a TV or film production. Those things would be handled here because we have the people who'll work exclusively in the TV or film area," he explained.

In his 14 years at **Rogers & Cowan**, **Dera** worked on **Live Aid**, **Amnesty International** and the return of **Pink Floyd**. Having such a long list of big clients right

at the start pleases him. "As one of the papers said, it's not often that you can hang out your shingle and have an immediate hit."



LITA FORD
duet with Ozzy Osbourne
Close My Eyes Forever

**#1
THIS WEEK!**

"Why does Kansas City
love Lita Ford?
#1 album sales! #1 phones—
all demos! It's been strong for
8 weeks, need I say more...
The listeners demanded it and we
gave it to them."

KXXR, Gary Franklin

"Top 5 requests. Big sales. Strong 18+.
I'd like to thank Brian Burns for the lead!"

Y-95, Buzz Bennett

"Instant reaction.
This will be a very big record in Houston!"

KKBQ, John Cook

"#1 phones after only one week of play.
This record is hotter than a pistol!"

K-106, Neil Harrison

"Close My Eyes Forever"...
the single that radio is demanding.
On your desk now.

Get ready for instant reaction.




From the soon to be
platinum album "Lita."

Produced by Mike Chapman

Ozzy Osbourne courtesy of CBS Associated Records

Management: Sharon Osbourne


DREAMLAND
CORPORATION

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**WHEN YOU
PLAY IT
SAY IT!**

RADI-O-RAMA *cont.*

WKFR and AM-1360/ WKMI-Kalamazoo is being honored with his own day. "Big" Joe is about to begin his 38th year on the air in that fair city... Radi-O-Rama thanks **Mike Morgan** at WTOY-Roanoke for celebrating Black History Month. The station has a morning quiz featuring trivia questions about Black history. In the afternoon "Roanoke Profiles" spotlights the history of WTOY listeners, and the evening sees 90-second vignettes called "Black Experience"... At WNUA/FM-Chicago **Bernie Kimble** is moonlighting as a part-time air personality. He doubles as director of the Connecticut School of Broadcasting... Back East in Greenfield, MA **Jim Olson** has been named Program & Promotions Director at WRSI/WGAM and **Cheri McSpaden** is Station Manager... THEY'LL STAY: KUPD-Tempe, AZ PD **Curtiss Johnson**, Asst. PD **J. Davis Holmes**, morning personality **Dave Pratt** and his partner **Sue Cook** have all signed contracts that will keep their association intact into the 90's. Evening personality **Mary McCann** has opted to pursue other interests. Country-rockin' in the interim will be **Larry Mac**... Hometown favorite **Alex Bevan** joins WMMS-Cleveland as Saturday morning personality...

WILLOWBEE

"It's a terrible shame that I had to leave New Jersey's snow and 20 degree weather to come to an office where I sit looking out at the mountains," said Willowbee of his decision to leave WMJX-Long Branch to take over as Program Director at KCQR-Santa Barbara.

Ten days after he arrived, the stations' Adult "Quality Rock Of The Coast" format was invading Santa Barbara. Rick Williams left cross-town KTYD to join Willowbee as Assistant PD/MD, and pulling air shifts are Dave Chaney, Deborah Katlin (ex-KKDJ/Fresno) and Steve Pierce. "The response in the market has been tremendous," says Willowbee, "and I think we're hitting our target audience."

Willowbee left the frigid East just two days before WMJY changed over to satellite programming. His resume includes four years at WLIR-Long Island.



RAPTURE. Anita Baker is shown celebrating the multi-platinum success of her Elektra albums Rapture and Giving You The Best That I Got. So far the combined sales of the albums total over 7 million copies. Shown backstage after a Detroit concert are back row l-r Elektra's Roy Emory, Joe Morrow, Producer Michael Powell, Elektra's Kenny Hamlin, Primus Robinson, Manager Sherwin Bash, Anita Baker, Elektra's Earl Hutchinson and Hale Milgrim. Front row l-r KTFM-San Antonio PD Bill Thorenson, Elektra's Rick Alden and Jim Cortez.

BIRTHDAYS

Compiled by Diane Rufer

Our Best Wishes and HAPPY BIRTHDAY To:

Danny Austin, KKBG-Hilo, HI 2/19
 Smokey Robinson, Lou Christie 2/19
 Howie Klein, Sire Records 2/20
 Joe Baker, WYZ-Fairmont, NC 2/20
 Greg Bell, WWIC-Scottsboro, AL 2/20
 J. Geils 2/20
 David Geffen 2/21
 Russ Shafer, WKSW-Urbana, OH 2/21
 Tim Arrowood, WJMQ-Clintonville, WI 2/21
 BJ, WLAS-Jacksonville, NC 2/22
 Teddy Gentry (Alabama) 2/22
 Gina Galli, WBNY-Buffalo, NY 2/23
 Johnny Winter 2/23
 Don Ward, WJXL-Jacksonville, AL 2/24
 Todd Chambless, KNOE/FM-Monroe, LA 2/24
 Romeo Sullivan, WBKH-Hattiesburg, MS 2/24
 Lori Scott, KWTX/FM-Waco, TX 2/25
 Curt Saylor, KBYZ-Bismarck, ND 2/25
 George Harrison 2/25

BIRTHS

Our **CONGRATULATIONS** to **SULLY RODDY**, Producer of Countdown USA, and her husband, **MARK GORDON**, on the birth of their son, **DAVID MICHAEL**. Born January 23rd, weighing 8 lbs, 14 oz.

**V. P. NATIONAL PROMOTION NAMED**

Arista Executive Vice President and General Manager Don Jenner has name Melani Rogers Vice President, National Publicity. She was promoted from her position as Senior Director, National Publicity. Rogers has been with Arista for 12 years.



**WE CANNOT
TELL A LIE!
THESE RECORDS WILL
ALL GO TO #1!**



SIMPLY RED
"It's Only Love"
from the *A NEW FLAME* album.

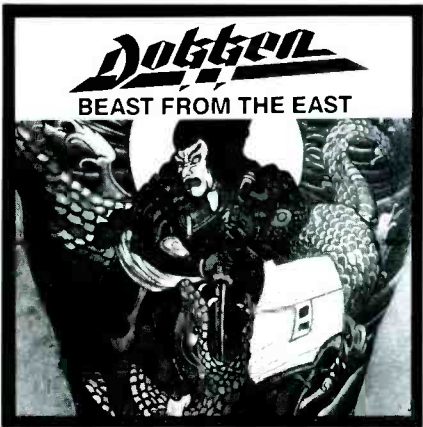


METALLICA
"One"
from the *DOUBLE PLATINUM ...AND JUSTICE FOR ALL* album.
The first and only video EVER from METALLICA!

GAVIN TOP 40: UP & COMING 76/40

WXKS ADD CKOI KITY D-35 KXXR ADD
KOY-FM KKRZ ADD KROY ADD KWOD ADD
KCPX ADD KISN ADD ... too many to mention!

GAVIN A/C: DEBUT-40* #2 MOST ADDED!
R&R A/C: DEBUT-29* #1 MOST ADDED! • **BB A/C: DEBUT-49***
VH1 MEDIUM ROTATION • HIT VIDEO USA MEDIUM ROTATION



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

Y95 ADD K106 36-33 KZZB WCGQ ADD
KBFM D-33 Y106 ADD 92Q WPHR AD
KSND KYRK WTHT ADD WFXR ADD
KIXY D-31 WHSL KPAT ADD OK95 19-13

MTV HEAVY ROTATION • #1 MOST REQUESTED VIDEO
SEE THEM PERFORMING LIVE AT THE GRAMMYS
R&R AOR: 60*-51*

WGH KXXR 33-29 KXYQ D-26 K104 23-20
WLAN 33-30 WYCR K106 KTUX
KZIO FM104 KZZU KAKS 40-33
OK95 14-11



GIPSY KINGS
"Bamboleo"
from the *GIPSY KINGS* album.

ALREADY ON AT: KBFM, KIXY, WNNK
APPROACHING 200,000 UNITS SOLD!
SEE THEM ON **SATURDAY NIGHT LIVE** FEB. 25TH
SEE THEM ON **THE TONIGHT SHOW** MARCH 16TH
VH1 LIGHT ROTATION

MTV BREAKOUT!



**We're ready, willing and Abe, by George...on
Elektra cassettes, compact discs, records and video.**

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WORD

Let's talk. Call our toll-free line: 800/ 422-7752
Outside U.S.A. contact Radio Express phone: 1-213/ 850-1003
fax: 1-213/ 874-7753 telex: 188679 RADIOEX

*Some of the people who created and brought you American Top 40 and American Country Countdown for 18 years.

ON DATINGS & DECADES

CONVENTION III

DINO "24/7"

GAVIN TOP 40 DEBUT 38* 168/13
16% HIT FACTOR
ADDS:KTFM, KS104, Y108, KUBE, Q101, KNAN, SLY/96

MAJOR MOVES:

- | | |
|----------------|----------------|
| FM102 9-8 | KROY 11-9 |
| KKRZ 19-12 | KWOD 17-13 |
| KWSS 17-13 | KZZP 28-25 |
| HOT 97 35-30 | WPGC 29-27 |
| KMEL 9-4 | HOT 97.7 15-11 |
| POWER106 30-25 | KGGI 11-10 |



4TH
IN WAY

MELISSA ETHERIDGE

"Similar Features"

GAVIN ALBUM RADIO 45*-27*
GAVIN TOP 40 UP & COMING 79/31

**SEE MELISSA LIVE ON THE
GRAMMIES FEBRUARY 22**



ISLAND

WOMACK & WOMACK

"Teardrops"

The International Smash
Now Ready To Explode In America!

WXKS 20-15 ADDED AT WPRO/FM



ISLAND

S FROM ISLAND!

DEF JEF

"Give It Up"

ON MTV

ALSO PLAYED ON KLUS & KIIS/AM



PAM RUSSO

"Love Is The Way To My Heart"

OUT OF THE BOX!! 12/12

WGBQ, KWXX, WXXQ, KTDR, KZMC, WKSP, KRRG, KZEV, KAGO,
WIFX, WOVO, KKBG



TON LOC

The New Single

"Funky Cold Medina"

WITH EARLY ACTION AT:

GAVIN TOP 40 DEBUT IN UP & COMING

EARLY ACTION AT:

Y100, X100, KMGX, WYTZ, SLY96, KMEL@18, KOY@26, KWSS,
KBOS@37, KPLZ, KYNO, KEZY, WWHB, WZZR, WHKW, WYYS@17,
WZMX, WQIO, KKQV, KRRG



TOP 40

MOST ADDED

- POISON** (80)
(Enigma/Capitol)
- ANIMOTION** (79)
(Polydor/PolyGram)
- KARYN WHITE** (68)
(Warner Bros.)
- ROXETTE** (59)
(EMI)
- TIFFANY** (53)
(MCA)

CERTIFIED

- ROXETTE**
The Look
(EMI)
- FINE YOUNG CANNIBALS**
She Drives Me Crazy
(IRS/MCA)

TOP TIP

- 38 SPECIAL**
Second Chance
(A&M)

Their specialty may be rock n' roll, but this time around it's the ballad strategy that's working for them.

RECORD TO WATCH



DEON ESTUS
Heaven Help Me
(Mika/Polydor)

Early buzz with thirty-four believers already and co-writer George Michael are helping to get this off to a strong start.

2W LW TW

8	2	1	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
1	1	2	Paula Abdul - Straight Up (Virgin)
14	8	3	MIKE + THE MECHANICS - The Living Years (Atlantic)
4	3	4	Rick Astley - She Wants To Dance With Me (RCA)
15	12	5	ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)
12	11	6	SHEENA EASTON - The Lover In Me (MCA)
11	10	7	NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)
10	9	8	Edie Brickell & The New Bohemians - What I Am (Geffen)
3	4	9	Bon Jovi - Born To Be My Baby (Mercury/PolyGram)
18	15	10	ROD STEWART - My Heart Can't Tell You No (Warner Bros.)
24	17	11	BOBBY BROWN - Roni (MCA)
6	5	12	Information Society - Walking Away (Tommy Boy/Reprise)
7	7	13	Tone Loc - Wild Thing (Delicious Vinyl/Island)
22	16	14	GUNS N' ROSES - Paradise City (Geffen)
25	19	15	BREATHE - Don't Tell Me Lies (A&M)
29	21	16	CHICAGO - You're Not Alone (Full Moon/Reprise)
--	26	17	BANGLES - Eternal Flame (Columbia)
13	14	18	Erasure - A Little Respect (Sire/Reprise)
28	22	19	EDDIE MONEY - The Love In Your Eyes (Columbia)
31	23	20	ANITA BAKER - Just Because (Elektra)
2	6	21	Sheriff - When I'm With You (Capitol)
23	20	22	The Boys - Dial My Heart (Motown)
36	27	23	ROY ORBISON - You Got It (Virgin)
35	29	24	MILLI VANILLI - Girl You Know It's True (Arista)
33	28	25	KON KAN - I Beg Your Pardon (Atlantic)
40	33	26	VIXEN - Cryin' (EMI)
--	37	27	WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)
--	--	28	ROXETTE - The Look (EMI)
38	34	29	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
39	35	30	MARTIKA - More Than You Know (Columbia)
--	36	31	R.E.M. - Stand (Warner Bros.)
9	13	32	U2 - Angel Of Harlem (Island)
--	38	33	VAN HALEN - Feels So Good (Warner Bros.)
5	18	34	White Lion - When The Children Cry (Atlantic)
--	--	35	FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)
--	40	36	CINDERELLA - The Last Mile (Mercury/PolyGram)
26	30	37	DuranDuran - All She Wants Is (Capitol)
--	--	38	DINO - 24/7 (4th & Broadway/Island)
--	--	39	KARYN WHITE - Superwoman (Warner Bros.)
16	24	40	Tiffany - All This Time (MCA)

Editor: Dave Sholin

CHARTBOUND

ARTIST TITLE LABEL	Reports	Adds	On	Chart	*Debuts in chartbound
POISON - Your Mama Can't Dance (Enigma/Capitol)	191	80	85	26	
LUTHER VANDROSS - She Won't Talk To Me (Epic)	158	22	81	55	
KENNY G (vocal by SMOKEY ROBINSON) - We've Saved The Best ... (Arista)	146	26	94	26	

WE'LL CHANGE YOUR TUNE.

THE WAY MOVES
"SHADOWS OF LOVE"
(with backing vocals by The Smithereens)
"HEART BEATS FOR YOU"



*First add in the US -
WXRT (medium) Hitting your desk now!*
Produced by George Merrill & Stephen Powers

SHAWN PHILLIPS
"OF LOVE"
"DISCOVERIES"
"SHARE THE WEALTH"



*The legend returns with
his first album in five years!*
Produced by Michael Hoenig (Tangerine Dream)
Featuring Alphonso Johnson (Weather Report),
Caleb Quaye (Hall & Oates, Elton John), and
J. Peter Robinson (Phil Collins).
Mixed by Rick Hart, (Pink Floyd, The Wall).

NEW MARINES
"RIDE ON"



*"The New Marines' record is as tough, gritty
and proud as the corps itself... This band has
the chops." J.J. JACKSON, KMPC*

Produced by Stephen Powers & David Glover.

ECOTEUR
"DECORATED LIFE"



*"Barely there arrangements and will-o'-the-
wisp vocals complement each other, result-
ing in an enticing, expressive mix of music
that brings to mind Voilent Femmes and
early R. E. M." BILLBOARD*

Produced by Victor DeLorenzo

THE WILD CARDS
"WILDEST DREAMS"
"HOUSE OF CARDS"



*"High energy blasts that demand
(and deliver) packed to capacity dance floors"
THE EDMONTON SUN "Kinetic ... highly
energetic and really reflects what people hear
from the wild cards on a really wild night."*

THE L.A. TIMES

Produced by Jeff Eyrich

JAMES LEE STANLEY
"THE DANCER"



*Debuted at WNUA, WLYT, WQBK,
WBZN, WMSE, WBZR, KZYR, KLTH,
KKGR, KEYV, KPFG, and 50 more
(first week out); Scored the "Kathy"
prime time special for CBS-TV.*

Hosted by James Lee Stanley

In the California Room

GAVIN

NEW MARINES
ECOTEUR
THE WILD CARDS

SHOWCASE

(at the Westin St. Francis Hotel)

Doors open at 9:30 p.m.

(After the Neville's Showcase)

We'll be rockin' until 1:30!

Be There or Beware.



Chameleon Music Group distributed by Capitol/EMI

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
136	10	65	61 BOY MEETS GIRL - Bring Down The Moon (RCA)
125	26	88	11 CHEAP TRICK - Never Had A Lot To Lose (Epic)
124	41	56	27 38 SPECIAL - Second Chance (A&M)
121	15	71	35 GIANT STEPS - Into You (A&M)
119	79	35	5 ANIMOTION - Room To Move (Polydor/PolyGram)
105	13	58	34 THE TRAVELING WILBURYS - End Of The Line (Wilbury/ Warner Bros.)
90	4	60	26 CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)
88	13	47	28 SWEET SENSATION - Sincerely Yours (Atco)
88	47	40	1 JOHNNY KEMP - Birthday Suit (Columbia)
82	15	27	40 ENYA - Orinoco Flow (Sail Away, Sail Away, Sail Away) (Geffen)
80	3	43	34 KENNY LOGGINS - Tell Her (Columbia)
79	31	45	3 MELISSA ETHERIDGE - Similar Features (Island)
76	40	35	1 SIMPLY RED - It's Only Love (Elektra)
73	7	57	9 ROMEO'S DAUGHTER - I Cry Myself To Sleep At Night (Jive/RCA)
71	2	39	30 WILL TO POWER - Fading Away (Epic)
69	--	44	25 SURVIVOR - Across The Miles (Scotti Bros./CBS)
68	9	37	22 SA-FIRE - Thinking Of You (Cutting Mercury/PolyGram)
67	27	30	10 THE FIXX - Driven Out (RCA)
64	--	46	18 WHEN IN ROME - Heaven Knows (Virgin)
64	12	45	7 IVAN NEVILLE - Falling Out Of Love (Polydor/PolyGram)
63	10	43	10 LOVE and MONEY - Halleluiah Man (Mercury/PolyGram)
62	23	32	7 WINGER - Seventeen (Atlantic)
60	6	18	36 TOMMY PAGE - A Shoulder To Cry On (Sire/Warner Bros.)
55	2	46	7 MICKEY THOMAS - Sing (Columbia)
55	18	32	5 MIDGE URE - Dear God (Chrysalis)
53	53	--	-- * TIFFANY - Radio Romance (MCA)
48	14	32	2 PETER NOONE - I'm Into Something Good (Cypress/A&M)
47	47	--	-- * EUROPE - Let The Good Times Rock (Epic)
45	5	14	26 NEW EDITION - Can You Stand The Rain (MCA)
45	4	38	3 JUDSON SPENCE - Love Dies In Slow Motion (Atlantic)
43	43	--	-- * THE PASADENAS - Tribute (Right On) (Columbia)
41	8	29	4 CARLY SIMON - Let The River Run (Arista)
40	1	18	21 CAMOUFLAGE - The Great Commandment (Atlantic)
35	24	8	3 * INNER CITY - Good Life (Virgin)
34	22	5	7 * DEON ESTUS - Heaven Help Me (Mika/Polydor)
32	1	24	7 TRACIE SPENCER - Imagine (Capitol)
31	3	26	2 COLIN JAMES - Five Long Years (Virgin)
31	8	20	3 ROBERT PALMER - She Makes My Day (EMI)
30	10	16	4 KIARA (duet with SHANICE WILSON) - This Time (Arista)
29	6	11	12 STEVIE B - I Wanna Be The One (LMR)
27	3	13	11 GINA GO-GO - I Can't Face The Fact (Capitol)
25	1	19	5 2 LIVE CREW - Yakety Yak (WTG/CBS)
25	25	--	-- * DREAMS SO REAL - Bearing Witness (Arista)
24	12	7	5 * THE NYLONS - Poison Ivy (Windham Hill/A&M)
22	2	15	5 JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)
22	--	21	1 JULIAN COPE - Five O'Clock World (Island)
22	7	12	3 * CHOIRBOYS - Run To Paradise (WTG/CBS)
20	--	17	3 DOKKEN - Walk Away (Elektra)
20	16	1	3 * TONE LOC - Funky Cold Medina (Delicious Vinyl/Island)

DROPPED: #25-Karyn White (Way), #31-Samantha Fox, #32-Huey Lewis & The News, #39-Def Leppard, Marc Almond, Jeff Cameron, Average White Band.

PICK 6

distinctly different singles



Was (Not Was)

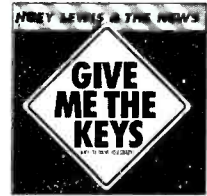
"Walk The Dinosaur"
WhatUp, Dog?

People magazine called the album a "heavy favorite for Party Plotter of the Year." Rolling Stone and *T* me loved it. So did audiences all over America, who danced and partied with Don and David Was on their recent tour. Your listeners are eager to learn how to walk the dinosaur.

Huey Lewis & The News

"Give Me The Keys
(And I'll Drive You Crazy)"
Small World

Huey Lewis' new video for "Give Me The Keys," which was directed by Jeff Stein, is destined to be an MTV classic. You should look for Huey and the News on the American touring trail in early '89.



The Pursuit Of Happiness

"I'm An Adult Now"
Love Junk

This hard rockin' three man, two woman band from Toronto has an off-center view of adulthood. And America loves it. What does a U.S. tour with Duran Duran and #1 reaction of both the alternative and AOR level equal? You've got it. A hit single for either side of thirtysomething.

Pat Benatar

"Let's Stay Together"
Wide Awake In Dreamland

Las Cruces, New Mexico provided the backdrop for Pat's new video. "Let's Stay Together," Released by popular demand, the song will be a standout both on radio and on Pat's tour of Australia and Japan this March.



The Waterboys

"Fisherman's Blues"
Fisherman's Blues

Time magazine's Best of '88 survey warns America that the Waterboys are "poised for greatness" and *Rolling Stone* calls their music "stunning and seductive." Mike Scott and company will begin a long-awaited U.S. tour in March.

Midge Ure

"Dear God"
Answers To Nothing

International superstar Midge Ure is about to show American audiences why he's England's all-time top charmer. The leader of Ultravox and musical director for the Prince's Trust Concerts introduces his unique vision with "Dear God."



Chrysalis.

6 HITS

TOP 40 HIT FACTOR

Top 40 Research:
Keith Zimmerman

Total Reports This Week **337** 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
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	320	--	174	87	50	8	1	97%	6
PAULA ABDUL - Straight Up (Virgin)	261	--	218	32	10	1	--	99%	13
MIKE + THE MECHANICS - The Living Years (Atlantic)	301	2	90	97	91	14	7	92%	10
RICK ASTLEY - She Wants To Dance With Me (RCA)	245	--	132	79	30	3	1	98%	11
ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)	276	7	40	89	120	12	8	90%	10
SHEENA EASTON - The Lover In Me (MCA)	249	1	75	94	65	12	2	93%	17
NEW KIDS ON THE BLOCK - You Got It (The Right Stuff) (Columbia)	237	4	70	113	38	9	3	93%	16
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	243	5	78	74	65	19	2	89%	17
BON JOVI - Born To Be My Baby (Mercury/PolyGram)	204	--	143	47	9	2	3	97%	14
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	272	12	37	57	111	43	12	75%	13
BOBBY BROWN - Roni (MCA)	274	7	27	41	128	61	10	71%	7
TONE LOC - Wild Thing (Delicious Vinyl/Island)	172	1	106	53	9	2	1	97%	13
GUNS N' ROSES - Paradise City (Geffen)	249	3	27	53	116	36	14	78%	7
BREATHE - Don't Tell Me Lies (A&M)	286	3	2	20	152	83	26	60%	7
CHICAGO - You're Not Alone (Full Moon/Reprise)	283	6	2	21	139	99	16	57%	6
BANGLES - Eternal Flame (Columbia)	302	9	1	15	74	148	55	29%	4
EDDIE MONEY - The Love In Your Eyes (Columbia)	257	5	6	21	98	102	25	48%	7
ANITA BAKER - Just Because (Elektra)	253	7	2	10	91	104	39	40%	6
THE BOYS - Dial My Heart (Motown)	170	6	23	37	81	16	7	82%	12
ROY ORBISON - You Got It (Virgin)	242	15	11	13	63	94	46	35%	6
MILLI VANILLI - Girl You Know It's True (Arista)	212	17	16	21	55	69	34	43%	10
KON KAN - I Beg Your Pardon (Atlantic)	203	20	11	21	49	72	30	39%	10
VIXEN - Cryin' (EMI)	250	13	1	5	45	102	84	20%	5
WAS (NOT WAS) - Walk The Dinosaur (Chrysalis)	253	23	--	--	31	113	86	12%	5
ROXETTE - The Look (EMI)	291	59	4	5	19	84	120	9%	3
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	217	22	6	9	38	66	76	24%	7
MARTIKA - More Than You Know (Columbia)	239	27	5	9	33	69	96	19%	13
R.E.M. - Stand (Warner Bros.)	221	46	2	10	38	55	70	22%	7
VAN HALEN - Feels So Good (Warner Bros.)	213	13	1	4	14	71	110	8%	5
FINE YOUNG CANNIBALS - She Drives Me Crazy (IRS/MCA)	194	47	1	1	16	48	81	9%	4
CINDERELLA - The Last Mile (Mercury/PolyGram)	185	6	--	4	14	73	88	9%	6
DINO - 24/7 (4th & Broadway/Island)	168	13	1	5	22	33	94	16%	5
KARYN WHITE - Superwoman (Warner Bros.)	156	68	9	7	11	25	36	17%	4
POISON - Your Mama Don't Dance (Enigma/Capitol)	191	80	--	--	2	24	85	1%	3
LUTHER VANDROSS - She Won't Talk To Me (Epic)	158	22	1	2	12	40	81	9%	5
KENNY G (Vocal by Smokey Robinson) - We've Saved The Best...(Arista)	146	26	--	--	2	24	94	1%	4
BOY MEETS GIRL - Bring Down The Moon (RCA)	136	10	--	--	14	47	65	10%	7
CHEAP TRICK - Never Had A Lot To Lose (Epic)	125	26	--	--	1	10	88	--	3
38 SPECIAL - Second Chance (A&M)	124	41	--	2	6	19	56	6%	4
GIANT STEPS - Into You (A&M)	121	15	1	1	6	27	71	6%	5



ROY ORBISON



"You Got It"

#1 AOR
#5 A/C
TOP 30 COUNTRY
TOP 40 POP
MEANS: A HIT RECORD!!!

GAVIN TOP 40: 27*-23* 242/15

NEW THIS WEEK:

WNCI B94 WCZY KUBE
KXXR FM100 WRVG WABB
WQUT KLYV WBNG WBAM
KZOU

BB LP: 55*-15*
SALES NEARING 900,000!

PLUS THESE GREAT MOVES!!

WTIC/FM 29-16 K104 11-5
WROQ 13-10 94Q 24-18
PWR99 19-12 WMMS 15-10
KKRZ DEB-34



INNER CITY

"Good Life"

X-PLO-DING!

ADDED AT:
PWR106 HOT97.7
FM102 PWR96
Q102

BREAKING AT:

WXKS 19-17
WPGC 28-25
B96 31-29
KMEL 12-10

HOT97 34-29
KIT ON
WHYT D-21



KEITH RICHARDS

WITH SARA DASH

"Make No Mistake"

OUT TODAY!!

LP IS GOLD
MAKE NO MISTAKE
WE ARE AFTER THIS ONE!!

A MUST LISTEN!!



COLIN JAMES

"5 Long Years"

**NATIONAL TOUR IN TWO WEEKS!
LISTEN PLEEEZZZ!!**

JULIA FORDHAM



LIVE AT GAVIN
FRIDAY 2/17/89

9:45PM CALIFORNIA WEST ROOM

WIN A TRIP TO HAWAII!!

BE THERE!

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INSIDE TOP 40 by Dave Sholin

As you'll read in this week's cover story, when Elektra Chairman Bob Krasnow restructured his company he "looked backward to go forward." Understanding and appreciating our musical past has applications to programming as well. While talking with Bob and Pyramid CEO Rich Balsbaugh, I was fascinated to discover similarities in the music they grew up with. Bob expressed a special fondness for those early Atlantic songs and artists--especially Ruth Brown. Rich says his favorites are still those Motown and Stax/Volt classics. Here are two people who grew up on different coasts with different backgrounds, yet both share a common bond when it comes to music. Only days after I interviewed Bob, Ruth Brown was featured on the PBS series "American Experience." This particular show dealt with the R&B scene in the late 1940's and early 50's. The episode, called "That Rhythm...Those Blues" featured an interview with Ruth in which she echoed the sentiments expressed by many songwriters and singers over the years, regarding the onset of the rock era. "When they called it rock n' roll," she said, "it was only rhythm and blues, now being done by white kids and accepted and being danced to and played at the top ten stations--that's all it was." She pointed out that the biggest differences were "a change in the rhythm pattern, the tempos were upped a little bit--it became a little more brassy and a little louder, but it was rhythm and blues. Y'know, like Fats Domino said, "I had been a singin' rock n' roll 15 years before they started callin' it that." Ruth emphatically stated that "it was rhythm & blues and it still is." Something to keep in mind whether listening to some driving heavy metal licks or synth/dance tracks, that in the increasingly fractionalized world of radio there is an underlying commonality in much of the music we play.

Those chart points have been growing steadily each week for **ROD STEWART**. Garry Wall and John Clay add it at Q106 San Diego along with Y100 Miami, KIIS Los Angeles, WKTI Milwaukee, Y108 Denver, Z100 New York and POWER 105 Albuquerque. Moves into the top ten at WLTV 16-8, WCGQ 12-9, WKSQ 13-7, KKRQ 15-4, KEGL 14-10, KGOT 13-8, KQIX 11-5, etc. Number one at Q105 and K104.

Not many records kick in as fast as the **BANGLES** who can only be described as a scorcher. HIT FACTOR explodes from 6% to 29%! Top 25 debuts at KS104 #20, WPXR #24, WAAL/FM #22, K104 #25, Z100 #24, POWER99 #25, 92X #24, WZOQ #23, WBIZ #25 and CKXY #23. Chart gains of seven places or more at X100 28-14, Y108 28-10, WRCK 28-20, WNVZ

25-18, KKCK 23-10, WIBW 22-13, Q96 27-18, 93Q 19-10, FM102 30-23, KLYK 27-19, etc.

In a mere three weeks after its "official" release, **ROXETTE** is just shy of 300 reports. New on WMMS, CKOC, G105, EAGLE106, Z100, LG73, Z104.5, KTRS, KAKS, WSPT, KGGG, Z95.5, WHSB, Y104, WGGZ, WIQQ, WAIL and WZYQ. Already top ten at WZMX, WKTI, KNIN, KEGL, KXXR, WTBX, WPXR and number one again at KDWB.

No problem making a convincing case for **ROY ORBISON**, which is now top twenty at 35% of the stations playing it. Dave Shakes gives it a whopping 29-16 move at WTIC Hartford plus other strong gains for KDLK 36-21 ("good phone and retail response") WPST 32-24, KSTN 27-19, KIXY 22-16, KYYY 24-19, WZMM 20-12, WQLK 13-6, WKKF 23-18, 94Q 24-18, WROQ 13-10, etc.

Both Bruce Stevens at WBBQ Augusta and I agree that **FINE YOUNG CANNIBALS** is our personal favorite song on-the-air right now. Bruce takes it 35-29 and says he's getting "consistent top five phones" and stores in his market are getting heavy demand for the album which arrives this week. Dave Schuman MD at ISLE95 gives them a 35-13 jump with number two requests after only one day of play.



Hottest action for **DINO** is on the West Coast, although some other regions are also doing well. Top ten for both Brian White at FM102 and Sean Lynch, KROY Sacramento plus KMEL 9-4, B95 9-6 and KDON 12-7. Taking off at KTRS 30-19, KATD 29-14, KMGX 22-16, KYNO 29-18, KAGO 30-25 ("strong 25 plus") WAIL 36-27 ("hot phones female 18-24") KITY 25-21, etc.

It appears that those giving 38 Special a chance are being rewarded with excellent listener response. Early believer Dave Edwards MD at KLBQ El Dorado, AR moves them into the top ten 12-6. Also gaining at KBQ St. Louis 27-13, KZZU 28-24, Spokane 28-24, KXXR Kansas City 11-10, KNIN Wichita Falls 25-17, WZMM Wheeling 28-21, WKOR Columbus/Starkville 19-14 and WROQ Charlotte 30-22. 41 adds including WJET, KREO, KPKY, KYA, WZOK, WDBR, KKXL, WKLQ, Q102, WKQD, 95XXX, etc.

Mark Jeffrey at KREO Santa Rosa and Gary Waldron KISN Salt Lake City are

among the first to take **TOMMY PAGE** to number one. Buzz Bennett is just one of many having big success with this track, reporting a 15-4 gain at Y95 Dallas. On the move at KHSS 16-7, POWER99 10-8, KCPX 7-2, KMEL 20-16 and WCIL 26-23. New on KIIS Los Angeles.



Seventy-nine adds for **ANIMOTION** puts them over 100 total reports. Added at KLUC, KISN, KCPX, KDWB, WDEK, 92X, WHHY, WBBQ, K104, WJET, CKOI, PRO/FM, WTIC, WJLK/K94, WRCK, 100KHI, KZ103, WCLG, Y94, WIBW, KBQ, KMGX, X102 and Y108.

NEW EDITION boasts a 35% HIT FACTOR with top twenty action at HOT 97.7 27-18, KROY 24-17, X100 debut #25, WHYT 11-10, WTIC 31-28, KKQV 23-15, K100 12-11, KSJQ97 24-15, FM102 debut #13 and KMGX 20-14. Number one again at KMEL. Adds include KCPW Kansas City, KZOU Little Rock and KS104 Denver.

Top five listings on ENYA at KZZU, KZFN (#1), KIXY, KXXR, KREO, KCPX (#1), KISN, etc. New on G98, Q104, WROQ, WRCK, WJMX, LG73, KMGX, WCIL, 92X and WMMS.

Some key stations aren't wasting



anytime getting **TONE LOC**'s followup on-the-air. Goes right on Y100 Miami, Z95 Chicago, KPLZ Seattle, X100 San Francisco, KEZY Anaheim, KWSS San Jose, KYNO Fresno, etc. Debuts #26 at KOY, #17 YES97 and #18 KMEL.

Programmers are also jumping the gun on **DEON ESTUS** who is already charted top thirty at B94 Pittsburgh, WHLY Orlando, KDWB Minneapolis, Y95 Dallas and KOY Phoenix. Adds include POWER96, K104, KIXY, KCPW, B97, WDJX, KCPX, KISN, KLUC, X100.

They're dancing to a remake of the old Grassroots' hit "Temptation Eyes" in Detroit. This version by **ERICA SMITH** charts 21-15 at WHYT and 32-26 at Z95.5

If you're reading this in San Francisco--welcome to America's greatest city! If you're home, reserve a space early and we hope to see you next year.

THE NUMBERS NEVER LIE

B100 FM

"Dave's customizations make him sound like a part of my regular air staff."

- San Diego/Bobby Rich

B94 FM

"We are thrilled; COUNTDOWN USA has been #1 with adults 18-34 and 25-54 consistently for the past two years."

-Pittsburgh/Bill Cabill

93.7 KRQ
Tucson's ONLY Hit Music Station.
WESTWOOD ONE COMMUNICATIONS INC.

KKXX

"COUNTDOWN USA has doubled my Sunday night ratings in one year to a phenomenal 25 share."

- Tucson/Clarke Ingram

"COUNTDOWN USA is a no-nonsense, entertaining show that fits my station perfectly."

- Bakersfield/Chris Squire

92X-FM
WXST

96TIC-FM
NOBODY GIVES YOU MORE MUSIC!

"COUNTDOWN USA's pace is great. No matter where I go in my market on Sunday morning, I hear Dave Sholin on the radio."

- Columbus/Mark Todd

"I like COUNTDOWN USA's streamlined format - Dave doesn't get in the way; his presentation enhances the music. The show has been a ratings leader in its Sunday morning day part for over two years."

- Hartford/Dave Shakes

Countdown U.S.A. — The Top 40 Countdown Show That Can Work Wonders For Your Numbers.

For complete details contact your Westwood One representative today.

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COUNTDOWN
★U★S★A★
WITH DAVE SHOLIN

WESTWOOD ONE
RADIO NETWORKS

ISINC

ON MANAGEMENT

by Oren Harari



Eastman Christensen is a company which is in the oil and gas drilling business. The firm manufactures a wide variety of drilling products. One such product is the diamond bit. A diamond bit is ordinarily around fifteen inches wide, twenty five inches long and fifteen inches high—and its price tag is anywhere from \$20,000 to \$45,000. Once the bit has been used up in the drilling process, the customer, say a large oil company, can send it back to Eastman Christensen and receive some credit towards the purchase of another bit.

Now consider that at \$20,000-\$45,000 a pop this product is not cheap. Hence, Eastman Christensen invests quite a bit of R & D money towards insuring that the bits are state-of-the-art and absolute top quality. Yet Keith Mason, an international vice president at Eastman Christensen, brought up an interesting point during a recent seminar. He observed that these bits—gleaming technological wonders—are often shipped to customers in boxes which are “shoddy and beat up”; indeed, so shoddy and beat up that sometimes the customer can’t even use the box to mail the used bit back to Eastman Christensen.

This brings us to an interesting question. What, exactly, is “quality?” I submit that from the customer’s point of view, quality is the total package of product and service received, including—indeed, often especially—the small details that as vendors we often overlook, like bit boxes. Mason’s point was that regardless of the beauty and precision of the bit itself, a bad box not only diminishes the image of the firm, but can make the customer question the quality of the product within the box. Accordingly, Eastman Christensen recently made a top-level commitment to high-quality bit boxes.

That type of commitment to details is typical of successful business firms. Unfortunately, however, many firms do not seem to have that commitment.

Not long ago a Japanese trade representative attempted to give a few American executives some tips on how to crack Japanese markets. He brought them to the cargo area of an international airport in the U.S. First, he showed them a batch of containers coming from Japan to the U.S. Then, he took them to another area filled with containers of American products ready for shipment to the Far East. The difference was striking. Whereas the Japanese containers were all nearly immaculate, many of the American containers were torn, buckled or patched. The Japanese trade rep explained that a potential Japanese customer would think twice before buying from a vendor who ships material in containers like that.

Lest you think that it’s only the Japanese who pay attention to such details, consider an American hospital manager who noted that people who see trash on hospital grounds often conclude that the hospital doesn’t do a good job on surgery either. Illogic? Perhaps. Logically, trash has nothing to do with quality of surgery and boxes have nothing to do with the quality of bits, but from the customer’s point of view, they might.

In other words, it doesn’t matter what we as vendors define as quality. It’s the customer’s perception that counts, and customers often make conclusions and decisions based on those ornery little details.

Consider these examples:

The general manager of a large laboratory: “Our chemical analyses were perfect. But the client had asked us twice to ship the materials and reports to another warehouse. Twice we shipped it to the wrong address

because nobody had followed up on the address labels. We lost a \$25,000 piece of business because of that.”

A sales manager of a large hospital supply firm: “The hospital had made it clear that it would entertain competing bids until 5 p.m. We worked hard on generating a terrific proposal, backed up by the best products, and because we had already done a fair amount of business with the client, the word was that we had the inside track. We lost a \$500,000 deal because our sales reps waited until the last moment and failed to anticipate the massive rush hour traffic. The hospital would not consider our late bid.”

A real estate developer: “A broker I’d never worked with before sent me a fact sheet on some property I’d expressed interest in. I was put off by the cheap stationery and doubly put off by a misspelled word. I know it sounds petty, but I just felt uneasy doing business with the guy. I thought that anyone who could send a prospective client something that wasn’t 100% professional must be a little sleazy. I took my business elsewhere.”

... it doesn't matter what we as vendors define as quality. It's the customer's perception that counts, and customers often make conclusions and decisions based on those ornery little details.

A purchasing manager of a manufacturing plant: “I can’t tell you how many firms have lost business because of their lousy phone service. You try to get a hold of someone to get some information and it’s about as easy as scaling a mountain. You’re put on hold, you’re connected with the wrong people, you’re cut off entirely, or the person on the other end doesn’t know a damn thing. I’ve given up occasionally. One time we were interested in placing an order and were so put off by the rudeness and inefficiency on the other end that we reappraised our options entirely.”

Details, details, details. The stories go on and on. The customer who stopped doing business with a vendor whose invoices didn’t match purchase orders. The student who switched to another university because he got fed up with the crummy dorm toilets and long lines at the bursar’s office. The customer who vowed never again to buy products from a firm whose “customer service” 800 number was constantly busy.

Keith Mason was right. The bit itself is vital; let’s never compromise on that. But let’s not forget the bit box, either. ●

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ALWAYS ONE STEP AHEAD

1989's Gavin Seminar For Media Professionals is devoting its keynote event to excellence in management. In keeping with that theme, our welcoming remarks come from two industry leaders who exemplify the success that comes with forward thinking.

Both Pyramid Broadcasting CEO Rich Balsbaugh and Elektra Records Chairman Bob Krasnow worked their way up from the ground floor. In pursuing their goals each held on to the values, the knowledge and relationships that are necessary to good management, and they generated record setting profits without selling out.

Even though Richie and Bob are constantly on the run, they took time out of their hectic schedules to talk about the paths each took that led them to where they are today.

by Dave Sholin with assistance by Annette M. Lai

R I C H B A L S B A U G H

At one time or another most everyone has thought to themselves—"If I only owned this place things would be a lot different. I'd sure know how to run it." Ten years ago Rich Balsbaugh had already proven his ability at running a winning operation. He teamed his sales, marketing and promotion expertise with the programming genius of Sunny Joe White and they turned the former WWEL Boston into WXKS-AM/KISS 108-FM and in their first book, went from thirty-third in the market to fifth! Then owner Cecil Heftel rewarded Rich by making him President of the Heftel group and announced it to the press without asking him first. Rich responded by telling Cecil, "I'm not going to be the President of your group. Why do I want those hassles?" Eventually they made a deal; if Rich took over the group, put in managers and fixed the stations he'd be able to buy KISS for ten million dollars. "After I'd honored my part of the bargain," Rich says, Heftel told him, "Oops, let's make that fifteen million bucks." At the time it was the highest price paid for an FM station. Finalizing that difficult deal, which almost fell through, was frustrating but today Rich ex-

presses his entrepreneurial optimism stating, "In a way I have to look at it this way: He could have said twenty million—who knows?"

Rich Balsbaugh's youthful exuberance, love of music, radio and show business along with his zest for life is mirrored by the name many know him by—Richie. During his Penn State days, playing football and basketball, he dreamt of becoming "a play-by-play sports announcer ala Curt Gowdy." That's what led him to college broadcasting courses. Following graduation, an early education in sales with the Knight Radio group helped him realize "how exciting radio was as an industry. It may not have the glitz and glamor of television but it's far more creative. If you're a salesman in radio you've got to be creative. In television you go to the computer and it just spits out avails. In radio you're a real salesperson, not an order taker."

Pyramid got off the ground in late 1983, a little over a year after Rich formed a limited partnership and purchased KISS 108 and WXKS-AM in Boston. Today the chain includes WNSI/WPGR Philadelphia, WPIT AM/FM



Pittsburgh, WPXY AM/FM Rochester, NY, WHTT AM/FM Buffalo, WNUA Chicago and the most recent acquisition, WRFX Charlotte. Though his official title is CEO, Richie is quick to point out that titles are misleading. "I oversee the company. I'll do anything from broom the snow off the front steps to shaping a deal and buying a top ten market radio station." He says he'd rather get involved in promotions like KISS 108's legendary annual parties, meeting with managers and record execs than spend days or weeks "pounding out numbers with bankers. The way a real good company runs is when you have talented people and you let them do what they do best."

For those aspiring to someday acquire a precious piece of radio real estate, Rich offers some words of caution. "A lot of people make the mistake of being so excited about becoming an owner, that they go out and get themselves tied up with some of these venture capitalists. Don't give up a good job and a top position with a company that gives you a good income and maybe stock options or bonus plans to go with a venture group who says they're going

to back you and give you cash, leaving you with ten or fifteen percent of your own business. If you're going to own something, do it so you can really own it. It doesn't mean necessarily 51% but you have to have 51% in terms of running it."

Much like the ancient

pyramids that were built slowly and carefully, Rich Balsbaugh envisions his company growing the same way. He realized early on, as a Sales Manager and later as President of a company that, "the whole key is people—this is a people industry and you need to hire the right people to

do the things you don't do that well. That's the way you grow and win. That's the way we've built our company. We really have a family atmosphere, working together as partners rather than my being a boss and somebody working for me." And through it all, the man

who was recently featured on a segment of "Lifestyles of the Rich and Famous," says he continues to adhere to the K.I.S.S. principle—"Keep it simple, stupid." ●

BOD KRAACNOW

B O B K R A S N O W

For a company that released a grand total of 28 albums last year, getting 21 Grammy nominations is astounding, so much so that Chairman Bob Krasnow cites it as his proudest accomplishment to date.

Other than its name, very little remains of the Elektra Records Bob inherited when he took over the top spot in 1983. Believing that "radical surgery" was required, he moved the headquarters from Los Angeles back to New York and overhauled both the artist roster and the label's staff. According to "Kraz," as he's affectionately known to close friends, Elektra began as an "American record company that dealt with American roots music, whether it was folk music or even, in the 60's rock world, a band like the Doors," which Bob feels "is the most emulated group ever and a great resource for almost every rock band." The label's founder, Jac Holzman, inspired him with the vision of where he wanted to take the company. "I came here in January of '83 and I must say that I looked backwards to go forwards. I saw what Jac did and I was impressed. Knowing him well I always wanted to recapture that aura—that special place in the market. Today I feel we're on the way to doing that."

Bob's musical inspiration came from early Rhythm & Blues artists he'd hear on KGFJ in Los Angeles who played what then was termed "race music." His favorite air



personality at the time was Hunter Hancock and as Bob puts it, "When he'd play a record, I'd go down to my local record store and pay my 35 cents (the price of a single 78 rpm back then). I always owed

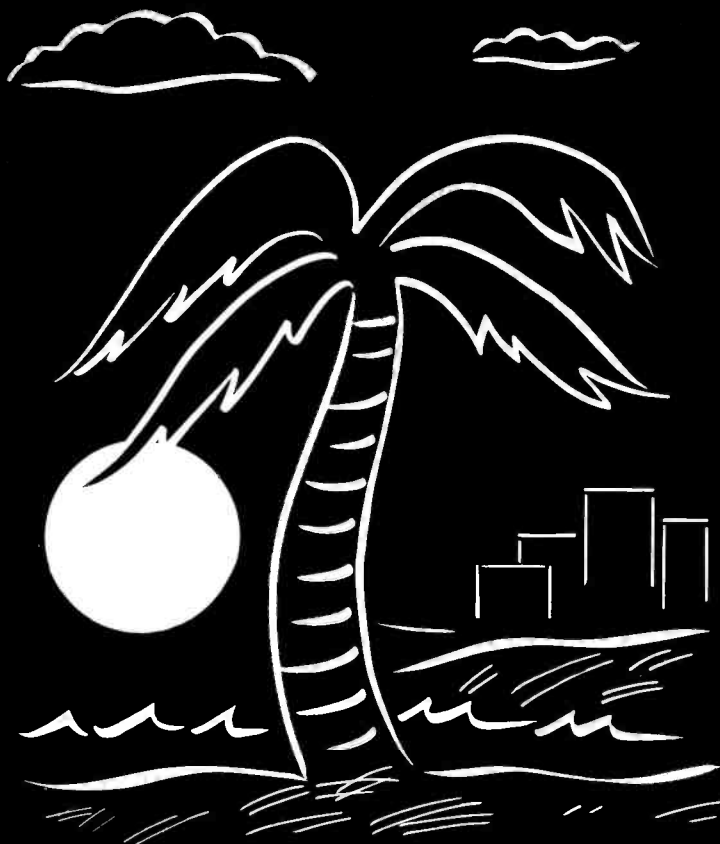
"...our marketing strategy includes radio. A lot of record companies' marketing strategy is centered around radio."

this store five dollars—no matter how much I could pay them I was always into them for five bucks!" That early introduction to Black music laid the groundwork for his days at King Records where he says, "I was realizing one of my greatest fantasies, working with people like Hank Ballard, Bill Doggett, Earl Bostic and all these incredible singers and musicians whose records I had been buying." Bob's time at King included working in San Francisco where he'd promote his product to our founder Bill Gavin and he says that during that era, "San Francisco was the center of the universe when it came to music." These days he maintains that although "there may be fewer labels left, there are still thousands of people out there who I think are able to sustain themselves while they pursue their ideas and ultimately make it through the system."

Bob Krasnow's philosophy reflects his street sense and hands-on experience in all facets of the music business, not the least of which is his creative involvement. That creative background is what he points to as his "greatest asset, and why Elektra Records shows so many sides of its own creative resources." And when it comes to airplay he prefers saying that "We have a marketing strategy here that INCLUDES radio. What we do should lead to radio ultimately for the proper record. Now there are certain records that probably won't get on radio because there's not a format where they'll fit." Will that stop him from signing those acts? "Absolutely not," he says without hesitation. "That's because we know how to market it. As I said, our marketing strategy includes radio. A lot of record companies' marketing strategy is centered around radio—ours is not. Look at Metallica—they get very little or no radio play. We have lots of bands here where radio is not the mainstay of our marketing plan, but we hope that sometime, if we keep working and the bands keep producing, the public and music will evolve toward each other." The tremendous strides made by Elektra since Bob Krasnow took over as Chairman are probably best ascribed to attitudes such as this: "I'm able to take risks because I understand that good is good, no matter what format it might fall in." ●

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HEAR & THERE

by Sheila Rene

The Gavin Seminar For Media Professionals promises to be one to remember. There are Showcases every night in the hotel featuring Love and Money, The Neville Brothers, Michel Camilo, Indigo Girls, Hothouse Flowers and Julia Fordham. Every club for miles around is booked solid. Lots of celebrities have taken time out to have some fun...Whoopi Goldberg is here celebrating her upcoming film, "Homer and Eddy" which co-stars Jim Belushi...Apache Records will release the soundtrack and it includes tunes from Billy Burnette, John Brannen and Richie Havens. The cocktail party will feature such lumaries as Don Was and his band. They'll also be playing in town. Don just needs some rest from all his extra activities such as producing Bonnie Raitt's new one and re-mixing the Dead Milkmen's "Smokin' Banana Peels" for a 12" release...Raitt was in town Tuesday night (2/14) jamming with Slim's house band, The Solid Senders and Bonnie Hayes. It was a "bonnie" night with DJ Bonnie Simmons in the booth...Epic's outstanding Living Colour are around and will be playing Saturday and Sunday nights (2/18 and 19) at the Stone...The Bangles are here with the "Eternal Flame." Elvis Costello, who's super-new Warner Bros. LP Spike is out, gets in Saturday (2/18). Check out those Paul McCartney collaborations...I expect to see Gene Simmons hanging around with Gregg Giuiffria and those boys from the House of Lords...Watch out! Alice Cooper could have brought the snake. Samantha Fox, who just moved to New York, is on our guest list...The "Best Pop Group in 1988" according to Canada's Music Express is Candi. Lead vocalist Candy Pennella will be around here somewhere. Jonathan Butler is on my list, but a recent press release has him kicking off his tour in Harrisburg, PA on February 14...Michael Bolton, Sa-Fire, Judson Spence, Vanessa Williams, Kenny G, Jackson Browne, Melissa Etheridge, Tom Jones, Ice -T, Johnny Kemp, Rene Moore and so many more are here. We're making new friends and celebrating all the great music with all the people who make it happen...

New signings: I.R.S. Records has signed Black Sabbath who have new management and a new dedication...Island Records reached into the Bay Area for Vain...Phoenix, AZ contributes Icon with an altered lineup to Megaforce Worldwide and an album scheduled for May...Metal Blade announces Heir Apparent from Seattle and Artch from Norway...Relativity/In-Effect bites the Big Apple and comes up with Raw Deal...RCA/Mammoth signed The Sidewinders, who will play at the seminar, release their debut in March...Private Music signs their first vocal artist/album with the signing of Bill Gable. *There Were Signs* will be released March 1...

Jett Hits Broadway: Dates have been set for Joan Jett and the Blackhearts to debut at the Lunt-Fontanne Theater, March 1-5. This is their first NYC concert in four years, and it sold out in one hour!...No doubt the celebration has already started for the Grammy nomination for "Best Rock Performance By A Group"...Check out Eddie Money's new video for "The Love In Your Eyes." Director Nick Morris, who also worked on the "Take Me Home Tonight" video for Eddie, has another winner in this stark black and white treatment. Yes, that's legendary drummer Ginger Baker playing the airstrip manager...

Rounder Records has released some real choice Sun Records material: Carl Perkins, *Honky Tonk Gal: Rare and Unissued Sun Masters*; Howlin' Wolf, *Cadillac Daddy: Memphis Records, 1952* and Walter Horton, *Joe Hill Louis and Others, Sun Harmonica Classics*.

Bits & Pieces: The Cult's new album *Sonic Temple* for Sire/Reprise hits in April. The line-up is Billy Duffy, Ian Astbury, original bassist Jamie Stewart and a drummer to be announced...Whitesnake chooses producers Keith Olson and Mike Klink...Joe Satriani is thinking about singing on his next album. He *should* be singing with all the nominations and awards he has received for his debut album...Ace Frehley has already written one tune for the next record with KISS bandmate Gene Simmons. It's being called "Hot Lips." Testament is starting to record their new album *Practice What You Preach*●

February 17, 1989/the GAVIN REPORT

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MARKETING

by Harvey Mednick



Lapses in Leadership

sultant. It deals with a list of critical leadership errors—ask yourself if any of these areas are ones where you need help in leading your people, both in the present and in a greater sense, in the future.

1. FAILURE TO ACCEPT RESPONSIBILITY FOR EMPLOYEE PRODUCTIVITY. People who produce good results feel good about themselves. A manager's job is to teach people methods of accomplishing goals and guiding their journey to ultimate success.

2. FAILURE TO LISTEN TO EMPLOYEE FEEDBACK. No one can motivate a person except that person. Take a minute to listen

and you'll hear what motivates people. Is it money, awards, or publicity? When your people look to you for motivation, repaint the picture of what they told you really motivates them.

3. FAILURE TO GIVE RECOGNITION AND PRAISE. Catch your people doing something right. Encourage good behavior with immediate and specific praise. Don't wait for perfect behavior. Praising your co-workers in public expands their recognition.

4. FAILURE TO ASK HELP FROM SUPERIORS OR EMPLOYEES. Even the best performers sometimes experience difficulty accomplishing tasks which involve deadlines. Asking for help is a positive sign, but remember to ask for it early—waiting until the last minute can imply procrastination.

5. FAILURE TO REPRIMAND OR REDIRECT APPROPRIATELY. Even the best employees can do something which demands a reprimand. If one is needed, do it immediately. Don't reprimand a learner. Learners may try to show initiative, but instead do something acceptable. Keep emotion out of your actions, remembering it's a behavior you're trying to change.

6. FAILURE TO DELEGATE APPROPRIATELY. Delegate only to people who are inner-directed for support. Poor management results when you delegate to people

Every now and again I come across something that is so powerful and relevant to our positions as marketers that it transcends pure positioning and promotion. These items offer true growth to us not only in marketing ourselves, but as a definitive stepping-stone to our ultimate goals as general managers and group executives.

One such article I found was by Susan D. Eckell, an independent management con-

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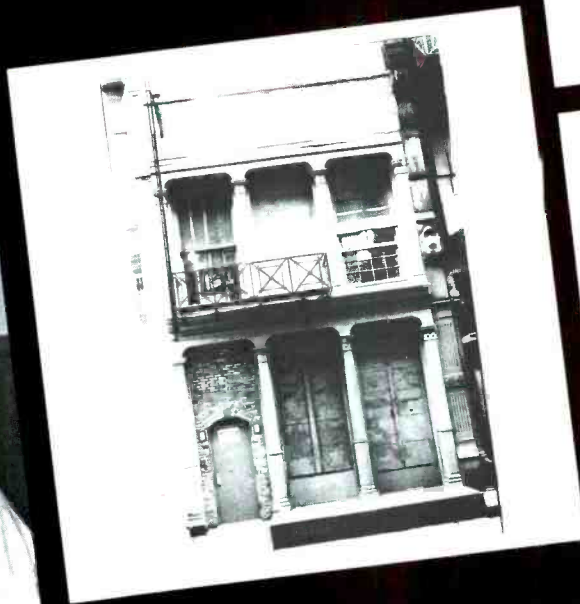
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before they are ready. If you don't have peak performers on your team, you can't do much real delegating. This means if you want to delegate you'll need to develop peak performers.

7. FAILURE TO PROVIDE PROPER FEEDBACK. The path to peak performance is traveled with a series of small, careful steps and feedback is crucial to the process. When there's no feedback, regression occurs within the employees. If people feel that no one is watching, why should they do their best if no one notices and appreciates it? A neat trick here is to have your people try a desired behavior after you tell or show it to them while you watch. Then you can provide instant feedback.

8. FAILURE TO GIVE DIRECTION. Every business needs control, structure and supervision. Even one as seemingly free-wheeling as ours. New employees need lots of direction—what to do, when to do it and where. Close supervision is needed to ensure that goals are met. As skills and competence increase, direction should be reduced.

9. FAILURE TO GIVE SUPPORT. Support is praising, listening and facilitating work. Good managers make sure that their people have the proper tools to do their jobs. Facilitating even the most mundane things enables the people who work for you to do the jobs you hired them to do.

10. FAILURE TO IMPART THE VISION AND GOAL OF THE FUTURE. Never assume that your co-workers and superiors see things your way. Your vision may not be theirs. Define your goals. State it in meetings. Put it up on your office wall. Refer to it often. Constantly paint the picture to keep your goals in their minds.

Interacting with all the people on your management team at the level they need requires wearing different hats with different people. The job of the leader is to provide for the follower what the follower is unable to provide for him or herself. This is especially critical in our industry, and particularly our area of responsibility, since we work with so many interns and newcomers to broadcasting. I think it's further compounded by outside resources and horrendous deadlines.

You might consider doing yourself a favor by photocopying this article and passing it out to your fellow department heads. It might not only help them in their relations with their subordinates, but also it will remind them of how they are, or are not, properly interacting with you and your department.

As mentioned in the book, *Leadership and the One Minute Manager*, "Nothing is more unequal than the unequal treatment of unequals."

Remember that. It'll make your life a lot easier. ●

BIOFEEDBACK

by Ron Fell

•MIDGE URE

The similarity between XTC's recent song DEAR GOD and Midge's latest single is purely coincidental. Ure says that his DEAR GOD was already recorded before he even heard of XTC's version.

•LIVINGSTON TAYLOR

In recent years Livingston has sung or written commercials for Oxydol, Hershey's Chocolates and Labatt's Beer.

•TIM FINN

The former member of Split Enz will have his second solo set out in March. Mitchell Froom produced the album as well as the first two by Crowded House. Tim's brother Neil, lead vocalist in Crowded House, sings backing vocals on Tim's newest.

•ROBERT PALMER

According to the Daily Insider, Palmer has instructed his publicist in Australia to "deny access to any writers or photographers from music publications" during his current concert tour of Oz.

•BON JOVI

The group's latest album, *New Jersey*, has RIAA certified sales of 4,000,000 units in its first four months since release.

•CHICAGO

In 1968, a year before they released their first album, the group was an opening act for both Jimi Hendrix and Janis Joplin.

•PAULA ABDUL

Before she was a cheerleader for the Los Angeles Lakers, a choreographer for Janet Jackson or a successful recording artist, Paula was studying to be a sportscaster at Cal State Northridge.

•THE REPLACEMENTS

Formed nearly nine years ago in Minneapolis, they were originally known as The Impediments.

•CARLY SIMON

She's the daughter of the late Richard Simon, co-founder of the publishing house Simon & Schuster. Though presumed to be independently wealthy even before she began her recording career, her share of the family fortune totaled less than \$50,000.

•RAY CHARLES

Born Ray Charles Robinson in Albany, GA, he became blind after a bout with glaucoma at the age of seven.

•SAM BROWN

When only twelve years old she was recording background vocals for the what turned out to be the last album by The Small Faces, (Steve Marriott, Kenny Jones, Ian McLagan, etc.)

•EASTERHOUSE

This five piece band from Manchester, England was founded in 1982 by brothers Ivor and Andy Perry.

•THE BEATLES

Twenty five years ago this month The Beatles were in the middle of a phenomenal streak of 12 consecutive weeks at number one in The Gavin Report. They did so with six different singles: I WANNA HOLD YOUR HAND, ALL MY LOVIN', TWIST AND SHOUT, SHE LOVES YOU, CAN'T BUY ME LOVE and THANK YOU GIRL.



•ELVIS COSTELLO

At the age of sixteen he was a computer programmer for an Elizabeth Arden Cosmetics factory in London.

•DAVID KNOPFLER

When he left Dire Straits in 1980 he was briefly replaced by no less than Roy Bittan of Bruce Springsteen's E Street Band.

•BETTE MIDLER

After becoming a platinum recording artist and an Oscar-nominated actress, Bette went on to becoming a best selling author in 1982 with the book, *A View From A Broad*. The book was a collection of humorous anecdotes from her first decade on the road.

•LOU REED

Prior to forming the seminal rock and roll band. The Velvet Underground, Lou was a Journalism major at Syracuse University.

•DAVID CROSBY

Forty-seven year old David was born David Van Cortland. His first touch of celebrity came in 1964 when he joined The Byrds.

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PROMOTIONS

by Lisa Smith & Betty Hollars



KATD HELPS OUT TOYS FOR TOTS ▲

The KATD-Los Gatos crew were all smiles after a very successful Toys For Tots drive. On December 10th, the station brought together some of the country's top young stars to help with the benefit. Joe Pascuali from Boys Club, Jeremy Miller of "Growing Pains", Michael Bays of "Days Of Our Lives", Brandon Douglas of "Falcon Crest" and Danny Nucci of "The Hogan Family" were among the stars who donated their autographs for Toys For Tots. KATD air personalities Craig Bowers and Jay Porter were also on hand to exchange the latest cassettes for toys. Over 5,000 people turned up for the event. From left: KATD Promotions Director Krista Coutts, "Growing Pains" star Jeremy Miller, KATD Media Consultants Debbie Shaeffer and Lynn Gerbing, and Jeremy's pal Joshua Miller.

Have any "Promotions?" Send the photos of yourself or anyone else to Betty and Lisa, c/o Gavin, 140 Second St. S.F., CA 94105



KNIX SETS ANOTHER RECORD ▲

KNIX-Phoenix morning personality W. Steven Martin (center) collected a record number of toys for needy families this past Christmas. Helping "W" with his

toy drives were local TV sports personality Bill Denney (right) and, of course, Santa Claus (left). The twice weekly toy collections were broadcast on Channel 12 TV's evening news and on KNIX.



MAKING MERRY IN MUNCIE ◀

Some less fortunate folks in Muncie enjoyed a special Christmas dinner at the local Holiday Inn, thanks to the efforts of the staff at WOKZ. With the help of the local Salvation Army, the station focused in on the children of six area families and set a goal of providing each child with at least one toy, clothing, and dinner with their families at the Holiday Inn. Money for the event was raised by holding a public Christmas party where prizes were given away, an auction was held, and attendees bid to throw pies at local celebrities. WOKZ PD Randy Robinson reports the whole event was a huge success. Dinner was held on December 22nd, Santa was on hand to present plenty of gifts to each child, the Holiday Inn donated the food, and the station still had \$800 left over to give to a local Children's Home.



WILDLY SUCCESSFUL CANNED FOOD DRIVE ◀

The staff at WCZX-Poughkeepsie had good reason to feel proud as they presented well over two and a half TONS of food to the Salvation Army. Beginning in late November, WCZX's original goal was to collect one ton of food, and that goal had been reached by the end of the first week. Major Leo DeFelice from the Poughkeepsie branch of the Salvation Army said, "This was the largest donation of canned food that we ever received, and it was truly appreciated by hundreds of needy families over the holiday season." From left: Russ Saputo, President of River Distributing; Harry Gregor Jr., Owner of WCZX; Major Leo DeFelice of the Salvation Army; Robert A DeFelice (no relation), General Sales Manager of WCZX and C.K. Lammy, PD at WCZX.

MOONLIGHTING

by Moon Mullins

PARODIES

Song parodies. We've all heard them. Some are great, some good, some so-so, some—ho hum.

There are firms that supply parodies of the hits in different formats. All you have to do is air them. Other companies provide lyrics—by FAX if you wish. There's also the tricky method of "stripping" a vocal. To do this a couple of wires in your recording console are switched so that the vocal is "mooed out." (If the vocal is in stereo you can't use it—and even when you can the track as it's recorded is the one you must work with, allowing you no flexibility.)

WXTU-Philadelphia morning co-host Jeff Collins does his own parodies, and even has a band come into the station's production facility to record the tracks as he wants them to be. Before we learn Jeff's system, let's look at his background.

After working in a variety of formats and networks as a news anchor, including a stint as news director at WFIL-Philadelphia, 18 months ago Jeff was offered the opportunity to fill-in for a morning drive deejay shift. Since he had always wanted to be an air personality, Jeff accepted and was such a hit that WXTU kept him on. A few months later Gina Preston, Jeff's wife who was doing middays at WXTU, joined him as morning co-host. Their morning show on the highly rated Country 92 is one of the few hosted by a husband-wife combo. But that's another story.

Unlike a lot of his counterparts, Jeff has musical training: ten years of piano. That helps when it comes to doing song parody, but he says it's not essential. "Song parodies are not that hard because you have a blueprint in front of you that's the original," Jeff said. "If you have a good musician with you, you can say 'make it sound like this,' and that will be enough."

To get help recording your parodies, Jeff suggests you announce on the air that you're looking for some singing and musical talent to help with the songs for your show. "You know how many people will dive for their phones?" he asked. "Now you have your talent, it's up to you to write your lyrics."

Jeff uses a variety of helpers. One is a staff producer, another an impressionist, still another a local musician proficient on a lot of instruments, the synthesizer, and, of course, the obligatory steel guitar. The singers are drawn from Jeff's volunteer pool, but he's careful not to overdo calling them.

"These are professionals. If you abuse them you lose them," he said. "I only use them twice, maybe three times. That way it's a treat for them. But any more than that you're using them and they should be added to the payroll."

At WXTU Jeff uses two 2-track machines, going back and forth, laying multiple tracks to achieve the sounds he wants. "Just like the Supremes did back in '64," he exclaims.

Sessions are held only every three weeks

or so, and then only two tunes are parodied. Jeff says the minimum work keeps the material fresh and his head clear. And this is an important consideration because often the parodies are not composed until the night before the session. "Damn, I have to create something," usually triggers Jeff's creativity, yet he admits, "Sometimes we get a real good one, every once in a while a fair one and other times it just doesn't work out."

However it goes, Jeff follows three rules: 1. **SHORT SHELF LIFE.** You write them, you use them, you forget them. Even if they're good, after a few days they're out of date. 2. **LOCAL.** People like songs about the place where they live. 3. **NO SOUNDALIKES.** Don't do a witty parody of a song's title—that's the easy way out. Do a witty parody of the song's subject or theme.

Here are three examples of Jeff's wit and wisdom:

JUST THE ONE OF US (about Siamese Twins) sung to: "Just the Two Of Us."
"TEN HOUR WEEK" (for Philly's trash collectors) sung to: "Forty Hour Week."
SUMMERTIME DROUGHT to the tune of "Summertime Blues."

DAYLIGHT TIME to the tune of "Tulsa Time."

"OWE SOME BACK TAXES" parodies "Luchenback, Texas."

Anthology spots, i.e. "K-Tel Presents: Mike Tyson Sings The Hits Album." "Givers and Takers" becomes "Givens and Tyson."

NINE TO FIVE has been reworked to "Working Five To Nine," a theme for the morning show.

Now here are examples of the lyrics of Jeff Collins' two recent parodies.

I'M FOR NONE (sung to the Hank Williams, Jr. theme "I'm For Love")

*"Bush is against Dukakis
Benson's against Dan Quayle
They're all against telling the truth
When they're on the campaign trail*

*Dukakis runs against the big weapons
The Duke runs against big wealth
Bush runs against raising taxes
And Quayle runs against himself*

(chorus)

*So I'm for none of our four candidates
They're not White House material
They're all second rate
So I'm for Gary Hart, cause Duke and Bush
Don't make no sense*

And if we're gonna get screwed, Hart has experience.

*The right is against Dukakis
The left is against Dan Quayle
Bush is against Willie Horton
Because he got sprung from jail*

*Bush is against clean water
The Duke's against the tax rate
Bush is against Pearl Harbor
Cause he can't remember the date*

(repeat chorus)

*Bush is against Dan Rather
The Duke's against TV ads
We're all against talking in sound bites
And Dukakis is against Quayle's Dad*

*Bush is against the IRS
Duke's against the GOP
Bush is against the ACLU
And I'm against talking like a geek
(chorus and fade out)*

Here's how localizing the tune can reflect the community:

HOT ROD YUGO (to the tune of "Hot Rod Lincoln")

*I can't afford insurance
I'm fresh out of dough
'Cause I just signed the papers on a used Yugo*

(musical riff)

*Sub-compact cars rule the road these days
And the imported cars are all setting the pace
This story is true, you gotta know
'Cause I just purchased a used Yugo*

*It's got a rubber band suspension and vinyl floors
It falls apart when you slam the doors
It's engine came from a Sears' lawnmower
Got two gears: slow and slower*

*With a set of four tires that ain't got tread
On a rainy night you could end up dead
Got a tin can muffler and a hood release latch
Spark plugs that burn like a soaked wet match*

*Pulled outta Bala Cynwyd late one night
The moon and stars were shining bright
I was driving up the ramp onto the Schuylkill
Floated and I barely made it up the hill*

*Put the pedal to the metal and I started to fly
She didn't go fast, but she sure did try
Jumped on the boulevard heading for Bucks
(county)*

*But I was even being passed by Pen-Dot Trucks
(Dept. of Transportation workers)*

Yes, Jeff Collins is offering his parodies to others. For information contact him at 215-667-9000. ●

URBAN CONTEMPORARY

MOST ADDED

- BOBBY BROWN** (26)
(MCA)
- KARYN WHITE** (21)
(Warner Bros.)
- WENDY AND LISA** (19)
(Columbia)
- JOHNNY KEMP** (18)
(Columbia)
- NEW EDITION** (16)
(MCA)

TOP TIP

SKYY
Start Of A Romance
(Atlantic)

Start of a hit!

RECORD TO WATCH



Z'LOOKE
Love Sick
(Orpheus/Capitol)

Looks good enough to be their second hit in a row.

2W LW TW

- | | | | |
|----|----|----|------------------------------------------------------------------------------|
| 1 | 1 | 1 | ANITA BAKER - Just Because (Elektra) |
| 13 | 5 | 2 | MILLI VANILLI - Girl You Know It's True (Arista) |
| 4 | 2 | 3 | Paula Abdul - Straight Up (Virgin) |
| 19 | 10 | 4 | LEVERT - Just Coolin' (Atlantic) |
| 3 | 3 | 5 | Vanessa Williams - Dreamin' (Wing/PolyGram) |
| 11 | 6 | 6 | Midnight Star - Snake In The Grass (Solar) |
| 9 | 8 | 7 | Cameo - Skin I'm In (Atlanta Artists/PolyGram) |
| 21 | 15 | 8 | SURFACE - Closer Than Friends (Columbia) |
| 18 | 11 | 9 | THE BOYS - Lucky Charm (Motown) |
| 17 | 13 | 10 | FREDDIE JACKSON - You And I Got A Thang (Capitol) |
| 20 | 14 | 11 | SWEET OBSESSION - Being In Love Ain't Easy (Epic) |
| 14 | 12 | 12 | Gap Band - I'm Gonna Git You Sucka (Arista) |
| 5 | 7 | 13 | Tone Loc - Wild Thing (Delicious Vinyl/Island) |
| 22 | 18 | 14 | JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic) |
| 29 | 20 | 15 | DONNA ALLEN - Joy And Pain (Oceana/Atco) |
| 31 | 21 | 16 | BAR-KAYS - Struck By You (Mercury/PolyGram) |
| 10 | 9 | 17 | Al Jarreau - So Good (Reprise) |
| 23 | 19 | 18 | TROOP - Still In Love (Atlantic) |
| 30 | 24 | 19 | JONATHAN BUTLER - More Than Friends (Jive/RCA) |
| 16 | 16 | 20 | Be Be & Ce Ce Winans - Heaven (Capitol) |
| 35 | 28 | 21 | TODAY - Girl I've Got My Eyes On You (Motown) |
| 25 | 23 | 22 | MARCUS LEWIS - The Club (Aegis/CBS) |
| 36 | 30 | 23 | ASHFORD & SIMPSON - I'll Be There For You (Capitol) |
| 37 | 32 | 24 | VESTA WILLIAMS - 4 U (A&M) |
| 34 | 29 | 25 | CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia) |
| 33 | 31 | 26 | READY FOR THE WORLD - Gently (MCA) |
| 32 | 27 | 27 | SLICK RICK - Teenage Love (Def Jam/Columbia) |
| 2 | 4 | 28 | Luther Vandross - She Won't Talk To Me (Epic) |
| 8 | 17 | 29 | Guy - Teddy's Jam (MCA) |
| -- | 37 | 30 | CHERRELLE - Affair (Tabu) |
| -- | 33 | 31 | EL DEBARGE - Real Love (Motown) |
| -- | 38 | 32 | KENNY G (w/SMOKEY ROBINSON) - We've Saved The Best... (Arista) |
| -- | 40 | 33 | FIVE STAR - Another Weekend (RCA) |
| -- | 39 | 34 | STEVIE WONDER - With Each Beat Of My Heart (Motown) |
| -- | -- | 35 | CHRISTOPHER MAX - More Than Physical (Virgin) |
| 24 | 22 | 36 | Rob Base & D.J. E-Z Rock - Get On The Dance Floor (Profile) |
| -- | -- | 37 | RADIANT - Something's Got A Hold On Me (Columbia) |
| -- | -- | 38 | TRACIE SPENCER - Imagine (Capitol) |
| -- | -- | 39 | BETTY WRIGHT - From Pain To Joy (Vision) |
| -- | -- | 40 | ALYSON WILLIAMS - Sleep Talk (Def Jam/Columbia) |

Editor: Betty Hollars
Assoc. Editor: John Martinucci

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
* BOBBY BROWN - Every Little Step (MCA)		39	26	2	7	4	23%	1
* JOHNNY KEMP - Birthday Suit (Columbia)		37	18	4	4	11	21%	1
LOOSE ENDS - Life (MCA)		34	8	1	9	16	29%	2
* KARYN WHITE - Love Saw It (Warner Bros.)		34	21	1	6	6	20%	1
JEFFREY OSBORNE - All Because Of You (A&M)		33	10	--	11	12	33%	3

PUT TOGETHER A POWER PLAYLIST!



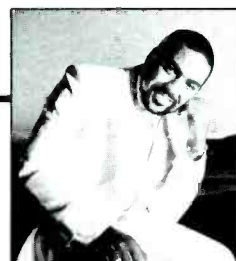
LEVERT "JUST COOLIN"

(7-88959) (0-86459) (DMD 1286)

(featuring Heavy D) the new single from the album
Hip Hop Remix by Daddy O

JUST COOLIN'

(81926)



GERALD ALBRIGHT "IN THE MOOD"

(7-88945) (PR 2614)

the new single from the album

BERMUDA NIGHTS

(81919)

Grammy Nominee—Best R&B Instrumental Performance—

"So Amazing"



SKYY "START OF A ROMANCE"

(7-88932) (0-86444) (DMD 1303)

the new single from the forthcoming album

START OF A ROMANCE

(81853)



TEN CITY "THAT'S THE WAY LOVE IS"

(7-88963) (0-86464) (PR 2580)

the first single from the debut album

FOUNDATION

(81939)



ANNE G. "IF SHE KNEW"

(7-88933) (0-86445) (DMD 1302)

the first single from the forthcoming debut album

ON A MISSION

(81946)

On Atlantic Records, Cassettes and Compact Discs



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UP & COMING

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

LP CUTS

Reports	Adds	ARTIST TITLE LABEL
32	8	DINO - 24/7 (4th & Broadway/Island)
29	5	TEN CITY - That's The Way Love Is (Atlantic)
28	3	INFORMATION SOCIETY - Walking Away (Tommy Boy/Reprise)
28	5	WILL CLAYTON - Never Too Late (Polydor/PolyGram)
28	3	SALT-N-PEPA - Twist And Shout (Next Plateau)
28	7	LIA - True Obsession (Virgin)
27	4	LATEASHA - Move On You (Rawsome/Slam)
27	9	KID'N PLAY - Rollin' With Kid'n Play (Select)
27	14	* Z'LOOKE - Love Sick (Orpheus/Capitol)
26	3	SANDEE - Notice Me (Fever/Sutra)
24	2	L'TRIMM - Cuttie Pie (Atlantic)
21	12	* SKYY - Start Of A Romance (Atlantic)
20	2	KIRBY COLEMAN - Hey Ton'i (Next Plateau)
20	--	CASH MONEY & MARVELOUS - Find An Ugly Woman (Sleeping Bag)
20	16	* NEW EDITION - Crucial (MCA)
19	1	STOP THE VIOLENCE MOVEMENT - Self-Destruction (Jive/RCA)
19	19	* WENDY & LISA - Are You My Baby (Columbia)
18	2	JAMM - You And Me (Epic)
18	8	* PAUL LAURENCE - Make My Baby Happy (Capitol)
18	14	* BOY GEORGE - Don't Take My Mind On A Trip (Virgin)
17	13	* SHEENA EASTON - Days Like This (MCA)
16	2	EASY E. - We Want Easy (Priority)
16	2	* ICE-T - High Rollers (Sire/Warner Bros.)
16	4	* STARPOINT - Tough Act To Follow (Elektra)
16	2	* NAJEE - Najee's Nasty Groove (EMI)
16	8	* RENE MOORE - Never Say Goodbye To Love (Polydor/PolyGram)
16	9	* SIMPLY RED - It's Only Love (Elektra)
15	4	* SHARP - Playboy (Elektra)
15	12	* GERALD ALSTON - You Laid Your Love On Me (Motown)

*First time listed on this page.

DROPPED: #25-George Benson, #26-Kiara/Shanice Wilson, #34-New Edition (Rain), #35-Aleese Simmons, #36-Karyn White, Big Daddy Kane, The Dells, Was (Not Was).

INSIDE URBAN



SALUTATIONS

Columbia Records Senior Vice President, Ruben Rodriguez, recently hosted a "thank you" luncheon honoring the Black and Hispanic press in the Tri-State area. Shown here (l-r) Cynthia Badie-Rivers, Director, National Publicity and Artist Development; Sandra DaCosta, Director, Marketing; Eddie Pugh, Vice President, Promotion; Ruben Rodriguez, Senior Vice President; Sara Melendez, Vice President, Marketing; Cecil Holmes, Vice President, A&R; Dana Nicosia, Manager, Promotion,

Gail Bruesewitz, Director, Dance Music Marketing; Mike Bernardo, Director, National Promotion; Barbara Lewis, National Promotion, West Coast; Sherry Winston, Director, National Jazz Promotion; Sondra Oei, Manager Jazz Marketing; Angela Thomas, Associate Director of Product Marketing.



VANESSA'S COOKIN'

The lovely Vanessa Williams poses here with Hot 92.5-San Diego staff members

JONATHAN BUTLER - She's Hot

CHANNEL 2 - If You Want Me To Stay

RADIANT - Faith/Gimme

CHAKA KHAN - Slow Talkin'
Signed, Sealed, Delivered

Z'LOOKE - I'm In Love

AL B. SURE! - Naturally Mine

CHERRELLE -
Happy That You're Happy With Me

SWEET OBSESSION -
I Would Never Do You Wrong

NEW KIDS ON THE BLOCK -
Loving You Forever

SLICK RICK - Bedtime Story

during a "dreamy" visit on a recent promotion stop. Pictured here (l-r) are Hot 92.5's Frankie Lane, PolyGram's Narvela Hunt, PolyGram's Dennis Ross, Vanessa Williams, Hot 92.5's PD L.D. McCollum, and PolyGram's Joyce Thompson.

Rick Stevens, WCKX-Columbus, had this to say about the record that is not only our HOT for the week, but also our Most Added and our highest debut in Chart-bound: "Here's another **BOBBY BROWN** chartbuster. **Sam Brown**, WQQK/FM-Nashville likes the **ASHFORD & SIMPSON**, saying "They are back to their old selves, cranking out the hits. We're already getting really good adult phones on it." **Victoria Buchanan**, WTLC-Indianapolis, likes the **WENDY & LISA**, and says it's already, hot and getting hotter by the minute there. **David Dickenson**, WNHC-New Haven, likes the new **DINO**, making it his Record to Watch, and says it's picking up where **Al B. Sure!** left off. **Lisa Lipps**, KACE-Los Angeles, agrees with him on the **DINO**, saying it's a smooth cut that everyone likes and should cross over to many formats. **Cedric Hollywood**, WJHM-Orlando, raves about the **TODAY**, saying, "It's excellent, I love it." **Nick Rivers**, WNAT-Natchez, makes his RTW FYC, saying it's a fine song - Urban music directors should check this out."
Ciao for now, **Betty**.

MOMENTUM IS A STRANGE THING. ONCE IT STARTS ROLLING, THERE IS NO TELLING...

DINO "24/7"

DESTINED TO BE A NATIONAL ANTHEM!

ON: WHUR, KJMZ, K104, KMJQ, WEDR, WYLL, WBLK, WDKX, WRXB, WDZZ, KJLH, XHRM, OC104, WATV, WWDM, WFXC, KPRR, WZFX, KIIZ, WQQK, WANM, WTMP, KACE, KMYX



ATENSION "Let Me Push It To Ya"
THE FRESHEST THING ON THE STREETS TODAY!

ON: WDAS, WHUR, WFXE, KRNB, WEDR, WGPR, KSOL, KFOX, KKFX



BY ALL MEANS
AWESOME HARMONY! "You Decided To Go"

ON: WEDR, KRNB, KCOH, WDZZ



DEF JEFF "Give It Here"
'DELICIOUS VINYL' STRIKES AGAIN!

ON: WRAP, WFXC, WPEG, WIKS, WPAL, WIBB, WEAS, WATV, WGOK, KRNB, KHYS, WJIZ, WZAZ, WEDR, WRBD, WTMP, WRXB, WZAK, WGPR, KJLH, KDAY, KMJQ, KBCE, WWDM, WQIS, WALT, WIKS, KMAP, WVOI



**MOMENTUM IS A STRANGE THING.
ON A ROLL... WITH YOUR FRIENDS
FROM ISLAND / 4TH & BROADWAY.**



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 **107** Last Week **112**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
ANITA BAKER - Just Because (Elektra)	91	1	78	9	3	95%	8
MILLI VANILLI - Girl You Know It's True (Arista)	92	1	64	24	3	95%	7
LEVERT - Just Coolin' (Atlantic)	79	2	47	25	5	91%	5
SURFACE - Closer Than Friends (Columbia)	69	1	36	26	6	89%	6
THE BOYS - Lucky Charm (Motown)	71	--	23	36	12	83%	6
FREDDIE JACKSON - You And I Got A Thang (Capitol)	70	3	24	36	7	85%	6
SWEET OBSESSION - Being In Love Ain't Easy (Epic)	63	1	40	18	4	92%	8
JAMES "J.T." TAYLOR & REGINA BELLE - All I Want Is Forever (Epic)	72	1	17	47	7	88%	6
DONNA ALLEN - Joy And Pain (Oceana/Atco)	70	--	13	46	11	84%	6
BAR-KAYS - Struck By You (Mercury/PolyGram)	68	--	19	37	12	82%	6
TROOP - Still In Love (Atlantic)	46	2	18	21	5	84%	9
JONATHAN BUTLER - More Than Friends (Jive/RCA)	64	--	14	39	11	82%	6
TODAY - Girl I've Got My Eyes On You (Motown)	63	3	11	36	13	74%	5
MARCUS LEWIS - The Club (Aegis/CBS)	52	2	12	30	8	80%	7
ASHFORD & SIMPSON - I'll Be There For You (Capitol)	68	1	4	36	27	58%	4
VESTA WILLIAMS - 4 U (A&M)	63	--	3	36	24	61%	5
CHERYL "PEPSII" RILEY - Me, Myself & I (Columbia)	61	1	5	36	19	67%	6
READY FOR THE WORLD - Gently (MCA)	59	1	11	32	15	72%	6
SLICK RICK - Teenage Love (Def Jam/Columbia)	55	2	17	24	12	74%	7
CHERRELLE - Affair (Tabu)	53	1	2	39	11	77%	6
EL DEBARGE - Real Love (Motown)	57	6	3	17	31	35%	3
KENNY G (w/SMOKEY ROBINSON) - We've Saved The Best... (Arista)	60	4	7	28	21	58%	4
FIVE STAR - Another Weekend (RCA)	54	4	2	20	28	40%	4
STEVE WONDER - With Each Beat Of My Heart (Motown)	43	1	2	26	14	65%	6
CHRISTOPHER MAX - More Than Physical (Virgin)	43	4	5	12	22	39%	4
RADIANT - Something's Got A Hold On Me (Columbia)	43	2	1	19	21	46%	4
TRACIE SPENCER - Imagine (Capitol)	38	6	5	15	12	52%	4
BETTY WRIGHT - From Pain To Joy (Vision)	35	3	5	15	12	57%	6
ALYSON WILLIAMS - Sleep Talk (Def Jam/Columbia)	41	7	--	9	25	21%	3

NEW RELEASES by Betty Hollars and John Martinucci

THE PASADENAS - Tribute (Right On) (Columbia)

Right On, Right On! Haven't heard that saying in a few years. Have you seen the group's debut video? You should! Their sound and performance resounds "gold" acts of the past: O'Jays, Temps., Four Tops, Jackson 5, Marvin Gaye, Smokey... so many others! A vintage sound that needs more exposure other than samples in a rap song.

KARYN WHITE - Love Saw It (Warner Bros.)

Third time's a charm—or how about a charmer? This new single pulls on the old heart strings. Between the music track's slow sensual beat and the dynamic mix of Karyn and co-producer/songwriter Babyface, this is the type of fuel that heats up a relationship.

APOLLONIA - Mismatch (Warner Bros.)

Well, well, well, Apollonia sans "6". "Mismatch" sounds like stylized Latin Hip-Hop. Even though Prince's name isn't visible on the 7" sleeve the intro sounds like his Purpleness. Vocal arrangement has a good blend. It's nice to have Apollonia back without her "sex-shooter!"



ROBERT BROOKINS - Don't Tease Me (MCA)

Robert Brookins has gotten "2 Tuff" for his sound. Actually he's gotten 2 Tuff-E-Nuff's wizards Denzil Foster and Thomas McElroy, who, coincidentally graced last week's Gavin cover. They're hotter than hot!

BOBBY BROWN - Every Little Step (MCA)

La'Face cranking out the hits--well at least the last four singles--including "Every Little Step". They tap the necessary ingredients from Bobby for this performance. Maybe Bobby should check his shoe size before he attempts any more rap segments.



WENDY & LISA - Are You My Baby (Columbia)

The Revolution evolution--Wendy and Lisa--have a thing or two to teach even the most purple faithful. W and L have created a sound that is a unique yet familiar invitation at the same time. Check out the Urban RSVP's this week alone.

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

Bru-ther! How can you miss?! What a hook! Top 40 got this several weeks ago and is a chart debut this week. Due to our enthusiasm, many of you have already taken the 24/7 plunge. For the rest of you, why not?

OPEN HOUSE.



KSOL MD Marvin Robinson, Gavin's Betty Hollars and Lee Michaels.



Warner Bros.' Marylou Badeaux, Gavin's Lee Michaels and Betty Hollars.

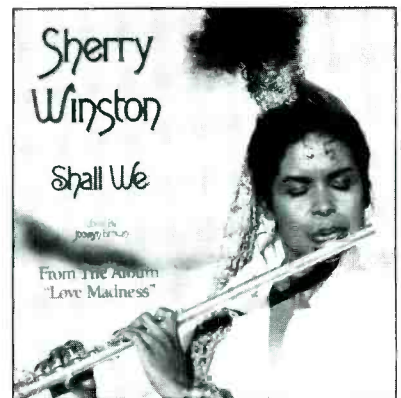


Gavin's Ron Fell, KMEL PD Keith Naftaly, and KMEL MD Hosh Gureli.



Gavin's Annette Lai with former KMEL Promotion Director Shelley Rae Adams and Epic Records' Robin Silva.

THE FUTURE SOUNDS LIKE THIS



"Shall We" – the sultry new single from Sherry Winston's long-awaited second album, "Love Madness", featuring vocal by **Jocelyn Brown**.

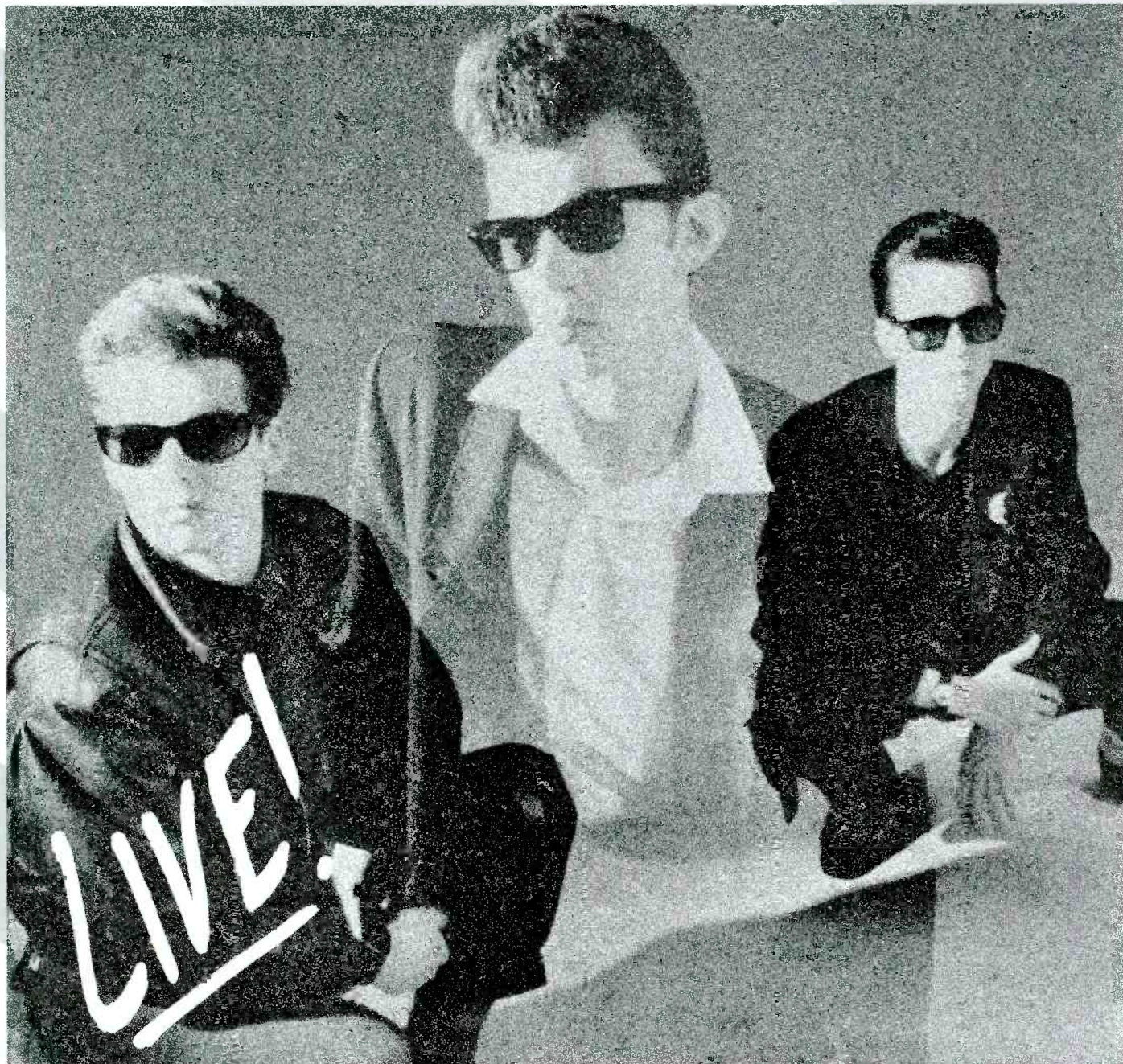
Available in 7" 45 and Cassette Single.

HEADFIRST



Distributed by K-tel International (USA) Inc

MERCURY RECORDS INVITES YOU TO *E-X-C-I-T-E-M-E-N-T!*



L O V E a n d M O N E Y

PLAYING LIVE FRIDAY, FEB. 17 AFTER THE COCKTAIL PARTY
IN THE COLONIAL ROOM OF THE WESTIN ST. FRANCIS HOTEL

SA-FIRE "Thinking Of You"

GAVIN TOP 40: UP & COMING 68/9
ADDS INCLUDE: X100, KZOU, KC101, KXFM

MOVES INCLUDE:
WTIC/FM 27-21 Y100 19-16
KKRZ DEB-31 KMGX 24-21



KMEL 17-13
Y106 DEB-29

LOVE and MONEY

GAVIN TOP 40: UP & COMING 63/10
ADDS INCLUDE: Z107, JET/FM, K104, 95XXX, KZEN
GAVIN A/C: DEBUT IN UP & COMING 31/13

CINDERELLA "The Last Mile"

GAVIN TOP 40: 40*-36* 185 STATIONS
WROQ 8-7 WBAM 26-23 WMMS 23-21
KPLZ 29-25 OK95 13-8



NIA PEEPLES "I Know How To Make Love To A Man"

ALREADY ON:
HOT97.7 @ 28
KLUC

KSTN
KZ103

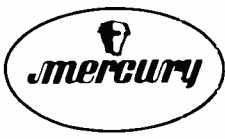
KKXX
KKMG @ 27

KMGX



DEF LEPPARD "Rocket"

OVER 9,000,000
COPIES SOLD!



PolyGram Records

ADULT CONTEMPORARY

MOST ADDED

PETER NOONE (45)
(Cypress/A&M)

SIMPLY RED (31)
(Elektra)

CARLY SIMON (29)
(Arista)

BETTE MIDLER (28)
(Atlantic)

38 SPECIAL (26)
(A&M)

TOP TIP

KARLA BONOFF
Tell Me Why
(Gold Castle)

CHARTBOUND thanks to 56
A/C's who need no excuses.

RECORD TO WATCH



ROBERT PALMER
She Makes My Day
(EMI)

Go ahead make our day. The track is
moving quickly through the A/C stream.

Editor: Ron Fell
Assoc. Editor: Diane Rufer

2W LW TW

5	1	1	MIKE + THE MECHANICS - The Living Years (Atlantic)
8	2	2	ROY ORBISON - You Got It (Virgin)
19	9	3	DEBBIE GIBSON - Lost In Your Eyes (Atlantic)
6	4	4	B.J. Thomas & Dusty Springfield - As Long As We Got... (Reprise)
11	5	5	RICK ASTLEY - She Wants To Dance With Me (RCA)
1	3	6	Rod Stewart - My Heart Can't Tell You No (Warner Bros.)
16	11	7	ANITA BAKER - Just Because (Elektra)
12	7	8	Sheriff - When I'm With You (Capitol)
14	10	9	NEIL DIAMOND - This Time (Columbia)
7	8	10	Taylor Dayne - Don't Rush Me (Arista)
18	16	11	BARBRA STREISAND - All I Ask Of You (Columbia)
13	13	12	Tiffany - All This Time (MCA)
23	18	13	CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)
33	21	14	KENNY G (Vocal by SMOKEY ROBINSON) - We've Saved The Best... (Arista)
2	6	15	Glenn Frey - Soul Searchin' (MCA)
24	19	16	BREATHE - Don't Tell Me Lies (A&M)
3	12	17	Fleetwood Mac - As Long As You Follow (Warner Bros.)
4	14	18	Basia - New Day For You (Epic)
25	24	19	BOY MEETS GIRL - Bring Down The Moon (RCA)
30	26	20	SURVIVOR - Across The Miles (Scotti Bros./CBS)
27	25	21	CHICAGO - You're Not Alone (Full Moon/Reprise)
39	28	22	BANGLES - Eternal Flame (Columbia)
9	15	23	Steve Winwood - Holding On (Virgin)
40	31	24	THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)
--	34	25	BETTE MIDLER - Wind Beneath My Wings (Atlantic)
32	27	26	EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)
35	29	27	VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)
17	20	28	Phil Collins - Two Hearts (Atlantic)
36	30	29	LIVINGSTON TAYLOR - City Lights (Critique/Atlantic)
10	17	30	Maxi Priest - Wild World (Virgin)
22	23	31	Huey Lewis & The News - Give Me The Keys... (Chrysalis)
--	37	32	CARLY SIMON - Let The River Run (Arista)
15	22	33	Annie Lennox & Al Green - Put A Little Love In Your Heart (A&M)
--	39	34	U2 - Angel Of Harlem (Island)
--	--	35	38 SPECIAL - Second Chance (A&M)
--	--	36	EVERLY BROS. & THE BEACH BOYS - Don't Worry Baby (Capitol)
--	--	37	LUTHER VANDROSS - She Won't Talk To Me (Epic)
--	--	38	ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)
--	--	39	PETER NOONE - I'm Into Something Good (Cypress/A&M)
--	--	40	SIMPLY RED - It's Only Love (Elektra)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
KARLA BONOFF - Tell Me Why (Gold Castle)		56	18	2	13	23	26%	3
ROBERT PALMER - She Makes My Day (EMI)		48	18	--	6	24	12%	2

Go Ahead. Make Your Day.



One listen and
you'll be convinced
it's the most obvious
adult record to come
along in a long
time.

Robert Palmer
“She Makes My Day”

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

Produced by Robert Palmer for Remlop Co., Inc.
David Harper Management Ltd.

When You Play It/Say It

EMI

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UP & COMING

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

REVIEWS



CHER & PETER CETERA

After All (Geffen)

It makes no difference that this duet was put together for the new Cybill Sheppard and Ryan O'Neal film "Chances Are." Cher and Peter are their own box office draw and should get a "thumbs-up" from adults. A beautiful ballad!

BOYS CLUB

The Loneliest Heart (MCA)

Gene and Joe get "Dear John" letters, but they want the last laugh. The production is absolutely brilliant. The staccato horn blasts and the wham-bam, blue-eyed soul sell the song. Take this one to the bank!

DEON ESTUS

Heaven Help Me (Mika/Polydor)

Deon was the bass player in Wham! and has stuck with George Michael throughout his career. He makes a sweet soul ballad with the help of George who lends pen and voice for an effective, infectious adult entry.

FOUR TOPS

Change Of Heart (Arista)

What a pleasure to write about this quartet of vocal legends. Narada Michael Walden produced and arranged this single from their "Indestructible" album. After listening we thought the title could be Change That Man, but after their consecutive hit track record they can't miss with this one either.

their name be keeping A/C ears at bay?

OUR RECORD TO WATCH this week is ROBERT PALMER's "She Makes My Day." A cool ballad that is CHARTBOUND this week with only 48 total reports. Eighteen new adds with KPTL, KKIS, KMCQ, WKYE, WHAI, WCEM, WLIP among them. A few more new adds and Mr. Palmer will "make our chart."

Special Note: A warm WELCOME to all our A/C radio and record representatives to our Seminar. We wish you a good time in our fair city Enjoy! Remember the A/C session starts at 9:30 am with a complimentary breakfast hosted by Kevin McDonald and Jill Ramsdell of McD Promotion. See ya there.

Reports	Adds	ARTIST	TITLE	LABEL	*Debuts In Up & Coming
45	7	SCRITTI POLITTI	- Oh Patti	(Warner Bros.)	
43	8	JUDSON SPENCE	- Love Dies In Slow Motion	(Atlantic)	
42	6	JAMES "JT" TAYLOR & REGINA BELLE	- All I Want Is Forever	(Epic)	
40	7	ENYA	- Orinoco Flow (Sail Away, Sail Away, Sail Away)	(Geffen)	
33	4	GIANT STEPS	- Into You	(A&M)	
31	9	DINO	- 24/7 (4th & Broadway/Island)		
31	13	* LOVE & MONEY	- Halleluiah Man	(Mercury/PolyGram)	
30	4	RANDY NEWMAN	- Falling In Love	(Reprise)	
30	14	* NYLONS	- Poison Ivy	(Windham Hill/A&M)	
25	25	PAUL CARRACK & TERRI NUNN	- Romance (Theme from Sing)	(Columbia)	
25	6	RELATION INC.	- Any Other Lover	(R&A)	
21	4	* JONATHAN BUTLER	- More Than Friends	(Jive/RCA)	
21	3	* KIARA duet with SHANICE WILSON	- This Time	(Arista)	

Dropped: Johnny Mathis, Fairground Attraction, Tommy Page, NuShooz, Amy Grant, Boys Club, Al Jarreau.

INSIDE A/C

by Ron Fell & Diane Rufer

Two records have broken away from the pack to lead the chart. MIKE + THE MECHANICS have 92% of their airplay in HEAVY rotation and "The Living Years" is the first record since PHIL COLLINS' "Groovy Kind Of Love" on October 17th to have 200 or more HEAVY rotation reports. The bridesmaid in this case is ROY ORBISON's "You Got It," the only record close enough to MIKE + THE MECHANICS to take the top slot. We've said it before, it's hard to believe any adult radio station not playing either record.



SURVIVOR's "Across The Miles" is proving to be a solid A/C record. Now top 20, its HIT FACTOR is 71% thanks to quality rotations from the likes of KYJC, WLLH, WTRX, WMT/FM, KLDI, KWEB, WEBE, WWMJ, WSKI, CKFM and WKYE etc.

There are, however, other records to play. The electric youngster DEBBIE GIBSON, has made a mighty two-week leap on the

chart, moving 19 to 9 to 3. A healthy 67% of her play is in HEAVY.

ANITA BAKER, with more than half of her play in HEAVY, glides top ten. She and DEBBIE should both clear 200 stations next week.

KENNY G and SMOKEY ROBINSON have climbed 19 spaces on the chart over the past two weeks. Only 25 adds this week, among them are KS95, K103, KFQD, WKDQ and WOOD.

The BANGLES' "Eternal Flame" will end up as their biggest A/C record to-date. It's moved 17 numbers over the past two issues and is now HIT FACTORED by nearly two-thirds of its players.

With wind beneath her wings the Divine Ms. MIDLER is this week's fourth MOST ADDED with 28 new stations. Among them are WAHR, WELI, WKMI, KRKO, WEZC, WJXL, KTSR, KS95 and KNOX.

Last week's designated HOT, 38 SPECIAL's "Second Chance" is this week's fifth MOST ADDED and our highest chart debut. New for WWDE, KFYZ, WKIO, WQTU and KLWN etc.

Our MOST ADDED, PETER NOONE's "I'm Into Something Good" scored a 14 station advantage over number two, SIMPLY RED. New nooners are WKYE, WMT/AM, WMTR, WTRX, KSAL, KXRO, WAEB, WTRW, KKRK, KASY, KVSF and KHLT.

SCRITTI POLITTI's "Oh Patti (Don't Feel Sorry For Loverboy)," our RECORD TO WATCH last week, has an active PLUS FACTOR this week. Moving it into MEDIUM rotation are KMCQ, KUIC, KBMG, KBRK, WBTH, WHAI and WAFL. Already in HEAVY are WASK, KAAK, KTID. With 45 total reports could

2 real beauties

Proven Reliable
Play After Play

edie brickell & new bohemians "What I Am"



from the album **SHOOTING RUBBER-
BANDS AT THE STARS** • mileage? this
baby will run forever!

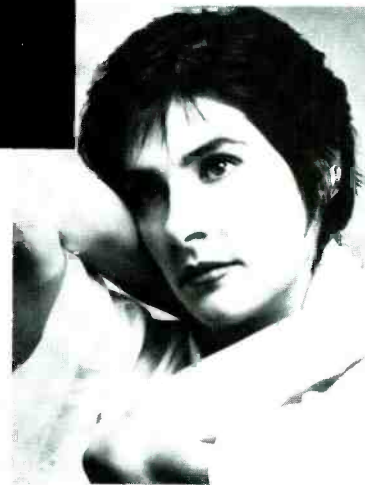
double
platinum

enya

"Orinoco Flow (Sail Away)"

Features? **you bet!**

nouveaux video on VH1, now on MTV •
no. 1 charting single throughout europe •
over _____ units sold • from the debut
album **WATERMARK.**



trade in your Tired Tunes

a new fully loaded single available feb. 20!

• from **cher and peter cetera, "after all"**

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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 **225** Last Week **219**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
MIKE + THE MECHANICS - The Living Years (Atlantic)	218	6	200	9	3	95%	7
ROY ORBISON - You Got It (Virgin)	216	6	183	24	3	95%	6
DEBBIE GIBSON - Lost In Your Eyes (Atlantic)	199	5	134	51	9	92%	6
B.J. THOMAS & DUSTY SPRINGFIELD - As Long As We Got... (Reprise)	183	2	140	35	6	95%	11
RICK ASTLEY - She Wants To Dance With Me (RCA)	175	3	145	25	2	97%	10
ROD STEWART - My Heart Can't Tell You No (Warner Bros.)	181	2	140	34	5	96%	12
ANITA BAKER - Just Because (Elektra)	193	13	118	52	10	88%	7
SHERIFF - When I'm With You (Capitol)	173	3	128	34	8	93%	11
NEIL DIAMOND - This Time (Columbia)	170	2	110	52	6	95%	7
TAYLOR DAYNE - Don't Rush Me (Arista)	156	3	99	43	11	91%	13
BARBRA STREISAND - All I Ask Of You (Columbia)	154	2	70	73	9	92%	10
TIFFANY - All This Time (MCA)	150	--	87	46	17	88%	16
CROSBY, STILLS, NASH & YOUNG - Got It Made (Atlantic)	173	16	40	96	21	78%	5
KENNY G (Vocal by SMOKEY ROBINSON) - We've Saved The Best... (Arista)	181	25	29	110	17	76%	4
GLENN FREY - Soul Searchin' (MCA)	145	--	70	64	11	92%	15
BREATHE - Don't Tell Me Lies (A&M)	155	11	41	90	13	84%	6
FLEETWOOD MAC - As Long As You Follow (Warner Bros.)	146	--	57	60	29	80%	13
BASIA - New Day For You (Epic)	130	--	43	63	24	81%	16
BOY MEETS GIRL - Bring Down The Moon (RCA)	126	5	23	81	17	82%	7
SURVIVOR - Across The Miles (Scotti Bros./CBS)	135	8	22	74	31	71%	6
CHICAGO - You're Not Alone (Reprise)	129	12	20	78	19	75%	6
BANGLES - Eternal Flame (Columbia)	142	12	18	74	29	64%	4
STEVE WINWOOD - Holding On (Virgin)	117	1	41	59	16	85%	12
THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)	130	20	15	66	29	62%	4
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	140	28	11	55	46	47%	4
EDIE BRICKELL & THE NEW BOHEMIANS - What I Am (Geffen)	108	12	21	52	23	67%	7
VANESSA WILLIAMS - Dreamin' (Wing/PolyGram)	107	20	18	55	14	68%	6
PHIL COLLINS - Two Hearts (Atlantic)	110	--	23	58	29	73%	15
LIVINGSTON TAYLOR - City Lights (Critique/Atlantic)	114	11	8	64	31	63%	17
MAXI PRIEST - Wild World (Virgin)	93	--	27	41	25	73%	15
HUEY LEWIS & THE NEWS - Give Me The Keys... (Chrysalis)	83	1	19	50	13	83%	7
CARLY SIMON - Let The River Run (Arista)	104	29	5	41	29	44%	4
ANNIE LENNOX & AL GREEN - Put A Little Love In Your Heart (A&M)	84	--	19	39	26	69%	16
U2 - Angel Of Harlem (Island)	69	9	8	32	20	57%	4
38 SPECIAL - Second Chance (A&M)	92	26	1	33	32	36%	3
EVERLY BROS. & THE BEACH BOYS - Don't Worry Baby (Capitol)	59	4	3	34	18	62%	5
LUTHER VANDROSS - She Won't Talk To Me (Epic)	59	14	3	29	13	54%	4
ANN WILSON & ROBIN ZANDER - Surrender To Me (Capitol)	43	2	6	24	11	69%	7
PETER NOONE - I'm Into Something (Cypress/A&M)	76	45	--	13	18	17%	2
SIMPLY RED - It's Only Love (Elektra)	70	31	--	14	25	20%	2

PLUS FACTOR

Records which received the greatest increase in HIT FACTOR.

ARTIST TITLE LABEL	LW	TW	Increase
BANGLES - Eternal Flame (Columbia)	42	64	22%
THE TRAVELING WILBURYS - End Of The Line (Wilbury/Warner Bros.)	42	62	20%
SIMPLY RED - It's Only Love (Elektra)	--	20	20%
KENNY G (Vocal by SMOKEY ROBINSON) - We've Saved The Best For Last (Arista)	57	76	19%
BETTE MIDLER - Wind Beneath My Wings (Atlantic)	29	47	18%
EVERLY BROS. & THE BEACH BOYS - Don't Worry Baby (Capitol)	47	62	15%
U2 - Angel Of Harlem (Island)	44	57	13%
BREATHE - Don't Tell Me Lies (A&M)	72	84	12%
SCRITTI POLITTI - Oh Patti (Warner Bros.)	33	44	11%
DINO 24/7 (4th & Broadway/Island)	14	25	11%

CHICAGO

"You're Not Alone"

GAVIN A/C 25*-21* 75% HIT FACTOR
R&R A/C 21*-17*

Produced By Ron Nevison
Direction: Howard Kaufman

BRIAN WILSON

"Melt Away"

SHIPPING THIS WEEK!!

From the album Brian Wilson
Produced by Brian Wilson and Russ Titelman

B.J. THOMAS & DUSTY SPRINGFIELD

"As Long As We Got Each Other"

GAVIN A/C #4 95% HIT FACTOR
140 HEAVY ROTATION REPORTS

Theme from "Growing Pains"
STEVE DORFF & FRIENDS
Produced by Steve Dorff and John Bettis



reprise

PHOTO FILE by Lisa Smith & Betty Hollars



A PAINLESS CELEBRATION ▲

BMI and Warner Bros. Records hosted a party for Steve Dorff to celebrate the success of his single, "Theme From Growing Pains (As Long As We Got Each Other.)" Chatting during the celebration were (from left) the song's co-writer John Bettis, B.J. Thomas and Steve Dorff.



STAND-UP COMEDIANS ▲

A&M's Jon Konjoyan and Casanova from FM104-Modesto, CA pose with a cardboard replica of Amy Grant. That's Ms. Grant in the middle with the Valentine bouquet.



ROSES ARE RED

Veteran recording artist Bobby Vinton takes time out to compose a special Valentine for KOKO-- Warrensburg, MO PD Eric Muller.

ONE FOR THE ROAD

Before being hauled away by Dallas Vice, KVIL MD Frank "Sunny" Miniaci received a plaque from Columbia's Michael Scurlock commemorating the sale of one million albums of Barbra Streisand's "Till I Loved You," featuring Don Johnson. Rumor has it Frank requested protection from Dallas police after hearing that Melanie Griffith was in town confiscating old photos of Don Johnson. ▼



RELATION INC.

"Any Other Lover"
Up and Coming

Already on: KRED, KDLK, KLSS, KLKC, KLWN, KBUN, KYMN, KMGH, KSCR, WDND, WRCR, WIZE, WRCO, WKST, KCBF, KHTN, KWSI, KASY, KPTL, WOHS, WEVA, WBTH **33% Hit Factor**

G **GAYLE FULLER**

These Eyes

**Keep your eyes on
"These Eyes"**

by **Gayle Fuller**

"Contemporary reading of the Guess Who's classic from '69 with potential to become a hit all over again."

-Bill Coleman, Billboard



records

**RELATION
INC.**

Any Other Lover



KARYN WHITE
"Superwoman"

GOING TO BE BIG!!!
ALREADY A HIT
IN TWO FORMATS
GAVIN TOP 40
DEBUT 39*
READY TO
CROSS A/C



SCRITTI POLITTI
"Oh Patti"

GAVIN A/C UP & COMING
44% HIT FACTOR
R&R A/C NEW & ACTIVE

SCRITTI POLITTI

**TRAVELING
WILBURYS**
"End Of The Line"

GAVIN A/C 31*-24* 130/24
62% HIT FACTOR
R&R A/C HIGHEST
BREAKER
A MOST ADDED
DEBUT 28*



**WATCH OUT FOR
MADONNA AND
ATLANTIC STARR –
COMING SOON!!**



COUNTRY

MOST ADDED

- THE JUDDS (72)
(Curb/RCA)
- RESTLESS HEART (63)
(RCA)
- CLINT BLACK (46)
(RCA)
- FORESTER SISTERS (38)
(Warner Bros.)
- RODNEY CROWELL (34)
(Columbia)

TOP TIP

RESTLESS HEART
Big Dreams In A Small Town
(RCA)

One of the Most Added for the last two weeks starts a rapid climb up Country radio playlists.

RECORD TO WATCH



MOE BANDY
Many Mansions
(Curb)

Moe's off to a good start, with 19 adds and 39 reports in his second week.

2W LW TW

7	3	1	RICKY VAN SHELTON - From A Jack To A King (Columbia)
6	4	2	RONNIE MILSAP - Don't You Ever Get Tired... (RCA)
8	6	3	SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)
11	9	4	REBA McENTIRE - New Fool At An Old Game (MCA)
3	1	5	Eddy Raven - 'Til You Cry (RCA)
14	11	6	GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)
10	7	7	CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)
2	2	8	Desert Rose Band - I Still Believe In You (MCA/Curb)
12	10	9	SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)
18	13	10	NITTY GRITTY DIRT BAND - Down That Road Tonight (Warner Bros.)
21	14	11	KEITH WHITLEY - I'm No Stranger To The Rain (RCA)
1	5	12	Tanya Tucker - Highway Robbery (Capitol)
19	15	13	EMMYLOU HARRIS - Heartbreak Hill (Reprise)
16	12	14	Oak Ridge Boys - Bridges And Walls (MCA)
25	16	15	MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)
20	17	16	T. GRAHAM BROWN - Come As You Were (Capitol)
23	18	17	GEORGE JONES - I'm A One Woman Man (Epic)
28	22	18	VERN GOSDIN - Who You Gonna Blame It On This Time (Columbia)
27	21	19	BELLAMY BROTHERS - Big Love (MCA/Curb)
36	26	20	HANK WILLIAMS JR./HANK WILLIAMS SR. - There's A Tear...(W.B./Curb)
32	24	21	FOSTER & LLOYD - Fair Shake (RCA)
34	27	22	SHENANDOAH - Church On Cumberland Road (Columbia)
31	29	23	LORRIE MORGAN - Trainwreck Of Emotion (RCA)
29	25	24	T.G. SHEPPARD - You Still Do (Columbia)
4	8	25	Gene Watson - Don't Waste It On The Blues (Warner Bros.)
33	30	26	DON WILLIAMS - Old Coyote Town (Capitol)
30	28	27	WAYLON JENNINGS - Which Way Do I Go (MCA)
37	32	28	LACY J. DALTON - The Heart (Universal)
--	37	29	BILLY JOE ROYAL - Tell It Like It Is (Atlantic America)
40	36	30	BAILLIE AND THE BOYS - She Deserves You (RCA)
38	35	31	JOHN CONLEE - Hit The Ground Runnin' (16th Ave.)
--	39	32	PATTY LOVELESS - Don't Toss Us Away (MCA)
--	--	33	K.T. OSLIN - Hey Bobby (RCA)
--	--	34	ROY ORBISON - You Got It (Virgin)
--	40	35	LEE GREENWOOD - I'll Be Lovin' You (MCA)
5	19	36	Kathy Mattea - Life As We Knew It (Mercury)
--	--	37	HIGHWAY 101 - Settin' Me Up (Warner Bros.)
9	20	38	Dan Seals - Big Wheels In The Moonlight (Capitol)
--	--	39	LONESOME STRANGERS - Goodbye Lonesome, Hello Baby Doll (HighTone)
15	23	40	Larry Boone - I Just Called To Say Goodbye Again (Mercury)

CHARTBOUND

ARTIST TITLE LABEL	*Debuts in chartbound	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
THE JUDDS - Young Love (Curb/RCA)		122	72	1	8	41	7%	2
RESTLESS HEART - Big Dreams In A Small Town (RCA)		109	63	1	5	40	5%	2
FORESTER SISTERS - Love Will (Warner Bros.)		103	38	--	14	51	13%	3
THE SANDERS - Grandma's Old Wood Stove (Airborne)		101	14	--	25	62	24%	6

CLINT BLACK

What programmers are saying about Clint Black...

*"The most versatile, exciting new artist
that has come along in years."*

Dr. Sam Faulk
Operations Manager
WLWI

*"Ladies love him and he had the whole
place jumping."*

Bob Sterling
Music Director
WZZK

*"It's good to see the true talents rise to
the top."*

Gary McCartie
Program Director
WMZQ

*"I had the opportunity to see Clint
perform on stage, and right away I
noticed how comfortable he was up there,
and much fun he was having. There's
definitely a charismatic quality about
him, and it seems to run off onto everyone
around him."*

R. J. Curtis
Program Director
KNIX

*"Clint impressed me as a songwriter of
intellectual depth with a desire to weave his
insights into the songs he writes."*

Carl Brown
Music Director
KSAN

*"Clint just may end up giving Strait and
Travis a healthy run for the money. What a
great voice."*

Charlie Cassidy
Program Director
KKCS

*"Clint truly surprised me with his
tremendous range. He is a most personable
young man and quite a talent. I think you
might have a future star."*

Bob Guerra
Operations Manager
KZLA/KLAC



"A Better Man"



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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
98	26	4	BARBARA MANDRELL	- My Train Of Thought	(Capitol)
94	7	6	CHARLIE DANIELS BAND	- Cowboy Hat In Dallas	(Epic)
94	10	6	KEVIN WELCH	- Stay November	(Warner Bros.)
81	46	2	CLINT BLACK	- Better Man	(RCA)
77	22	3	STATLER BROTHERS	- Moon Pretty Moon	(Mercury)
69	19	3	MEL McDANIEL	- Walk That Way	(Capitol)
57	4	6	WILLIE NELSDN	- Twilight Time	(Columbia)
57	34	1	* RODNEY CROWELL	- After All This Time	(Columbia)
52	1	7	CRYSTAL GAYLE	- Tennessee Nights	(Warner Bros.)
49	17	2	GATLIN BROTHERS	- When She Holds Me	(Universal)
43	3	6	GLEN CAMPBELL	- More Than Enough	(MCA)
39	2	5	BUCK OWENS	- A-11	(Capitol)
39	19	2	MOE BANDY	- Many Mansions	(Curb)
39	11	2	CHARLEY PRIDE	- White Houses	(16th Ave.)
38	30	1	* DWIGHT YOAKAM	- I Got You	(Reprise)
37	32	1	* STEVE WARINER	- Where Did I Go Wrong	(MCA)
36	3	3	JOHN ANDERSON	- Lower On The Hog	(MCA)
35	12	2	CROSBY, STILLS, NASH & YOUNG	- This Old House	(Atlantic)
34	--	8	RONNIE McDOWELL/JERRY LEE LEWIS	- Never Too Old...	(Curb)
33	3	3	DARRELL HOLT	- Only The Strong Survive	(Anoka)
31	11	1	* LIONEL CARTWRIGHT	- Like Father, Like Son	(MCA)
30	9	2	LINDA DAVIS	- Back In The Swing Again	(Epic)
28	4	2	CHARLY McCLAIN	- One In Your Heart And One On Your Mind	(Mercury)
28	8	2	MARCY BROTHERS	- Threads Of Gold	(Warner Bros.)
28	4	2	TAMMY WYNETTE	- Next To You	(Epic)
27	14	1	* JOHNNY CASH	- Ballad Of A Teenage Queen	(Mercury)
27	9	1	* SAWYER BROWN	- Old Pair Of Shoes	(Capitol)
27	26	1	* SKIP EWING	- The Gospel According To Luke	(MCA)
27	26	1	* THE SHOOTERS	- If I Ever Go Crazy	(Epic)
26	7	1	* MASON DIXON	- Exception To The Rule	(Capitol)
24	10	1	* JOHNNY RODRIGUEZ	- No Chance To Dance	(Capitol)
23	6	1	* LUCINDA WILLIAMS	- The Night's Too Long	(Rough Trade)
21	11	1	* LYLE LOVETT	- Stand By Your Man	(MCA/Curb)

*Debuts In Up & Coming.

Dropped: #31-D.Yoakam, #33-H.Dunn, #34-Alabama, #38-E.T.Conley, Bertie Higgins, M.Johnson, Wagoneers.

TOP REQUESTS

HANK WILLIAMS JR./HANK SR.

RICKY VAN SHELTON

GEORGE STRAIT

RONNIE MILSAP

DESERT ROSE BAND

LP CUTS

Alabama - High Cotton/She Can
George Strait - Ace In The Hole
Emmylou Harris - Heaven Only Knows
Mel McDaniel - You Can't Play The Blues...
Baillie & The Boys - I Can't Turn The Tide
Gene Watson - Dreams Of A Dreamer/The Jukebox Played Along

INSIDE COUNTRY



While Eddie Rabbitt was in New York for a performance at the Bottom Line, he took time out for an interview with longtime Gavin friend and MJI Broadcasting's Laurie Sayres. This was the first New York City visit in over a decade for the Brooklyn-born Rabbitt.

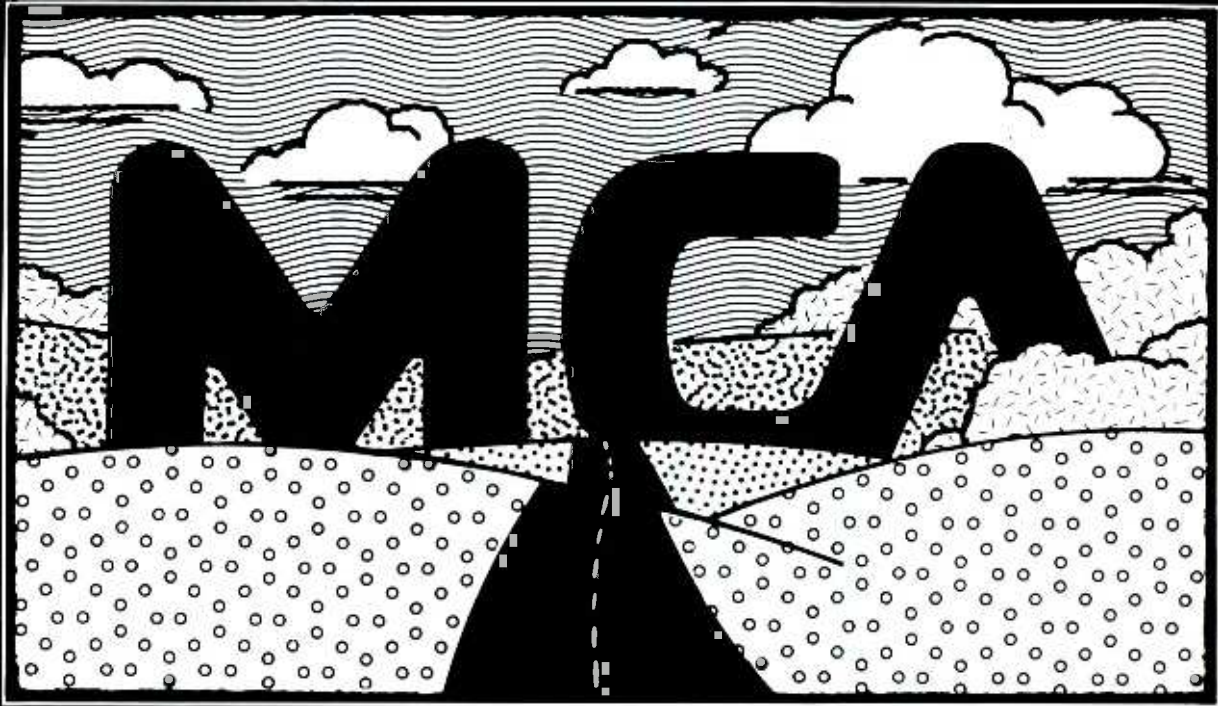
GAVIN SEMINAR. The Country Crew is looking forward to seeing and meeting a lot of you at this weekend's Gavin Seminar For Media Professionals. It should be both a fun and informative gathering. For those of you not able to attend this year's convention, we'll be updating the highlights in next week's Inside Country, as well as announcing the winners of the 1989 Gavin Awards.

CHANGES, CHANGES, CHANGES. As you may have read in last week's Gavin, KPLS-Santa Rosa has changed their call letters back to KVRE and will now be reporting to the Album section...WMC-Memphis has also changed formats and will no longer be a Country reporter...The new Program Director at WFMC-Goldsboro is Darren Strickland...Denver Pollitte has taken over the Music Director duties at WFSR-Harlan...The new Music Director

at KUUY-Cheyenne is Vic Roberts...Our buddy and award nominee Tim Closson is now the new Program Director at KHAK-Cedar Rapids. PD Tim Wilson will be taking over Closson's MD duties at WAXX/FM-Eau Claire...Tom Sherry has officially been named both PD and MD of KTRW-Spokane...Richard Blake leaves WFPR-Hammond to do the 7-midnight shift at WNOE-New Orleans. The new MD at WFPR is Scott Russell...Skip Phillips has taken over the Music Director duties at WWIT-Canton...Over at KNEW/KSAN-Oakland/San Francisco, longtime mid-day favorite Bill Collins has moved to the afternoon drive shift, and Sam Van Zant takes over the mid-day slot...Susan Fox is the new MD at WJST-Panama City.

Talk with you next week. The Gavin Country Crew

THANKS RADIO
FOR MAKING



THE THREE
GREATEST LETTERS IN
COUNTRY MUSIC

MCA RECORDS
NASHVILLE

THE BEST IN COUNTRY MUSIC

HIT FACTOR

Country Research:
Lisa Smith/Elma Greer

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

Total Reports This Week **206** Last Week **206**

ARTIST TITLE LABEL	Reports	Adds	Heavy	Medium	Light	Hit Factor	Weeks
RICKY VAN SHELTON - From A Jack To A King (Columbia)	198	--	172	24	2	98%	8
RONNIE MILSAP - Don't You Ever Get Tired... (RCA)	201	3	172	23	3	97%	9
SOUTHERN PACIFIC - Honey I Dare You (Warner Bros.)	195	1	156	35	3	97%	11
REBA McENTIRE - New Fool At An Old Game (MCA)	197	1	141	55	--	99%	9
GEORGE STRAIT - Baby's Gotten Good At Goodbye (MCA)	201	--	129	66	6	97%	7
CONWAY TWITTY - I Wish I Were Still In Your Dreams (MCA)	193	2	153	33	5	96%	12
SWEETHEARTS OF THE RODEO - I Feel Fine (Columbia)	187	--	126	56	5	97%	12
NITTY GRITTY DIRT BAND - Down That Road Tonight (Warner Bros.)	195	2	76	109	8	94%	9
KEITH WHITLEY - I'm No Stranger To The Rain (RCA)	199	2	64	124	9	94%	7
EMMYLOU HARRIS - Heartbreak Hill (Reprise)	186	3	69	101	13	91%	11
MICHAEL MARTIN MURPHEY - From The Word Go (Warner Bros.)	192	4	41	136	11	92%	9
T. GRAHAM BROWN - Come As You Were (Capitol)	175	2	70	93	10	93%	11
GEORGE JONES - I'm A One Woman Man (Epic)	185	4	53	110	18	88%	11
VERN GOSDIN - Who You Gonna Blame It On This Time (Columbia)	183	4	22	132	25	84%	7
BELLAMY BROTHERS - Big Love (MCA/Curb)	182	4	21	133	24	84%	8
HANK WILLIAMS JR./HANK WILLIAMS SR. - There's A Tear...(Warner Bros./Curb)	185	10	23	112	40	72%	5
FOSTER & LLOYD - Fair Shake (RCA)	180	10	15	127	28	78%	6
SHENANDOAH - Church On Cumberland Road (Columbia)	189	11	6	126	46	69%	5
LORRIE MORGAN - Trainwreck Of Emotion (RCA)	165	4	13	116	32	78%	11
T.G. SHEPPARD - You Still Do (Columbia)	156	2	19	114	21	85%	12
DON WILLIAMS - Old Coyote Town (Capitol)	167	4	3	122	38	74%	8
WAYLON JENNINGS - Which Way Do I Go (MCA)	166	7	3	118	38	72%	8
LACY J. DALTON - The Heart (Universal)	173	9	3	108	53	64%	6
BILLY JOE ROYAL - Tell It Like It Is (Atlantic America)	170	15	--	95	60	55%	5
BAILLIE AND THE BOYS - She Deserves You (RCA)	167	13	1	88	65	53%	5
JOHN CONLEE - Hit The Ground Runnin' (16th Ave.)	148	6	7	80	55	58%	7
PATTY LOVELESS - Don't Toss Us Away (MCA)	160	17	3	79	61	51%	5
K.T. OSLIN - Hey Bobby (RCA)	172	24	5	63	80	39%	4
ROY ORBISON - You Got It (Virgin)	153	19	6	63	65	45%	5
LEE GREENWOOD - I'll Be Lovin' You (MCA)	146	19	3	74	50	52%	6

NEW RELEASES by Lisa Smith & Cyndi Hoelzle



RANDY TRAVIS - *Is It Still Over?*
(Warner Bros.)

We're pretty sure that there won't be many Country stations hesitating on this record. When you combine Travis, an upbeat song that clocks in at 3:11, and a line like "Since my phone still ain't ringing, I assume it still ain't you," it's a pretty good bet you've got another hit on your hands.

SAWYER BROWN - *Old Pair Of Shoes*
(Capitol)

These guys know how to write a Country pop hook. The single, which has been remixed from the album version, is a slow, easy shuffle. Instantly likeable, the song should gain the group many new fans.



SKIP EWING -
The Gospel According To Luke (MCA)

One of Country music's most endearing qualities is the fact that it remains a forum for great storytellers. This release should further establish Skip Ewing as one of THE up and coming songwriters in Nashville. It's a beautiful, touching song and the simple production helps the great lyrics shine through.



LYLE LOVETT - *Stand By Your Man*
(MCA/Curb)

Leave it to Lyle. He has recently been performing this song as an encore at his performances, and decided to cut it on the new "Large Band" album. The version is true to Tammy's, and though at first it might be a little disconcerting to hear Lyle croon "sometimes it's hard to be a woman," you can't help but smile. That's our man Rodney Crowell helping out on the chorus.

WE STAND AND DELIVER



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PHOTO FILE by Lisa Smith & Betty Hollars



COUNTRY "CREW" SIN' ON THE BAY
During a grueling promotional stop in San Francisco, J.C. Crowley enjoyed a Bay Cruise with KNEW/KSAN's Carl Brown (center) and KLIQ-Reno's Tony Thomas (right). ▼



DISTRIBUTING THE DOUGH ▲
Alabama Music Hall Of Fame Executive Director Jimmy Durham and Board Member Buck Borders happily accept a donation from the state's favorite sons. The Hall Of Fame was one of the 172 recipients of June Jam funds. Looking on are the group's Jeff Cook, Teddy Gentry, Randy Owen and Mark Herndon.

COME AS YOU WERE ▲
The party animal himself, T. Graham Brown, discussed his pending fatherhood with WJST's Buddy Baker (right) and Norm Allen (left) after a concert appearance in Panama City.

THE SHOOTERS

IF I EVER GO CRAZY

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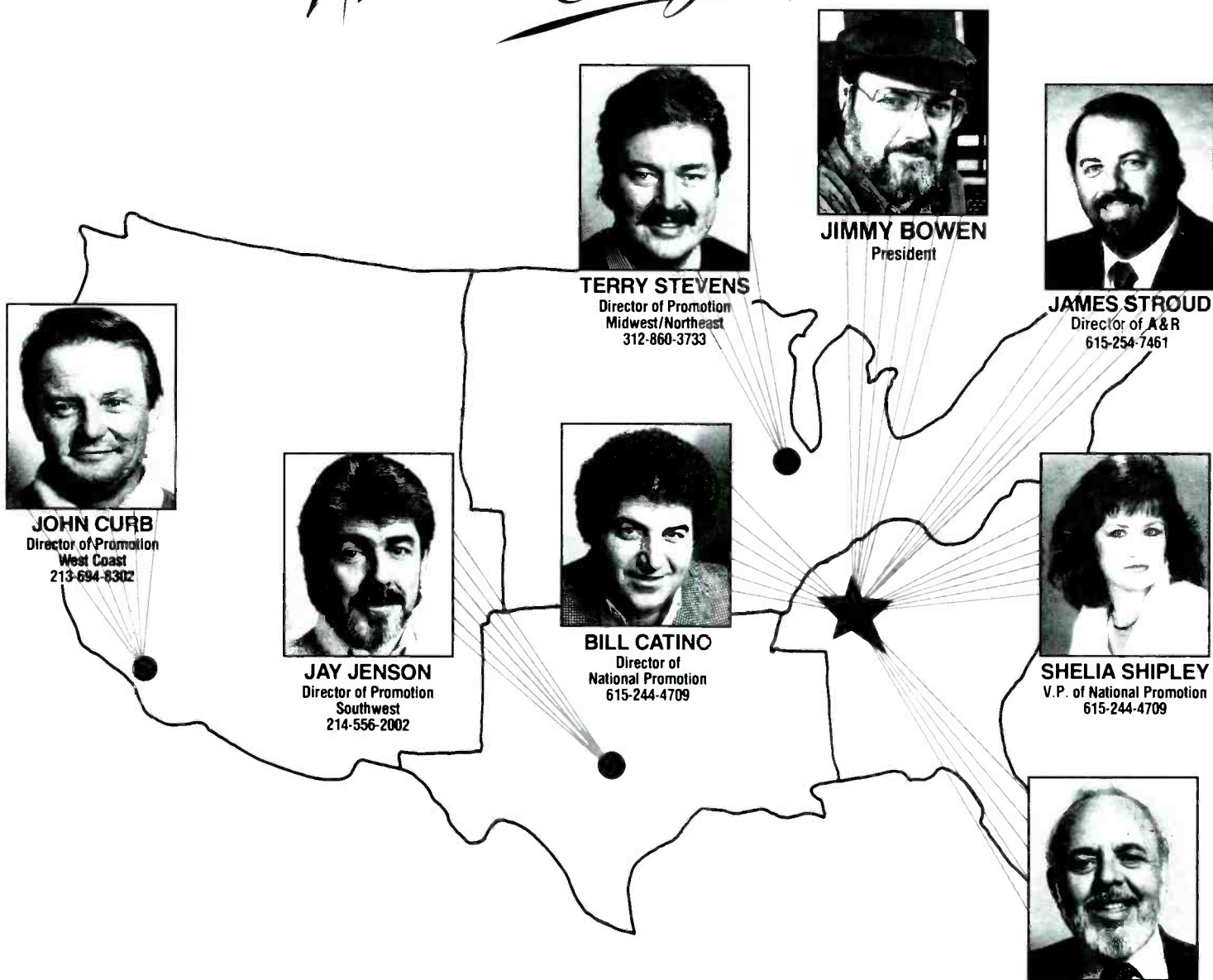
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WJAZ CELEBRATES TEN- PLUS YEARS ON THE AIR!

By Keith Zimmerman

Last October marked the tenth anniversary for WJAZ-Stamford, Ct and its resident program director, Rick Petrone. Back when WJAZ was WYRS (the calls changed in 1986), Rick joined the station first as a part-time jazz air personality. When in 1980 the commitment was made to full-time jazz, he stepped into the programming chair he's held ever since. Rick has gained respect among his peers all across the nation for the job he has done in the Tri State area and we spoke to him about his ten years (and counting) at the Chase Broadcasting property.

KZ: Did you anticipate putting in ten years at WJAZ when you started?

RP: I didn't even think about ten years. I just thought about changing careers from being a traveling musician to being in radio. When I started here in this building with our sister station, it was as a part-time Sunday morning announcer. As time went on, I was asked to do a jazz show in the evening and the station had no jazz records. Of course, I had a huge collection and along with that I did some interviews with some important musicians like Phil Woods, Bill Evans and Teddy Wilson. It all evolved into what is now WJAZ, 96.7 FM.

KZ: What was your background as a jazz musician?

RP: I graduated from Berklee College of Music. I'm a bass player and my first big job was with the late Buddy Rich's band. Then I worked with Tommy Dorsey, Glenn Miller and Marian McPartland for about three years in her trio. I did a lot of duo jobs in New York City. After I left Marian, I went with Maynard Ferguson. That was the highlight of my musical career as far as being on the road. We played all over the world. I was a featured soloist in that band and I recorded a couple of albums with Maynard. I had achieved much of what I wanted to do on the road

JAZZ PROFILE

with that band. When I left Maynard's band, we had traveled a million miles counting the buses and the airplanes. That was enough for me.

KZ: When did things at WYRS take off?

RP: In 1980, through a variety of circumstances the big New York City jazz station went Country and we started getting recognition as far as phones and letters. At the time, the radio station wasn't into the programming that it was doing. They decided to make it a Jazz station and put me in charge of the music and the programming. The staff has longevity. My assistant program director Ray Lamm has been here longer than I have. Many of our announcers have been here four, five and six years.

KZ: Any recollections of the early days?

RP: One of our first months Horace Silver called and Ray was on the air at the time. Horace said, "Hi, I'm Horace Silver." Ray said, "Yeah, and I'm Eric Clapton." We couldn't believe someone like him would call, but Horace lived in Norwalk, CT and he was happy that his home state had a jazz station. People like Dave Brubeck would pop in occasionally to wish us well. Then we began to have a regular rotation of interviews.

KZ: Tell us about the Tri State market.

RP: We reach into Long Island, some of New York City, New Jersey and Westchester County. Our main market is Fairfield County in Connecticut. It's commonly called the Gold Coast where there are quite a few listeners in the 25-54 range with lots of disposable income. We also have a good deal of black listeners and blue collar listeners. About forty percent of our audience is black or Hispanic. It's pretty much of an urban breakdown, but thirty or forty percent of those are corporate types. This is an area filled with Fortune 500 companies. We have an enviable blend of listeners with the unenviable task of trying to make everybody happy.

KZ: With the advantage of a full spectrum of listeners, what's the ups and down of the situation?

RP: We have a good, strong basis to succeed commercially. Some of our promotions have been geared towards the corporate sector. We'll bring a Jazz trio out and play for corporate lunches to promote ourselves. We'll also take that same band to a train station and perform there. We have a variety of ways to promote and sell ourselves. The difficult side of programming is that you have to try to appeal to all of these ethnic and demographic groups. That's not easy.

KZ: How do you compete with the Top 40 and A/C stations with big budgets?

RP: It would be foolish to think that we're competing with them. Any specialized format like ours doesn't want to take the bull by the horns. What we try to do is appeal to the listeners who are looking for the alternative side of radio. We do tests, but we're not

hyped out with jingles or any type of come-ons. We approach the listener as a sophisticated part of the community, be they blue or white collar.

KZ: What's your basic music clock like?

RP: Our philosophies have been altered over the years by various considerations, some by music research focus groups. The company that owns us, Chase Broadcasting, also owns WTIC in Hartford and when they came in, they did extensive focus groups and research on whether jazz was viable. Our clock is based on the research that we've done. With so much of the younger market, they like to hear more of the contemporary sound. But some people enjoy Count Basie. Our clock runs from mellow fusion cuts, Latin, mainstream, blues and we don't consider ourselves to have a pigeon-holed type of sound. We're not mainstream or contemporary. We're a Jazz station and we're not afraid to say it.

KZ: How do you go from Coltrane to Sanborn?

RP: We do a break. There's no intermixing of genre. If I'm playing Ben Sidran into Joe Beck into Sadao Watanabe at five before the hour, I'll come back with Joe Pass, David Bendigkeit and Ray Brown. Our sweeps are about thirty minutes long. But in between Watanabe and Pass we do an ID saying, "Listen for the variety of Jazz on WJAZ."

KZ: Is there any kind of music that you have to stay away from?

RP: Research has told us that we should stay away from heavy fusion cuts and avant garde cuts in regular rotation.

KZ: Do you leave an added record for open airplay?

RP: We use the Selector system. Everybody has the playlist and I code everything. Tom Scott, Diane Schuur or Dave Grusin can have two or three genre on their album—latin, fusion or straight-ahead. That album could be played in three different groupings. When a record company calls me for track information, it's an irrelevant question from my point of view.

KZ: How does being a musician help you in radio?

RP: Being a musician has helped me be more aware of what is really happening in a recording. I could tell if someone is not playing the changes. So if a record company tries to convince me that a record is doing something, I can judge it from a musical point of view as well as listener response and sales.

KZ: What promotions have WJAZ done recently?

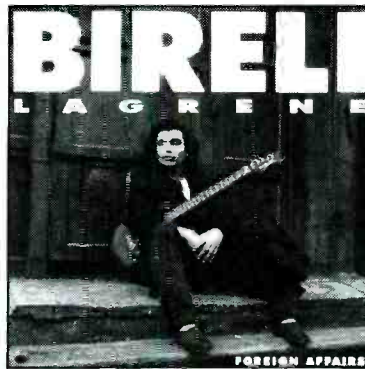
RP: We've had some successful promotions lately, like our Jazz On The Beach promotion. For three years, we've brought people like Jimmy McGriff, Etta Jones and Mel Lewis there to help gain new listeners through sponsored free concerts. We also helped sponsor a high school big band festival and we gave scholarships out to aspiring young musicians. It's an annual event. ●

50 YEARS OF THE F

BLUE NOTE

ST - FN JAZZ

BIRELI LAGRENE
Featuring the radio hit
"Timothee"

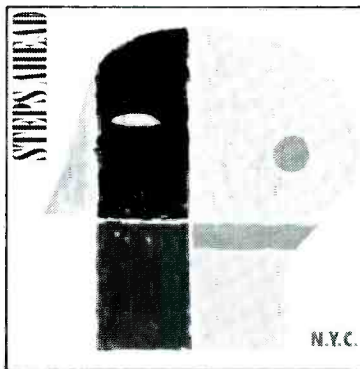


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● trust your

INTUITION

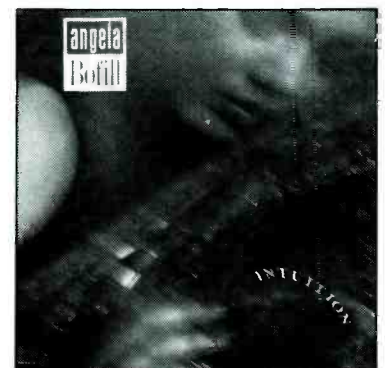
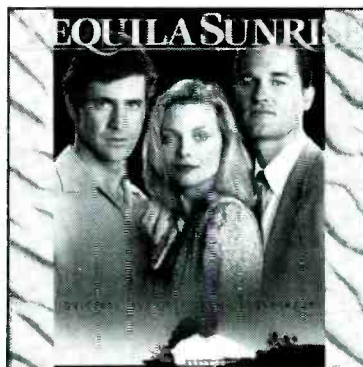
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TEQUILA SUNRISE
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with David Sanborn



ANGELA BOFILL
Key tracks: "Love Is In Your Eyes,"
"I Just Wanna Stop,"
"Everlasting Love"

50th ANNIVERSARY
BLUE NOTE.



JAZZ

MOST ADDED

1. CONFIDENTIAL - SPECIAL EFX (GRP)
2. THE FRENCH LAUNDRY - WINDOWS (CYPRESS/A&M)
3. SO WHY NOT? - BUDDY MONTGOMERY (LANDMARK)
4. METROPOLIS - TURTLE ISLAND STRING QUARTET (WINDHAM HILL JAZZ)
5. TALK BACK - PASSPORT (ATLANTIC)
6. IVORY DREAMS - BOBBY LYLE (ATLANTIC)

TOP TIP

DAVID MANN
INSIGHT
(ANTILLES NEW
DIRECTIONS/ISLAND)

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the highest debut at 24.

RECORD TO WATCH



PASSPORT
TALK BACK
(ATLANTIC)

Germany's Passport closes in on
twenty years of recording. Look for
a respectable debut next week.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	JOE BECK - BACK TO BECK (DMP)
2	2	2	BIRELI LAGRENE - FOREIGN AFFAIRS (BLUE NOTE)
3	3	3	SADAO WATANABE - ELIS (ELEKTRA)
19	5	4	STEPS AHEAD - N.Y.C. (INTUITION/CAPITOL)
37	15	5	MARTIN TAYLOR - SARABANDA (GAIA)
8	7	6	ROBIN EUBANKS - DIFFERENT PERSPECTIVES (JMT/POLYGRAM)
5	6	7	Michel Camilo (Portrait Records)
4	4	8	Gerald Albright - Bermuda Nights (Atlantic)
--	30	9	FREE FLIGHT - SLICE OF LIFE (CBS ASSOC.)
16	11	10	KIM PENSYL - PENSYL SKETCHES #1 (OPTIMISM)
13	10	11	Charles Earland - Front Burner (Milestone)
7	8	12	Al Jarreau - Heart's Horizon (Reprise)
14	13	13	Jimmy McGriff - Blue To The Bone (Milestone)
--	27	14	STEVE BACH - MORE THAN A DREAM (SOUNDWINGS)
11	14	15	Harry Connick, Jr. - 20 (Columbia)
9	9	16	Richie Cole - Signature (Milestone)
--	32	17	TRAUT/ROBBY - THE GREAT LAWN (COLUMBIA)
22	18	18	BRIAN MELVIN'S NIGHTFOOD - NIGHTFOOD (GLOBAL PACIFIC/CBS)
15	17	19	Gary Herbig (Headfirst/K-tel)
26	23	20	TOM HARRELL - STORIES (CONTEMPORARY)
23	21	21	Danny Heines - Every Island (Silver Wave/Optimism)
27	19	22	Do'ah - World Dance (Global Pacific/CBS)
--	46	23	KEIKO MATSUI - UNDER NORTHERN LIGHTS (MCA)
--	--	24	DAVID MANN - INSIGHT (ANTILLES NEW DIRECTIONS/ISLAND)
10	12	25	Chet Atkins - C.G.P. (Columbia)
--	--	26	MARCUS ROBERTS - THE TRUTH IS SPOKEN HERE (NOVUS/RCA)
34	28	27	DAN BALMER - BECOMING BECAME (CHASE MUSIC GROUP)
17	20	28	Buddy DeFranco/Terry Gibbs Quintet - Holiday For Swing (Contemporary)
12	22	29	Peter Erskine - Motion Poet (Denon)
--	34	30	DAVE MCKENNA QUARTET - NO MORE OUZO FOR PUZO (CONCORD JAZZ)
40	33	31	ENYA - WATERMARK (Geffen)
6	16	32	Lee Ritenour - Festival (GRP)
--	--	33	TURTLE ISLAND STRING QUARTET - METROPOLIS (WINDHAM HILL JAZZ)
--	44	34	MICHAEL HAYES - I VIBE (STA/RBI)
18	24	35	Tony Dagradi - Dreams Of Love (Rounder)
20	25	36	Barney Kessel - Red Hot And Blues (Contemporary)
35	35	37	Nancy Wilson - Nancy Now! (Columbia)
--	40	38	DAVE GRUSIN - COLLECTION (GRP)
38	38	39	Chi - Pacific Rim (ProJazz)
24	26	40	John Handy - Excursion In Blue (Quartet)
48	41	41	CARLA BLEY/STEVE SWALLOW - DUETS (ECM/POLYGRAM)
--	--	42	BOBBY LYLE - IVORY DREAMS (ATLANTIC)
36	39	43	Milt Jackson - A London Bridge (Pablo)
25	31	44	Kent Jordan - Essence (Columbia)
--	--	45	WINDOWS - THE FRENCH LAUNDRY (CYPRESS/A&M)
--	--	46	SOS ALL STARS - GREETINGS FROM NEW YORK (CHASE MUSIC GROUP)
44	45	47	Roberta Flack - Oasis (Atlantic)
--	43	48	Joe LoCascio - Marionette (Chase Music Group)
--	--	49	GARRY DIAL AND DICK OATTS (DMP)
28	36	50	Tony Williams - Angel Street (Blue Note)

CHARTBOUND

PASSPORT (ATLANTIC)

RIC FLAUDING (SPINDLETOP)

MANTECA (SOUNDWINGS)

* **SPECIAL EFX (GRP)**

TORCH SONG TRILOGY (POLYDOR/POLYGRAM)

* **TANITA TIKARAM (REPRISE)**

* **BUDDY MONTGOMERY (LANDMARK)**

* **BOB BERG (DENON)**

ALEX BUGNON (EMI)

DEBORAH HENSON-CONANT (GRP)

FREEWAY PHILHARMONIC (SPINDLETOP)

WORKING WEEK (VENTURE/VIRGIN)

* **MULGREW MILLER (LANDMARK)**

MAYNARD FERGUSON (INTIMA)

* **ERNIE WATTS WITH GAMALON (AMHERST)**

Dropped: #29 Tom Scott, #37 Kenny G, #42 The Harper Brothers, #47 Super Sax, #48 Tania Maria, #49 Tom Grant, #50 John Jarvis *Debuts in chartbound

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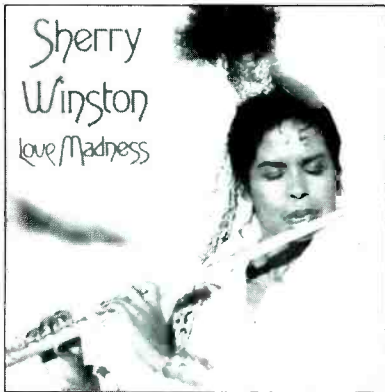
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JAZZ NEW RELEASES

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Ken Webb
WBLS-NYC
"Jazz From The City"



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TERRI LYNE CARRINGTON REAL LIFE STORY



REAL LIFE STORY - TERRI LYNE CARRINGTON (VERVE FORECAST)

Drummer **Terri Lyne Carrington** was a child prodigy and has played professionally since age ten. At age twelve she was educated at Berklee College and most recently has played with **Wayne Shorter's** band as well as on his last album, *Joy Ryder*. On *Real Life Story* she's joined by super guests **Grover Washington, Jr.**, **Shorter**, **Carlos Santana**, **Gerald Albright**, **Patrice Rushen** and **Diane Reeves**. Her style is similar to **Sheila E.'s** anchoring yet powerful backbeat drumming that we heard on **Prince's** triumphant *Lovesexy '88* tour. Of the tracks, her "alive sound" compliments **Grover and Hiram Bullock's** jams on "Message True." "Obstacle Illusion," orchestrated by Carrington and **Patrice Rushen**, is a two minute piece showcasing her tremendous sense of timing and percussive colorizations. "Human Revolution" is a close collaboration with **Robert Irving III** and has the unmistakable presence of **Carlos Santana**. For hardcore acoustic jazz ears, Terri Lyne's drumming weds the improvising talents of **Greg Osby** and **John Scofield** on "Skeptic Alert" slipping gently into the Brazilian inspired "Pleasant Dreams." The CD-only track "Hobo's Flat" features a hard-sounding four piece funk jam that must be played loud to be believed. TLC's *Real Life Story* has an action packed musical plot that rates a hearty **Zimmermen** thumbs up. Don't miss it!

GOLDEN EARRINGS - RAY BRYANT (EMARCY/POLYGRAM)

At the age of twenty two, **Ray Bryant** was a house pianist at the **Blue Note** in Philadelphia where he had the opportunity to sit in with **Bird, Miles, Lester Young** and **Sonny Rollins**. Over the years, Bryant's unaccompanied solo and trio stints have made him an expressive and communicative interpreter of blues and jazz. Witness the opening track. Split into two movements, "Golden Earrings" has its blue, melancholy shadings before bass great **Rufus Reid** and drummer **Freddie Waits**

majestically change the tempo. Immediately following, "I'm A Fool To Want You" (co-written by **Frank Sinatra**) offers **Jazz Radio** a luxurious ballad. Blue moments continue with **Errol Garner's** classic "Misty" and a touching "I Remember Clifford" penned by **Benny Golson**. **Golden Earrings** is a satisfying set. Play it again, Ray.

LOVE DANCE - IVAN LINS (REPRISE)

Over the last eight months, releases by Brazilian artists like **Djavan**, **Tania Maria**, **Milton Nascimento** and **Flora Purim** have made instantaneous impact on Jazz and Adult Alternative playlists.



Now is the time for a Brazilian artist to give us something that is progressive and adventurous in addition to being exotic. This is the quest for a composer like **Ivan Lins**. Having already written songs for **George Benson** and **Quincy Jones**, Lins has recently expanded his English songwriting capabilities by teaming up with writers like **Brenda Russell** and **Brock Walsh**. *Love Dance*, as Lins' first English language project, should succeed in expanding his native style stateside and worldwide. His superb ethnic vocal style is jettisoned into the nineties by producer **Stewart Levine** of **Simply Red** and **Culture Club** fame, who manages to employ all the latest studio sounds and settings. Tracks like "Some Morning," "Marlena," and "Who's In Love" have so many musical hooks, **Adult Contemporary** and **Top Forty** programmers might be advised to take note. The title track ballad is the most "Brazilian" sounding track, while "Comecar De Novo" rates as perhaps the most experimental composition on *Love Dance*. Like **Kenny G** before him, Lins' musical message should blossom on **Adult Alternative** airwaves and proliferate from there.

'BOUT TIME - MIKE LeDONNE QUINTET (CRISS CROSS)

Mike LeDonne is 32 and he has been playing piano around **New York City** recently and most notably with **Art Farmer** and **Milt Jackson**. But what sets off 'Bout Time is the appearance of **Tom**

the GAVIN REPORT/February 17, 1989

CONT. ON PAGE 70

PHOTO FILE



JAZZ THRIVES IN ATLANTA: Flutist James ▲ Newton visited the staff of WCLK -Atlanta. Pictured (L to R) are WCLK's Bobby Jackson, James Newton, Promotions Director Deborah Moore, WCLK's John Armwood and WCLK PD Bill Clark.



FLYIN' WITH FREE FLIGHT: Pictured at a ▲ record release party last month in Los Angeles celebrating the release of Free Flight's recent CBS release entitled Slice Of Life is (L to R) Neil Gorov of All That Jazz, Free Flighter Mike Garson, Jim Gosa of KKGO, Jim Walker of Free Flight, Laura Lee of KKGO, Scott Galloway of Fusion 40 and All That Jazz's Cliff Gorov.



DUELIN' SOPRANOS: Kenny G and Grover ▲ Washington, Jr. recently visited WNUA in Chicago. Kenny was in on a promo tour and Grover had a gig that night. Both also managed to spend some time on the air at 'NUA. Pictured (L to R) is Bob WNUA PD Bob O'Connor, Kenny, Grover and WNUA OM/MD Michael Fischer.



"POWER" TRIO IN THE STUDIO:▲ Drummer/bandleader Terri Lyne Carrington (center) strategizes in the studio during the recording of her stunning debut release entitled Real Life Story on PolyGram. That's producer Bobby Irving III on the left along with the legendary sax player Wayne Shorter (right) adding his own finishing touches to the "Story."



GRP INKS HAKIM: GRP Co-President Larry ▲ Rosen (L) shakes hands with new GRP recording artist Omar Hakim, drummer extraordinaire who has played with heavies like Sting, David Bowie and Weather Report.



BEN AND TAKE 6: Reprise artists Take 6 ▲ stopped by the studios of VH-1 to tape "New Visions" with host Ben Sidran. Pictured, (l to r):

Mark Kibble, Mervyn Warren, Claude McKnight, Ben Sidran, David Thomas, Cedric Dent and Alvin "Vinnie" Chea.



JORDAN "FLYING HOME" TO WBL: EMI ▲ recording artist Stanley Jordan (far right) who is flying high on his Flying Home LP is seen here after a recent performance with Glynice Coleman, Northeast EMI rep (left) and Hal Jackson, (center) Group Chairman of Inner City Broadcasting, owners of WBL.

ADULT ALTERNATIVE

MOST ADDED

1. CONFIDENTIAL - SPECIAL EFX (GRP)
2. THE FRENCH LAUNDRY - WINDOWS (CYPRESS/A&M)
3. INSIGHT - DAVID MANN (ANTILLES NEW DIRECTIONS/ISLAND)
4. LIGHTDANCE - NIGHTINGALE (HIGHER OCTAVE)
5. ON THE RISE - DEBORAH HENSON CONANT (GRP)
6. THE GREAT LAWN - TRAUT/RODBY (COLUMBIA)

TOP TIP

DAVID MANN
INSIGHT
(ANTILLES NEW
DIRECTIONS/ISLAND)

Last week's Record To Watch wastes no time. Saxophonist David Mann is our highest debut at #31.

RECORD TO WATCH



SPECIAL EFX
CONFIDENTIAL
(GRP)

Word is already out on Confidential. It's our double Most Added on both the Adult Alternative and Jazz charts.

Co-Editors: Keith Zimmerman/Kent Zimmerman

2W LW TW

1	1	1	ENYA - WATERMARK (Geffen)
2	2	2	Al Jarreau - Heart's Horizon (Reprise)
7	5	3	DANNY HEINES - EVERY ISLAND (SILVER WAVE/OPTIMISM)
4	3	4	Joe Beck - Back To Beck (DMP)
25	13	5	FREE FLIGHT - SLICE OF LIFE (CBS ASSOC.)
3	4	6	Gerald Albright - Bermuda Nights (Atlantic)
8	6	7	Kim Pensyl - Pensyl Sketches #1 (Optimism)
47	21	8	MARTIN TAYLOR - SARABANDA (GAIA)
9	8	9	Chi - Pacific Rim (Projazz)
32	17	10	TANITA TIKARAM - ANCIENT HEART (REPRISE)
14	10	11	Do'ah - World Dance (Global Pacific/CBS)
11	7	12	Bireli Lagrene - Foreign Affairs (Blue Note)
--	38	13	KEIKO MATSUI - UNDER NORTHERN LIGHTS (MCA)
10	12	14	Julia Fordham (Virgin)
17	11	15	Gary Herbig (Headfirst/K-Tel)
16	16	16	Sadao Watanabe - Elis (Elektra)
50	34	17	STEVE BACH - MORE THAN A DREAM (SOUNDWINGS)
21	19	18	Roberta Flack - Oasis (Atlantic)
40	23	19	FREEWAY PHILHARMONIC (SPINDLETOP)
49	42	20	TRAUT/RODBY - THE GREAT LAWN (COLUMBIA)
--	33	21	STEPS AHEAD - N.Y.C. (INTUITION/CAPITOL)
--	40	22	WINDOWS - THE FRENCH LAUNDRY (CYPRESS/A&M)
20	18	23	Don Harriss - Vanishing Point (Sonic Atmospheres)
13	20	24	Tom Scott - Flashpoint (GRP)
6	14	25	Lee Ritenour - Festival (GRP)
43	31	26	RICHARD BALMER - BECOMING BECAME (CHASE MUSIC GROUP)
28	25	27	Brian Melvin's Nightfood - Nightfood (Global Pacific/CBS)
5	9	28	Chet Atkins - C.G.P. (Columbia)
15	15	29	John Jarvis - Whatever Works (MCA Master Series)
22	26	30	Anita Baker - Giving You The Best That I Got (Elektra)
--	--	31	DAVID MANN - INSIGHT (ANTILLES NEW DIRECTIONS/ISLAND)
18	29	32	Dream Patrol - Phoning The Czar (Pasha/CBS)
--	47	33	DAVID ARKENSTONE - ISLAND (NARADA/EQUINOX)
26	28	34	Vangelis - Direct (Arista)
--	44	35	WORKING WEEK - PAYCHECK (VIRGIN)
35	30	36	Russ Barenberg - Moving Pictures (Rounder)
24	24	37	Kenny G - Silhouette (Arista)
29	32	38	Tom Grant - Mango Tango (GAIA)
12	22	39	David Knopfler - Lips Against The Steel (Cypress/A&M)
46	41	40	TONY GUERRERO - TIARA (WHITE LIGHT)
--	--	41	RIC FLAUDING - REFUGE (SPINDLETOP)
41	35	42	Gipsy Kings (Musician/Elektra)
34	39	43	Eric Tingstad & Nancy Rumbel - Legends (Narada/Lotus)
--	--	44	TEQUILA SUNRISE SOUNDTRACK (CAPITOL)
--	--	45	KERSTIN ALLVIN - ORIGINS (DOGWOOD PRODUCTIONS)
27	36	46	Stanley Jordan - Flying Home (EMI)
19	27	47	Chris Spheeris - Pathways To Surrender (Columbia)
--	--	48	MICHAEL HAYES - I VIBE (STA/RBI)
--	--	49	GONTITI - SUNDAY MARKET (PORTRAIT)
--	--	50	MICHEL CAMILO (PORTRAIT)

CHARTBOUND

DEBORAH HENSON-CONANT (GRP)	* JAMES LEE STANLEY (BEACHWOOD/CHAMELEON)	* BRUCE COCKBURN (GOLD CASTLE)
* SPECIAL EFX (GRP)	MANTECA (SOUNDWINGS)	* DIZRHYTHMIA (ANTILLES NEW DIRECTIONS/ISLAND)
BOBBY LYLE (ATLANTIC)	* RALF ILLENBERGER (NARADA/EQUINOX)	LYLE LOVETT (CURB/MCA)
ALEX BURGON (EMI)	DAVE GRUSIN (GRP)	* TURTLE ISLAND STRING QUARTET
MARILYN SCOTT/TWINS (WTG/CBS)	* NIGHTINGALE (HIGHER OCTAVE)	(WINDHAM HILL JAZZ)
Dropped: #37 Wishful Thinking, #43 Jonathan Butler, #45 Chris DeBurgh, #46 Lyle Mays, #48 Peter Erskine, #49 Checkfield, #50 Michael Colina, Richard Burmer, Jessie Allen Cooper.		
		*Debuts in chartbound

NOVUS

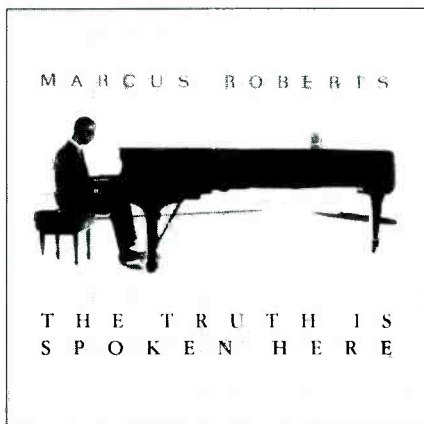
Artists

WHO DARE TO BE

DIFFERENT

MARCUS ROBERTS
**"THE TRUTH IS
 SPOKEN HERE"** 3051-1-N

After touring with and playing on the albums of Wynton Marsalis, this accomplished keyboardist/composer is emerging as an artist to contend with. Winner of the prestigious Thelonious Monk International Piano Competition, he makes his Novus debut with featured musicians Wynton Marsalis, Elvin Jones, Reginald Veal, Todd Williams and Charlie Rouse.

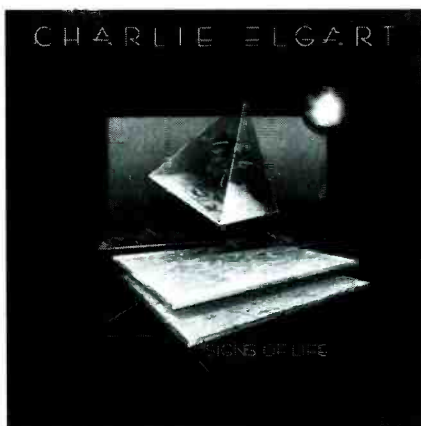
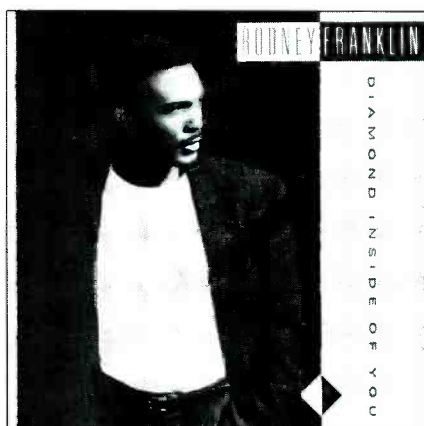


**"SARAFINA! THE MUSIC
 OF LIBERATION"** 9307-1-RC

The Broadway cast recording, composed and produced by Mbongeni Ngema and Hugh Masekela. "Sarafina" is young South African voices raised in an exhilarating fusion of jazz, rhythm & blues, rock and gospel. It's the Music of Liberation that has had Broadway audiences dancing in the aisles, received 5 Tony nominations, and inspired an NBC television special. Now it's a movie, released nationwide. The Broadway cast album contains 24 selections.

RODNEY FRANKLIN
**"DIAMOND INSIDE
 OF YOU"** 3038-1-N

Hitmaker Rodney Franklin ("The Groove") plays keyboards and sings on this blend of contemporary jazz, funk and urban sophistication. His self-produced Novus debut features original works, compositions by Luther Vandross and Nat Adderly Jr., and *Dreamgirls* star Jennifer Holliday's vocals on "Gotta Give It Up."



CHARLIE ELGART
"SIGNS OF LIFE" 3045-1-N

Last year, he left his indelible impression on the gold album "Najee's Theme" with his deft production of four of the tracks. Now, he fuses high-tech funk and groove-oriented jazz on his Novus debut, and instrumental-music racks are once again showing "Signs Of Life." Featured musicians are Mack Goldsbury on saxophone and Gary Foote on bass.

NOVUS



JAZZ NEW RELEASES

CONT. FROM P. 66

Harrell. Check out "Minor Contention" and "B.P. Bossa" as possible companion tracks to Harrell's latest hot release (and Gavin Jazz chartbuster), *Stories*.

CIRCLE - RALF ILLENBERGER
(NARADA/EQUINOX)

Ralf Illenberger's music is about as close to sinister as you're likely to hear on the transcendental Narada family of labels. On the opening "Horizon I," if you turn it up loud enough you may feel the room move and breathe. Illenberger specializes in swelling and contracting textures. The ball is mainly passed between Illenberger's picking cycles and the sax work by Budi Siebert. Jump on the fourth track, "Jump."

ISLAND - DAVID ARKENSTONE
WITH ANDREW WHITE
(NARADA/EQUINOX)

Already a favorite among our correspondents, David Arkenstone teams with New Zealander Andrew White and makes fantastic headway. The chemistry between Arkenstone and White is automatic as they chart their course with ethnocentric flavors. "Nantucket" has a beautiful Celtic flavor while my favorite track, "The Island Road" has a modern glow with big drums and synthesized horns abounding. Then we travel across the globe to India on "Hindu

Holiday." Island is a marvelous ride through landscapes and sandscapes and waterways. I enjoyed where the music took me.



DIZRHYTHMIA (ANTILLES NEW DIRECTIONS/ISLAND)

An intriguing group of British musicians band together to break new ground. Double bassist Danny Thompson was a founding member of Pentangle and has since appeared on many classic British folk collaborations including work with John Martyn and the late Nick Drake. Jakko Kakszyk once recorded on Stiff Records. Drummer Gavin Harrison has played with the likes of (now, don't freak out) Iggy Pop and Duran's Andy Taylor. Dizrhythmia is a fusion of classic, rock,

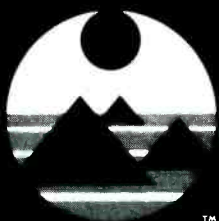
folk and raga sensibilities. I dare you to resist the opening title track. I like their "Anglo-Asian" description of the sound and I would say that that's the most difficult aspect of Dizrhythmia—describing the music.

CONFIDENTIAL - SPECIAL EFX (GRP)

Though Special EFX is best known as an electric band, I'm most enamored by the acoustic "Nature Boy." After its talking drum intro that lasts three minutes (hang in there, okay?), it's time for flying fingers. Acoustic instruments and shakers collide like there's no tomorrow. This is music that forcefully makes a grand statement. Everybody else is welcome to indulge in the electric side of Special EFX. This time around, I'll take "Nature Boy" and the more cerebral "Secret Storm (Part I & Part II)."

SHOW OF HANDS (IRS/MCA)

Show Of Hands is a charming and progressive acoustic trio that believes that less is more. Produced by David Kershenbaum, whose work with Joe Jackson and Tracy Chapman signifies integrity, Show Of Hands are poets of sorts. Kershenbaum has almost adopted a hands-off policy, which is risky, but Show Of Hands pull of their minimal bag of tricks with flying colors. I like "Another War."



Higher Octave
MUSIC



NIGHTINGALE "LightDance"

ADULT ALTERNATIVE: 4TH MOST ADDED! CHARTBOUND
"I can't praise the Nightingale compilation LightDance enough . . . but then perhaps the fact that we are playing every track on the disc should make it obvious how we feel about this project!"

CHRIS BRODIE, MUSIC DIRECTOR
KTWV-Los Angeles, CA

OUT-OF-THE-BOX ADDS:

KTWV-H!	SMN-H!	KJOY	KLSK
THE BREEZE	KQPT	KLRS	KLZS
WHRL	WXXI	KOAI	WCLR
WMGN	WMT	SOUNDSCAPES	and more!

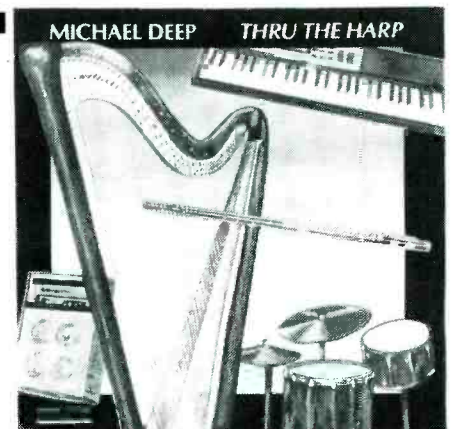
MICHAEL DEEP "Thru The Harp"

"From the first listen, I was impressed with the simmering spirit of Mike's melodies. So I started playing some tunes from his home recorded tape of original music on the WRDU Sunday Jazz Brunch. The overwhelming response of our listeners proved this local artist of extraordinary vision was destined to be heard."

KITTY KINNIN, JAZZ DIRECTOR
WRDU 106-Raleigh, NC

OUT-OF-THE-BOX ADDS:

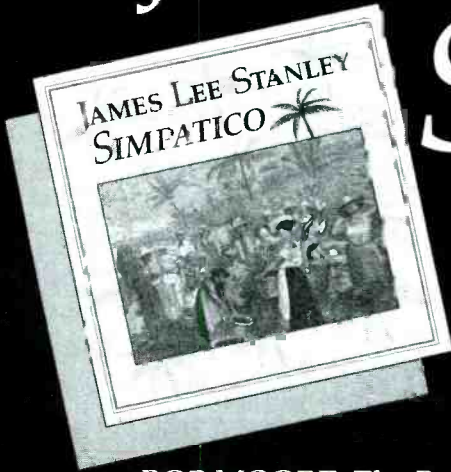
KTWV	SMN	KAZU	KQPT
KLSK	WNUA	WXXI	WHRL
KCSS	KJOY	WFBE	WVTF
WEZC	SOUNDSCAPES	and more!	



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MICHAEL FISHER, WNUA, CHICAGO -
"WNUA has a smooth criterion and THE DANCER fits perfectly...soothing and lyrically one of the most inspiring albums this year."

SCOTT KIETH, KEYV-FM, LAS VEGAS -
"Very interesting songs...they paint vivid pictures...and we're getting great phone response."

STEVE ARMANN, WBZN-FM, MILWAUKEE -
"If you're looking for unique NAC vocals, this record fills the bill. We already have heavy phones on SAME OLDE SAMBA."

RICHARD MORTON, KLZS, WICHITA -
"...a lot of calls, lots of good response...
James Lee Stanley, twisted love songs
for the early 90's."

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JOBS

TOP 40 KLAZ/FM-Hot Springs, AR, has future openings for AT w/prod. T&R: J. Harvey, PO Box 1739, Hot Springs, AR, 71902. [2/17]

TOP 40 & A/C-Hutchinson, KS, needs a morning drive person immediately. T&R: Bob Tesch, 106 N. Main, Hutchinson, KS 67501. [2/17]

COUNTRY KOYN-Paris, TX, needs a morning person. Voices, humor, personality a must. Best pay if you can deliver. T&R: Dawn Smart, 3305 N.E. Loop 286, Suite A, Paris, TX 75460. [2/17]

A/C & COUNTRY KFLS/KKRB-Klamath Falls, OR, has an immediate opening for morning personality/PD. T&R: Bob Wynne, PO Box 1450, Klamath Falls, OR 97601. [2/17]

KZZO-Clovis, NM, needs Account Executives for Lubbock/Amarillo & East New Mexico. Resume & salary history: J.J. Jeffries, PO Box Drawer K, Clovis, NM 88101. [2/17]

EASTERN SHORE AM/FM is accepting applications for future openings. AM is Country & FM is A/C. Exp. is not necessary, but preferred. Send Cassette & Resume: Joel Scott, WCEM RADIO, PO Box 237, Cambridge, MA 21613. Females encouraged. [2/17]

MODERN COUNTRY KWHT/FM-Pendleton, OR, is accepting applications for f/t positions. T&R: PD, KWHT/FM RADIO, PO Box 640, Pendleton, OR 97801. No calls, please. [2/17]

KYSN/FM-Wenatchee, WA, needs a Newperson immediately. Females encouraged. Contact Kelly Hart: (509) 884-1555. [2/17]

SMALLER WEST COAST MKT. TOP 40 & A/C has two open positions. 1) Smart PD. Off-air, strong writing, thinking & computer skills. 2) Newperson/News Director. Send resume, programming philosophy & photo: John Lund, The Lund Consultants, 1330 Millbrae Avenue, Millbrae, CA 94030. No calls, please. [2/10]

COUNTRY KNEW-Oakland, CA, needs a Production Director who can handle a real high pressure studio w/some airshift. Good bucks & good company. T&R: Jon Wallin, PO Box 910, Oakland, CA 94604. [2/10]

COUNTRY KBRF AM/FM has an opening for an exp'd Sales Rep. Work w/pros in the beautiful Minnesota lake area. T&R: Todd Fraser, PO Box 494, Fergus Falls, MN 56537, or call (218) 736-7596. [2/10]

CLASSIFIEDS

TOP 40 WPXR-Rock Island, IL, needs a night person/MD. T&R: Jim Schaefer, 225 18th Street, Rock Island, IL 61201. [2/10]

#1 TOP 40 WLRW-Champaign, IL, is looking for a killer 7-Mid AT. Possible MD for right person. Rush T&R: Matt McCann, PO Box 3369, Champaign, IL 61826. [2/10]

WAXX/WAYY has an opening for a copywriter/prod. person. Previous exp. preferred. Resume, copy samples & prod. tape: Copy Director, PO Box 6000, Eau Claire, WI 54702-6000. [2/10]

COUNTRY GIANT KBUF-Garden City, KS, needs an on-air/PD for 25,000 watt AM. T&R&programming philosophy: Jesse Morgan, PO Box 798, Garden City, KS 67846. [2/10]

TOP 40 KYVA/FM (Y93)-Billings, MT, has two open positions. 1) Part-time weekend announcers w/exp. T&R: Jack Bell. 2) Immediate opening for an exp'd Salesperson. Previous sales exp. preferred. Career position w/ established company & excellent benefits. Resume: Duane Hauge, 1645 Central Avenue, Billings, MT 59102. [2/10]

NEW SOUTHERN VERMONT FM hiring conversational ATs for all shifts. Informative but concise adult approach. Writing/Prod. skills a plus. T&R: Roger Coryell, PO Box 850, West Dover, VT 05356, or call (802) 362-1236. [2/10]

COUNTRY KQKD-Redfield, SD, needs a PD who can do p-b-p & news. Good entry level position in small market. T&R: Steve Kaiser, PO Box 110, Redfield, SD 57469. [2/10]

A/C KARZ-Redding, CA, needs a Production Director immediately. Organizational & writing skills a plus. Resume & writing samples: KARZ RADIO, PO Box 1918, Redding, CA 96099. No calls, please. [2/10]

TOP 40 KHHT-Minot, ND, needs an afternoon drive w/possible MD/OM duties. T&R: Pat Finken, PO Box 1686, Minot, ND 58702. [2/10]

TOP 40 WYYS (YES97)-Columbia, SC, has two open positions. 1) Morning personality. Big bucks for right person. 2) Also 7-Mid w/MD duties. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572, or call (803) 272-7338. [2/10]

TOP 40 WMGZ/FM(Z96)-Youngstown, OH, needs a Top 40 midday person w/prod. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572. [2/10]

URBAN WLUM/FM-Elk Grove, WI, needs a PM drive person. T&R&photo& letter: Rick Thomas, 12800 West Bluemound Road, Elk Grove, WI 53122. [2/10]

TOP 40/NEWS TALK WQGN/WSUB-Groton, CT, needs a f/t Chief Engineer. Resume & references: Frank Carofano, 100 Fort Hill Road, Groton, CT 06340. [2/10]

ARE YOU A PERFECTIONIST? A thick-skinned over-achieving AT or newperson who wants to make great money on a brand new FM in St. Cloud, MN. Learn from a programming staff from Z100-NY, WRBQ-Tampa, WLOL-Minn. Rush T&R: Pat McKay, PO Box 5119, St. Cloud, MN 56302. [2/10]

MODERN COUNTRY WMBC/FM Columbus/Starkville, MS seeks PD. Good air-personality, strong prod. & people skills. T&R: Mike Comfort, PO Box 707, Columbus, MS 39703. No calls, please. [2/10]

TOP 40 WBPR (POWER98)-Myrtle Beach, SC needs a midday/ Production Director. T&R: Barry Richards, 6 Southgate Road, Briarcliff Acres, SC 29572. [2/10]

A/C KRLT-Lake Tahoe, NV, 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]

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]

AMERICA'S #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 KPRQ 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]

AVAILABLES

ON-AIR/PRODUCTION. Currently at ND station, looking to advance to a station in MN or WI. DAVE: (701) 873-2215. [2/17]

N. CALIFORNIA SPORTS DIRECTOR looking for challenging gig. Can anchor, do p-b-p, and offer quality sports talk. I know the game. DAVE: (707) 446-7759. [2/17]

HARDWORKING, DEDICATED PD/MD/AT w/5 years exp. looking for Top 40, Country or Gold. Prefer Sacto to Bakersfield, CA. CHRIS HANSEN: (209) 667-8037. [2/17]

10 YEAR VET w/Country & A/C experience looking for afternoon home in the upper great plains. Former MD/PD & creative production director at #1 rated Country station. DOUG DAVIES: (605) 665-7892. [2/17]

IF YOU NEED HELP in any or all aspects of radio programming, call me. Exp'd in Oldies, A/C & Modern Country. Trivia & p-b-p my speciality. Lots of experience. RICK O'SHAY: (404) 629-7953. [2/17]

YOUNG, AGGRESSIVE, HOT, HIP air personality looking to move back home to Kansas City. KEVIN CASEY: (404) 625-5056. [2/17]

PD/OM for HOT A/C or LITE AOR.
Ten years exp. #1 programming station.
JIM: (912) 729-2685. [2/17]

FORMER MORNINGS/PROMO
Director at KYCO-Sacto, looking for
AT/Promo/PD at medium market in
Northern CA. "THE ROCKET MAN"
SCOTT FORRINGTON: (916)
447-0421. [2/17]

PD/MD/PRODUCTION DIRECTOR/
AT available now!. Lots of exp. Willing to
relocate. DARRELL JONES: (901)
377-3742. [2/17]

13 YEAR VET. Former Power96-
Detroit seeking employment
immediately. Have worked all major
markets. Prefer 6-10. JOJO RICK
ROBERTS: (314) 961-5579. [2/17]

YOUNG, PERSONABLE Brown
Graduate, looking for station to hire
amateur AT w/production interest. Will
relocate. KEVIN: (612) 522-0344.
[2/17]

AT/NEWS ANCHOR/TALK SHOW
HOST in medium/small Northern
market. Great work ethics. Prefer A/C
or Top 40. Will relocate immediately.
CHRIS: (612) 699-8379. [2/17]

MD/AT/PROMOTIONS ASS'T.
Looking to join your radio or record
company. Hardworking, humorous and
willing to relocate. BILL WYLLYS:
(206) 522-0795. [2/17]

6 YEAR VET, production wizard ready
for next challenge. Former MD/Ass't
PD at KMGZ-Lawton, OK. KEN
RENSRO: (405) 248-2561. [2/10]

AT W/PRODUCTION SKILLS.
Prefer AOR. Willing to relocate. JOE
HOSKINSON: (408) 268-8177. [2/10]

PRO w/GOOD PIPES. Relate well to
people w/good music knowledge.
Seeking gig near Sacto, CA. Prefer
A/C or AOR. JOHN SCOTT: (916)
488-1347. [2/10]

AT/MD w/lots of production exp. Any
format. Willing to relocate. SCARY
GARY POOLE: (408) 246-4383.
[2/10]

MD/AT w/GOOD PRODUCTION.
Prefer Country, A/C or Oldies.
Available immediately. JERRY WILSON:
(206) 479-6587. [2/10]

HOTTEST TOP 40/URBAN PIPES in
the biz! Good AT/Prod. skills. Also
available for commercial projects on
freelance basis. MICHAEL COLLETT:
(415) 781-6859 OR 296-0327. [2/10]

WEST COAST GM's: Portland suburb
A/C PD w/winning record looking to
break into medium market. Exp. includes
3 years ass't PD at KEX-Portland, OR.
Great references. RICH PATTERSON:
(503) 684-0306. [2/10]

FEMALE PRO w/good pipes ready to
spice up your Top 40 or AOR! KIM:
(605) 338-9376. [2/10]

CREATIVE WINNER, presently
w/KWOD-Sacto, seeks AT/MD w/Top
40 or A/C station. BILL
SHAKESPEARE: (702) 588-6153 or
(415) 435-9616. [2/10]

EXPERIENCED COUNTRY announcer
w/good voice seeking position in Central
or Mideast area MIKE: (517) 368-5332.
[2/10]

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]

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]

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]

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]

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]

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]

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

KOYN: New Country needs CDs from
all labels. John Leatherwood, 3305 N.E.
Loop 286, Suite A, Paris, TX 75460.
[2/17]

KNVR: A/C needs service from all
labels. Scott Michaels, 407 W. 9th,
Chico, CA 95928. [2/17]

KSNN: CD service for Bangles
(Columbia), Kenny G w/Smokey
(Arista). Sean Lisle, 1723 N. Street,
Merced, CA 95344. [2/17]

WRJC: A/C needs CDs from all labels.
Randy McKnight, PO Box 200, Nauston,
WI 53948. [2/17]

KSFA: Urban needs LPs, 12"s & singles
from all labels. R.T. Flemon, 30007
Martinsville Road, Nacogdoches, TX
75961. [2/17]

**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.**

NEXT WEEK:



ALBUM/ALTERNATIVE

ALBUM

GAVIN ALBUM FRONTLINE

ALTERNATIVE



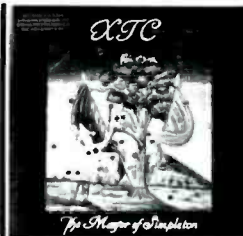
ELVIS COSTELLO



THE REPLACEMENTS



EASTERHOUSE



XTC



WONDERSTUFF



EASTERHOUSE

MADONNA OF THE WASPS



"MADONNA OF THE WASPS" -
ROBYN HITCHCOCK & THE EGYPTIANS (A&M)

Get set for the emergence of Robyn Hitchcock. On the last album, his "Balloon Man" made waves, breaking out of the usual Alternative bracket and heading towards an unsuspecting mainstream. In fact, Robyn's album lived at the Alternative number one slot for many many weeks. This time around Hitchcock's acid visions are still quite vivid and catchy. With a true fan base and a well-travelled reputation, look for lots of Egyptian power to come your way.

"KID FEARS"/"CLOSER TO FINE" -
INDIGO GIRLS (EPIC)

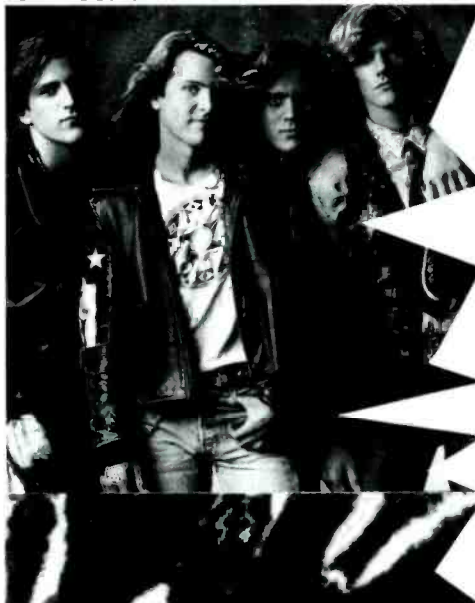
If these girls had a hammer, they'd hammer out even more folky magic. The Indigo Girls hail from Atlanta (not Athens). They're produced by REM producer Scott Litt, and yes, that's Michael Stipe singing a counter melody on "Kid Fears." The Indigos dabble in acoustic colors as Emily Saliers and Amy Ray intertwine their voices not unlike the Roches or

NEW RELEASES

McGarigles. "Kid Fears" is a marvelous vocal arrangement sung in almost a "round" fashion.

SEDUCED BY MONEY - THE THIEVES (BUG/CAPITOL)

To twist around an old saying, *Seduced By Money* is thick as thieves. *Seduced By Money* dwells on the monetary eighties using sonic artillery from the 70s. The Thieves are a deft real-drums, real-guitar rock n roll band dealing with a whole new set of problems when it comes to living in the material world. Produced by Marshall Crenshaw, the Thieves stick close to the basics when it comes to backbeat and raunch. This band of Thieves holds onto their scruples and dignity. In other words, their music is for sale, but it isn't. Get it?



FAIRGROUNDS - LITTLE AMERICA (Geffen)

Little America either got their name from Admiral Byrd's South Pole expedition or the huge Utah-Arizona

motel complex. (I like to think it was the former, located in Flagstaff.) Hard rocker/producer Paul Sabu polishes the Little America sound. They have become more vocal-oriented with guitar work that's open as opposed to powerful. Custer (who drummed through the entire *Steve Earle Copperhead Road* album) and his three co-horts are showing up in our Most Added columns alongside some other stiff quartet competition, specifically *Fire Town* and *Guadalcanal Diary*. Early 1989 is looking like a rebound year for the Great American band format.



SHOW OF HANDS (IRS/MCA)

Show Of Hands shows that less is more. This acoustic trio (along with occasional reinforcements) reacts defensively to the usual racks of digital keyboards and gizmos by keeping their music basic and wooden. Producer David Kershenbaum (fresh from his success with Tracy Chapman) is the guardian of Show Of Hand's purity. He protects songs like "Time Passes" and "Like Animals" from the ravages of over-production, keeping Show Of Hands an effective acoustic concept.

CONTINUED TO PAGE 78

SEMNAR ATTENDEES:
SEE LEGAL REINS &
SARAH McLACHLAN AT
CLUB D.N.A. ON
THURSDAY, FEB. 16TH!

OUT OF THE BOX:

WDRE
WFNX
KITS
WHTG
WRCN
WOXY
KTCL
KUSF
WRAS
WDET

AND SIXTY-FOUR MORE!

PLEASE, THE PLEASURE.
THEIR DEBUT ALBUM.

PRODUCED BY TIM PALMER.

ARISTA

LEGAL REINS

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ALBUM

MOST ADDED

1. "CONFIDENTIAL" - THE RADIATORS (EPIC)
2. "ALWAYS SATURDAY" - GUADALCANAL DIARY (ELEKTRA)
3. "GOD PART II" - U2 (ISLAND)
4. THE GOOD LIFE - FIRE TOWN (ATLANTIC)
5. "FEET ON THE GROUND" - HOTHOUSE FLOWERS (POLYDOR/POLYGRAM)
6. "SHE DID IT" - GLAMOUR CAMP (EMI)

TOP TIP

MELISSA ETHERIDGE
"SIMILAR FEATURES"
(ISLAND)

We took our first Melissa Etheridge airplay report on May 13, 1988. After nine months, this could even be the biggest track, jumping 49-45-27!

RECORD TO WATCH



TANITA TIKARAM
"TWIST IN MY SOBRIETY"
(REPRISE)

After a few months of exploratory airplay, early believers are beginning to get behind this track with concentrated devotion. Debuts at #41.

Editor: Kent Zimmerman

2W LW TW

1	2	1	ROY ORBISON (VIRGIN) "GOT" "MYSTERY" "DREAM"
4	3	2	THE FIXX (RCA) "DRIVEN"
2	1	3	REM (Warner Bros.) "Stand" "Pop" "Orange"
3	4	4	TRAVELING WILBURYS (WILBURY/WARNER BROS.) "END" "LAST" "TWEETER"
25	13	5	ELVIS COSTELLO (WARNER BROS.) "VERONICA"
16	10	6	REPLACEMENTS (SIRE/REPRISE) "BE"
9	8	7	MIDGE URE (CHRYSALIS) "GOD"
7	7	8	Lou Reed (Sire/Warner Bros.) "Dirty"
11	9	9	CHRIS REA (Geffen) "WORKING"
15	12	10	DAVID CROSBY (A&M) "DRIVE"
13	11	11	JON BUTCHER (PASHA/CAPITOL) "SEND"
5	5	12	U2 (Island) "Town" "God" "Angel"
6	6	13	Mike + The Mechanics (Atlantic) "Living"
28	19	14	DYLAN & THE DEAD (COLUMBIA) "SLOW" "WATCHTOWER" "WANT" "DOOR"
12	14	15	Waterboys (Ensign/Chrysalis) "World" "Blues" "Bang"
43	24	16	EASTERHOUSE (COLUMBIA) "FIGHTING"
8	15	17	Crosby, Stills, Nash & Young (Atlantic) "Got" "That" "Dream"
26	26	18	LITTLE FEAT (WARNER BROS.) "MOMENT"
--	47	19	XTC (VIRGIN) "MAYOR"
22	22	20	GUNS N' ROSES (Geffen) "PATIENCE" "PARADISE"
36	23	21	BRUCE COCKBURN (GOLD CASTLE) "TREE"
19	25	22	STEVE EARLE (UNI/MCA) "BACK"
10	16	23	Eddie Money (Columbia) "Eyes" "Forget"
14	18	24	Edie Brickell & New Bohemians (Geffen) "S" "Am" "Circle"
18	17	25	Living Colour (Epic) "Cult" "Landlord"
35	28	26	BON JOVI (MERCURY/POLYGRAM) "I'LL" "BORN"
49	45	27	MELISSA ETHERIDGE (ISLAND) "SIMILAR"
39	30	28	38 SPECIAL (A&M) "SECOND"
43	32	29	ENYA (Geffen) "FLOW"
40	34	30	COWBOY JUNKIES (RCA) "SWEET"
23	21	31	Robert Cray Band (Hightone/Mercury) "Acting"
37	31	32	Julian Cope (Island) "O'Clock"
44	39	33	FINE YOUNG CANNIBALS (IRS/MCA) "CRAZY"
17	27	34	Rush (Mercury/PolyGram) "Marathon" "Closer"
--	46	35	BAD COMPANY (ATLANTIC) "SHAKE"
47	38	36	VIOLENT FEMMES (SLASH/WARNER BROS.) "NIGHTMARES"
46	43	37	CHARLIE SEXTON (MCA) "BACK"
--	50	38	PAUL DEAN (COLUMBIA) "SWORD"
29	48	39	KEITH RICHARDS (VIRGIN) "STRUGGLE"
27	35	40	John Hiatt (A&M) "South" "Paper"
--	--	41	TANITA TIKARAM (REPRISE) "TWIST"
50	44	42	TESLA (Geffen) "TRAIL"
38	40	43	Jim Capaldi (Island) "Take" "Something"
34	37	44	The Saints (TVT) "Grain"
21	20	45	INXS (Atlantic) "Mystify"
--	--	46	NEW ORDER (QWEST/WARNER BROS.) "FINE"
30	42	47	Dream So Real (Arista) "Jericho" "Witness"
33	33	48	Jeff Healey Band (Arista) "Light"
20	29	49	Vixen (EMI) "Cryin'"
--	--	50	RADIATORS (EPIC) "CONFIDENTIAL"

CHARTBOUND

ROYAL COURT OF CHINA (A&M) "TRUTH"
HOTHOUSE FLOWERS (POLYDOR) "FEET"
FIRE TOWN (ATLANTIC) "GOOD"
LITTLE AMERICA (Geffen) "WHERE"
IVAN NEVILLE (POLYDOR) "FALLING"
LOVE & MONEY (MERCURY) "MAN"

POGUES (ISLAND) "YEAH"
LYLE LOVETT (CURB/MCA) "HERE"
* DEF LEPPARD (MERCURY) "ROCKET"
THRASHING DOVES (A&M) "ANGEL"
* GUADALCANAL DIARY (ELEKTRA) "SATURDAY"
MATTHEW SWEET (A&M) "VERTIGO"

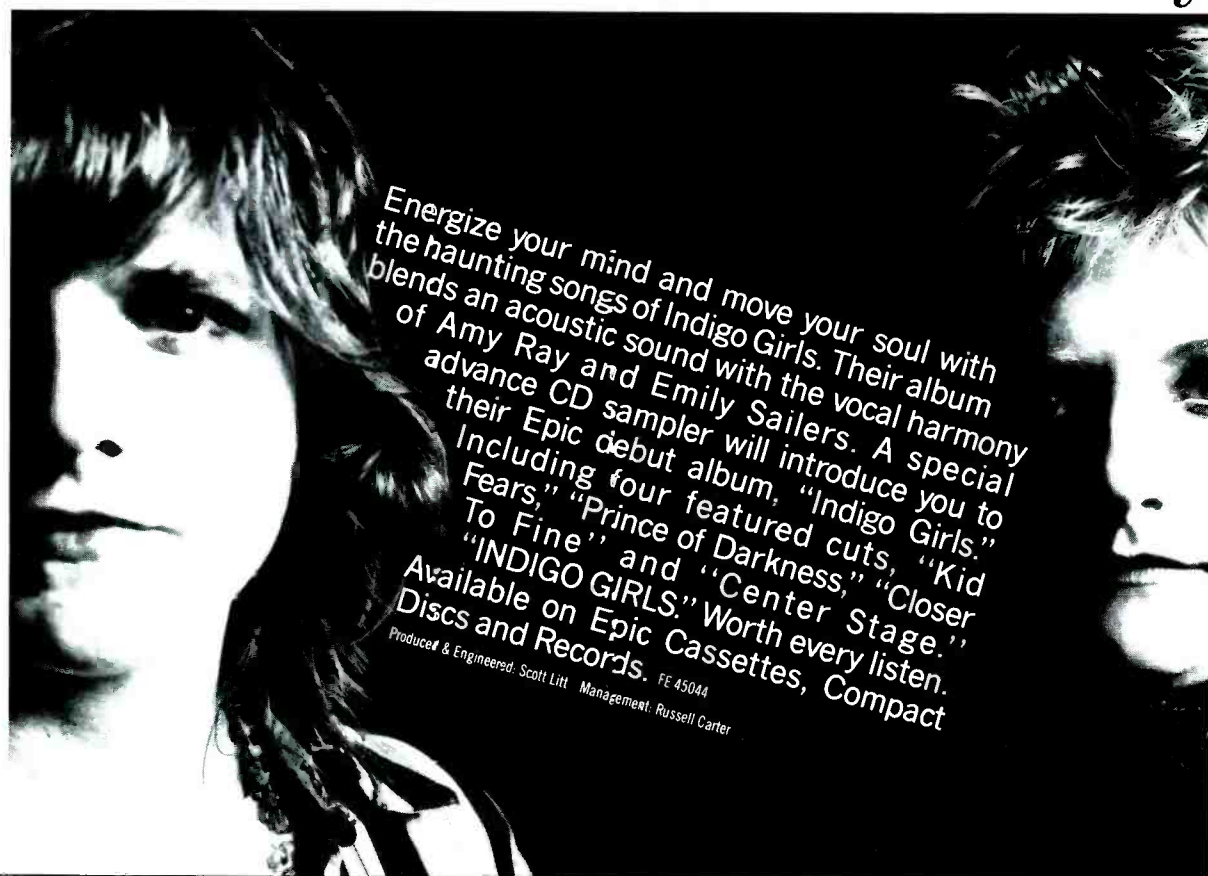
* THROWING MUSES (SIRE/WARNER BROS.) "DIZZY"
* SIREN (MERCURY) "FORGIVEN"
* WARRANT (COLUMBIA) "DOWN"
* GLAMOUR CAMP (EMI) "DID"
* PURSUIT OF HAPPINESS (CHRYSALIS) "HARD"
* WAYNE TOUPS & ZYDECAJUN (MERCURY) "JOLINE"

Dropped: #36 Tequila Sunrise, #41 Cinderella, #49 White Lion, Winger.

indigo girls



nothing this good comes easy



Energize your mind and move your soul with the haunting songs of Indigo Girls. Their album blends an acoustic sound with the vocal harmony of Amy Ray and Emily Saliers. A special advance CD sampler will introduce you to their Epic debut album, "Indigo Girls." Including four featured cuts, "Closer Fears," "Prince of Darkness," "Kid To Fine" and "Center Stage." "INDIGO GIRLS." Worth every listen. Available on Epic Cassettes, Compact Discs and Records. FE 45044

Produced & Engineered: Scott Litt Management: Russell Carter

When you
PLAY IT,
SAY IT!

Epic

GAVIN ALBUM FRONTLINE CONTINUED FROM 74



"YOUTH GONE WILD" - SKID ROW (ATLANTIC)

Skid Row attempts to thwart the radio runaround by inundating retail with an aggressive campaign aimed at active metal merchants. According to *Metal Hammer* magazine, this is the Next Big Thing. Borrowing their name from guitarist **Gary Moore** (who rocked under that name in the seventies), the Skids come from New Jersey and have already aligned themselves closely with Mr. Jovi. They also share producers (**Michael Wagener**) with **White Lion**, so the incest goes on and on and on. "Youth Gone Wild" is a rather tame rebel anthem with stacks of guitars and compressed vocal. Besides the Jovi influence, another strong ingredient is a fondness for the late **Marc Bolan** and **T. Rex**. In fact, **Rachel Bolan** (a guy) copped that name as well.



"ALWAYS SATURDAY" - GUADALCANAL DIARY (ELEKTRA)

Producer **Don Dixon**, whose most recent achievements include the overlooked **In Tua Nua** disc, is comfortably at home with Guadalcanal's southern quartet format. Like page-mates **Little America**, **Guadalcanal Diary** (named after a famous World War II book) seem able to play engaging quartet rock in their sleep. There's is a natural combination of melody, dynamics and natural chemistry. This week GD scored as our second Most Added. Expect aggressive support from the Alternative sector first.



THE SKY AND THE GROUND - PIERCE TURNER (BEGGARS BANQUET/RCA)

Transplanted Irishman **Pierce Turner** is a unique tunesmith. It's easy to imagine why **Philip Glass** chose to produce Turner's debut album. Both artists have a taste for the unusual and are equally at home with both lush and basic arrangements. In fact, Glass returns with a gorgeous oboe and cello arrangement on "The Answer." But don't count out Pierce's rockability. Once he's got his images and structures put together, the results can be pleasing and straight forward. On **The Sky And The Ground**, Turner volleys back and forth between his Irish/European background and his new found New York practicality. Start with the opening title track and then live with this one for a while. Also check out "Have You Looked At The Sun (Lately)". **KZ**

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U2 "GOD PART II"

The New Emphasis Track!

**GAVIN ALBUM CHART #1
3RD MOST ADDED!**



ALTERNATIVE

MOST ADDED

1. "Always Saturday" - **GUADALCANAL DIARY** (Elektra-12")
2. Me and Mr. Ray - **MIRACLE LEGION** (Rough Trade)
3. "So What If I Did" - **THELONIOUS MONSTER** (Relativity-12")
4. Trouble In The Home - **THRASHING DOVES** (A&M)
5. Sonic Temple & Court of Babylon - **BRIAN RITCHIE** (SST)

TOP TIP

FIREHOSE
"TIME WITH YOU"
(SST-12")

Dramatic impact even before
the release of the full LP
(see Inside Alternative review).

RECORD TO WATCH



THELONIOUS MONSTER
"SO WHAT IF I DID"
(RELATIVITY-12")

A fearless jump by the single
from their upcoming album.
Produced by John Doe of X.

IMPORT/INDIE

- BRIAN RITCHIE** (SST) "BELLS"
ARMS OF SOMEONE NEW
(C'EST LA MORT) "HERE"
PAY IT ALL BACK
(NETTWERK) "PERRY"
MURPHYS LAW
(PROFILE) "PANTRY"
UNTOUCHABLES
(RESTLESS) "AGENT"
... **THRILL KILL KULT**
(WAX TRAX) "DEVIL"
NO MEANS NO
(ALTER.TENTACLES) "VICTORY"
ELVIS HITLER (RESTLESS) "COOL"
BIRDHOUSE (LINK) "DEVIL"
ASHER D & DADDY FREDDY
(PROFILE) "RAGAMUFFIN"

2W LW TW

1	1	1	LOU REED (SIRE) "DIRTY" "SICK" "WHALE" "TIME" "STRAWMAN" "GOOD" "FAITH"
4	2	2	THE REPLACEMENTS (SIRE/REPRISE) "BE" "TALENT" "EARTH" "ANYWHERE" "ASKING"
2	3	3	Violent Femmes (Slash/Warner Bros.) "Nightmares" "World" "Fool" "Fat"
14	5	4	ELVIS COSTELLO (WARNER BROS.) "VERONICA" "TOWN" "PADS" "DANGLE" "GUM" "COMIC"
5	4	5	New Order (Qwest) "Fine" "Round" "Love" "Run" "All" "Disco"
--	30	6	XTC (Geffen-12") "MAYOR"
13	7	7	THROWING MUSES (SIRE) "DIZZY" "ROOF" "FALL" "BE" "DRAGONHEAD"
6	6	8	Midge Ure (Chrysalis) "Dear" "Brother" "Answers" "Hell"
12	11	9	WONDERSTUFF (POLYDOR) "GIVE" "MONEY" "WISH" "UNBEARABLE" "13TH" "RUBY"
7	9	10	Cowboy Junkies (RCA) "Get" "Midnight" "Blue" "Postcard" "Jane"
26	19	11	EASTERHOUSE (COLUMBIA) "COME" "STAY" "REDBIRD"
3	10	12	The Waterboys (Ensign/Chrysalis) "Fisherman's" "Lovers" "Party" "Sweet"
8	8	13	The Fall (Beggars Banquet/RCA) "New" "Right" "Kurious" "Overture" "Bad"
24	14	14	THE POGUES (ISLAND-12") "YEAH"
21	15	15	THE REIVERS (DB/CAPITOL) "TIME" "HOME" "LAZY" "SECRETS" "WINTER" "CUT"
16	16	16	FINE YOUNG CANNIBALS (IRS/MCA-12") "CRAZY"
19	17	17	NITZER EBB (Geffen) "CONTROL" "HEARTS"
43	22	18	LOVE & ROCKETS (BEGGARS BANQUET-UK) "MOTORCYCLE" "SPEED" "BIKE"
40	26	19	CHRISTMAS (IRS/MCA) "STUPID" "HUMAN" "PUNCH" "NIXON" "WARHOG" "TEST"
9	13	20	REM (Warner Bros.) "Stand" "Pop" "World" "Everything" "Inside"
--	27	21	THE PROCLAIMERS (CHRYSALIS) "500" "MET" "WAY" "JEAN" "CAP" "TEARDROPS" "SEAN"
39	23	22	CICCONE YOUTH (ENIGMA/BLAST FIRST) "ADDICTED" "GROOVEY" "MACBETH" "NATURE"
18	18	23	Enya (Geffen) "Flow" "Evening"
44	38	24	ROY ORBISON (VIRGIN) "GOT" "MYSTERY" "WINDJAMMER" "COMEDIANS"
--	40	25	FULL FATHOM FIVE (LINK) "HOUR" "FOUR" "SMOKE" "PAINGIVER"
15	24	26	The Go-Betweens (Beggars Banquet/Capitol) "Anything" "Streets"
--	--	27	FIREHOSE (SST-12") "TIME"
11	20	28	The Saints (TVT) "Music" "Ghost" "Sold" "Hollywood" "Fire"
23	29	29	Julian Cope (Island) "5" "Vegetation" "China" "Anne"
41	36	30	BRUCE COCKBURN (GOLD CASTLE) "TREE" "GIFT" "SHIPWRECKED" "DEATH"
--	41	31	LEGAL REINS (ARISTA) "RAGE" "WAIT" "INSIDE" "REALLY"
33	32	32	Youngblood Compilation (RooArt) "Trilobites" "Hipslingers" "Martha's"
--	34	33	LYLE LOVETT (CURB/MCA) "STAND" "HERE" "BLUES" "NOBODY" "KNOW"
20	28	34	Front 242 (Wax Trax) "Headhunter" "Work" "Circling" "Death"
31	31	35	The Fixx (RCA) "Driven" "Subterranean"
25	25	36	Tanita Tikaram (Reprise) "Tradition" "Twist" "Cathedral"
--	--	37	THRASHING DOVES (A&M) "ANGEL"
10	12	38	Dead Milkmen (Enigma/Fever) "Brat" "Stuart" "Mom" "Party" "Punk"
--	50	39	THE BAMBI SLAM (WARNER BROS.) "BOOM" "THINKIN'"
47	45	40	GIANT SAND (HOMESTEAD) "TRAIN" "MOUNTAIN" "ROBES"
--	48	41	THE CHILLS (HOMESTEAD) "NAME" "WAY"
17	21	42	Lilac Time (Mercury) "Velvet" "Return" "Together" "Road"
--	--	43	MATTHEW SWEET (A&M-12") "VERTIGO"
42	42	44	My Dad Is Dead (Homestead) "Morning" "Pile" "Hole" "Cut"
--	--	45	HE SAID (ENIGMA/MUTE) "COULD" "WATCH" "DICKS"
--	--	46	HUGO LARGO (LAND/OPAL) "TURTLE"
46	46	47	Death of Samantha (Homestead) "Harlequin"
--	--	48	PIERCE TURNER (BEGGARS BANQUET/RCA) "SKY" "TIME" "SHAKE" "MAYHEM"
--	--	49	ED HAYNES (APACHE) "KILL" "BLUES" "MIKHAIL"
22	33	50	Sonic Youth (Enigma/Blast First) "Teen" "Silver" "Hey" "Candle"

CHARTBOUND

- | | |
|------------------------------------------------|---------------------------------------------------|
| TOMMY KEENE (Geffen) "CAR" "HAPPY" | THELONIOUS MONSTER (RELATIVITY-12") "WHAT" |
| GUADALCANAL DIARY (ELK.-12") "SATURDAY" | THRASHING DOVES (A&M) "ANGEL" |
| FIRE TOWN (ATLANTIC) "GOOD" | THIN WHITE ROPE (FRONTIER) "RED" |
| MIRACLE LEGION (ROUGH TRADE) "LADIES" | BRAZIL CLASSICS (BUG/SIRE) "JORGE" |

Dropped: #35 Laibach, #37 M.Almond, #39 E.Brickell, #43 Ultra V.S., #44 A House, #47 U2, #49 Alien Sex F.

ATLANTIC AT A GLANCE

ALTERNATIVE

MOST ADDED

FIRE TOWN

THE GOOD LIFE (81945)

"THE GOOD LIFE" (PRCD 2611) and

"WHERE THE SHADOWS FALL"

(PR 2612)

Gavin Single Of The Week!

Already on stations.

Already on:

WRSI	WTSR	WKXL
WDRE	WMDK	WDST
WNCS	WHTG	WWVU
WUSC	WRAS	WFIT
KTCZ	WXRT	KRCK
KACV	KTCL	KBCO
KTAO	KUNV	KUCI
KOTR		

ALTERNATIVE

MOST ADDED

MOEV

YEAH WHATEVER (81950)

"CRUCIFY ME"

(0-86454) (DMD 1293)

Internationally acclaimed debut features the single "Crucify Me."

JUST SHIPPED!

Early believers:

KITS WDRE

ALTERNATIVE

MOST ADDED

CAMOUFLAGE

VOICES & IMAGES (81886)

"THAT SMILING FACE"

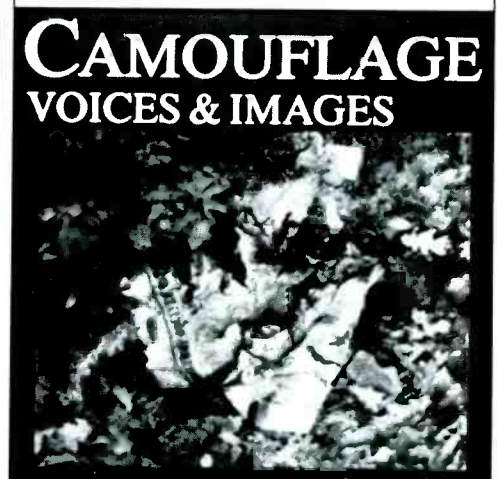
(7-88920) (0-86436) (DMD 1307)

Debut artist with sales over 200,000!

New single remixed by Justin Strauss—shipping this week.

Already on:

91X	KITS	KROQ
KTCL	WBRU	WDRE
WFNX	WHFS	WHTG



Hot

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INSIDE ALTERNATIVE RADIO



**GRAHAM LEWIS IS:
ONE FOURTH OF WIRE.**

**HE SAID IS:
HIS SECOND SOLO
ADVENTURE.**

**"COULD YOU" IS:
THE TRACK.**

LISTEN. "TAKE CARE!"



The top three remain frozen but a HOT XTC is certain to break up the ice-party next week. Don't underestimate the loyal following that XTC has garnered over the years and it's the the most talked about record by Patrick Ferrisse-WWVU, Brian Davis-WDCR ("Added straight into Maximum rotation"), Carl Teichert- WICB, Marcia Woytaszek- WSMU ("#9 airplay and just added last week"), Robbie Fung-KFSR, Bruce McDonald-WENX ("#1 Most requested"), Mike Summers-KJQN ("Huge jump"), Jack Smith-WRFL, Jeanne Atwood-WDST ("Lots of callers complaining that we're playing only one track"), and Helen Urriola-WFIT ("Phenomenal response"). The Wonderstuff breaks the Top Ten barrier, with Easterhouse on the brink. Christmas continues to build upon its solid base, with big support noted by Pete Catanzaro- WPRB, Chris Crowley-WUSB ("Our listeners love it"), Brett Greene-KUNV. The Proclaimers and Full Fathom Five continue their ascent up the chart. FIREHOSE is the highest Top Tip debut, just on the strength of the single. Expect the album to knock heads with the other Top Ten releases. Legal Reins converts a large number of Adds into rotations and is attracting response from Paul Kriegler-KRCK ("Some people are

missing out on this"). I expect Lyle Lovett's hitch at number 33 to be a temporary pause, as it seems he's finally "crossing over" onto Alternative playlists. Kim Saade-WRAS says Lyle is generating "incredible sales and is going to be HUGE!" Maggie McCabe-KCMU can't praise Lyle enough, yet is still concerned that people judge the music just by looking at the cover. He Said takes a shortcut from Import/Indie straight to the chart and is drawing raves from Phillip Griffin- WRUV, Mark Simony-WUNH ("Holding a commanding #1 lead in airplay"), Ed Haynes is persistently making his way onto the chart and the playlists of Mike Thomas-WMDK and Jamey Karr-KACV. Guadalcanal Diary is #1 Most Added. Miracle Legion followed them very closely and are moving upward quickly for Dave Sparks-KCPR. Our Record To Watch is Thelonious Monster, whose full album is about to be released. For the first time since the holiday break, the flood of new releases seemed to subside. The effect of this may take a few weeks to set in, but it might be a good time to go back and re-listen to some music that may have gotten lost in the mad shuffle. A few records bubbling under in IMPCRT/INDIE include Brian Ritchie, Murphys Law (a big item for Doris Duwe-WTSR) and No Means No (bending Dave Gottlieb-KFJC's ear). In case you didn't notice we're very proud to welcome Richard Sands and Live105-San Francisco as a new Alternative reporter. They started calling a few weeks ago. Music Director Steve Masters' favorite new releases include; "Dream Kitchen" by Frazier Chorus, "Can You Dig It" by Pop Will Eat Itself ("Grinding guitar with a house beat") and three new songs from Simple Minds' "Mandela Day" and two covers: "Biko" and the traditional Irish song "Belfast Child." Speaking of new stations, we're pleased to welcome Scott Murray back with a new station, but the same call letters and city and format-- KVRE-Santa Rosa. Their playlist and phone number appear in the correspondent booklet. Paul Kriegler- KRCK couldn't come to the Gavin Seminar because he's got some major business to tend to in

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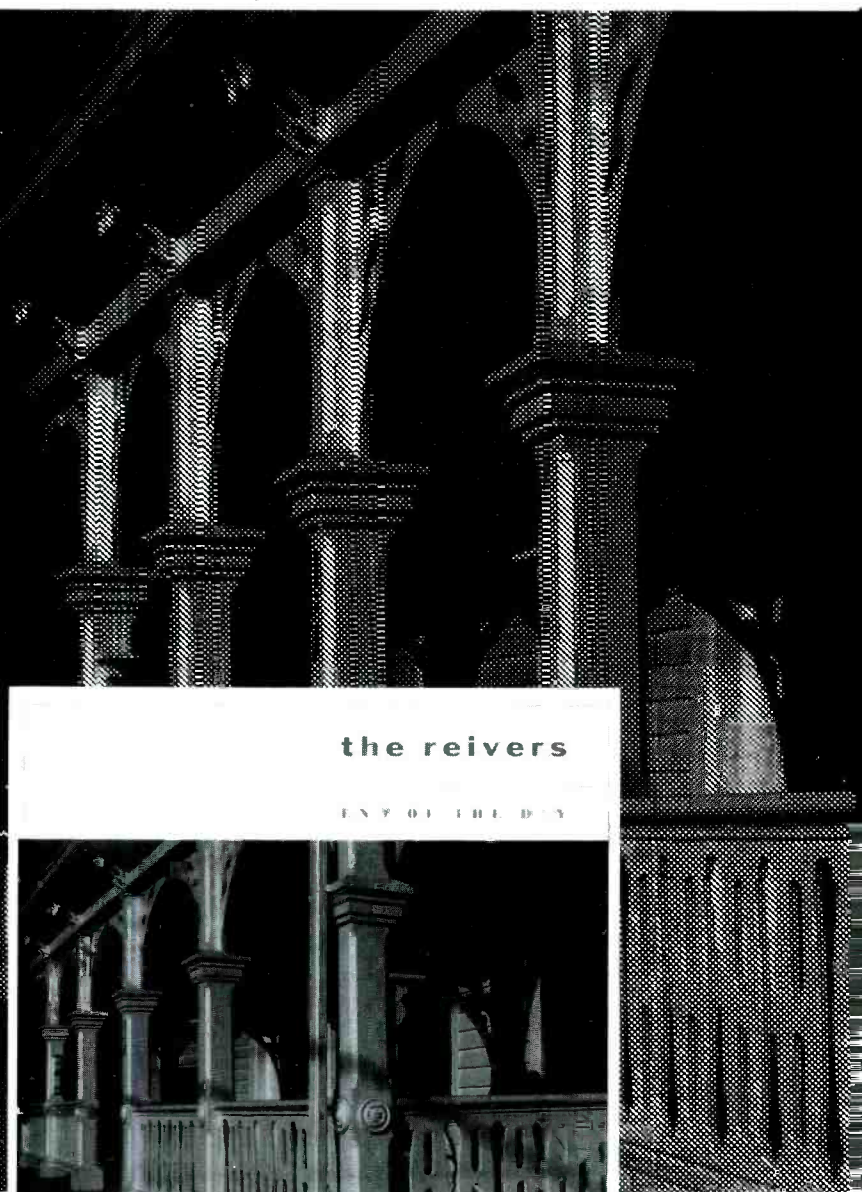
the GAVIN REPORT/February 17, 1989

the reivers

These stations are playing the reivers:

WRSI	WXCI	WHFS	WSMU	WHTG
WMDK	WTSR	WDCR	WPRB	WXKE
WDST	WXYC	WUSC	WRAS	WUOG
WFIT	WRVU	WTUL	WAPS	WOXY
KABL	KRCK	KACV	KTCL	KTAO
KUNV	KCPR	KOTR	KFSR	

"It's About Time"
That you do too!!



the reivers

END OF THE DAY



From the reivers LP
"End Of The Day"



INSIDE ALTERNATIVE RADIO by Peter Standish

CONT FROM PAGE 82

Washington D.C. We're keeping our fingers crossed that he'll have some MAJOR news to report in the near future. Oz of 91X-San Diego is excited over the new single from Ric Ocasek's son Christopher Ocasek. **AROUND THE HORN:** Cinda and Marc at WRVU in Nashville have started a new weekly program called "91 Tabloid" where they do a Top 20 Countdown of the week, debut their new adds, play the produced interview/interchords records that are mailed to them, air their own phone interviews and play a variety of live tracks. What a fantastic way of giving people a summary of your weekly programming, and a creative outlet to expose your listeners to your new releases.

ALTERNATIVE EDITORIAL RESPONSES CONTINUED: Last week Craig Marks of Homestead Records made a point about some programmers' lack of musical knowledge. Educating a young radio staff, particularly at a college station, about music can be a major problem. Ideally you select a staff that has educated themselves BEFORE coming to work at the station. Unfortunately station programmers don't always have so many knowledgeable staff members to pick from. One goal is to encourage and, possibly require, your staff to educate themselves through the myriad of books on musical history. Although it "only" goes back five years, one book that could help alleviate musical ignorance is "The New Trouser Press Record Guide." This expanded third edition is set for release next week and has reviews of more than 6,000 records and almost

2,000 bands outside the mainstream. It's a great guide and should be in the office of every Alternative Radio station and in the brain of every Alternative programmer. Back to the responses...Paul Vitagliano of Warner Bros. notes, "If and when Alternative bands cross over really big (albeit years later), then it may be time to move on to the next one, but it's important to make this decision on a record-by-record basis. Not playing a band because it's starting to break on the local AOR/Top 40 station is a disservice to college radio listenership. Do you think that the college listener even cares what those stations are getting hip to? Your listeners want the BEST music that college radio has to offer, not just because it fits into the 'no-commercial potential' category. If the music has integrity, it deserves to be played. What label it's on should have no bearing on this kind of decision either. Let the MUSIC speak for itself." Josh Rosenthal-WCDB responds, "I'd like to address the infiltration of core Alternative artists clogging the upper half of the charts while untested greatness routinely bobs from 43 to 31 and back down to 49 (also known as the '25 or 6 to 4 dilemma' among Album rock programmers). Established artists like the Replacements or REM should be used as tools to turn the uninitiated on to the Alternative staples of the future, as well as artists who'll never come close. Stations that insist upon playing established acts without listening for that rumble from below may as well hire some Alternative Radio Consultant (or the nearest promo rep) to dictate their programming.

Obviously, charts represent a general consensus, and so the state of the art is never nakedly represented, it's merely sampled. The future of college radio doesn't lie with the major chords, but with the minor keys."

NEW RELEASES



Loc-ed After Dark - **TONE LOC**
(Delicious Vinyl/Island)

Tone Loc creates a sound that feels good, but is hard to distinguish. It's a feeling that Art Neville likes to call funky- knuckle. Loc's music, rather than lyrics, is his strength. It features synchopated rhythms and a plethora of percussion. Tone Loc's voice serves as an additional instrument with it's understated, sexy style. Sure, he's achieved pop success with the single "Wild Thing," but there's a ripe bunch of fruitful songs deserving Alternative attention including "Funky Cold Medina," "Cheeba Cheeba," "On Fire" and "Loc'ed After Dark." "The Homies" has a Meters "Cissy Strut" riff hook, while the vocals on "I Got It Going On" sound like they were recorded at a party, not unlike some of the New Orleans carnival records. Be careful of Tone's fondness for the "F" word.
PS CONT ON PAGE 86

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by **Dreams**
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Dr. Demento
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*List and comments upon request - Ouch! Records, 2901 California St. Berkeley, CA 94703



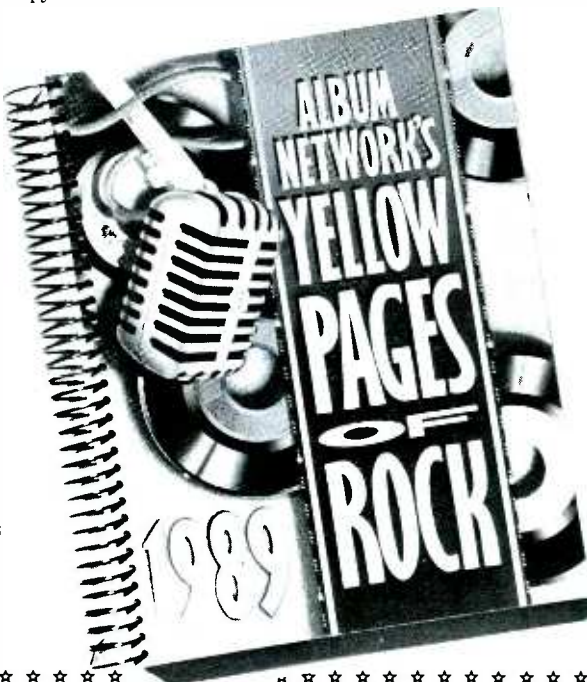
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INSIDE ALTERNATIVE RADIO

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NEW RELEASES



fromohio--FIREHOSE (SST)
It's a bird with indigestion, it's a plane of higher existence it's a FIREHOSE! Watt's burping bass, Crawford's chirping guitar and George's fluttering drums make for the bird and "fromohio" soars to new heights. Once again the band pulls a hat trick, with all three members showcased. Recording in the Buckeye State stirs a salsa wail from Ed's guitar on "In My Mind." "What Gets Heard" finds Watt delivering a hoops rap on lead bass. George pounds an earful on the solo "Let The Drummer Have Some." Ed proves himself quite a crooner, and it's a toss up as to whether he's improved more on guitar or vocals. The record is fetching, but even more essential is seeing these Hosers live. Don't miss their Springboard '89 Tour and look for standout cuts "Whisperin' While Hollerin'" and "The Softest Hammer" to be even better in performance.
DAVID BERAN



I See Good Spirits And I See Bad Spirits--MY LIFE WITH THE THRILL KILL KULT (Wax Trax)
If ever there was to be a soundtrack for the film Rosemary's Baby this is it. The opening track, "Hersey," contains a syncopated percussion, a lamenting violin and an ominous vocal. "X-Communication" opens with warnings of dangerous Kults and progresses to a funky dance beat with harsh vocals and a hard edged guitar. "...And This Is What The Devil Does!" has that unrelenting disco/dance beat that is sure to "drive me crazy." Lock the kids up, here comes the latest from Wax Trax!
RB

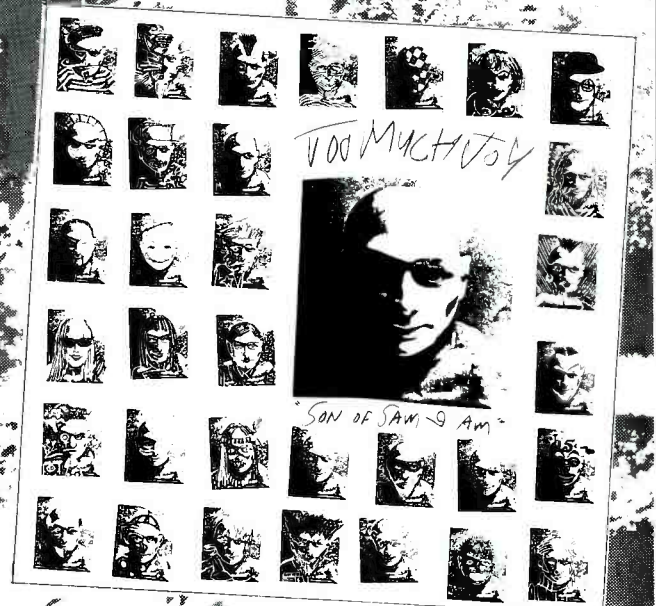
Finally, the American debut album! Out Now!



MUSIC FOR A KINDER GENTLER NATION

TOO MUCH JOY

making pop a four letter word



The new album from the jerks who brought you "Green Eggs And Crack"



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INSIDE ALTERNATIVE RADIO

NEW RELEASES



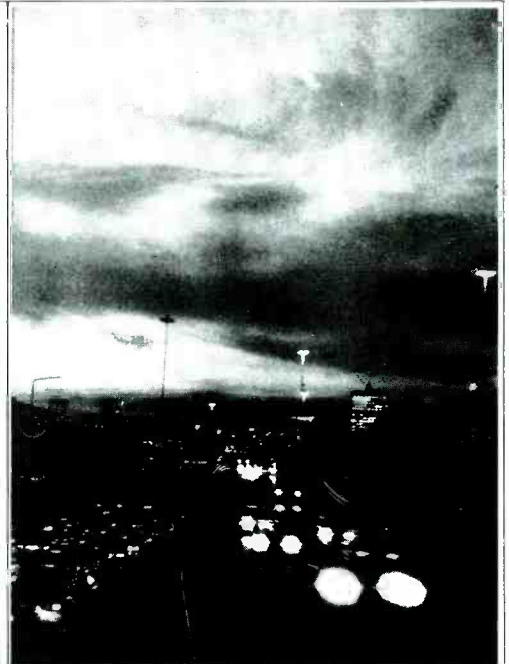
Headhunter's Banquet--TOOTH & NAIL (Word Of Mouth)

Two members of this San Francisco-based quartet have--up to know--only performed classical music. "Headhunter's Banquet," the title track, is the most danceable on this, their debut EP. It is a perfect example of **Tooth & Nail's** chaotic frenzy. Their time signatures are usually 4/6 as opposed to 6/8 or 4/4, and their tunes are polyrhythmic--peaking, fading and peaking again. The lyrics are poignant and thought provoking. Check "City Streets Seethe." The album cover is another story in itself. For more info contact Word Of Mouth at (415) 558-8005. RB



"Son of Sam I Am" - TOO MUCH JOY (Alias)

Too Much Joy attack power pop head on with a fuzzy guitars, vocal choruses and a rhythm section working overtime. The songs are compressed and polished, but Jay Blumenfield's unrefined vocals give them a hard edge. Best of the bunch include, "Making Fun of Bums," "Clowns," "Kicking," "Hugo," and "Bad Dong." Call Alias at (415) 546-1863.



Nightlands--A FINAL IMAGE NOCTURNAL COMPILATION (Red Rhino/The Cartel) ROOTS DAUGHTERS COMPILATION (Ariwa Sounds)

"**Nightlands**" is best described as ambient noise/industrial music. The opening track is by the ever prolific **Muslimgauze**, who are known for their subtle Middle-Eastern sound. **Pump** is harder noise with layered humming and indistinguishable instrumentation. **Gush** is reminiscent of fog horns and **Biting Tongues** presents an uneven horn with unusual percussion. Each of the ten groups featured here provide something **Luigi Russolo**, the father of noise, might have composed. **Roots Daughters** features eight tracks, each by a different woman. They provide a glimmering of what it's like for a woman whose life is oppressed and music repressed. Aisha tells the story of the guidance Jah gives her, and the **Mad Professor's** dub is magnificent. Live Wya's tune "Catch The Boat," warns us of the holocaust. The vocal by each of the **Roots Daughters** is clear, distinguishable and comprehensible, and **Mad Professor's** production is of the highest quality. Your turntables deserve these excellent compilations. ROBERT BARONE



PERSONAL PICKS

SINGLES by Dave Sholin

DEON ESTUS - *Heaven Help Me*
(Mika/Polydor)

George Michael's involvement as co-writer and background vocalist on this tune is sure to get everyone's attention. But Deon, who played bass for Marvin Gaye prior to joining Wham! is a veteran musician who shows off his skills as writer and singer as well as an instrumentalist. Terrific track!

DEF LEPPARD - *Rocket*
(Mercury/PolyGram)

Anyone who took bets that there would not be another single released off the "Hysteria" album just lost. Millions of hysterical fans can't get enough, and here's another reason why.

CHER & PETER CETERA - *After All*
(Geffen)

Judging from just the credits alone, nothing has been left to chance for this love theme from "Chances Are," the yet-to-be released film starring Cybill Shepherd and Ryan O'Neal. Besides the pairing of two of the hottest and most recognizable voices around, Dean Pitchford and Tom Snow wrote the words and music and producer Peter Asher put all the right elements together.

BOYS CLUB - *The Loneliest Heart* (MCA)

Few artists go top ten their first time out, and even fewer are able to keep the roll going. Gene Hunt and Joe Pasquale prove their success was no fluke, rebounding with yet another stunning, soulful serenade.

AIRKRAFT - *Footsteps* (Premiere)

Though they're newcomers to the national music scene, this group has been building a following in their home state of Wisconsin and throughout the Midwest. They've delivered a tight commercial pop rock entry worthy of consideration. For copies contact the Mark Alan Agency at P.O. Box 279, Hopkins, MN 55343 or phone them at 612-942-6119.



ALBUMS by Ron Fell

EL DEBARGE - *GEMINI* (Motown)

The album's opener and lead single, REAL LOVE, is a kinetic kaleidoscopic dance anthem that heralds the return of the twenty seven year old El. Gemini is an album of songs about growing up and into love, overcoming demons, shaking a troubled past and filling a spiritual vacuum. El's predictable strength as a balladeer may dominate the majority of the album, but there's a shock factor at play here that bookends the LP. The aforementioned opener, REAL LOVE and the explicit closer, MAKE YOU MINE have an aggressive dynamic which is extreme to say the least. El's been through a personal hell since his previous album, yet he's retained much of his stance for romance by holding true to the precious emotional alto/soprano choirboy delicato in his voice. My favorite tracks include SOMEBODY LOVES YOU, BROKEN DREAMS and CROSS MY HEART, but you can bet the bookends will raise the eyebrows.



the GAVIN REPORT

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ROBERTA FLACK

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